

**Application to**

**Schuyler County Industrial  
Development Agency (SCIDA)**

**For**

**Tax Exempt Bond Financing**

**and/or**

**Straight-Lease Transaction**

**And**

**Fee Schedule**

Please contact the agency for more information  
regarding project eligibility and application process.

This application should be submitted to the Schuyler County Industrial Development Agency, 2 N. Franklin Street, Watkins Glen, New York 14891 (Attn: Chief Executive Officer).

FINANCIAL ASSISTANCE BY THE AGENCY. REQUIRED TO BE PAID BY THE APPLICANT AT OR PRIOR TO THE GRANTING OF ANY UNLESS THE AGENCY AGREES IN WRITING TO THE CONTRARY, THIS PROJECT FEE IS THE AGENCY HAS ESTABLISHED A PROJECT FEE FOR EACH PROJECT IN WHICH THE AGENCY PARTICIPATES. AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.

9. The Agency in processing this application. A check or money order made payable to the Agency must accompany each application. THIS APPLICATION WILL NOT BE ACCEPTED BY THE Agency has established an application fee of \$3,000.00 to cover the anticipated costs of the project and included as a part of the resultant bond issue.

8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency's bonds issued to finance the project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel to the Agency. The costs incurred by the Agency, including the Agency's general counsel and bond counsel, may be considered a part of the project and included as a part of the resultant bond issue.

7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant's competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of Public Officers Law.

6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project.

5. When completed, return this application to the Agency at the address indicated on the first page of this application.

4. If more space is needed to answer any specific question, attach a separate sheet.

3. If an estimate is given as the answer to a question, put "(est)" after the figure or answer, which is estimated.

2. Fill in all blanks, using "none" or "not applicable" or "N/A" where the question is not appropriate to the project which is the subject of this application (the "Project").

1. The Agency will not approve any applications unless, in the judgment of the Agency, said application contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.

INSTRUCTIONS

Schuyler County Industrial Development Agency (SCIDA)  
2 N. Franklin Street  
Watkins Glen, New York 14891

**Schuyler County Industrial Development Agency (SCIDA)**

2 N. Franklin Street

Watkins Glen, New York 14891

**Taxable and Tax Exempt Industrial Development Revenue Bonds**

**Application Fee:**

A fee of \$3,000.00 is payable to SCIDA at the time the application is submitted. \$2,500 will be credited at closing; \$500 is non-refundable. If this Application is not accepted by the Agency, portions of the \$2,500 deposit may be refunded.

**Fee:**

1.00% of the principal amount of the bond series.

**Straight-Lease Transactions**

**Application Fee:**

A fee of \$3,000.00 is payable to SCIDA at the time the application is submitted. \$2,500 will be credited at closing; \$500 is non-refundable. If this Application is not accepted by the Agency, portions of the \$2,500 deposit may be refunded.

**Fee:**

With a PILOT:  
First \$10 million - 1.00%  
Second \$10-\$20 million - .5%  
Anything greater than \$20 million - .25%  
No PILOT - 25% of the abatement value (based on savings from mortgage tax and sales tax).

**Schuyler County Industrial Development Agency (SCIDA) Application for Tax Exempt Bond Financing and/or Straight-Lease Transaction**

**I. APPLICANT INFORMATION**

Company Name: Watkins Brewery Liquors, LLC  
 Address: 119 Grace Blvd.,  
 Painted Post, NY 14870  
 Phone No.: (607) 962-5479  
 Fax No.: (607) 358-1800 (DAN BOWEN)  
 Federal Tax ID: 45-4429331  
 Contact Person: Dr. Robert Wylie  
 E-Mail: rwylie@stny.rr.com  
 Date: 11/24/12

Form of Entity:

Corporation \_\_\_\_\_  
 Partnership (General \_\_\_\_\_ or Limited \_\_\_\_\_; Number of General Partners \_\_\_\_\_ and, if applicable, Number of Limited Partners \_\_\_\_\_, List Partners in section below.   
 Limited Liability Company, Number of Members 7  
 Sole Proprietorship \_\_\_\_\_

b. Principal Owners/Officers/Directors: (List owners with 5% or more in equity holdings with percentage of ownership)

Name	Address	Percentage Ownership/Office
Dr. Robert Wylie		40.0%
DAN BOWEN		24.5%
John Cole		15.7%
RJCF Enterprises		13.3%

(Use attachments if necessary)

c. If a corporation, partnership, limited liability company:

What is the date of establishment? 2/07/12 Place of organization NY  
 If a foreign organization, is the Applicant authorized to do business in the State of New York? N/A

(Attach organizational chart or other description if applicant is a subsidiary or otherwise affiliated with another entity)

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

SEE ATTACHED

a. Please provide a brief narrative description of the Project (attach additional sheets or documentation as necessary).

**III. PROJECT INFORMATION:**

Name/Firm: ROSSATIE, ROSARIO E MARINO  
 Address: 265 W. POPLAR  
CORNING, MD 14830  
 Phone No.: (607) 936-3739  
 Fax No.: (607) 936-3608  
 E-Mail: gabriel@rmlaw.com

**II. APPLICANT'S COUNSEL**

d. Attach certified financial statements for the company's last three complete fiscal years. If the company is publicly held, attach the latest Form 10K as well.

(Use attachments if necessary)

Name	Address	Percentage Ownership/Office

Principal Owners/Officers/Directors: (List owners with 5% or more in equity holdings with percentage of ownership)

\_\_\_\_\_  
 Corporation  
 Partnership (General \_\_\_\_\_ or Limited \_\_\_\_\_; Number of General Partners \_\_\_\_\_ and, if applicable, Number of Limited Partners \_\_\_\_\_, List Partners in section below.  
 \_\_\_\_\_  
 Limited Liability Company, Number of Members \_\_\_\_\_  
 \_\_\_\_\_  
 Sole Proprietorship

Form of Entity: N/A

d. If the applicant entity is a subsidiary of a corporation or another entity, provide all parent information:

1. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? No; If yes, please explain:

\_\_\_\_\_

2. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes \_\_\_\_\_; No \_\_\_\_\_. If yes, please provide detail:

\_\_\_\_\_

1. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes \_\_\_\_\_; No \_\_\_\_\_. If yes, please provide detail:

k. If the answer to either question i. or j. is yes, indicate whether any of the following apply to the Project: N/A

\_\_\_\_\_

j. Will the Project result in the abandonment of one or more plants or facilities of the Applicant or a proposed Project occupant located in the State of New York? No; If yes, explain:

\_\_\_\_\_

i. Will the Project result in the removal of a plant or facility of the Applicant or a proposed Project occupant from one area of the State of New York to another area of the State of New York? No; If yes, please explain:

\_\_\_\_\_

h. Has another entity been designated lead agent under the State Environmental Quality Review Act ("SEQRA")? No; If yes, please explain:

\_\_\_\_\_

g. Local Permitting and Approvals - Does the project require local planning or permitting approvals? If so, please explain. Will a site plan application to be filed? Yes If so, please include copy if prepared.

f. Are any zoning approvals needed? Identify: No

e. Zoning of Project Site: Current: LD Lake Forest Dvpt., Proposed: Same

d. Present legal owner of the site if other than Applicant and by what means will the site be acquired for this Project: WATKINS BEHAVIORAL SOLUTIONS LLC (FORMERLY BEHAVIORAL SOLUTIONS)

c. Are Utilities on Site? \* Water:  Electric:  Gas:  Sanitary/Storm Sewer:  Telecom:  \* SOFT CONSTRUCTION CURB CUTS REQUIRED

b. Location of Project

Project Address: 1 North Franklin Street

Town/Village of: Watkins Glen

Name of School District: Watkins Glen CSD

Tax Map No.: 65.09-01-016.000

m. If the answer to l. is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? N/A %

n. If more than 33.33%, indicate whether any of the following apply to the Project: N/A

1. Will the Project be operated by a not-for-profit corporation? Yes     ; No     . If yes, please explain:

2. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes     ; No     . If yes, please explain:

3. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the Project and related jobs outside of New York State? Yes     ; No     . If yes, please explain:

4. Is the predominant 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 City, Town or Village within which the Project will be located because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes     ; No     . If yes, please explain:

5. Will the Project be located in one of the following: (i) an area designated as an Empire Zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block number area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes     ; No     . If yes, please explain:

o. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes  No     . If yes, please complete the following for EACH existing or proposed tenant or subtenant:

Sub lessee name: TRD

Present Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Employer's ID No.: \_\_\_\_\_

Sub lessee is a: \_\_\_\_\_ (Corporation, LLC, Partnership, Sole Proprietorship)

Relationship to Company: \_\_\_\_\_

Percentage of Project to be leased or subleased: \_\_\_\_\_

Use of Project intended by Sub lessee: \_\_\_\_\_

Date and Term of lease or sublease to Sub lessee: \_\_\_\_\_

Will any portion of the space leased by this sub lessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes     ; No     . If yes, please provide on a separate attachment (a) details and (b) the answers to questions l. 1-5 with respect to such sub lessee.

(A) Job Title	(B) Annual or Hourly Wages	(C) Current Number of Positions	(D) Jobs Created: Year One	(E) Jobs Created: Year Two	(F) Jobs Created: Year Three	(G) Total Jobs Created
SITE MANAGER	26,000	0	1	1	1	1
CLEANER	19,500	0	1	1	1	1

Column A: Insert the job titles that exist within the company at the time of application, as well as any job titles that will be established as a result of the Project.  
 Column B: Indicate the entry level wage for each listed job title either in terms of hourly pay or annual salary.  
 Column C: For each listed job title insert the number of positions that exist at the time of application.  
 Column D: Insert the number of jobs to be created during year one of the Project for each listed job title.  
 Column E: Insert the number of jobs to be created during year two of the Project for each listed job title.  
 Column F: Insert the number of jobs to be created during year three of the Project for each listed job title.  
 Column G: Indicate the total number of jobs to be created for each listed title as a result of the Project. (Column D + Column E + Column F = Column G)

Permanent jobs created by the Project

q. Job Creation: Construction jobs created by the Project: 8 Anticipated Dates of Construction: 9/15 - 7/16

Category	Amount
Land-acquisition	\$ 325,000
Buildings-Construction/Renovation	2,197,400
Utilities, roads and appurtenant costs	220,000
Machinery and Equipment (FFE)	84,000
Soft Costs (Architect and Engineering Fees)	120,000
Costs of Bond Issue	
Construction Loan Fees and Interest	44,100
Other (Specify)	
Total Project Costs	\$ 2,990,500

p. Project Costs (Estimates):

Will any portion of the space leased by this sub lessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes     ; No     . If yes, please provide on a separate attachment (a) details and (b) the answers to questions 1-5 with respect to such sub lessee.

Date and Term of lease or sublease to Sub lessee: \_\_\_\_\_



s. List any other positive impacts that the Project may have on Schuyler County:

Category	Last Three Years	Next Three Years
Land		
Building		
Equipment		
Soft Costs		
Other		
Total		

r. For Industrial Revenue Bonds ONLY, including this project, list capital expenditures of the company at Project location: **N/A**

- B. Estimated Benefits of Industrial Development Agency Financial Assistance
- 1. Current Company employment in Schuyler County
- 2. Current Company payroll in Schuyler County
- 3. Project jobs to be Created over 3 years

2000

- A. Estimated Project Costs eligible for Industrial Development Agency Financial Assistance
- 1. Sales and Use Tax
  - A. Amount of Project Cost Subject to Sales and Use Tax: \$ 1,200,000 (EST)
  - B. Estimated Sales Tax (A X .075): \$ 96,000
  - C. Mortgage Recording Tax Exemption: \$ 6,905
- 2. Mortgage Recording Tax Exemption
  - A. Projected Amount of Mortgage: \$ 690,500
  - B. Mortgage Recording Tax Rate: 1.00%
  - C. Estimated Mortgage Recording Tax (A X .0075): \$ 6,905
- 3. Real Property Tax Exemption
  - A. Projected Increase in Assessed Value on Project: \$ 1,700,000
  - B. Total Applicable Tax Rates Per \$1000: \$ 31.50
  - C. Estimated Annual Taxes without PILOT (A X B)/1,000: \$ 53,550
- 4. Interest Exemption (Bond transactions only)
  - a. Total Estimated Interest Expense Assuming Taxable Interest: \$ N/A
  - b. Total Estimated Interest Expense Assuming Tax-exempt Interest Rate: \$

Potential SCIDA Financial Assistance

TOTALS:	\$45,500	0	2	2	2	2

1. List any other positive impacts that the Project may have on Schuyler County:

- 1. Computer Structures of Designing Buildings
- 2. Major increase in Taxable Value
- 3. Director of Resident Customer Service
- 4. Vision Improvement to North Franklin St.

### V. 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 "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") 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 JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

- C. Annual Sales Tax Filings: In accordance with Section 874 (b) 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 (b) 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.

- D. Annual Employment Reports: 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 the project site.

- E. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers, employees and Counsel of the Agency. No member, officer, employee, or Counsel of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

### HOLD HARMLESS AGREEMENT AND APPLICATION DISCLOSURE CERTIFICATION PURSUANT TO NEW YORK STATE FREEDOM OF INFORMATION LAW ("FOIL")

Applicant hereby releases the SCHUYLER 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 expenses 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 processing of the Application, including attorneys' fees, if any.

Through submission of this Application for Financial Assistance (this "Application"), the Company acknowledges that the Agency, as a public benefit corporation, is subject to the New York State Freedom of Information Law ("FOIL") and Open Meetings Law ("OML"), as codified pursuant to the Public Officers Law ("POL") of the State of New York (the "State"). Accordingly, unless portions hereof are otherwise protected in accordance with this Certification, this Application, including all Company-specific information contained herein, is subject to public disclosure in accordance with applicable provisions of the POL, Article 18-A of the General Municipal Law ("GML") and the Public Authorities Accountability Act of 2005, as codified within the Public Authorities Law ("PAL") of the State. Specifically, this Application may be disclosed by the Agency to any member of the public pursuant to a properly submitted request under FOIL and the Agency is further required to affirmatively disclose certain provisions contained herein pursuant to the GML and PAL, including the identification of the Company, general project description, location proposed capital investment and job estimates.

Notwithstanding the foregoing, the Company, pursuant to this Certification, may formally request that the Agency consider certain information contained within this Application and other applicable supporting materials proprietary information and "trade secrets", as defined within POL Section 87(2)(d). To the extent that any such information should qualify as trade secrets, the Company hereby requests that the Agency redact same in the event that formal disclosure is requested by any party pursuant to FOIL. Application Sections or information requested by Company for Redaction:

\* - Please indicate specific sections within Application that the Company seeks to qualify as "trade secrets". Additional correspondence or supporting information may be attached hereto. Please also note that notwithstanding the Company's request, the Agency shall make an independent determination of the extent to which any information contained herein may be considered as such)

In the event that the Agency is served with or receives any subpoena, request for production, discovery request, or information request in any forum that calls for the disclosure of the Application, in entirety, specifically including but not limited to any demand or request for production or review of Company-designated trade secrets, the Agency agrees to notify the Company as promptly as is reasonably possible, and to utilize its best efforts to: oppose or decline any such request; preserve the confidentiality and non-disclosure of such requested confidential material; and maintain such information and prevent inadvertent disclosure in responding to any such discovery or information request. The Company understands and agrees that all reasonable costs, including attorney's fees, associated with any such formal undertaking by the Agency to protect the trade secrets from disclosure shall be reimbursed by the Company to the Agency.

The undersigned officer of the applicant deponent acknowledges and agrees that the applicant shall be and is responsible for all costs incurred by the Agency and legal counsel for the Agency, 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 (A) the Agency's examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the proposed project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the proposed project described herein and (C) any further action taken by the Agency with respect to the proposed project, including without limiting the generally of the foregoing, all causes of action and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing.

By executing and submitting this Application, the applicant covenants and agrees to pay the following fees to the Agency, the same to be paid at the times indicated:

(a) A fee of \$3,000.00 is payable to SCIDA at the time the application is submitted. \$2,500 will be credited at closing; \$500 is non-refundable. If this Application is not accepted by the Agency, portions of the \$2,500 deposit may be refunded.

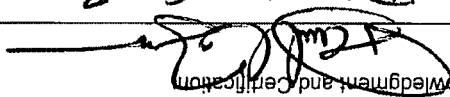
(b) An amount equal to 1.00% of the total project costs for projects with bond financing, and an amount reflecting the scaled fee noted on page 3 for Straight-Lease Transactions for all other projects for which the Agency provides financial assistance, to be paid at transaction closing.

(c) An amount determined by Agency Staff payable to the Agency's bond/transaction counsel for the preparation and review of the inducement resolution, the environmental compliance resolution, TEFRA hearing proceedings and the tax questionnaire assuming no further activity occurs after the completion of the inducement proceedings, to be paid within ten (10) business days of the receipt of bond/transaction counsel's invoice;

KIM D. ABBOTT  
NOTARY PUBLIC-STATE OF NEW YORK  
No. 01AB6062530  
Qualified in Steuben County  
My Commission Expires August 13, 2017

Notary Public

Sworn to before me this 25th day of June, 2015

Company Acknowledgment and Certification  
By:   
Name: Daniel C. Bourne  
Title: MANAGER MEMBERSHIP

The applicant and the individual executing this Application on behalf of applicant acknowledge that the Agency and its counsel will rely on the representations 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.

- (a) The applicant's withdrawal, abandonment, cancellation or failure to pursue the Application;
- (b) The inability of the Agency or the applicant to procure the services of one or more financial institutions to provide financing for the proposed project;
- (c) The applicant's failure, for whatever reason, to undertake and/or successfully complete the proposed project; or
- (d) The Agency's failure, for whatever reason, to issue tax-exempt revenue bonds in lieu of conventional financing.

The applicant further covenants and agrees that the applicant is liable for payment to the Agency of all charges referred to above, as well as all other actual costs and expenses incurred by the Agency in handling the application and pursuing the proposed project notwithstanding the occurrence of any of the following:

- (e) 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.
- (f) 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 invoice; therefore please note that the applicant is entitled to receive a written estimate of fees and costs of the Agency's bond/transaction counsel;

- (g) An amount determined by Agency Staff payable to the Agency's bond/transaction counsel for the preparation and review of the inducement resolution, the environmental compliance resolution, TEFRA hearing proceedings and the tax questionnaire assuming no further activity occurs after the completion of the inducement proceedings, to be paid within ten (10) business days of the receipt of bond/transaction counsel's invoice;
- (h) An amount equal to 1.00% of the total project costs for projects with bond financing, and an amount reflecting the scaled fee noted on page 3 for Straight-Lease Transactions for all other projects for which the Agency provides financial assistance, to be paid at transaction closing;

# Schuyler County Industrial Development Agency Project Summary and Financial Assistance Cost Benefit Analysis

(This page to be completed by SCIDA Staff)

Company Name: \_\_\_\_\_

Project Description: \_\_\_\_\_

Project Location: \_\_\_\_\_

Town/Village: \_\_\_\_\_

School District: \_\_\_\_\_

## Estimated Cost of Industrial Development Agency Financial Assistance

1. Sales and Use Tax Exemption

A. Amount of Project Cost Subject to Sales and Use Tax: \$

B. Sales and Use Tax Rate: 8.0%

B. Estimated Exemption (A X .08): \$

2. Mortgage Recording Tax Exemption

A. Projected Amount of Mortgage: \$

B. Mortgage Recording Tax Rate: 1.0%

B. Estimated Exemption (A X .01): \$

3. Real Property Tax Exemption

A. Projected Increase in Assessed Value on Project: \$

B. Total Applicable Tax Rates Per \$1,000: \$

C. Total Annual Taxes without PILOT (A X B)/1,000: \$

D. PILOT Exemption Rate (see SCIDA Uniform Tax Exemption Policy): %

E. Average Annual PILOT Payment (C X D): \$

F. Net Exemption over PILOT term ((C-E) x 7, 10 or 15): \$

4. Interest Exemption (Bond transactions only)

a. Estimated Interest Expense Assuming Taxable Interest: \$

b. Estimated Interest Expense with tax-exempt Interest Rate: \$

c. Interest Exemption (a - b): \$

## Estimated Benefits of Industrial Development Agency Financial Assistance

1. Jobs to be retained in Schuyler County \$
2. Current Company payroll in Schuyler County \$
3. Project jobs to be Created over 3 years \$
4. Total Project Investment \$
5. Non IDA financing leveraged \$
6. Other project benefits: \$

## Watkins Brewery Holdings, LLC

### PROJECT DESCRIPTION:

The proposed project is the development of the former brewery/freezer ("Scutter") building into residential housing. The construction will separate the facility into 7 separate townhouse units that will be 2 and 3 bedrooms each with a total of 15,700 SF. Unit number 7 will be subdivided into three separate 1 bedroom efficiency units. The resultant 9-units will be rentals or have the option to sell. The 7 of the rental units will have dock (boat) access to Seneca Lake. Schematic Design work by Hunt Engineers, Architects & Land Surveyors is complete and work is progressing to Design Development. The plan is to start the site plan approval process in January 2013, recognizing that the project fits within the current zoning.

Watkins Brewery Holdings, LLC has an accepted purchase offer on the Scutter Building at \$325,000. Final due diligence steps have been completed and the NYS DOT is reviewing a plan to eliminate the freezer building's encroachment onto NYS Route 14. That encroachment should be resolved by March 2013.

The owner of the marina and lake frontage (docks) is Daniel C. Bower. This land was purchased in 2012 at a cost of \$350,000. Watkins Brewery Holdings, LLC has an agreement with Daniel C. Bower to lease the 7-dock spaces on a yearly basis at the agreed market rate. The marina parcel requires piling, rock protection and dredging of the bay area. Permitting submittals have been made to the New York State Department of Environmental Conservation (NYSDEC), Army Corps of Engineers (ACOE) and NYS Office of General Services (OGS). Approval is anticipated in January 2013 with Fall-Winter construction planned. Mr. Bower has submitted a CFA application for the entire project.

The entire project conforms to the master plan for the Village of Watkins Glen and will follow zoning under the current code.

**PROPOSAL POINTS:**

1. Project directly supports the Village of Watkins Glen Masterplan and the Lakefront Development Plan.
2. The project will maintain the historic reference of the brewery building, while upgrading the facility to current codes and standards.
3. Project provides enhanced access to Seneca Lake.
4. Residential rental options at the south end of Seneca Lake, with lake access and walking distance from store and restaurants is non-existent today. This is a known need for the area.
5. The financial capacity of the ownership and the strong relationships with financial institutions assure that the project is funded properly.
6. The project ownership includes an architect, engineer and surveyor which will assure intimate knowledge of codes, regulations and the construction process.
7. Conformance with local zoning and master plan should assure a smooth site plan approval and SEQRA process.
8. Project is positioned to start construction in 2013. Purchase is funded and closing will take place by March. Control of the design team will guarantee that design and associated submittals and permitting will follow a rigid schedule.
9. Local construction firms will complete the work providing several local jobs. Construction will include 14 jobs and a 1 facility manager will operate the rentals.
10. Plans to recycle slate roofing, portions of brick and timber frame make the project sustainable and environmentally friendly.
11. Residents in the new facility are within easy walking distance of the main street (Franklin Street) businesses and as vacationers are likely to shop and visit area restaurants and pubs. Boats will need fuel, equipment and fishing supplies.
12. Support from area experts including: Tim O'Hearn, County Administrator; Mark Swinerton, Mayor of Watkins Glen; Kelsey Jones, Director of SCOPED and Jack Benjamin, President of Three Rivers Development (Letters received)

