ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

OCIDA

APPLICATION FOR FINANCIAL ASSISTANCE

Oneida County Industrial Development Agency
584 Phoenix Drive
Rome, New York 13441-1405
(315) 338-0393 telephone
(315) 338-5694 fax
Shawna M. Papale, Executive Director
spapale@mvedge.org

Please submit the signed and notarized completed application (Pages 1-25 ONLY), **which must include any applicable addendum or supplemental information requested in the application**, along with payment of a non-refundable $500 Application Fee and a $1,000 Commitment Fee **(will be applied to final closing costs) to the Oneida County Industrial Development Agency, 584 Phoenix Drive, Rome NY 13441-1405, within 14 days prior to the OCIDA Board of Directors meeting at which you want the Application to be included on the Agenda. Wire transfer and ACH payments are acceptable but all related fees incurred by the Agency are payable by the Applicant.** An electronic version of the application must accompany the original application via physical media or e-mail.

Fiber Instrument Sales and The Light Connection Additions

Project Name

Date of Submission March 11, 2022

Important Notes to Applicant:

Upon the submission of this application to the OCIDA, the application becomes a public document. Be advised that any action brought before the Agency is public information. All agendas for the OCIDA are issued publicly prior to the full agency meeting. Upon the submission of this application to the OCIDA, the application becomes a public document and OCIDA is required by law to post on its website and make available to the public this Application and supporting materials. If when completing this Application, you deem any information to be specifically exempted from disclosure under Article Six of the Public Officers Law, please answer the question "This information is deemed to be exempt from disclosure under Article Six of the Public Officers Law and is submitted on the attached confidential addendum." It is acceptable to submit any confidential addendum electronically as a .pdf file separate from the application, but any confidential addendum must still be submitted with the hard copy of the full application (see Page 1). Please answer any such questions on a separate Addendum titled, "Confidential and Protected by Article Six of the Public Officers Law." If OCIDA is challenged to produce any information the Applicant identifies as protected, the Applicant will be required at its sole cost to defend such assertion on behalf of OCIDA.

The information requested by this application is necessary to determine the eligibility of your project for OCIDA benefits. Please answer all questions and respond "Not Applicable", "NA", or "none" where appropriate. If you're response is an estimate, please indicate so. Attach additional sheets if more space is needed for a response. **All applications must include a completed and signed NYS SEQR form and Cost Benefit Analysis form (please consult with OCIDA) before the application is considered complete.**

By signing and submitting this Application, the Applicant acknowledges that it received a copy of the Uniform Tax Exemption Policy and the Oneida County IDA Penalty for Failure to Meet Employment Levels as adopted by the Agency and Agency Memorandums pertaining to the benefits of projects financed through the Agency.

A project financed through the Agency involves the preparation and execution of significant legal documents. Please consult with an attorney before signing any documents in connection with the proposed project. You will receive an engagement letter from the OCIDA legal counsel. You will be asked to sign the engagement letter acknowledging you will be responsible for all legal fees of OCIDA legal counsel and that you understand the process. Should you not close and legal services have been rendered by the OCIDA legal counsel, Applicant will be responsible for those costs.

If your project requires a public hearing, a representative of the applicant is required to be present. A date will be coordinated by the OCIDA legal counsel.

If you have any questions how to calculate the OCIDA's application fee please refer to the enclosed Memorandum to Companies -Sale Leaseback Transactions or contact the OCIDA.

Part I: Applicant Information

Note: In responding to the following questions, please keep in mind that the Applicant will be party to all of the documents and is the individual or if entity will be formed which will receive the actual financial assistance from the Agency.

Applicant

1(a) Applicant's Legal Name: Horsht, LLC

1(b) Principal Address: 161 Clear Road
Oriskany, New York 13424

1(c) Telephone/Facsimile Numbers: 315-736-2206

1(d) Email Address: astanulevich@fisssales.com

1(e) Federal Identification Number: 20-0141872

1(f) Contact Person: Alison Stanulevich

1(g) Is the Applicant a

- [ ] Corporation:
  If Yes, Public [ ] Private [✓]
  If public, on which exchange is it listed?
- [ ] Subchapter S
- [ ] Sole Proprietorship
- [ ] General Partnership
- [ ] Limited Partnership
- [ ] Limited Liability Corporation/Partnership
- [✓] Single-Member LLC (name and EIN below):
  Name: Frank Giotto
  EIN #:
- [ ] DISC
- [ ] Other(specify)

1(h) State of Organization (if applicable) New York

Applicant's Stockholders, Members, Directors and Officers, Partners

2(a) Provide the following information with respect to parties with 15% or more in equity holdings:

Name	Address	Percentage of Ownership
Frank Giotto, 3823 Mohawk Street, New Hartford, NY 13413		100% ownership

2(b) Is the Applicant, or any of the individuals listed in 2(a) above, related directly or indirectly to any other entity by more than 50% common ownership? **If Yes**, indicate name of such entity and the relationship. ☑ Yes ☐ No

Frank Giotto also owns Fiber Instrument Sales, Inc. (100%), The Light Connection, Inc. (100%), Force Guided Relays International (100%), MSI Molding Solutions, Inc. (85%), Cowsht, Inc. (100%), Fermer Precision, Inc. (100%), Giotto Enterprises (100%)

2(c) Is the Applicant affiliated with any other entity, directly or indirectly, other than as listed in the response to 2(a) above? **If Yes**, please indicate name and relationship of such other entity and the address thereof: ☑ Yes ☐ No

FIS Blue, Inc. (49%), Oriskany Arms, Inc. (50%)

Applicant's Counsel and Accountant

3(a) Applicant's Attorney

Name/Title:	Alison Stanulevich
Firm:	In-House Counsel
Address:	161 Clear Road
	Oriskany, NY 13424
Telephone/Fax:	315-736-2206
Email:	astanulevich@fissales.com

3(b) Applicant's Accountant

Name/Title:	Alfred Boudreau
Firm:	Firley, Morgan, Freer & Eassa, CPA, P.C.
Address:	125 East Jefferson Street, Suite 920
	Syracuse, NY 13202
Telephone/Fax:	315-472-7045
Email:	aboudreau@fmfecpa.com

Business Description

4(a) Describe the nature of your business and principal products and/or services. Attach additional sheets if necessary.

Fiber Instrument Sales, Inc. (FIS) and The Light Connection, Inc. (TLC) are both owned by Frank Giotto and are in the fiber optics industry.

FIS is a manufacturer and full-line distributor of communication fiber optics, test equipment, connectors, cable and cable assemblies, tools and tool kits, fiber optic consumable products, Category 5e and 6 cabling products, active network equipment, and fiber optic security systems and components. FIS also has a sheet metal bending operation. FIS has a committment to quality products, customer service, and short lead times.

The Light Connection, Inc. (TLC) is a manufacturer of cable and tubing for the Fiber Optic Industry. TLC manufactures various types of cables, including Simplex, Duplex, Distribution (indoor and indoor/outdoor), Ribbon, Dry Loose Tube indoor/outdoor, Breakout, Micro-distribution (data center), and Interlocking Aluminum Armored cable.TLC also offers offer other connectorization products such as furcation tubing, designed for standard termination processes, as well as fan-out and breakout kits.

Part II: Project Information

5(a) Explain your project in detail. This description should include explanation of all activities which will occur due to this project. Attach additional sheets if necessary.

Please see attached addendum.

Reasons for Project

6(a) Please explain in detail why you want to undertake this project.

Please see attached addendum.

6(b) Why are you requesting the involvement of the Agency in your project?

We are requesting that the Agency provide Horst, LLC (FIS and TLC) with a Real Property Tax Abatement (PILOT), a Mortgage Tax Exemption, and a Sales and Use Tax Exemption for the costs of the building additions and equipment. The cost of materials has skyrocketed during the past few years, and the proposal cost was far more than anticipated. Exemptions would greatly assist FIS and TLC in accomplishing these expansion projects without over-burdening the companies with costs. Both companies have strugged to find adequate space for product, materials, and machinery, and without assistance will continue to be congested as the demand for product continues to rise. This congestion within the building hinders any possible future growth. The ability to house additional machinery, raw materials, and additional equipment would lead to increased employee need as well, both on the machines and in the warehouse/shipping areas.

6(c) Please confirm by checking the box below, if there is the likelihood that the Project would not be undertaken **BUT FOR** the Financial Assistance provided by the Agency.

[✓] Yes [ ] No

If the Project could be undertaken without Financial Assistance provided by the Agency, (**"No" is checked above**) then provide a statement in the space provided below indicating why the Agency should approve the requested assistance:

How will the Applicant's plans be affected or scaled back if Agency approval is not granted?

In the event the Agency is unable to provide assistance, it is possible that the FIS MFG Addition will be put on hold for the foreseeable future until additional funding can be secured. it is also possible that the extrusion line at TLC be placed on hold.

6(d) Is the proposed project reasonably necessary to discourage the Applicant from removing such other plant or facility to a location outside the State of New York?

[ ] Yes [✓] No **If Yes**, please explain briefly.

6(e) Will financing by the Agency result in the removal or abandonment of a plant or other facility of the applicant or any related entity presently located in another area of New York State?

[ ] Yes [✓] No

If Yes, is the proposed project reasonably necessary to preserve the competitive position of the Applicant in its respective industry? [ ] Yes [ ] No

If Yes, please provide a statement and evidence supporting the same. Include the name of all taxing jurisdictions in which the abandoned facility or plant lies, and whether Applicant has had any discussions with said taxing jurisdictions regarding the abandonment. Please provide as much detail as possible.

6(f) Has the Applicant or any related entity previously secured financial assistance in Oneida County (whether through the Agency, the Empire State Development Corporation, or any other entity) ? [✓] Yes [ ] No

If Yes, please explain (indicate date of benefit, location of facility and outstanding balance).

Yes, FIS secured funding in the past through the Agency. The Agency and FIS entered into a PILOT agreement on August 1, 2001 to assist FIS in constructing a new facility at 161 Clear Road, Oriskany, NY. That PILOT agreement has since expired.

6(g) Has the Applicant or any related entity secured financial assistance anywhere within the United States within the last 90 days or does the Applicant or any related entity anticipate receiving financial assistance within the next 90 days? [✓] Yes [ ] No

If Yes, please explain.

Horsht is applying for additional grants through the Empire State Development Agency. These include the Empire State Development Grant Funds, the Excelsior Jobs Program, and the NY SERDA Energy Efficiency Projects. The application is in the process of being completed and will be submitted by the end of this quarter. Horsht has not been made aware of any awards to this date.

6(h) Check all categories best describing the type of project for all end users at project site **(you may check more than one; if checking more than one indicate percentage of square footage the use represents):**

Please provide percentage of sq. footage for each use (if more than one category):

- [ ] Manufacturing ____ %
- [ ] Industrial Assembly or Service ____ %
- [ ] Back office operations ____ %
- [ ] Research and Development ____ %
- [ ] Technology/Cybersecurity ____ %
- [ ] Warehousing ____ %
- [ ] Commercial or Recreational ____ %
- [ ] Retail ____ %
- Addendum Required [ ] Residential housing (specify) _____ ____ %
- [ ] Pollution Control (specify) _____ ____ %
- [ ] Environmental (e.g., Brownfield) (specify) _____ ____ %
- Addendum Required [ ] Other (specify ie; renewable energy) _____ ____ %

Please see attached addendum for specific breakdowns.

6(i) Check all categories best describing the **scope of the project**:

- [ ] Acquisition of land
- [ ] Acquisition of existing building
- [ ] Renovations to existing building
- [x] Construction of addition to existing building
- [ ] Demolition of existing building or part of building
- [ ] Construction of a new building
- [x] Acquisition of machinery and/or equipment
- [x] Installation of machinery and/or equipment
- [ ] Other (specify) _____

6(j) Please indicate the financial assistance you are requesting of the Agency, and provide the estimated value of said assistance. Attach a sheet labeled Annual PILOT that shows the annual utilization of the Real Property Tax Abatement by year and by taxing jurisdiction (PLEASE CONSULT WITH IDA STAFF ON PILOT CALCULATIONS).

Assistance Requested	Estimated Values
[x] Real Property Tax Abatement (value of PILOT savings)	$ 228,160
[x] Mortgage Tax Exemption (.75%) $ 21,123	
Amount of mortgage: $ 2,816,404	
[x] Sales and Use Tax Exemption ** (8.75%) $ 161,664 **(Not available for solar)**	
Value of goods/services to be exempted from sales tax: $ 1,847,592	
[ ] Issuance by the Agency of Tax Exempt Bonds(bond dollar value)$ _____	

TOTAL EXEMPTION ASSISTANCE REQUESTED: $ 410,947

Is the financial assistance requested by the Applicant consistent with the IDA's Uniform Tax Exemption Policy? [x] Yes [ ] No

If No, please provide a written statement describing the financial assistance being requested and detailing the reasons the IDA should consider deviating from its Policy.

***** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents will include a covenant by the Applicant that the estimate, above, represents the maximum amount of sales and use tax benefit currently authorized by the Agency with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.*** **It is the responsibility of the applicant to inform the IDA within 10 days if the project amount changes.**

Part III: Facility Information

Attach copies of the most recent real property tax bills. Include copies for all taxing jurisdictions for the site/ facility that IDA assistance is being sought.

Facility (Physical Information) If multiple locations please provide information on all.

7(a) Street Address of Facility:

161 Clear Road, 175 Clear Road, 132 Base Road

7(b) City, Town and/or Village (list ALL incorporated municipalities):

Oriskany

7(c) School District:

Oriskany Central School District

7(d) For what purpose was the facility site most recently used (i.e., light manufacturing, heavy manufacturing, assembly, etc.)?

Manufacturing and assembly, distribution

7(e) Zoning Classification of location of the project:

L-M Light Manufacturing District

7(f) Please describe in detail the facility to be acquired, constructed or renovated (including number of buildings, square footage, number of floors, type of construction,) and attach plot plans, photos or renderings, if available. If there are infrastructure improvements (water, sewer, gas, electrical, etc.) please provide details along with who will carry out those improvements and who will fund them. ***Please be as specific as possible***.

Please see attached addendum.

7(g) Has construction or renovation commenced? ☐ Yes ☑ No

If Yes, please describe the work in detail that has been undertaken to date, including the date of commencement.

If No, indicate the estimated dates of commencement and completion:

Construction Commencement: May 2022

Construction completion: August 2022

7(h) Will the construction or operation of the facility or any activity which will occur at the site require any local ordinance or variance to be obtained or require a permit or prior approval of any state or federal agency or body (other than normal occupancy and/or construction permits)?

☑ Yes ☐ No

If Yes, please describe.

All additions will require approval from the Town of Whitestown. All plans have been submitted and full approval and issuance of applicable permits is expected at the next meeting in March.

Has the Project received site plan approval from the Planning Department?

☐ Yes ☑ No ☐ N/A

If Yes, please provide the Agency with a copy of the planning department approval along with the related State Environmental Quality Review (SEQR) determination. If no, please provide the status of approval:

The Whitestown Planning Board, Zoning Board, and Codes Office have reviewed these additions. We are awaiting full approval and it is expected at the March meeting.

7(i) Will the project have a significant effect on the environment? ☐ Yes ☑ No

Important: please attach and sign Part 1 of either the the long or short Environmental Assessment Form to this Application.

7(j) What is the useful life of the facility? 30 years

7(k) Is the site in a former Empire Zone? ☑ Yes ☐ No

If Yes, which Empire Zone:[3]

Is project located in a Federal HUB Zone or distressed area: ☐ Yes ☑ No

Provide detail.

ALL APPLICANTS MUST ANSWER PART IV-8(a)

Part IV: Retail Project Questionnaire

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

8(a). Will any portion of the project (including that portion of the cost to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

Required ☐ Yes or ☑ No **If the answer is YES, please continue below.**
If the answer is NO, proceed to Section Part V - Facility (Legal Info)

For purposes of Question A, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

8(b). What percentage of the cost of the Project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?_____%. **If the answer is less than 33% do not complete the remainder of this retail determination page and proceed to next section, Part V Facility (Pg 13)**

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

1. Will the project be operated by a not-for-profit corporation ☐ Yes ☐ No

2. Is the Project location or facility likely to attract a significant number of visitors from outside Oneida County?

☐ Yes ☐ No

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

3. 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 municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services?

☐ Yes ☐ No

If yes, please provide a third party market analysis that demonstrates that a majority of the project's customers are expected to come from outside of Oneida County and the project will not directly compete with existing businesses located in Oneida County.

Part V: Facility (Legal Information)

9(a) With respect to the **present owner** of the land or facility, please give the following information and provide a brief statement regarding the status of the acquisition.

(Note: the present owner is not necessarily the user of the facility, but that party which holds legal title to the facility.)

Legal Name: Horsht, LLC

Address: 161 Clear Road
Oriskany, NY 13424

Telephone: 315-736-2206

Balance of Mortgage: 0

Holder of Mortgage:

If the Applicant is not the present owner of the facility, please attach any written agreements and contracts concerning the acquisition of the real property and/or equipment.

9(b) Is there a legal relationship, directly or indirectly, by virtue of common control or through related persons, between the Applicant and the present owner of the facility?
[✓] Yes [ ] No. **If Yes**, please explain.

The present owner is the applicant

9(c) Will a related real estate holding company, partnership or other entity, be involved in the ownership structure of the transaction?
[ ] Yes [✓] No. **If Yes**, please explain.

9(d) Will the title owner of the facility/property also be the user of the facility?
[✓] Yes [ ] No **If Yes**, please explain.

9(e) Is the Applicant currently a tenant in the facility? ☐ Yes ☑ No

9(f) Are you planning to use the entire proposed facility?
☑ Yes ☐ No

If No, please give the following information with respect to tenant(s) which will remain in the facility after the completion of the project, including the square footage the Applicant will occupy:

Name of Tenant	Floors Occupied	Sq. Ft. Occupied	Nature of Business

9(g) Are any of the tenants related to the owner of the facility?
☐ Yes ☐ No **If Yes**, please explain.

NA

9(h) Will there be any other users utilizing the facility?
☐ Yes ☑ No
If Yes, please explain. Provide detail of the contractual arrangement including any financial exchange for the use of the site or property.

Part VI: Equipment

10(a) List the principal items or categories of equipment to be acquired as part of the project. If you are requesting sales tax exemption it is important to be as detailed as possible. (If a complete list is not available at time of application, as soon as one is available but prior to final authorizing resolution, please submit a detailed inventory of said equipment to be covered.) Attach a sheet if needed.

Please see attached addendum.

10(b) Please provide a brief description of any equipment which has already been purchased or ordered, attach all invoices and purchase orders, list amounts paid and dates of expected delivery. Attach a sheet if needed.

Please see attached POs for AMADA Press and AMADA Brake (FIS). An extrusion loose tube line was purchased at the end of 2021 for a total of $510,000 (TLC). TLC has one remaining payment left on this line. The quote is attached.

10(c) What is the useful life of the equipment? 20 years

Part VII: Employment Information

"FTE" shall mean a full time employee that has a minimum of thirty-five (35) scheduled hours per week, or any combination of two or more part-time employees that work a minimum of fifteen (15) scheduled hours per week, when combined together, constitute the equivalent of a minimum of thirty-five (35) scheduled hours per week, and whose workplace location is the project facility. For this purpose an employee shall include a leased employee regularly retained by the company.

11(a) Estimate how many construction jobs will be created or retained as a result of this project.

0

11(b) Will the project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York?

☑ Yes ☐ No **If Yes**, explain below.

This project will enable FIS and TLC to increase their employee base numbers, as there will be more space for equipment and machinery, as well as for employees to run that equipment. It will also provide additional space for finished product, which will also requrie additional employees to assist in the warehouse and shipping areas.

11(c) Have you experienced any employment changes (+ or -) in the last three (3) years?

☑ Yes ☐ No **If Yes**, explain below.

The COVID pandemic caused a decrease in the number of employees. FIS and TLC have been continuously hiring to regain some of those employee numbers. With increasing demands for production, FIS and TLC have been hiring for those positions, and are in need of additional employees to run new equipment and machinery.

11(d) Job Information related to project ***

Estimate below how many jobs will be created and retained as a result of this project, if OCIDA assistance is granted. **PLEASE MAKE SURE TOTAL PART-TIME EMPLOYEES ARE TURNED INTO FULL-TIME EQUIVALENTS (FTE) for Line B. - See Pg. 17.**

	Number of Jobs BEFORE Project 293	**Location 1**	**Location 2**	**Location 3**	**Location 4**	**Location 5**	
	Address in NYS	161 Clear Road, Oriskany, NY 13424	175 Clear Road, Oriskany, NY 13424	132 Base Road, Oriskany, NY 13424			**Total**
	Full-Time Company	208	included	85			
	Full-Time Independent Contractors	0		0			
	Full-Time Leased	0		0			
A.	**Total Full-Time BEFORE**	208		85			
	Part-Time Company	0		0			
	Part-Time Independent Contractors	0		0			
	Part-Time Leased	0		0			
B.	**Total FTE Part-Timers BEFORE**	0		0			
C.	**Total FTE BEFORE***	208		85			293

For **Total FTE BEFORE add full-time employees (line A) plus part-time employees that have been converted to FTE (line B).*

Continued on next page

	Number of Jobs AFTER Project (within 3 years of project completion)	Location 1	Location 2	Location 3	Location 4	Location 5	Total
	Full-time Company	218	included	90			
	Full-Time Independent Contractors	0		0			
	Full-Time Leased	0		0			
A.	**Total Full-Time AFTER**	218		90			
	Part-Time Company	0		0			
	Part-Time Independent Contractors	0		0			
	Part-Time Leased	0		0			
B.	**Total FTE Part-Timers AFTER**	218		90			
C.	**Total FTE AFTER ***	218		90			308

For **Total FTE AFTER add full-time employees (line A) plus part-time employees that have been converted to FTE (line B).*

	Estimate the number of residents from the Labor Market Area** in which the Project is located that will fill the jobs created within three years of project completion	Location 1	Location 2	Location 3	Location 4	Location 5	Total
A.	Full-Time	10	included	5			
B.	FTE Part-Timers	0		0			
C.	**Total AFTER**	10		5			15

** Labor Market Area includes Oneida, Lewis, Herkimer, and Madison Counties

Provide Any Notes To Job Information Below

FIS MFG Warehouse will add 1 Warehouse Worker.

FIS Sheet Metal Addition will add 1 Supervisor, 1 AMADA Press Operator, 1 AMADA Brake Operator, 1 PEM Station Operator, 1 PEM Station Operator, 1 Parts Cleaning Operator, 1 Powder Coat Operator, 1 Welder, 1 Parts Handler.

TLC will add a minimum of three (3) extrusion operators and two (2) shipping/warehouse employees.

Jobs Continued on next page

	Retained Jobs		Created Jobs	
SALARY AND BENEFITS	**Average Annual Salary *per employee***	**Average Fringe Benefits (as a percentage of wages)**	**Average Annual Salary *per employee***	**Average Fringe Benefits (as a percentage of wages)**
Management	$	%	$	%
Administrative	$	%	$	%
Production	$	%	$	%
Independent Contractor	$	%	$	%
Other	$	%	$	%
Overall Weighted Average	$	%	$	%

*** By statute, Agency staff must project the number of Full-Time Jobs that would be retained and created if the request for Financial Assistance is granted. "FTE" shall mean a full time employee that has a minimum of thirty-five (35) scheduled hours per week, or any combination of two or more part-time employees that work a minimum of fifteen (15) scheduled hours per week, when combined together, constitute the equivalent of a minimum of thirty-five (35) scheduled hours per week, and whose workplace location is the project facility. For this purpose an employee shall include a leased employee regularly retained by the company.

11(e) Please list NAICS codes for the jobs affiliated with this project:

334210, 335921

Part VIII: Estimated Project Cost and Financing

12(a) List the costs necessary for preparing the facility.

LAND Acquisition	$	
Existing Building(s) ACQUISITION	$	
Existing Building(s) RENOVATION	$	
NEW Building(s) CONSTRUCTION	$	2,816,404
Site preparation/parking lot construction	$	
Machinery & Equipment that is TAXABLE	$	1,438,686
Machinery & Equipment that is TAX-EXEMPT	$	
Furniture & Fixtures	$	
Installation costs	$	
Architectural & Engineering	$	
Legal Fees (applicant, IDA, bank, other counsel)	$	
Financial (all costs related to project financing)*	$	
Permits (describe below)	$	15,570
Other (describe below) ie: solar decommissioning expense)	$	

Other:	Cost:
1.	
2.	
3.	
4.	
5.	

Subtotal $	4,270,660
Agency Fee[1] $	21,353
Total Project Cost $	4,292,013

* ***Bank fees, title insurance, appraisals, environmental reviews, etc.***

[1] ***See Attached Fee Schedule (Page 24) for Agency Fee amount to be placed on this line.***

Permit/Other Information

$100 per project for the Town application fee (total $300), plus $20 per sq. ft. per building- FIS MFG $1,200, FIS Sheet Metal $1,700, TLC $1,920, plus $150 Cert of Occupancy per project, plus approximately $10,00 for third party inspections (electrical, compaction testing, concrete testing).

12(b) Has the Applicant contacted any bank, financial institution or private investor with respect to financing the proposed project? ☑ Yes ☐ No **If Yes**, please provide details below.

Adirondack Bank has been contacted to discuss financing the construction of the additions.

12(c) Has the Applicant received a commitment letter for said financing? **If Yes**, please provide a copy along with this application. ☐ Yes ☑ No

12(d) Sources of Funds for Project Costs

Bank Financing: ---------- $ 2,800,000

Equity (excluding equity that is attributed to grants/tax credits) -- $ 1,450,000

Tax Exempt Bond Issuance (if applicable) ---------- $ _____

Taxable Bond Issuance (if applicable) ---------- $ _____

Public Sources (Include sum total of all state and federal tax credits and grants) Break out individually below.---------- $ _____

Identify each Public state and federal grant/credit:

Source		$	
Source		$	
Source		$	
Source		$	

Comments:

The buildings will be mortgaged. The equipment will likely be purchased, not financed.

Total Sources of Funds for Project Costs: $ 4,250,000

Part IX: Real Estate Taxes

13(a) For each tax parcel which comprises the facility, and for which assistance is being sought, please provide the following information using figures from the most recent tax year. If an increase in the assessment is anticipated due to the proposed project, please indicate the new estimated assessment amount in the **POST- PROJECT** column. Attach copies of the most recent tax bills for all jurisdictions.

Tax Map Parcel #	Current Land Assessment	Current Building Assessment	Current Total Assessment	Current Total Taxes Amount ($)	Estimated Post-Project Assessment
290.000-2-7			$ 117,000	$ 1,865	$ 415,000
290.000-2-8.3			$ 712,000	$ 11,653	$ 922,000
290.000-2-9.1			$ 460,000	$ 26,719	$ 826,000

13(b) Will the entirety of each tax parcel be subject to the PILOT? ☑ YES ☐ NO

13(c) If the entirety of each parcel will not be subject to the PILOT, will the municipality require a subdivision? ☐ YES ☑ NO

***If a subdivision is required, it is the responsibility of the Applicant to complete subdivision approval prior to commencement of the PILOT Agreement, and to provide the Agency with the tax parcel number(s) assigned.**

13(d) Address of Receiver of Town and/or Village Taxes (include all jurisdictions):

Whitestown Tax Receiver

8539 Clark Mills Road

Whitesboro, NY 13492

13(e) Address of Receiver of School Taxes:

Whitestown Tax Receiver

8539 Clark Mills Road

Whitesboro, NY 13492

13(f) Has the current property owner or user been granted an Ag-District exemption on the tax map parcel anytime during the past 4 years?

☐ **Yes** ☑ **No**

If **Yes** explain below.

13(g) **Please consult with Agency staff to complete a Cost/Benefit Analysis form to attach to this Application.**

Use space below for additional information

NYS SEQRA Environmental Review

- The applicant must complete, sign and return to the IDA **either** the Short Form Environmental Assessment Form (SEAF) **or** the Full Environmental Assessment Form (FEAF). See the NYS DEC website for the most current versions of these documents.

https://www.dec.ny.gov/permits/6191.html

- To determine which EAF form is appropriate for the project, the applicant should consult with its engineer or legal counsel.

- It is the IDA's strong preference that the municipality that governs the jurisdiction where the project is located (e.g., a Planning Board, Zoning Board or other supervisory board) serve as lead agency for the SEQR review.

- In limited cases, the IDA will act as lead agency, but it may lead to additional cost to the applicant if a review is required to make a determination of environmental impact.

- If another public body is serving as lead agency for the SEQR review the applicant should provide the IDA with a signed Part 2 (and Part 3 if using the Long Form) and any minutes of meetings that detail the lead agency's determination.

- The IDA cannot grant any financial assistance until the SEQR review process is complete.

Agency Fee Schedule

Commitment Fee: $1,000 – due following the initial inducement but prior to scheduling of the public hearing; this amount is non-refundable if the applicant fails to close on the project before the IDA. Upon closing with the IDA this amount is applied to the closing fees.

Bond Fees: ½ of 1% of total bond amount

IDA Agency Fee: PILOT, Mortgage Recording Exemption, Sales Tax Exemption:

- Up to a $1.0 Million project - $5,000
- Above $1.0 Million project up to $10.0 Million project – ½ of 1% of total project cost.
- Above $10.0 Million project – ½ of 1% of total project cost up to $10.0 Million plus incremental increase of ¼ of 1% of total project above $10.0 Million.
- Any previously induced solar or renewable energy projects that have not yet proceeded to a final authorizing resolution, and are asking for an increase in benefits, will be subject to an Agency fee of one and one-half times the Agency's normal fee.

Transaction Counsel/Agency Counsel fee:
Set by Bond/Transaction Counsel based upon the nature and complexity of the transaction. This applies to bond and non-bond transactions (leasebacks, sale-leasebacks, etc).

Transaction Counsel/Agency Counsel fees for bond transactions typically will not exceed 2% of the bond amount or project costs. Transaction Counsel/Agency Counsel fees for a sale-leaseback/lease-leaseback transaction are typically $8,500 to $10,000 if no commercial financing is involved or $10,000 to $12,000 if commercial financing is involved. You will receive an engagement letter with a quote based upon the scope of your project.

Annual Fee:
For the term in which the property remains in the IDA's name, an annual lease payment is due in the amount of $750. The first payment is due at closing and subsequent payments are due each January 1. For annual fees not paid and delinquent, a late charge of $50 per month will be levied until such time the fee plus late charges are paid.

Other fees:
If Applicant requests the IDA enter into subsequent transactions following closing (i.e., a facility refinance), the IDA will charge a closing fee equal to 1/8 of one percent of the total reissuance, redemption, new or revised mortgage, refinancing, spreading agreement or other transaction with a minimum payment due of $500. Applicant will also be responsible to pay any legal fees and any bank or financial institution fees the IDA incurs in connection with said transaction, throughout the term of the Agency's involvement with the facility.

REPRESENTATIONS AND CERTIFICATION BY APPLICANT

The undersigned requests that this Application be submitted for review to the Oneida County Industrial Development Agency (the "Agency") and its Board of Directors.

Approval of the Application can be granted solely by this Agency's Board of Directors. The undersigned acknowledges that Applicant shall be responsible for all costs incurred by the Agency and its counsel in connection with the attendant negotiations whether or not the transaction is carried to a successful conclusion.

The Applicant further understands and agrees with the Agency as follows:

1. **Annual Sales Tax Filings**. 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 sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.

2. **Annual Employment, Tax Exemption & Bond Status 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 as well as tax exemption benefits received with the action of the Agency. For Applicants not responding to the Agency's request for reports by the stated due date, a $500 late fee will charged to the Applicant for each 30-day period the report is late beyond the due date, up until the time the report is submitted. Failure to provide such reports as provided in the transaction documents will be an Event of Default under the Lease (or Leaseback) Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Annual Employment, Tax Exemption & Bond Status Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.

3. **Absence of Conflict of Interest**. The Applicant has consulted the Agency website of the list of the Agency 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 herein after described (if none, state "none"):

4. **Hold Harmless**. Applicant hereby releases the Agency and its members, officers, servants, agents and employees 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 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.

5. The Applicant acknowledges that the Agency has disclosed that the actions and activities of the Agency are subject to the Public Authorities Accountability Act signed into law January 13, 2006 as Chapter 766 of the 2005 Laws of the State of New York.

6. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). **Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions**.

7. The Applicant acknowledges that it has been provided with a copy of the Agency's recapture policy (the "Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture of Agency financial assistance so provided and/or previously granted.

8. 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.

9. 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.

10. 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 the Project.

11. 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.

12. 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.

STATE OF NEW YORK)
COUNTY OF ONEIDA) ss.:

Frank Giotto, being first duly sworn, deposes and says:

1. That I am the CEO (Corporate Office) of Horst, LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.

2. That I have read the 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.

Frank Giotto
(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this 11 day of March, 2022.

(Notary Public)

MARK I. CUSHMAN
Notary Public #01CU6418134
State of New York
Qualified in Herkimer County
My Commission Expires 6-01-22

If the application has been completed by or in part by other than the person signing this application for the applicant please indicate who and in what capacity:

By: Alison Stanulevich

Name: Alison Stanulevich

Title: Corporate Counsel/Corporate Compliance

Date: March 11, 2022

Please submit the signed and notarized completed application along with payment of a non-refundable **$500 Application Fee** and a **$1,000 Commitment Fee** (will be applied to final closing costs) to the **Oneida County Industrial Development Agency**, 584 Phoenix Drive, Rome NY 13441-1405, **within 14 days prior to the OCIDA Board of Directors meeting at which you want the Application to be included on the Agenda**. Wire transfer and ACH payments are acceptable but all related fees incurred by the Agency are payable by the Applicant. It is advised that an electronic version of the application accompany the original application via hard copy or e-mail. An electronic version of the application must accompany the original application via physical media or e-mail.

Addendum to OCIDA Application for Financial Assistance
Fiber Instrument Sales, Inc. and The Light Connection, Inc. Building Additions

Part II: Project Information

5(a)- Explain your project in detail.

The FIS project will involve the construction of two building additions. The FIS Manufacturing (MFG) Addition will be a 6,000 square foot wood framed building addition. The FIS Metal Bending Addition will be an 8,500 square foot wood framed building. Both additions will require site preparation, excavation and backfill, concrete foundations, and construction of the buildings (including wood framed wall panels, insulation compliant with NYS Energy Code, roofing, windows and doors, a firewall, and metal siding).

These additions will allow FIS to purchase needed equipment and additional machinery, as well as hire additional staff which will be required to run this equipment. FIS is in need of this equipment to remain responsive to high demands from customers, as well as additional space to house the products once produced. Construction of the additions and the new equipment being purchased to be placed in these additions totals over $2.5 million.

The TLC addition will allow TLC to move inventory from its current warehouse space, to this new addition warehouse space. This will create space for additional manufacturing lines in the existing building. Placing the lines in the already existing building and moving the warehouse space is the most logical placement of operations for efficient business flow within the building. Specifically, at least one additional wire and cable extrusion line will be added with this addition (in addition to our purchase of an extrusion line late in 2021). The additional space will enable TLC to purchase additional extrusion lines to keep up with ever-growing demand in the industry. The goal is to ultimately purchase 2 additional extrusion lines within the coming years. This will require TLC to hire additional staff to run this equipment. TLC is in need of this equipment to remain responsive to high demands from customers, as well as additional space to house the product once produced. Construction of the addition and the new equipment being purchased totals over $1.7 million.

Reasons for Project
6(a) Please explain in detail why you want to undertake this project.

In 2021, FIS growth coupled with increasing bulk orders on enclosures, rack & wall mount components, and large drop cable deliveries caused the facility to become congested. The Rack Mount/Metal Fabrication section of FIS has seen extreme growth as well, with more than doubling production on enclosures in the past year. Longer lead times on raw materials, coupled with increasing demand, has led FIS to determine that additional space is needed in both areas. Currently, the FIS buildings are at maximum capacity for machine space and warehousing, as well as employees. FIS has struggled to find adequate space for product, materials, and

machinery. As you will see in the attached building plans, the needed machines are quite large, and the additional building space is necessary to house them.

As for TLC, production has continually increased over the past few years, and new machines are necessary in order to improve upon production times. Currently, the TLC building is at maximum capacity for machine space, inventory, and employees. TLC has struggled to find adequate space for product, materials, and machinery. TLC must add an addition in order to provide space for additional warehouse space, thereby freeing up space in the existing building for new cable extruder lines. The lead times for TLC cable have increased in recent years, and another additional line would greatly assist in responding to customer orders more quickly. The extrusion lines are quite large, and take up ample space within the facility. At the current time, there is no room within the existing TLC building to place any additional lines, nor is there space to warehouse additional orders and product. The ability to house additional machinery and equipment would enable TLC to be more responsive to customers. The addition would also lead to increased employee need, both in the warehouse and on the lines.

6(h) Categories best describing the type of project for all end users at project site.

FIS Additions-

Manufacturing	70%
Research and Development	10%
Warehousing	20%

TLC Addition-

Manufacturing	50%
Warehousing	50%

Part III: Facility Information

7(f) Please describe in detail the facility to be acquired, constructed or renovated (including number of buildings, square footage, number of floors, type of construction,) and attach plot plans, photos or renderings, if available. If there are infrastructure improvements (water, sewer, gas, electrical, etc.) please provide details along with who will carry out those improvements and who will fund them.

The FIS expansion project will involve the construction of two building additions. The FIS MFG Addition will be a 6,000 square foot wood framed building addition. The FIS Sheet Metal Addition will be an 8,500 square foot wood framed building. Both additions will require site preparation, excavation and backfill, concrete foundations, and construction of the buildings (including wood framed wall panels, insulation compliant with NYS Energy Code, roofing, windows and doors, a firewall, and metal siding). These proposed additions will require HVAC, electrical, mechanical, plumbing, and fire/security work. The proposal from C2C Construction Solutions, LLC is attached for complete information on the FIS additions. Site plans are also

attached to this application. Building plans were completed by Hogan Engineering, excavation and sitework by Murphy Excavating, concrete by Ken Miller, carpentry by SR Sloan, roofing by Continental Roofing & Cobblestone, siding by C2C, insulation by Standard Insulation, electrical by Cedar Lake, HVAC contracted by C2C, and plumbing contracted by C2C Construction.

The TLC expansion project will involve the construction of an addition which will be attached to the current TLC building. The addition will be a 9,600 square foot wood framed addition. This addition requires site preparation, excavation and backfill, concrete foundations, and construction of the building (including wood framed wall panels, insulation compliant with NYS Energy Code, roofing, windows and doors, a firewall, and metal siding). This addition will require HVAC, electrical, mechanical, plumbing, and fire/security work. The proposals are attached for complete information on the addition. Site plans are also attached to this application. Building plans were completed by Hogan Engineering, excavation/sitework to be completed by Weakley Excavating, concrete by Bob Teel, carpentry/roofing/siding/insulation by Bernie Hilts, firewall by C2C Construction Solutions, electrical by Cedar Lake, and HVAC and Plumbing are contracted by C2C Construction.

Part VI: Equipment

10(a)- List the principal items or categories of equipment to be acquired as part of the project.

FIS Equipment:

FIS Equipment	Cost
Amada Press	$299,785
Amada Brake	$143,200.00
Kaeser Compressor	$15,118
Reliant Powder Booth	$72,875
Haeger Pem Station	$33,065.63
Part Cleaning Tanks	$92,436
Miller Welding Station	$13,988
Metal Racking- Metal	$20,000
Metal Racking- MFG	$49,000.00
	$739,468

TLC Equipment:

Wire & Cable Extrusion Line		
Product/Service	**Cost**	
2.5" Extrusion Line w/ Commissioning	$	510,000.00
Shipping Fed Ex	$	1,500.00
Installation Rig All	$	6,000.00
Wire-Up AEI	$	9,800.00
Electrical by Cedar Lake	$	30,000.00
Laser Measurement System by LaserLinc	$	11,510.00
Tips & Dies 702 Extrusion Crosshead	$	13,325.00
ConAir Weigh Blender	$	14,152.00
TempTek Chiller	$	10,335.00
Ingersall Rand Compressor	$	37,890.00
Keyence Printer	$	17,281.20
Alden Equipment Electric Lift	$	16,200.00
Beaton Dock Leveler	$	2,969.00
FIS OTDR Tester	$	7,256.25
Piping/Ducting/Maint Supplies	$	10,000.00
Desk/Computer	$	1,000.00
	$	**699,218.45**

Part VII: Employment Information

FIS-

	Retained Jobs		Created Jobs	
SALARY AND BENEFITS	**Average Annual Salary *per employee***	**Average Fringe Benefits (as a percentage of wages)**	**Average Annual Salary *per employee***	**Average Fringe Benefits (as a percentage of wages)**
Management	$ 133,217	5 %	$	%
Administrative	$ 50,088	12 %	$	%
Production	$ 33,696	17 %	$ 33,696	17 %
Independent Contractor	$	%	$	%
Other	$	%	$	%
Overall Weighted Average	$	%	$	%

TLC-

	Retained Jobs		Created Jobs	
SALARY AND BENEFITS	**Average Annual Salary *per employee***	**Average Fringe Benefits (as a percentage of wages)**	**Average Annual Salary *per employee***	**Average Fringe Benefits (as a percentage of wages)**
Management	$ 151,447	5 %	$	%
Administrative	$ 53,803	11 %	$	%
Production	$ 35,429	15 %	$ 35,429	15 %
Independent Contractor	$	%	$	%
Other	$	%	$	%
Overall Weighted Average	$	%	$	%

Attachments to this application include:

FIS and TLC-

Building/Site Plans
SEQR Forms
Tax Bills

Building Quotes:

Please see attached spreadsheet.

Equipment Quotes:

Please see attached spreadsheet.

FIS Building Additions

MFG Building Construction	Cost	Contractor
Building Plans	$11,750	Hogan Engineering
Sitework/Excavation	$54,951	Murphy Excavating
Concrete	Included in C2C proposal	Ken Miller
Carpentry	Included in C2C proposal	SR Sloan
Roofing	Included in C2C proposal	Continental Roofing
Siding	Included in C2C proposal	C2C Construction
Insulation	Included in C2C proposal	Standard Insulation
Electrical	$77,000	Cedar Lake
HVAC	$82,000	C2C Construction
	Total quoted by C2C Construction is $654,248	

Sheet Metal Building Contruction	Cost	Contractor
Building Plans	$11,750	Hogan Engineering
Sitework/Excavation	$63,554	Murphy Excavating
Concrete	Included in C2C proposal	Ken Miller
Carpentry	Included in C2C proposal	SR Sloan
Roofing	Included in C2C proposal	Continental Roofing
Siding	Included in C2C proposal	C2C Construction
Insulation	Included in C2C proposal	Standard Insulation
Electrical	$257,400	Cedar Lake
HVAC	$236,000	C2C Construction
Plumbing	$29,000	C2C Construction
	Total Quoted by C2C Construction is $1,133,700	

FIS Equipment	Cost
Amada Press	$299,785
Amada Brake	$143,200.00
Kaeser Compressor	$15,118
Reliant Powder Booth	$72,875
Haeger Pem Station	$33,065.63
Part Cleaning Tanks	$92,436
Miller Welding Station	$13,988
Metal Racking- Metal	$20,000
Metal Racking- MFG	$49,000.00
	$739,468

TLC Building Addition

Building Construction	Cost	Contractor
Engineering Fees	$5,000.00	Hogan Engineering
Excavation / Sitework	$89,500.00	Weakley Excavating
Concrete (foundation/walls/floor)	$82,090.00	Teel Construction
Site Preparation- Concrete Pad	$11,952.00	Teel Construction
Carpentry/Roofing/Siding/Insulation	$443,000.00	Bernie Hilts Contracting
Firewall (60ft plus 2 fire doors)	$36,614.00	C2C Construction
Electric / Lighting	$192,000	Cedar Lake
HVAC	$101,000	C2C Construction
Plumbing/Sanitation	$18,000	C2C Construction
Paving	$49,300.00	Parks Paving
	$1,028,456.00	

TLC Equipment

Wire & Cable Extrusion Line

Product/Service	Cost	
2.5" Extrusion Line w/ Commissioning	$	510,000.00
Shipping Fed Ex	$	1,500.00
Installation Rig All	$	6,000.00
Wire-Up AEI	$	9,800.00
Electrical by Cedar Lake	$	30,000.00
Laser Measurement System by LaserLinc	$	11,510.00
Tips & Dies 702 Extrusion Crosshead	$	13,325.00
ConAir Weigh Blender	$	14,152.00
TempTek Chiller	$	10,335.00
Ingersall Rand Compressor	$	37,890.00
Keyence Printer	$	17,281.20
Alden Equipment Electric Lift	$	16,200.00
Beaton Dock Leveler		$2,969.00
FIS OTDR Tester	$	7,256.25
Piping/Ducting/Maint Supplies	$	10,000.00
Desk/Computer	$	1,000.00
	$	**699,218.45**

Total Cost of Additions = $2,816,404.00
Total Cost of Equipment = $1,438,686.45
Total Cost of Additions and Equipment = $4,255,090.45

Tim Fitzgerald

From: Stanulevich, Alison <AStanulevich@fiberinstrumentsales.com>
Sent: Thursday, March 31, 2022 8:13 AM
To: Tim Fitzgerald
Cc: Cushman, Mark
Subject: RE: FI WAREHOUSE, FI SHEET METAL, TLC Documents

Good morning Tim,

At last week's meeting it was discussed that we use our total employee count for all of Giotto Enterprises. I just received that number- 394 total current employees.

Thank you,

Alison Stanulevich
VP of Corporate Compliance
Fiber Instrument Sales, Inc.
161 Clear Road
Oriskany, NY 13424
315-736-2206
astanulevich@fissales.com

This email, including any attachments, may be confidential, privileged or otherwise legally protected. It is intended only for the addressee. If you receive this e-mail in error or from someone who was not authorized to send it to you, do not disseminate, copy or otherwise use this e-mail or its attachments. Please notify the sender immediately by reply e-mail and delete this e-mail from your system.

From: Tim Fitzgerald [mailto:tfitzgerald@mvedge.org]
Sent: Monday, March 21, 2022 12:16 PM
To: Stanulevich, Alison
Cc: Cushman, Mark
Subject: RE: FI WAREHOUSE, FI SHEET METAL, TLC Documents

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.
Hi Alison,

We included your application and supporting materials in the monthly meeting packet sent to each board member this morning. So you do not need to bring any other materials. All you need to do is be ready for any questions that come your way.

Best Regards,
Tim Fitzgerald

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

FIS/TLC Expansion

COST/BENEFIT ANALYSIS

31-Mar-22

Required by §859-a(3) of the
New York General Municipal Law

Name of Applicant: **Horsht, LLC**

Description of Project: New building construction/equipping

Name of All Sublessees or Other Occupants of Facility: **Fiber Instrument Sale & The Light Connection**

Principals or Parent of Applicant: **Frank Giotto**

Products or Services of Applicant to be produced or carried out at facility: Manufacture of fiber optic cable and associated materials

Estimated Date of Completion of Project: Aug-22

Type of Financing/ Structure:

	Tax-Exempt Financing
	Taxable Financing
X	Sale/ Leaseback
	Other

Type of Benefits being Sought by Applicant:

	Taxable Financing
	Tax-Exempt Bonds
X	Sales Tax Exemption on Eligible Expenses Until Completion
X	Mortgage Recording Tax Abatement
X	Real Property Tax Abatement

C

Project Costs

Land Acquisition	$	-
Existing Building(s) ACQUISITION	$	-
Existing Building(S) RENOVATOIN	$	-
NEW Building(s) CONSTRUCTION	$	2,816,404
Installation Costs	$	-
Site Preparation/Parking Lot Construction	$	-
Machinery & Equipment (other than furniture)	$	1,438,686
Furniture & Fixtures	$	-
Architectural & Engineering	$	-
Legal Fees (applicant, IDA, bank, other counsel)	$	-
Financial (all costs related to project financing)	$	-
Permits	$	15,570
Other	$	-
Agency Fee	$	21,353
TOTAL COST OF PROJECT	$	4,292,013

Assistance Provided by the Following:

EDGE Loan:		
MVEDD Loan:		
Grants - Please indicate source & Amount:	$	-
Other Loans - Please indicate source & Amount:		

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
COST/BENEFIT ANALYSIS
Required by §859-a(3) of the
New York General Municipal Law

FIS/TLC Expansion
UPDATED 31-Mar-22

Name of Applicant: **Horsht, LLC**

Description of Project: New building construction/equipping

Name of All Sublessees or Other Occupants of Facility: **Fiber Instrument Sale & The Light Connection**

Principals or Parent of Applicant: **Frank Giotto**

Products or Services of Applicant to be produced or carried out at facility: Manufacture of fiber optic cable and associated materials

Estimated Date of Completion of Project: Aug-22

Type of Financing/ Structure:

	Tax-Exempt Financing
	Taxable Financing
X	Sale/ Leaseback
	Other

Type of Benefits being Sought by Applicant:

	Taxable Financing
	Tax-Exempt Bonds
X	Sales Tax Exemption on Eligible Expenses Until Completion
X	Mortgage Recording Tax Abatement
X	Real Property Tax Abatement

C

Project Costs

Land Acquisition	$ -
Existing Building(s) ACQUISITION	$ -
Existing Building(S) RENOVATOIN	$ -
NEW Building(s) CONSTRUCTION	$ 2,816,404
Installation Costs	$ -
Site Preparation/Parking Lot Construction	$ -
Machinery & Equipment (other than furniture)	$ 1,438,686
Furniture & Fixtures	$ -
Architectural & Engineering	$ -
Legal Fees (applicant, IDA, bank, other counsel)	$ -
Financial (all costs related to project financing)	$ -
Permits	$ 15,570
Other	$ -
Agency Fee	$ 21,353
TOTAL COST OF PROJECT	$ 4,292,013

Assistance Provided by the Following:

EDGE Loan:	
MVEDD Loan:	
Grants - Please indicate source & Amount:	$ -
Other Loans - Please indicate source & Amount:	

Company Information

		Average Salary of these Positions	
Existing Jobs	394	$ 40,900	
Created Jobs FTE (over three years)	15	$ 33,696	10 @ FIS & 5 @ TLC
Retained Jobs	394	$ 40,900	208 @ FIS & 85 @ TLC 394 @ all Giotto Ent.

Earnings Information for Oneida County

Average Salary of Direct Jobs for Applicant	$ 33,696
Average of County Indirect Jobs	$ 25,000
Average of Construction Jobs	$ 32,000

Note: $1,000,000 in construction expenditures generates 15 person - years of employment

Construction Person Years of Employment: 42

Calculation of Benefits (3 Year Period)

		Total Earnings	Revenues
Direct Jobs			
	Created	$ 1,516,320	$ 64,444
	Existing	$ 48,343,800	$ 2,054,612
Indirect Jobs			
	Created	$ 2,812,500	$ 119,531
	Existing	$ 73,875,000	$ 3,139,688
Construction - only one year			
	Person Years	$ 1,344,000	$ 57,120
TOTALS Calculation of Benefits (3 Yr Period)		$ 127,891,620	$ 5,435,394

TAXABLE GOODS & SERVICES

		Spending Rate	Expenditures	State & Local Sales Tax Revenues
Direct Jobs				
	Created	36%	$ 545,875	$ 53,223
	Existing	0.36	$ 17,403,768.00	$ 1,696,867
Indirect Jobs				
	Created	0.36	$ 1,012,500	$ 98,719
	Existing	0.36	$ 26,595,000.00	$ 2,593,013
Construction - only one year				
	Person Years	0.36	$ 483,840	$ 47,174
TOTAL TAXABLE GOODS & SERVICES			$ 46,040,983	$ 4,488,996

Local (3 year) real property tax benefit (assuming 60% of jobs existing and created own a residence) with an average assessment of $80,000 and the remainder of jobs existing created pay real property taxes through rent based on an average assessment per apartment of $50,000.

		Municipality
Tax Rate for School District where facility is located:	32.642961	Utica
Tax Rate for Municipality where facility is located:	4.128002	Utica
Tax Rate for County:	10.75986	Oneida
Total Rate:	47.530823	
Real Property Taxes Paid:	$ 1,321,927	

COSTS: IDA BENEFITS

Real Property Taxes Abatement	$ 228,160
Mortgage Tax Abated (.75%)	$ 21,123
Estimated Sales Tax Abated During Construction Period (8.75%)	$ 161,664
Total:	$ 410,947

NOTE: If there is a tax-exempt financing of all or a portion of the project cost, there is a neutral cost/benefit because of lower interest rates by reason of exclusion of interest from gross income of bondholders for purposes of Federal and State income taxes. Taxable financing carries the same cost/benefit for State Income Tax purposes. Such cost/benefits cannot be quantified.

Agency Use Only [If applicable]

Project: Fiber Instrument Sales

Date: April 14, 2022

Short Environmental Assessment Form
Part 2 - Impact Assessment

Part 2 is to be completed by the Lead Agency.
Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	☑	☐
2. Will the proposed action result in a change in the use or intensity of use of land?	☑	☐
3. Will the proposed action impair the character or quality of the existing community?	☑	☐
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	☑	☐
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	☑	☐
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	☑	☐
7. Will the proposed action impact existing: a. public / private water supplies?	☑	☐
b. public / private wastewater treatment utilities?	☑	☐
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	☑	☐
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	☑	☐
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	☑	☐
11. Will the proposed action create a hazard to environmental resources or human health?	☑	☐

PRINT FORM

Agency Use Only [If applicable]

Project: Fiber Instrument Sales

Date: April 14, 2022

Short Environmental Assessment Form
Part 3 Determination of Significance

For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

☐ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.

☑ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.

Whitestown Planning Board	4/14/22
Name of Lead Agency	Date
Steven G. Cix	Chair
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

PRINT FORM

Agency Use Only [If applicable]

Project: Oriskany Arms

Date: April 14, 2022

Short Environmental Assessment Form
Part 2 - Impact Assessment

Part 2 is to be completed by the Lead Agency.
Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	☑	☐
2. Will the proposed action result in a change in the use or intensity of use of land?	☑	☐
3. Will the proposed action impair the character or quality of the existing community?	☑	☐
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	☑	☐
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	☑	☐
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	☑	☐
7. Will the proposed action impact existing: a. public / private water supplies?	☑	☐
b. public / private wastewater treatment utilities?	☑	☐
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	☑	☐
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	☑	☐
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	☑	☐
11. Will the proposed action create a hazard to environmental resources or human health?	☑	☐

PRINT FORM

Agency Use Only [If applicable]

Project: Oriskany Arms

Date: April 14, 2022

Short Environmental Assessment Form
Part 3 Determination of Significance

For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

☐ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.

☑ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.

Whitestown Planning Board	4/14/22
Name of Lead Agency	Date
Steven G. Cox	Chair
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

PRINT FORM

Agency Use Only [If applicable]

Project: The Light Connection

Date: April 14, 2022

Short Environmental Assessment Form
Part 2 - Impact Assessment

Part 2 is to be completed by the Lead Agency.
Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	☑	☐
2. Will the proposed action result in a change in the use or intensity of use of land?	☑	☐
3. Will the proposed action impair the character or quality of the existing community?	☑	☐
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	☑	☐
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	☑	☐
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	☑	☐
7. Will the proposed action impact existing: a. public / private water supplies?	☑	☐
b. public / private wastewater treatment utilities?	☑	☐
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	☑	☐
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	☑	☐
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	☑	☐
11. Will the proposed action create a hazard to environmental resources or human health?	☑	☐

PRINT FORM

Agency Use Only [If applicable]

Project: The Light Connection

Date: April 14, 2022

Short Environmental Assessment Form
Part 3 Determination of Significance

For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

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☑ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.

Whitestown Planning Board	4/14/22
Name of Lead Agency	Date
Steven G. Cox	Chair
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

PRINT FORM

Gmail

T. M. HOGAN, PE <jdihepc@gmail.com>

FIS, TLC, OA

2 messages

Highway <highway@whitestown.net> Thu, Mar 10, 2022 at 11:48 AM
To: Tim Hogan <jdihepc@gmail.com>

Mr. Hogan,

The Whitestown Highway Department have no comments for the SEQR reviews of the Oriskany Arms, Fiber Instrument Sales and The Light Connection.

Thank You,

Sal Granato

Whitestown Highway Superintendent

HOGAN ENGINEERING, PC <jdihepc@gmail.com> Thu, Mar 10, 2022 at 12:40 PM
To: Highway <highway@whitestown.net>

Thank you.
[Quoted text hidden]

TOWN of WHITESTOWN

Oneida County

PLANNING BOARD

8539 CLARK MILLS ROAD, WHITESBORO, NEW YORK 13492
planningsecretary@whitestown.net
OFFICE # 315-736-4531
FAX # 315-768-4741

STEVEN G. COX
CHAIRMAN

February 24, 2022

James Genovese, Commissioner
Oneida County Dept. of Planning
Boehlert Center at Union Station
321 Main Street
Utica, NY 13501

Mr. Zachary Goodale
Reg. Permit Admin.
NYS DEC 14th Floor
207 Genesee Street
Utica, NY 13501

Mr. Jeffery Burkhart, Fire Chief
Oriskany Fire Department
708 Utica Street
Oriskany, NY 13424

Mr. Sal Granato
Whitestown Highway Superintendent
5605 Westmoreland Road
Whitesboro, NY 13492

Re: Site Plan Review of an addition for Oriskany Arms

Gentlemen:

You have been identified as either an interested or Involved Agency to review the proposed 8500 square foot addition located 175 Clear Road, southwest of the intersection of Judd/Sutliff Road and Clear Road, zoned L-M Light Manufacturing. Enclosed are a completed Short Environmental Assessment Form and Site Plan Maps. In accordance with SEQR guidelines, this project is identified as a SEQR Unlisted Action. The Town of Whitestown Planning Board intends to assume Lead Agency status unless otherwise challenged.

We would appreciate receipt of SEQR related comments at your earliest convenience. If possible by the next Planning Board Meeting, March 23, 2022. Please forward your response to Steven G. Cox, Chairman, Whitestown Planning Board, 5605 Westmoreland Road, Whitesboro, NY 13492.

Sincerely,

Steven G. Cox

Steven G. Cox
Chairman
SGC/crs

cc: Mr. Tim Hogan, Hogan Engineering, 1721 Black River Blvd, Rome, NY 13440

ONEIDA COUNTY
DEPARTMENT OF PLANNING
Boehlert Center at Union Station
321 Main St., Utica NY 13501
Phone: (315) 798-5710 Fax: (315) 798-5852

ANTHONY J. PICENTE, JR.
County Executive

JAMES J. GENOVESE II
Commissioner

GENERAL MUNICIPAL LAW, SECTIONS 239-l, -m, or -n
NOTICE OF COUNTY RECOMMENDATION

Oneida County Referral Number: OC-162603

Applicant: Oriskany Arms, Frank Giotto **Municipality**: Town of Whitestown

Location: 175 Clear Road

Subject Action: 8500 sq. ft. addition

☑ **NO RECOMMENDATION AS TO FINAL ACTION**

Date: 3/3/2022

James J. Genovese II
Commissioner of Planning

NOTE: Section 239-m of the General Municipal Law of the State of New York requires that the municipal agency having jurisdiction over this matter, shall, within thirty (30) days after its final action, file with this Department a report describing the final action.

The "NO RECOMMENDATION" only states that significant Countywide or intermunicipal impacts have not been identified. There may be significant local impacts or controversy. This statement does not address the proposed action's compliance with all applicable local regulations; or with any other county, state, or federal requirements, including the provisions of the New York State Environmental Quality Review Act (SEQRA).

TOWN of WHITESTOWN

Oneida County

PLANNING BOARD

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planningsecretary@whitestown.net
OFFICE # 315-736-4531
FAX # 315-768-4741

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CHAIRMAN

February 24, 2022

James Genovese, Commissioner
Oneida County Dept. of Planning
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321 Main Street
Utica, NY 13501

Mr. Zachary Goodale
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NYS DEC 14th Floor
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Utica, NY 13501

Mr. Jeffery Burkhart, Fire Chief
Oriskany Fire Department
708 Utica Street
Oriskany, NY 13424

Mr. Sal Granato
Whitestown Highway Superintendent
5605 Westmoreland Road
Whitesboro, NY 13492

Re: Site Plan Review of an addition for The Light Connection

Gentlemen:

You have been identified as either an interested or Involved Agency to review the proposed 9,600 square foot addition located 132 Base Road, southwest of the intersection of Judd Road and Base Road, zoned L-M Light Manufacturing. Enclosed are a completed Short Environmental Assessment Form and Site Plan Maps. In accordance with SEQR guidelines, this project is identified as a SEQR Unlisted Action. The Town of Whitestown Planning Board intends to assume Lead Agency status unless otherwise challenged.

We would appreciate receipt of SEQR related comments at your earliest convenience. If possible by the next Planning Board Meeting, March 23, 2022. Please forward your response to Steven G. Cox, Chairman, Whitestown Planning Board, 5605 Westmoreland Road, Whitesboro, NY 13492.

Sincerely,

Steven G. Cox

Steven G. Cox
Chairman
SGC/crs

cc: Mr. Tim Hogan, Hogan Engineering, 1721 Black River Blvd, Rome, NY 13440

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ANTHONY J. PICENTE, JR.
County Executive

JAMES J. GENOVESE II
Commissioner

GENERAL MUNICIPAL LAW, SECTIONS 239-l, -m, or -n
NOTICE OF COUNTY RECOMMENDATION

Oneida County Referral Number: OC-162606

Applicant: The Light Connection, Frank Gi **Municipality**: Town of Whitestown

Location: 132 Base Road

Subject Action: 9600 sq. ft. addition

☑ **NO RECOMMENDATION AS TO FINAL ACTION**

Date: 3/3/2022

James J. Genovese II
Commissioner of Planning

NOTE: Section 239-m of the General Municipal Law of the State of New York requires that the municipal agency having jurisdiction over this matter, shall, within thirty (30) days after its final action, file with this Department a report describing the final action.

The "NO RECOMMENDATION" only states that significant Countywide or intermunicipal impacts have not been identified. There may be significant local impacts or controversy. This statement does not address the proposed action's compliance with all applicable local regulations; or with any other county, state, or federal requirements, including the provisions of the New York State Environmental Quality Review Act (SEQRA).

TOWN OF WHITESTOWN

Oneida County

PLANNING BOARD

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planningsecretary@whitestown.net
OFFICE # 315-736-4531
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February 24, 2022

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321 Main Street
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Reg. Permit Admin.
NYS DEC 14th Floor
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Mr. Jeffery Burkhart, Fire Chief
Oriskany Fire Department
708 Utica Street
Oriskany, NY 13424

Mr. Sal Granato
Whitestown Highway Superintendent
5605 Westmoreland Road
Whitesboro, NY 13492

Re: Site Plan Review of an addition for Fiber Instrument Sales

Gentlemen:

You have been identified as either an interested or Involved Agency to review the proposed 6000 square foot addition located 161 Clear Road, southwest of the intersection of Judd/Sutliff Road and Clear Road, zoned L-M Light Manufacturing. Enclosed are a completed Short Environmental Assessment Form and Site Plan Maps. In accordance with SEQR guidelines, this project is identified as a SEQR Unlisted Action. The Town of Whitestown Planning Board intends to assume Lead Agency status unless otherwise challenged.

We would appreciate receipt of SEQR related comments at your earliest convenience. If possible by the next Planning Board Meeting, March 23, 2022. Please forward your response to Steven G. Cox, Chairman, Whitestown Planning Board, 5605 Westmoreland Road, Whitesboro, NY 13492.

Sincerely,

Steven G. Cox

Steven G. Cox
Chairman
SGC/crs

cc: Mr. Tim Hogan, Hogan Engineering, 1721 Black River Blvd, Rome, NY 13440

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ANTHONY J. PICENTE, JR.
County Executive

JAMES J. GENOVESE II
Commissioner

GENERAL MUNICIPAL LAW, SECTIONS 239-l, -m, or -n
NOTICE OF COUNTY RECOMMENDATION

Oneida County Referral Number: OC-162605

Applicant: Fiber Instrument Sales, Frank Gi **Municipality**: Town of Whitestown

Location: 161 Clear Road

Subject Action: 6000 sq. ft. addition

☑ **NO RECOMMENDATION AS TO FINAL ACTION**

Date: 3/3/2022

James J. Genovese II
Commissioner of Planning

NOTE: Section 239-m of the General Municipal Law of the State of New York requires that the municipal agency having jurisdiction over this matter, shall, within thirty (30) days after its final action, file with this Department a report describing the final action.

The "NO RECOMMENDATION" only states that significant Countywide or intermunicipal impacts have not been identified. There may be significant local impacts or controversy. This statement does not address the proposed action's compliance with all applicable local regulations; or with any other county, state, or federal requirements, including the provisions of the New York State Environmental Quality Review Act (SEQRA).

PAYMENT IN LIEU OF TAX BENEFIT VALUE CALCULATOR

To be used as guidance to calculate the PILOT Benefit value on Page 9 of application. Rates and assessments are for example only.

Information on Real Property Proposed For PILOT		
Muni Equalization Rate % at time of applica	58.00%	
Estimated Assessment in 1,000s	$ 874.000	Auto calculates

Tax Rates Per 1k of Assessment at time of application*		Full Payment	Rate Year	Muni
Oneida County	$ 10.75986	$ 9,404	2021	Oneida
City or Township**	$ 4.128002	$ 3,608	2021	Whitestown
Village**	$ -	$ -		
School District	$ 32.642961	$ 28,530	2021-2022	Oriskany
Total	$ 47.53	$ 41,542		

*Do not include Special District Tax Rates **Verify equalization rates with jurisdiction for parity with other jurisdictions

Annual rate increase factor of 2% is used in calculator

1.02

PILOT VALUE CALCULATOR VALUES		Full Tax	PILOT	Savings
Year 1	$ 48.48	$ 42,373	$ 14,124	$ 28,249
Year 2	$ 49.45	$ 43,220	$ 14,407	$ 28,813
Year 3	$ 50.44	$ 44,085	$ 14,695	$ 29,390
Year 4	$ 51.45	$ 44,966	$ 14,989	$ 29,978
Year 5	$ 52.48	$ 45,866	$ 15,289	$ 30,577
Year 6	$ 53.53	$ 46,783	$ 31,189	$ 15,594
Year 7	$ 54.60	$ 47,719	$ 31,812	$ 15,906
Year 8	$ 55.69	$ 48,673	$ 32,449	$ 16,224
Year 9	$ 56.80	$ 49,646	$ 33,098	$ 16,549
Year 10	$ 57.94	$ 50,639	$ 33,760	$ 16,880
Total Due:		$ 463,970	$ 235,810	$ 228,160

HORSHT, LLC - Amended Jobs Pages to March 11, 2022 Application

Part VII: Employment Information

"FTE" shall mean a full time employee that has a minimum of thirty-five (35) scheduled hours per week, or any combination of two or more part-time employees that work a minimum of fifteen (15) scheduled hours per week, when combined together, constitute the equivalent of a minimum of thirty-five (35) scheduled hours per week, and whose workplace location is the project facility. For this purpose an employee shall include a leased employee regularly retained by the company.

11(a) Estimate how many construction jobs will be created or retained as a result of this project.

0

11(b) Will the project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York?

☑ Yes ☐ No **If Yes**, explain below.

This project will enable FIS and TLC to increase their employee base numbers, as there will be more space for equipment and machinery, as well as for employees to run that equipment. It will also provide additional space for finished product, which will also requrie additional employees to assist in the warehouse and shipping areas.

11(c) Have you experienced any employment changes (+ or -) in the last three (3) years?

☑ Yes ☐ No **If Yes**, explain below.

The COVID pandemic caused a decrease in the number of employees. FIS and TLC have been continuously hiring to regain some of those employee numbers. With increasing demands for production, FIS and TLC have been hiring for those positions, and are in need of additional employees to run new equipment and machinery.

11(d) Job Information related to project ***

Estimate below how many jobs will be created and retained as a result of this project, if OCIDA assistance is granted. **PLEASE MAKE SURE TOTAL PART-TIME EMPLOYEES ARE TURNED INTO FULL-TIME EQUIVALENTS (FTE) for Line B. - See Pg. 17.**

	Number of Jobs BEFORE Project 336	**Location 1**	**Location 2**	**Location 3**	**Location 4**	**Location 5**	
	Address in NYS	161 Clear Road, Oriskany, NY 13424	175 Clear Road, Oriskany, NY 13424	132 Base Road, Oriskany, NY 13424	MSI, 6247 State Route 233, Rome, NY 13440	Horsht, FGR, and FIS Blue	**Total**
	Full-Time Company	208	included	85	27		
	Full-Time Independent Contractors	0		0	0	Remaining employees	
	Full-Time Leased	0		0	0	are Horsht, FGR, and FIS Blue	
A.	**Total Full-Time BEFORE**	208		85	27		
	Part-Time Company	0		0	0		
	Part-Time Independent Contractors	0		0	0		
	Part-Time Leased	0		0	0		
B.	**Total FTE Part-Timers BEFORE**	0		0	0		
C.	**Total FTE BEFORE***	208		85	27	16	336

**For Total FTE BEFORE add full-time employees (line A) plus part-time employees that have been converted to FTE (line B).*

Continued on next page

HORSHT, LLC - Amended Jobs Pages to March 11, 2022 Application

	Number of Jobs AFTER Project (within 3 years of project completion)	Location 1	Location 2	Location 3	Location 4	Location 5	Total
	Full-time Company	218	included	90	27	16	
	Full-Time Independent Contractors	0		0	0		
	Full-Time Leased	0		0	0		
A.	**Total Full-Time AFTER**	218		90	27		
	Part-Time Company	0		0	0		
	Part-Time Independent Contractors	0		0	0		
	Part-Time Leased	0		0	0		
B.	**Total FTE Part-Timers AFTER**	218		90	27		
C.	**Total FTE AFTER ***	218		90	27	16	351

*For **Total FTE AFTER** add full-time employees (line A) plus part-time employees that have been converted to FTE (line B).*

	Estimate the number of residents from the Labor Market Area** in which the Project is located that will fill the jobs created within three years of project completion	Location 1	Location 2	Location 3	Location 4	Location 5	Total
A.	Full-Time	10	included	5	0	0	
B.	FTE Part-Timers	0		0	0	0	
C.	**Total AFTER**	10		5			15

** Labor Market Area includes Oneida, Lewis, Herkimer, and Madison Counties

Provide Any Notes To Job Information Below

FIS MFG Warehouse will add 1 Warehouse Worker.

FIS Sheet Metal Addition will add 1 Supervisor, 1 AMADA Press Operator, 1 AMADA Brake Operator, 1 PEM Station Operator, 1 PEM Station Operator, 1 Parts Cleaning Operator, 1 Powder Coat Operator, 1 Welder, 1 Parts Handler.

TLC will add a minimum of three (3) extrusion operators and two (2) shipping/warehouse employees.

Jobs Continued on next page

REPRESENTATIONS AND CERTIFICATION BY APPLICANT

The undersigned requests that this Application be submitted for review to the Oneida County Industrial Development Agency (the "Agency") and its Board of Directors.

Approval of the Application can be granted solely by this Agency's Board of Directors. The undersigned acknowledges that Applicant shall be responsible for all costs incurred by the Agency and its counsel in connection with the attendant negotiations whether or not the transaction is carried to a successful conclusion.

The Applicant further understands and agrees with the Agency as follows:

1. **Annual Sales Tax Filings**. 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 sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.

2. **Annual Employment, Tax Exemption & Bond Status 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 as well as tax exemption benefits received with the action of the Agency. For Applicants not responding to the Agency's request for reports by the stated due date, a $500 late fee will charged to the Applicant for each 30-day period the report is late beyond the due date, up until the time the report is submitted. Failure to provide such reports as provided in the transaction documents will be an Event of Default under the Lease (or Leaseback) Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Annual Employment, Tax Exemption & Bond Status Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.

3. **Absence of Conflict of Interest**. The Applicant has consulted the Agency website of the list of the Agency 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 herein after described (if none, state "none"):

4. **Hold Harmless.** Applicant hereby releases the Agency and its members, officers, servants, agents and employees 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 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.

5. The Applicant acknowledges that the Agency has disclosed that the actions and activities of the Agency are subject to the Public Authorities Accountability Act signed into law January 13, 2006 as Chapter 766 of the 2005 Laws of the State of New York.

6. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). **Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions**.

7. The Applicant acknowledges that it has been provided with a copy of the Agency's recapture policy (the "Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture of Agency financial assistance so provided and/or previously granted.

8. 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.

9. 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.

10. 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 the Project.

11. 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.

12. 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.

STATE OF NEW YORK)
COUNTY OF ONEIDA) ss.:

Frank Giotto, being first duly sworn, deposes and says:

1. That I am the CEO (Corporate Office) of Horsht, LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.

2. That I have read the 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.

Frank Giotto
(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this 28th day of April, 2022.

(Notary Public)

MARK I. CUSHMAN
Notary Public #01CU6418134
State of New York
Qualified in Herkimer County
My Commission Expires 6-01-25

If the application has been completed by or in part by other than the person signing this application for the applicant please indicate who and in what capacity:

By: Alison Stanulevich

Name: Alison Stanulevich

Title: VP Corporate Compliance / Corp Counsel

Date: April 28, 2022

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
COST/BENEFIT ANALYSIS
Required by §859-a(3) of the
New York General Municipal Law

Horsht/FIS/TLC Expansion
UPDATED 28-Apr-22

Name of Applicant:	**Horsht, LLC**
Description of Project:	New building construction/equipping
Name of All Sublessees or Other Occupants of Facility:	**Fiber Instrument Sale & The Light Connection**
Principals or Parent of Applicant:	**Frank Giotto**
Products or Services of Applicant to be produced or carried out at facility:	Manufacture of fiber optic cable and associated materials
Estimated Date of Completion of Project:	Aug-22

Type of Financing/ Structure:

	Tax-Exempt Financing
	Taxable Financing
X	Sale/ Leaseback
	Other

Type of Benefits being Sought by Applicant:

	Taxable Financing
	Tax-Exempt Bonds
X	Sales Tax Exemption on Eligible Expenses Until Completion
X	Mortgage Recording Tax Abatement
X	Real Property Tax Abatement

C

Project Costs

Land Acquisition	$	-
Existing Building(s) ACQUISITION	$	-
Existing Building(S) RENOVATOIN	$	-
NEW Building(s) CONSTRUCTION	$	2,816,404
Installation Costs	$	-
Site Preparation/Parking Lot Construction	$	-
Machinery & Equipment (other than furniture)	$	1,438,686
Furniture & Fixtures	$	-
Architectural & Engineering	$	-
Legal Fees (applicant, IDA, bank, other counsel)	$	-
Financial (all costs related to project financing)	$	-
Permits	$	15,570
Other	$	-
Agency Fee	$	21,353
TOTAL COST OF PROJECT	$	4,292,013

Assistance Provided by the Following:

EDGE Loan:		
MVEDD Loan:		
Grants - Please indicate source & Amount:	$	-
Other Loans - Please indicate source & Amount:		

Company Information

		Average Salary of these Positions	
Existing Jobs	**336**	$ 40,900	336 @ all Giotto Ent employees i
Created Jobs FTE (over three years)	15	$ 33,696	FIS will add 10, TLC will add 5
Retained Jobs	**351**	$ 40,900	

Earnings Information for Oneida County

Average Salary of Direct Jobs for Applicant	$ 33,696
Average of County Indirect Jobs	$ 25,000
Average of Construction Jobs	$ 32,000

Note: $1,000,000 in construction expenditures generates 15 person - years of employment

Construction Person Years of Employment: 42

Calculation of Benefits (3 Year Period)

		Total Earnings	Revenues
Direct Jobs			
	Created	$ 1,516,320	$ 64,444
	Existing	$ 41,227,200	$ 1,752,156
Indirect Jobs			
	Created	$ 2,812,500	$ 119,531
	Existing	$ 63,000,000	$ 2,677,500
Construction - only one year			
	Person Years	$ 1,344,000	$ 57,120
TOTALS Calculation of Benefits (3 Yr Period)		$ 109,900,020	$ 4,670,751

TAXABLE GOODS & SERVICES

		Spending Rate	Expenditures	State & Local Sales Tax Revenues
Direct Jobs				
	Created	36%	$ 545,875	$ 53,223
	Existing	0.36	$ 14,841,792.00	$ 1,447,075
Indirect Jobs				
	Created	0.36	$ 1,012,500	$ 98,719
	Existing	0.36	$ 22,680,000.00	$ 2,211,300
Construction - only one year				
	Person Years	0.36	$ 483,840	$ 47,174
TOTAL TAXABLE GOODS & SERVICES			$ 39,564,007	$ 3,857,491

Local (3 year) real property tax benefit (assuming 60% of jobs existing and created own a residence) with an average assessment of $80,000 and the remainder of jobs existing created pay real property taxes through rent based on an average assessment per apartment of $50,000.

		Municipality
Tax Rate for School District where facility is located:	32.642961	Utica
Tax Rate for Municipality where facility is located:	4.128002	Utica
Tax Rate for County:	10.75986	Oneida
Total Rate:	47.530823	
Real Property Taxes Paid:	$ 1,134,466	

COSTS: IDA BENEFITS

Real Property Taxes Abatement	$ 228,160
Mortgage Tax Abated (.75%)	$ 21,123
Estimated Sales Tax Abated During Construction Period (8.75%)	$ 161,664
Total:	$ 410,947

NOTE: If there is a tax-exempt financing of all or a portion of the project cost, there is a neutral cost/benefit because of lower interest rates by reason of exclusion of interest from gross income of bondholders for purposes of Federal and State income taxes. Taxable financing carries the same cost/benefit for State Income Tax purposes. Such cost/benefits cannot be quantified.