

**MONTGOMERY COUNTY  
INDUSTRIAL DEVELOPMENT AGENCY**

**APPLICATION  
FOR  
FINANCIAL ASSISTANCE**

## **FEE SCHEDULE**

1. APPLICATION FEE: \$1,000 (Non-refundable)
2. AGENCY FEE:
  - (a)  $\frac{3}{4}$  of 1% of bond amount for tax-exempt issue
  - (b)  $\frac{3}{4}$  of 1% of bond amount for a taxable issue
  - (c)  $\frac{3}{4}$  of 1% of the cost of the Agency Project
3. AGENCY COUNSEL FEE:
  - (a) Determined on a Project by Project Basis
4. NEW YORK STATE BOND ISSUANCE FEE
  - (a) 0.168% up to \$1,000,000
  - (b) 0.336% for the amount between \$1,000,000.01 to \$5,000,000
  - (c) 0.504% for the amount between \$5,000,000.01 to \$10,000,000

# MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY

## APPLICATION

-----  
**IMPORTANT NOTICE:** The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from Montgomery County Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm as well as the proposed project. This application is subject to acceptance by the Agency.  
-----

TO: MONTGOMERY COUNTY BUSINESS DEVELOPMENT CENTER  
Old County Courthouse  
9 Park Street  
P.O. Box 1500  
Fonda, NY 12068

This application by applicant respectfully states:

APPLICANT: Dollar General Corporation or one of its subsidiaries, partners or affiliates

APPLICANT'S ADDRESS:

STREET: 100 Mission Ridge CITY: Goodlettsville STATE: TN

PHONE NO: (615) 855-4439

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION: Mark Payne, Director of Supply Chain Operations

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF ATTORNEY: Rebekah Fisher, Esq.

ADDRESS:

STREET: 5556 Franklin Road, Suite 202 CITY: Nashville STATE: TN

PHONE NO: (615) 224-8708

-----  
**NOTE: PLEASE READ THE INSTRUCTIONS ON THIS PAGE BEFORE FILLING OUT THIS FORM.**  
-----

### **INSTRUCTIONS**

1. The Agency will not approve any application 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.
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”).
3. If an estimate is given as the answer to a question, put “(est)” after the figure or answer, which is estimated.
4. If more space is needed to answer any specific question attach a separate sheet.
5. When completed, return four (4) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project, which is the subject of this application.
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 the Public Officers Law.
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.
9. The Agency has established an application fee of One Thousand Dollars (\$1,000) to cover the anticipated costs 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 UNLESS ACCOMPANIED BY THE APPLICATION FEE.**

**FOR AGENCY USE ONLY**

Project Number	_____
1. Date received by Agency	_____, 20__
2. Date referred to Attorney for review	_____, 20__
3. Date notice of Agency meeting on application posted	_____, 20__
4. Date notice of Agency meeting on application mailed	_____, 20__
5. Date of Agency meeting on application	_____, 20__
6. Date Agency conditionally approved Application	_____, 20__
7. Date Agency offer mailed to applicant	_____, 20__
8. Date applicant accepted Agency offer	_____, 20__
9. Date Environmental Assessments Form ("EAF") received	_____, 20__
10. Date Agency completed environmental review	_____, 20__
11. Date of final approval of application	_____, 20__



I. **Proposed occupant of Project (hereinafter, the “Company”).**

- A. Company Name: Dollar General Corporation or one of its subsidiaries, partners or affiliates

Present Address: 100 Mission Ridge, Goodlettsville, TN 37072

Employer's ID No.: 61-0502302

NAICS code: Project activity is warehousing and storage (NAICS 493)

- B. Please provide a description of the proposed project:

Dollar General plans to establish a 750,000 SF est northeast US distribution center to service regional stores. The project will result in a capital investment of \$85 million (including land) est and 550 full-time jobs being created. The total includes

430 employees on the company's payroll and 120 full-time truck drivers, security staff members, and unloaders that are not on the company's payroll, but dedicated to the Dollar General facility. Average annual salary of company jobs created will be \$33,900 est.

- C. If the Company differs from the Applicant, give details of relationship:

N/A

- D. Indicate type of business organization of Company:

1. Type of Corporation: C corporation

If so, incorporated in what Country? USA

What State? Tennessee

Date Incorporated: May 29, 1998; Type of Corporation: C corp

Authorized to do business in New York? Yes; Dolgencorp of New York, Inc. operates all New York retail stores and is a wholly owned subsidiary of Dollar General Corporation.

2. Type of Partnership: \_\_\_\_\_

Number of General Partners: \_\_\_\_\_

Number of Limited Partners: \_\_\_\_\_

3. Limited Liability Company: \_\_\_\_\_

If so, formed in what State: \_\_\_\_\_

Date formed: \_\_\_\_\_

Authorized to do business in New York? \_\_\_\_\_ yes \_\_\_\_\_ no

4. Sole Proprietorship: \_\_\_\_\_

E. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship: No; however, the occupant of the project may be a subsidiary, partner or affiliate of the Collar General Corporation

F. Management of Company:

1. List all owners, officers, directors and partners (complete all columns for each person): Publicly held company – Annual report attached.

NAME (First, Middle, Last) HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? \_\_\_\_\_ yes \_\_\_\_\_ no

Not to our knowledge - publicly held company. If there is any litigation there will be no impact to proposed project in Montgomery County.

3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Not to the Company's knowledge

N/A - publicly held company. If there is any litigation there will be no impact to proposed project in Montgomery County.

4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated in a bankruptcy?  
\_\_\_\_\_ yes \_\_\_\_\_ no. If yes to any of the foregoing, furnish details in a separate attachment.

N/A - publicly held company. If there is any litigation there will be no impact to proposed project in Montgomery County.

- G. Principal owners of Company: Is Company publicly held?  
\_\_\_\_\_ x \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, list exchanges where stock traded. NYSE

If no, list all stockholders having a 5% or more interest in the Company: Please see any Schedules 13G or 13D filed with the Securities and Exchange Commission (publicly available at [www.sec.gov](http://www.sec.gov)) for Dollar General Corporation.

NAME	ADDRESS	PERCENTAGE OF HOLDING
N/A		

- H. Company's Principal Bank(s) of account:
1. Key Bank
  2. \_\_\_\_\_
  3. \_\_\_\_\_

II. **Information concerning lease or sublease of the project. (Please complete the following section if the Company intends to lease or sublease the Project).**

- A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? \_\_\_\_\_ yes \_\_\_\_\_ x no. If yes, please provide detail.
- B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease?

N/A



C. SUBLEASE

1. Sub-lessee Name: N/A

Street Address: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

Employer's ID No:

Sub-lessee is:

Corporation: \_\_\_\_\_ Partnership: \_\_\_\_\_ Sole Proprietorship: \_\_\_\_\_  
Relationship to Company:

Percentage of Project to be leased or subleased:

Use of Project intended by Sub-lessee:

Date of lease or sublease to Sub-lessee:

Term of lease or sublease to Sub-lessee:

III. **Data regarding Proposed Project**

A. Location of Proposed Project:

1. Street Address: Intersection of 5S and Fort Hunter Rd (Florida Business Park Extension)
2. City/Town/Village of: Town of Florida

B. Project Site:

1. Approximate size (in acres or square feet) of Project site: 100 acres est
2. Zoning District in which the Project site is located: Town of Florida
  - a. Are there any variances or special permits affecting the site?  
\_\_\_\_\_ yes \_\_\_\_\_ x no. If yes, list below and attach copies of all such variances or special permits: Site Plan Review Application
3. Are there existing buildings on project site? \_\_\_\_\_ yes \_\_\_\_\_ x no.  
If yes, indicate number and approximate size (in square feet) of each existing building:

4. Are existing buildings in operation? \_\_\_\_\_ yes   x   no. If yes, describe present use of present buildings:

5. Are existing buildings abandoned? \_\_\_\_\_ yes   x   no. About to be abandoned? \_\_\_\_\_ yes   x   no. Attach photographs of present buildings.

6. Utilities serving Project site:

Water (Municipal): City of Amsterdam (Town of Florida Water District)

Sewer (Municipal): City of Amsterdam (Town of Florida Sewer District)

Electric (Utility): National Grid

Natural Gas (Utility): National Grid

Other (describe): \_\_\_\_\_

7. Present legal owner of Project site:

a. If the Company owns Project site, indicate date of purchase: N/A

b. If the Company is not the owner, does the Company have an option signed with the owner to purchase the Project site? \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, indicate date option signed with the owner.

c. Date option expires: \_\_\_\_\_. If the Company does not own the Project site, is there a relationship legally or by common control between the Company and the present owners of the Project site?   x   yes \_\_\_\_\_ no. If yes, describe in detail on a separate attachment. Purchase and sale agreement finalized March 2016.

C. Buildings:

1. Does part of the project consist of a new building or buildings?   x   yes \_\_\_\_\_ no. If yes, indicate number and size of new buildings: 750,000 SF est warehouse, plus a guard house and a truck maintenance facility

2. Does part of the project consist of additions and/ or renovations to the existing buildings? \_\_\_\_\_ yes   x   no. If yes, indicate nature of expansion and/ or renovation:

D. Project Use:

1. What are the principal products to be produced at the Project?

N/A

2. What are the principal activities to be conducted at the Project?

Warehousing and distribution

3. Will any portion of the Project be used for any of the following purposes:

Retail food and beverage services:	_____	yes	<u>  x  </u>	no
Automobile sales or service:	_____	yes	<u>  x  </u>	no
Recreation or entertainment:	_____	yes	<u>  x  </u>	no
Golf course:	_____	yes	<u>  x  </u>	no
Country club:	_____	yes	<u>  x  </u>	no
Massage parlor:	_____	yes	<u>  x  </u>	no
Tennis club:	_____	yes	<u>  x  </u>	no
Skating facility (including roller skating, skateboard, and ice skating):	_____	yes	<u>  x  </u>	no
Racquet sports facility (including handball and racquetball courts):	_____	yes	<u>  x  </u>	no
Hot tub facility:	_____	yes	<u>  x  </u>	no
Suntan facility:	_____	yes	<u>  x  </u>	no
Racetrack:	_____	yes	<u>  x  </u>	no

If the answer to any of the above questions is yes, please furnish details on a separate attachment.

4. 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? \_\_\_\_\_ yes   x   no. If yes, please provide detail:
5. If the answer to question 4 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

6. If the answer to question 4 is yes, and the answer to question 5 is more than 33.33%, indicate whether any of the following apply to the Project:  
N/A

- a. 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
- b. Would the project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? \_\_\_\_\_ yes \_\_\_\_\_ no
- c. 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 provide detail.
- d. Will the Project be located in one of the following: (a) the City of New York; (b) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (c) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (i) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistances, and (ii) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? \_\_\_\_\_ yes \_\_\_\_\_ no

7. If the answers to subdivisions c through e of question 6 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York?  
\_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please provide detail:

N/A

8. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? \_\_\_\_\_ yes \_\_\_\_\_x\_\_\_\_\_ no. If yes, please explain:



9. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? \_\_\_\_\_ yes \_\_\_\_\_ x no. If yes, please provide detail:
10. If the answer to either question 8 or question 9 is yes, indicate whether any of the following apply to the Project: N/A
- a. Is the Project reasonably necessary to preserve the competitive position of the Company on such Project Occupant in its industry? \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please provide detail:
  - b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside of the State of New York? \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please provide detail.
11. Will the Project be owned by a not-for-profit corporation? \_\_\_\_\_ yes \_\_\_\_\_ x no. If yes, please provide detail:
12. If the answer to question 11 is yes, indicate whether any of the following apply to the Project: N/A
- a. Is the Project a housing facility primarily designed to be occupied by individuals 60 years of age or older? \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please explain:
  - b. Is the Project a dormitory for an educational institution? \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please explain:
  - c. Is the Project a facility as defined in Article 28 of the Public Health Law? \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please explain:
13. If the answer to any of the questions contained in question 12 is yes, indicate whether the cost of the Project will exceed \$15 million. \_\_\_\_\_ yes \_\_\_\_\_ no. If yes, please provide detail:
14. Will the Project be sold or leased to a municipality? \_\_\_\_\_ yes \_\_\_\_\_ x no. If yes, please provide detail:



E. Construction Status:

1. Has construction work on this Project begun? \_\_\_\_\_ yes   x   no. If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.:

2. Please indicate amounts of funds expended on this project by the Company in the past three (3) years and the purposes of such expenditures:

N/A

F. Method of Construction After Agency Approval: If the Agency approves the Project which is the subject of this application, there are two methods that may be used to construct the Project. The applicant can construct the project privately and sell the project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency, in which case certain laws applicable to public construction may apply to the Project. Does the applicant wish to be designated as "agent" of the Agency for the purposes of constructing the Project?   x   yes \_\_\_\_\_ no

IV. **Benefits expected from the Agency**

A. Is the applicant requesting that the Agency issue bonds to assist in financing the Project? \_\_\_\_\_ yes   x   no

B. Is the interest on such bonds intended to be exempt from federal income taxation? \_\_\_\_\_ yes \_\_\_\_\_ no N/A

C. Is the applicant requesting any real property tax exemption that would not be available to a project that did not involve the Agency?   x   yes \_\_\_\_\_ no

D. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? \_\_\_\_\_ yes   x   no. If yes, what is the approximate amount of financing to be secured by mortgages? \$ \_\_\_\_\_

E. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax?   x   yes \_\_\_\_\_ no. If yes, what is the approximate amount of purchases, which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$52,500,000 est by Montgomery County Business Development Center

F. What is the estimated value of each type of tax-exemption and value of the exemption?

All answers below estimated by the Montgomery County Business Development Center.

1. Est. N.Y.S. Sales and Compensating Use Taxes:  
\$4,200,000
2. Est. Mortgage Recording Taxes:  
\$ N/A
3. Est. Real Property Tax Exemptions (after PILOT):  
\$15,600,000
4. Est. Other (please specify): \$ N/A

G. Please list the affected taxing jurisdictions for the Project.

1. Village (if any): N/A
2. Town: Florida
3. City (if any): N/A
4. School District: Fonda-Fultonville

H. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's tax-exemption policy contained in its Rules and Regulations? \_\_\_\_ yes \_\_\_\_ x no. If yes, please explain.

V. **Project Benefit Information**

Provide the Agency with information in ATTACHMENT A – Cost Benefit Analysis so that the Agency can perform a cost-benefit analysis of undertaking the Project.

NOTE: APPLICANT MUST COMPLETE THE APPROPRIATE VERIFICATION APPEARING ON PAGES 15 THROUGH 17 HEREOF BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 18.

### VERIFICATION

(If Applicant is a Corporation)

STATE OF Tennessee)

) SS.:

COUNTY OF Davidson)

Michael J. Kindy deposes and says that he is the SVP Global Supply Chain of Dollar General Corporation, the corporation named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. Deponent further states that the reason this verification is made by the deponent and not by said company is because the said company is a corporation. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from the books and papers of said corporation.

BY: Michael J. Kindy

SVP of Global Supply Chain

Sworn to before me this 22nd day of March, 2016.

(Notary Public)



My Commission Expires JAN. 9, 2018

Julie L. Filson





-----  
NOTE: APPLICANT MUST COMPLETE THE APPROPRIATE VERIFICATION  
APPEARING ON PAGES 15 THROUGH 17 HEREOF BEFORE A NOTARY PUBLIC AND  
MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING  
ON PAGE 18.  
-----

VERIFICATION

(If Applicant is a Sole Proprietor)

STATE OF \_\_\_\_\_ )  
 ) SS.:  
COUNTY OF \_\_\_\_\_ )

\_\_\_\_\_ deposes and says that he has read the foregoing application  
(Name of Individual)  
and knows the contents thereof; and that the same is true and complete and accurate to the best of  
his knowledge. The grounds of deponent's belief relative to all matters in the said application,  
which are not stated upon his own personal knowledge are investigations which deponent has  
caused to be made concerning the subject matter of this application.

BY: \_\_\_\_\_  
(Applicant)

Sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

(Notary Public)

-----  
NOTE: APPLICANT MUST COMPLETE THE APPROPRIATE VERIFICATION  
APPEARING ON PAGES 15 THROUGH 18 HEREOF BEFORE A NOTARY PUBLIC AND  
MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING  
ON PAGE 18.  
-----

VERIFICATION

(If Applicant is a Partnership)

STATE OF \_\_\_\_\_ )  
 ) SS.:  
COUNTY OF \_\_\_\_\_ )

\_\_\_\_\_ deposes and says that he is one of the members of the firm  
(Name of Individual)

\_\_\_\_\_, the partnership named in the attached application, that he  
has read the foregoing application and knows the contents thereof; and that the same is true and  
complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to  
all matters in the said application which are not stated upon his own personal knowledge are  
investigations which deponent has caused to be made concerning the subject matter of this  
application as well as information acquired by deponent in the course of his duties as a member  
of and from the books and papers of said partnership.

BY: \_\_\_\_\_  
(Applicant)

Sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

(Notary Public)



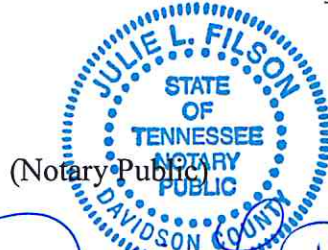
NOTE: APPLICANT MUST COMPLETE THE APPROPRIATE VERIFICATION APPEARING ON PAGES 15 THROUGH 18 HEREOF BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 18.

### HOLD HARMLESS AGREEMENT

Applicant hereby releases Montgomery County Industrial Development Agency and the members, officers, servants, agents, and employees thereof (hereinafter collectively referred to as the "Agency") from, and agrees to indemnify, defend, and hold the Agency harmless from and against any and all liability directly arising from (i) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether the Applicant's application or the project described therein are favorably acted upon by the Agency, and (ii) the Agency's financing of the Project described therein; including, without limiting the generality of the foregoing, all causes of action, reasonable attorneys' fees, and any other reasonable expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing, except to the extent attributable to the Agency's negligence, willful acts or omissions. If, for any reason (except due to Agency's negligence, willful acts or omissions), the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable period of time, to take reasonable, proper or necessary action, or withdraws, abandons, cancels or neglects the Application, 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 actual costs reasonably incurred by the Agency in the processing of the Application, including reasonable attorneys' fees, if any, within forty-five (45) days of Applicant's receipt of Agency's invoice.

BY: [Signature]  
(Applicant)

Sworn to before me this 22nd day of March, 2016.



(Notary Public)

[Signature]



**Attachment A:**  
**Cost Benefit Analysis**

## Project Questionnaire

Name of Project Beneficiary ("Company"):	<u>Dollar General Corporation or a to be formed wholly owned subsidiary</u>
Brief Identification of the Project:	<u>Regional distribution center</u>
Estimated Amount of Project Benefits Sought	<u></u>
1. Amount of Bonds Sought	<u>N/A</u>
2. Value of Sales Tax Exemption Sought	<u>\$4,200,000 est by Montgomery County Business Development Center</u>
3. Value of Real Property Tax Exemption Sought	<u>\$15,600,000 est by Montgomery County Business Development Center</u>
4. Value of Mortgage Recording Tax Exemption Sought	<u>N/A</u>

### Projected Project Investment

### Project Costs

### Land-Related Costs

Land acquisition	\$5,200,000	
Site Preparation	Included in construction cost total	
Landscaping	Included in construction cost total	
Utilities and infrastructure development	\$1,000,000 est	Utilities, roads, etc.
Access roads and parking development	Included in construction cost total	
Other land-related costs (describe)	Included in construction cost total	

### Building-Related Costs

Acquisition of existing structures	N/A
Renovation of existing structures	N/A
New construction costs	\$65,000,000 est
Electrical systems	Included in construction cost total
Heating, ventilation and air conditioning	Included in construction cost total
Plumbing	Included in construction cost total
Other building-related costs (describe)	Included in construction cost total

### Machinery and Equipment Costs

Production and process equipment	<u>N/A</u>
Packaging equipment	<u>Included in warehouse equipment total</u>
Warehousing equipment	<u>\$20,000,000 est</u>
Installation costs for various equipment	<u>Included in warehouse equipment total</u>
Other equipment-related costs (describe)	N/A

Project Costs

**Furniture and Fixture Costs**

Office furniture	<u>Included in warehouse equipment total</u>
Office equipment	<u>Included in warehouse equipment total</u>
Computers	<u>Included in warehouse equipment total</u>
Other furniture-related costs (describe)	<u>Included in warehouse equipment total</u>

**Working Capital Costs**

Operation costs	<u>N/A</u>
Production costs	<u>N/A</u>
Raw materials	<u>N/A</u>
Debt service	<u>N/A</u>
Relocation costs	<u>N/A</u>
Skills training	<u>TBD</u>
Other working capital-related costs (describe)	<u>N/A</u>

**Professional Service Costs**

Architecture and engineering	<u>TBD</u>
Accounting/ legal	<u>TBD</u>
Other service-related costs (describe)	<u>TBD</u>

**Other Costs**

1. _____	_____
2. _____	_____

**Summary of Expenditures**

Total Land Related Costs	<u>\$5,200,000</u>
Total Building Related Costs	<u>\$65,000,000</u>
Total Machinery & Equipment Costs	<u>\$20,000,000</u>
Total Furniture & Fixture Costs	_____
Total Working Capital Costs	_____
Total Professional Service Costs	_____
Total Other Costs	<u>\$1,000,000</u>
<b>TOTAL PROJECT COSTS</b>	<u><b>\$91,200,000</b></u>

Please provide estimated total construction jobs and estimates of total annual wages and benefits as a result of the Project:  
 Several hundred construction jobs will exist as a result of the project, but wages/benefits unknown.

Job Titles	Hourly Wage and Benefits	Base Salary 6 Months	Estimated NYS Income Tax Per Employee	2017	2018	Number of Employees Year 3	Total Estimated NYS Income Tax (all)	Total Payroll for all Employees
				Number of Employees Year 1	Number of Employees Year 2			
Construction Jobs				150	150			
Total				150	150		\$0	\$0

Please provide estimated total new permanent jobs to be created as a result of the Project:

Permanent Jobs in Company	Description of new skills required for position (attached additional sheet if needed)	Base Annual Salary or Hourly Wage and Benefits	Estimated Additional NYS Income Tax	Number of Employees Year 1 - 2019	Number of Employees Year 2 - 2020	Number of Employees Year 3 - 2021	Total new permanent jobs to be created
Professional							
Clerical	Clerical	\$31,678		15	18	20	20
Sales							
Service							
Manufacturing							
Skilled	Maintenance	\$32,847		15	15	15	15
Semi -Skilled	Warehouse	\$31,406		280	320	365	365
Unskilled							
Other (describe)							
Management	Management	\$64,064		25	27	30	30
Totals				335	380	430	430



### PROJECTED OPERATING IMPACT

Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1st full year following project completion)	TBD
Additional Sales Tax Paid on Additional Purchases	TBD
Estimated Additional Sales (1st full year following	TBD
Estimated Additional Sales Tax to be collected on additional	TBD

Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("PILOT Payments"):

#### See Attached PILOT Calculation Worksheet

Year	% of Assessed Value	Project Facility PILOT Payment	Montgomery County PILOT Payment	School District PILOT Payment	Total Annual PILOT Payment
1	0%				
2	0%				
3	25%				
4	25%				
5	25%				
6	50%				
7	50%				
8	50%				
9	50%				
10	50%				
11	75%				
12	75%				
13	75%				
14	75%				
15	75%				
Total					

Existing Real Property Taxes Paid on Property per year is \$4,400 which will not be abated.





## CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge; such responses are true, correct and complete. I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

**Name of Person Completing Project Questionnaire on behalf of the Company.**

Name: Mark Payne

Title: Director, Supply Chain Operations

Phone Number: (615) 855-4439

Signature: 

Date Signed: , 2016.