Project: Booz Allen Hamilton/ 99 Otis Street

Description:

BAH will occupy the first floor space of 99 Otis Street in 14,000 SF supporting the Aerospace market with a strong emphasis on cyber technologies, testing and evaluation, system and software engineering, and AI/machine learning and cloud solutions. Their total headcount in Rome currently is 158 full-time employees.

They will perform leasehold improvements complete the fitout of their space. Their space should be ready for occupancy in spring/summer 2020. The total estimated capital investment is $3.5M (est.). Booz Allen may also decide to include secure space (SCIF) and a technology lab within this facility within 3 years of operation.

Jobs: 60 NEW FTE employees at 99 Otis Street, 158 retain at all other Rome sites (mirrors NYS)

Benefit: Sales Tax Exemption $200,000 on $2,285,700 Est.

Total project: $3,633,075

Booz | Allen | Hamilton

8283 Greensboro Drive
McLean, VA 22102
703-902-5969

June 14, 2019

Shawna M. Papale, Executive Director
Oneida County Industrial Development Agency
584 Phoenix Drive
Rome, NY 13441-1405

Subject: Booz Allen Hamilton Inc. Application for Financial Assistance

Dear Shawna:

Enclosed are the following:

1. Two original copies of the signed and notarized application
2. Two Executive Summary of Our Business
3. Two Signed SEQR Form
4. Check in the $1,500

Please let me know if you have any questions.

Sincerely,

Teresa J. Lynch
Senior Associate

Enclosures

BOOZ ALLEN HAMILTON
575 Herndon Parkway
Herndon, VA 20170

Booz | Allen | Hamilton

RETURN SERVICE REQUESTED

Check No.	796877
Check Date	06/11/2019
Check Amount	$1,500.00
Vendor Number	VC1622

C1-000137 0001 0001 000138
ONEIDA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY
584 PHOENIX DR
ROME, NY 13441

FOR INQUIRES CALL OUR HELP
DESK AT 1-877-927-8278

Invoice Date	Invoice Number	Voucher Number	Description	Net Amount
06/05/2019	C006404	593491	ROME NY OCIDA APP FEE	$1,500.00
		TOTAL		$1,500.00

! PLEASE FOLD ON PERFORATION AND DETACH HERE !

VERIFY THE AUTHENTICITY OF THIS MULTI-TONE SECURITY DOCUMENT. CHECK BACKGROUND AREA CHANGES COLOR GRADUALLY FROM TOP TO BOTTOM.

BOOZ ALLEN HAMILTON
8283 GREENSBORO DRIVE
MCLEAN, VA 22102

796877
June 11, 2019
64-1278/611

Booz | Allen | Hamilton

Amount: **One Thousand Five Hundred dollars and 00 cents**

$1,500.00

Pay to the order of
ONEIDA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY
584 PHOENIX DR
ROME, NY 13441

Bank of America N.A.
Atlanta, Dekalb County, GA

Lloyd W Howell, Jr

AUTHORIZED SIGNATURE

⑈0000796877⑈ ⑆061112788⑆ 3359324913⑈

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

A non-refundable application fee of $500.00 must be submitted at the time of application along with a $1,000 commitment fee; the $1,000 commitment fee will be applied to closing fees.

*Please submit the original and two (2) copies of the **signed and notarized** application, and **signed** SEQR form with the above fees. Cost benefit will be completed based on information from this application.*

Please also deliver an electronic copy of all.

All applications must be submitted at least 10 days prior to meeting.

Caesar

Project Name

Number (to be provided by the agency)

Date of Submission

Note to Applicant:

The information requested by this application is necessary to determine the eligibility of your project for Agency benefits. Please answer **all** questions, inserting "none" or "not applicable" where appropriate. If you are providing an estimate, please indicate by inserting "est" after the figure. Attach additional sheets if more space is needed for a response than is provided.

Return the original signed and notarized application and two copies with a check in the amount of $1500.00 made payable to: **Oneida County Industrial Development Agency (OCIDA)**, 584 Phoenix Drive, Rome, New York 13441-1405, Attn.: Shawna M. Papale, Executive Director. $1000 will be applied at closing against the IDA legal fees. In addition, an electronic version of the application (signed), andSEQR form (signed), to spapale@mvedge.org.

Upon the submission of this application to OCIDA, this applicant becomes a public document. Be advised that any action brought before the OCIDA is public information. All agendas for OCIDA are issued prior to full agency meetings and posted in public domain. *If there is information that the applicant feels is proprietary please identity as such and that information will be treated confidentially to the extent permitted by law.*

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, your company 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 questions how to calculate your company's IDA application fee please consult with the Memorandum to Companies Sale – Leaseback Transactions or please contact the IDA Executive Director.

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: Booz Allen Hamilton Inc.

1(b) Principal Address: 8283 Greensboro Drive
McLean, VA 22102

1(c) Telephone/Facsimile Numbers: 703-902-5969

1(d) Email Address: Lynch_Teresa@bah.com

1(e) Federal Identification Number: 36-2513626

1(f) Contact Person: Teresa Lynch

1(g) Is the Applicant a

- [x] Corporation:
  If yes, Public [✓] Private [ ]
  If public, on which exchange is it listed? NYSE
- [ ] Subchapter S
- [ ] Sole Proprietorship
- [ ] General Partnership
- [ ] Limited Partnership
- [ ] Limited Liability Corporation/Partnership
- [ ] Single-Member LLC (name and EIN below):

  Name: _____

  EIN: _____
- [ ] DISC
- [ ] Other(specify) _____

1(h) State of Organization (if applicable) Delaware

Applicant's Stockholders, Directors and Officers (or Partners)

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

Name	Address	Percentage of Ownership
Parent: Booz Allen Hamilton Investor Corporation	8283 Greensboro Drive, McLean, VA 22102	100%

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 so, indicate name of such entity and the relationship.

Ultimate Parent: Booz Allen Hamilton Holding Corporation. Booz Allen Hamilton Holding Corporation has 18 domestic and 14 international subsidiaries. These subsidiaries are disclosed on Exhibit 21 of it Annual Report on Form 10K, which was filed with the SEC on May 28, 2019 and is publicly available at www.sec.gov.

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:

See 2(b) above.

Applicant's Counsel and Accountant

3(a). Applicant's Attorney

Name/Title:	Jessica Bissey, Associate General Counsel
Firm:	Booz Allen Hamilton Inc.
Address:	8283 Greensboro Drive
	McLean, VA 22102
Telephone/Fax:	703.377.0015
Email:	Bissey_Jessica@bah.com

3(b) Applicant's Accountant

Name/Title:	Brian Wilson, Director
Firm:	Booz Allen Hamilton Inc.
Address:	8283 Greensboro Drive
	McLean, VA 22102
Telephone/Fax:	703-377-5794
Email:	wilson_brian@bah.com

Business Description

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

See attached Executive Summary of Our Business.

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.

The existing Booz Allen Hamilton Inc. Rome office at 500 Avery Lane supports the Aerospace market with a strong emphasis on cyber technologies, testing and evaluation, system and software engineering, and AI/machine learning and cloud solutions. The total headcount in Rome, NY is currently 166 full-time employees, which includes 61 Booz Allen staff at Avery Lane and 105 Booz Allen staff working at client sites in Rome. The Avery Lane office is strategically located less than one mile from the Air Force Research Laboratory's Information Directorate.
Booz Allen plans to enter an agreement to lease ~14,000 sq ft of the NYSTEC facility at 99 Otis Street which is currently under construction. Under the proposed plan, the office shell should be delivered by August 2019. Once the leasehold improvements and fit out are complete, the space should be ready for occupancy in spring/summer 2020. Booz Allen contemplates building secure space within the Otis Street location. The total estimated capital investment is $3.5M (est.).
Booz Allen may also decide to include secure space and a technology lab within this facility within 3 years of operation.

Reasons for Project

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

Booz Allen plans to undertake this project due to its growth trajectory in Rome. We have already outgrown our existing space at 500 Avery Lane and recently took on temporary expansion space in the building (500 Avery Lane) to accommodate the growth. We expect to create over 60 new full-time, high-wage, high-tech positions in the County. The incentives from the IDA will enable Booz Allen to continue to grow its high-wage job base and expand its presence in the County.

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

We are asking for the IDA's involvement to help defray the high costs of implementing the project. We plan to include secure space within the building at Otis St, which adds to the typical leasehold improvement costs related to an office upfit by at least $150/square foot. The sales tax exemption will be a direct benefit to the project and help offset these costs.

6(c) Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency?

[■] Yes or [ ] No

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

The project may not be undertaken to the extent planned. While we plan to include secure space within the building, we have not determined the size or complexity of this space. The financial assistance will allow us to build a larger secure space with enhanced communications infrastructure which allows for more sophisticated classified work to be undertaken in the space while enhancing the investment and job growth that would otherwise would occur elsewhere.

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

We may not be able to build a larger secure space with the enhanced communications without this financial assistance.

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.

While Booz Allen would not remove the facility to a location outside of NY, it could cause Booz Allen to choose to grow in other areas of the country and move highly sensitive work to offices with appropriate secure space.

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).

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.

Booz Allen has secured or will secure within the next 90 days financial assistance in Texas, Ohio, Oklahoma City, Fayetteville/Cumberland County, NC, Tennessee. Empire State Development provided a $300,000 capital grant to support the project.

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):**

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

Percentage of sq. footage of each use (if more than one category):

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

- [ ] Acquisition of land
- [ ] Acquisition of existing building
- [x] Renovations to existing building
- [ ] Construction of addition to existing building
- [ ] Demolition of existing building or part of building
- [ ] Construction of a new building
- [ ] 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.

Assistance Requested	Estimated Values
[ ] Real Property Tax Abatement (value of PILOT savings)	$ _____
[ ] Mortgage Tax Exemption (.75%) $_____	
Amount of mortgage: $_____	
[x] Sales and Use Tax Exemption ** (8.75%) $200,000 est.	
Value of goods/services to be exempted from sales tax: $2,285,700 est.	
[ ] Issuance by the Agency of Tax Exempt Bonds(bond dollar value)$_____	

Is the financial assistance requested by the Applicant consistent with the IDA's Uniform Tax Exemption Policy? Yes [x] 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 (if project that you are applying for is a housing project please also complete questions 7(l) through7(p))

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

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

7(a) Street Address of Facility:

99 Otis St

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

Rome NY

7(c) School District:

Rome City

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

Vacant

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

GB Griffiss Business Redevelopment District/GB-RL Rome Lab/R&D/Office Campus Sub-District-Article 8.2(a)

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.***

Booz Allen will receive a cold shell from the landlord. Booz Allen plans to upfit the first floor of the building to include office and secure space. Booz Allen will be sending RFPs to developers in August 2019. Attached is a diagram of the first floor.

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: 8/2019 est.

Construction completion: 6/2020 est.

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.

TBD

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 building is under construction, the developer filed the necessary plans and SEQR paperwork.

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? 39.5 years

7(k) Is the site in a former Empire Zone? [■] Yes [ ] No

If yes, which Empire Zone: Rome

Is project located in a Federal HUB Zone or distressed area: [ ] Yes [■] No

Provide detail.

Part IV: Housing Project Questionnaire Not Applicable

Complete the following questions only if your project is a Housing Project. **Please reference the *Oneida County Industrial Development Agency Uniform Tax Exemption and Agency Benefits Policy Market Rate Rental Housing Development Initiatives.* (Add additional pages as needed).**

7(l) Describe the housing project to be constructed or renovated in detail (type of housing, number of units, etc.):

N/A

7 (m) Describe how you will change the current use of the facility or property being utilized for the project. To assist the IDA in their determination of an eligible vacant urban infill site project please provide an extensive explanation as well as photos of what is being removed or replaced with the new construction.

N/A

7 (n) Will the project have any impact on the existing infrastructure or upgrades to the current infrastructure (water, sewer, electrical, gas, etc.)? If yes please provide detail and who you are working with at the applicable organization.

N/A

7 (o) If your project is a multi-use facility please provide details of the project, project square footage breakdown of non-housing to housing usage, detail the job creation and retention associated with the non-housing component.

N/A

7 (p) Does the project provide a community benefit? If yes provide detail substantiating (reference the IDA policy).

N/A

ALL APPLICANTS ANSWER THE FOLLOWING **NOT APPLICABLE**

Part V: 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.

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?

☐ Yes or ☐ No. If the answer is yes, please continue. **If no, proceed to next section Part VI Facility (Pg 14).**

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.

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 the retail determination and proceed to next section Part VI Facility (Pg 14).**

If the answer to A is Yes AND the answer to Question B 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 or ☐ No.

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

☐ Yes or ☐ 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 or ☐ 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 VI: Facility (Legal Information)

8(a) With respect to the **present owner** of the 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: 99 Otis Street LLC

Address: 99 Otis Street

Rome, NY

Telephone: 315-338-0393

Balance of Mortgage: *See below

Holder of Mortgage: *See below

*99 Otis Street LLC is debtor to: M&T Bank for a $3,000,000 Construction-to-Permanent Loan Note(Actual Balance Mortgage Note); Mohawk Valley EDGE for a $525,000 term loan; Mohawk Valley Economic Development District for a $375,000 term loan)

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.

8(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.

Tenant/Landlord

8(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.

8(d) Will the title owner of the facility/property also be the user of the facility?

[■] Yes [ ] No If no, please explain.

99 Otis Street - One of the owners, NYSTEC, will occupy the second floor. Only Booz Allen will occupy the first floor, which is the subject of this application.

8(e) Is the Applicant currently a tenant in the facility? [ ] Yes [x] No

8(f) Are you planning to use the entire proposed facility?
[ ] Yes [x] 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	Square Feet Occupied	Nature of Business
NYSTEC	2nd	14,353	NYSTEC is a nonprofit technology consulting company, advising organizations, agencies, institutions, and businesses.

8(g) Are any of the tenants related to the owner of the facility?
[■] Yes [ ] No If yes, please explain.

NYSTEC is a tenant/owner.

8(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 VII: Equipment

9(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.

Entirely new furniture and fixtures, VOIP telecommunications system, new telephones, wireless access points, routers, switches, UPS hardware, audio/visual equipment for collaboration and conference spaces, access control systems including card readers, CCTV and locks, and construction materials including secure space buildout.

9(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.

None

9(c) What is the useful life of the equipment? various years

Part VIII: 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.

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

Construction Jobs: 35

10(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 or ☐ No.

If yes, explain Booz Allen plans to hire over 60 new FT employees

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

☒ Yes or ☐ No.

If yes, explain Booz Allen has grown from 133 FT to 166 FT employees over the last 3 years.

10(c) 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.

	Number of Jobs BEFORE Project	**Location 1**	**Location 2**	**Location 3**	**Location 4**	**Location 5**	**Total**
	Address in NYS	500 Avery Lane	525 Brooks Road	99 Otis St.			
	Full-Time Company	58	100				
	Full-Time Independent Contractors						
	Full-Time Leased						
A.	**Total Full-Time BEFORE**	58	100				
	Part-Time Company						
	Part-Time Independent Contractors						
	Part-Time Leased						
B.	**Total Part-Time BEFORE**						
	Total FTE BEFORE*	58	100				

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	58	100	60			
	Full-Time Independent Contractors						
	Full-Time Leased						
A.	**Total Full-Time AFTER**	58	100	60			
	Part-Time Company						
	Part-Time Independent Contractors						
	Part-Time Leased						
B.	**Total Part-Time AFTER**	0	0	0			
	Total FTE AFTER *	58	100	60			

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
Full-Time			50			
Part-Time			0			
Total AFTER			50			

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

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	$ 150,000	% >30	$ 120,000	% >30
Administrative	$ 65,000	%	$	%
Production	$ 85,000	% >30	$ 80,000	% >30
Independent Contractor	$	%	$	%
Other	$	%	$	%
Overall Weighted Average	$ 88,000	% >30	$ 80,000	% >30

*** 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 thirt-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 thirt-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.

10(c) Please list NAICS codes for the jobs affiliated with this project:

541611

Part IX: Estimated Project Cost and Financing - form will auto sum

11(a) List the costs necessary for the construction, acquisition or renovation of the facility.

Acquisition of Land (if vacant)	$
Acquisition of Existing Building(s)	$
Renovation Costs of Existing Building(s) Leasehold Improve	$ 2,000,000
New Construction of Buildings	$
Machinery and Equipment (other than furniture costs)	$
Fixtures Furniture, Fixtures & Equipment	$ 1,500,000
Installation Costs	$
Fees & Permits (other than your own broker and legal fees)	$
Legal Fees (IDA legal fees, Applicant legal fees)	$ 15,000
Architectural/Engineering	$ 100,000
Interest on Financing Charges	$
Other (specify)	$
Subtotal	$ 3,615,000
Agency Fee[1]	$ 18,075
Total Project Cost	$ 3,633,075

[1] *See Attached Fee Schedule (Page 25) for Agency Fee amount to be placed on this line*

*

11(b) **Sources of Funds for Project Costs (will auto sum):**

Bank Financing:	$ 0
Equity (excluding equity that is attributed to grants/tax credits)	$ 100% BAH FUNDS
Tax Exempt Bond Issuance (if applicable)	$ 0
Taxable Bond Issuance (if applicable)	$ 0
Public Sources (Include sum total of all state and federal grants and tax credits)	$ 0

Identify each state and federal grant/credit:

NYS Capital Grant	$ 300,000
	$
	$
	$
Total Sources of Funds for Project Costs:	$ 100%

Real Estate Taxes

12(a) For each tax parcel which comprises the facility, please provide the following information, using figures from the most recent tax year.

Tax Map Parcel #	Current Assessed Value (Land)	Current Assessed Value (Building)	Current Total Assessment	Current Real Estate Taxes
243.000-1.1.6	1,325,600	109,618	1,435,218	exempt
243.000-1-1.33	221,100	41,200	262,300	exempt
			1,697,518	

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.

12(b) Address of Receiver of Town and/or Village Taxes (include all jurisdictions):

N/A

12(c) Address of Receiver of School Taxes:

N/A

12(d) Will the completion of the proposed project result in the increase of the assessment of any of the parcels named above? [ ] Yes [x] No

If yes, please indicate which tax map parcel # will be affected and estimate of increase.

Financial Information

13(a) Has the Applicant contacted any bank, financial/lending institution or private investor with respect to the financing of the proposed project?

[ ] Yes [x] No

If yes, please provide details.

13(b) Has the Applicant received a commitment letter for said financing?

[ ] Yes [x] No

If yes, please submit a copy of said commitment letter along with this Application.

13(c) Please complete the Cost/Benefit Analysis form and attach to this Application. As you begin completing the form and have questions, please call the IDA office.

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.

Washington, District of)
Columbia) ss.:

Laura S. Adams, being first duly sworn, deposes and says:

1. That I am the Laura S. Adams (Corporate Office) of Booz Allen Hamilton Inc. (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.

(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury
this 14th day of June, 20 19

Frances M. Chandler
(Notary Public)

FRANCES M. CHANDLER
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires November 30, 2022

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:

Name:

Title:

Date:

FRANCES M. CHANDLER NOTARY PUBLIC EXP. 11-30-22 DISTRICT OF COLUMBIA

Return the original signed and notarized application and two copies with a check in the amount of $1500.00 made payable to: **Oneida County Industrial Development Agency (OCIDA)**, 584 Phoenix Drive, Rome, New York 13441-1405, Attn.: Shawna M. Papale, Executive Director. $1000 will be applied at closing against the IDA closing fee. In addition, please send an electronic version of the application (signed), and SEQR form (signed), to spapale@mvedge.org.

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.

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 the IDA incurs in connection with said transaction.

Revised 7-12-16

Executive Summary of Our Business

For more than one hundred years, business, government, and military leaders have turned to Booz Allen Hamilton to solve their most complex problems. A values-driven organization with a guiding purpose to empower people to change the world, we remain focused on providing long-term solutions to our clients' emerging and ever-changing challenges. Our people are passionate about their service to our clients and their missions and the communities in which we live and work. This is our heritage, and it is as true today as when the company was founded in 1914. A collaborative culture is an integral part of our unique operating model, which encourages our people to bring a diversity of ideas and talent to every client engagement. Building on our legacy of passionate client service and guided by our comprehensive Vision 2020 strategy, we are blending deep expertise in management consulting with advanced technical capabilities to deliver powerful solutions. By investing in markets, capabilities, and talent and building new business models, including ventures, partnerships, and product offerings, we believe we are creating sustainable quality growth for the company.

Through our dedication to our clients' missions, and a commitment to evolving our business to address client needs, we have longstanding and deep relationships with our clients, some more than 75 years. We support critical missions for a diverse base of federal government clients, including nearly all of the U.S. government's cabinet-level departments, as well as increasingly for top-tier commercial and international clients. We support these clients by helping them tackle their most complex and pressing challenges such as protecting soldiers in combat and supporting their families, advancing cyber capabilities, keeping our national infrastructure secure, enabling and enhancing digital services, transforming the healthcare system, and improving governmental efficiency to achieve better outcomes. Our U.S. commercial clients are primarily in the financial services, healthcare and life sciences, energy, high-tech manufacturing, retail, and automotive industries.

We solve the most difficult management and technology problems through a combination of consulting, analytics, digital solutions, engineering, and cyber expertise. With global headquarters in McLean, Virginia, our firm employs more than 25,300 people globally. To learn more, visit www.boozallen.com. (NYSE: BAH)

Service Offerings

- Consulting focuses on the talent and expertise needed to solve client problems and develop mission-oriented solutions for specific domains, business strategies, human capital, and operations through new and innovative approaches. We help clients boost organizational performanc, deploy new technologies in smart ways, and change and streamline processes to achieve better outcomes.
- Analytics focuses on delivering transformational solutions in the traditional areas of decision analytics (including operations research and cost estimation), intelligence analysis (including all source analysis) and tradecraft, as well as new or emerging areas such as data science and machine intelligence. We pioneer new approaches in data science and machine-intelligence, draft industry-defining publications, and introduce transformative products to the market.
- Our Cloud experts help clients design cloud architecture solutions, select the data that is most applicable for storage in the cloud, develop analytical solutions to gain valuable insights from large data sets and then strategically use that knowledge to drive mission success, save money, and improve effectiveness.

- Our Software Developers and Systems Architects develop and implement small and large scale information technology applications, embedded systems, and mobile applications. We deliver expertise across an extensive list of programming languages applicable to traditional, cloud, mobile, and embedded applications. We employ traditional and agile development methods depending on the application.
- Our Digital Solutions Network taps into the collective creativity and innovation of our digital professionals to help clients modernize and transform their missions through the open integration and reuse of digital capabilities across the enterprise. Integrated teams work within the network's virtual construct of digital capabilities, partnerships, and modern agile and DevOps methodologies in digital hubs across the country. With a dynamic startup environment, each hub serves as a center of excellence for a specialized set of digital capabilities. For example, at our digital hub in Charleston, SC, our people use scaled agile, DevOps and cloud development and management expertise to develop software solutions for health/Department of Veterans Affairs systems.
- Engineering delivers in-depth technical solutions to our clients' most challenging problems with core capabilities in Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (C4ISR), which are supported by our Systems Engineering & Integration and Sustainment Engineering functions.
- Cyber focuses on prevention, detection, and cost effectiveness. Prevention includes methods of securing platforms and enterprises against cyber attacks, detection, is the instrumentation of networks to provide lead indicators of penetrations, and cost efficiency includes our integrated engineering capabilities. Our cyber capabilities are rooted in our decades of service to the U.S. federal intelligence community and today affords us the opportunity to maintain deep technical expertise in network security. We help clients understand the business value of cyber risk management as well as prepare for future cybersecurity needs with a lens toward efficiency and effectiveness.

The company's proposed expansion will open new opportunities for veterans who are transitioning from the military and seeking high-impact, mission-focused careers, as well as military spouses with diverse skillsets. Booz Allen has been recognized as a "Best Employer for Veterans" by *Forbes Magazine*, "Best of the Best" Veteran-Friendly Company by *U.S. Veterans Magazine* and "Top Military-Friendly Employer" by *GI Jobs Magazine*. It has also been named a "Best for Vets" Employer by *Military Times* for four consecutive years and one of *Working Mother's* "100 Best Companies" for 20 consecutive years.

Please complete EITHER a Short Environmental Assessment Form (EAF) or Full Environmental Assessment Form (EAF) and submit the applicable form with your application. Consult with your project engineer or architect if you have any questions which form is appropriate for your project.

Short Environmental Assessment Form
Part 1 - Project Information

Instructions for Completing

Part 1 - Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 - Project and Sponsor Information

Name of Action or Project:
Project Caesar

Project Location (describe, and attach a location map):
99 Otis Street, Rome, NY - First Floor

Brief Description of Proposed Action:
The new facility, 99 Otis Street, is a single, two story commercial office building. The entire building is approximately 31,000 RSF, and Booz Allen will be leasing approximately 14,000 RSF, the entire first floor. Booz Allen will receive the first floor in shell condition and will be renovating the space to hold commercial office space. Booz Allen will request proposals from at least 3 general contractors to complete the renovation. The renovation will be funded by Booz Allen. The total estimated capital investment is $3.5M (est.).

Name of Applicant or Sponsor:	Telephone: 703-902-5869
Booz Allen Hamilton Inc. (applicant)	E-Mail: tas@bah.com

Address:
8283 Greensboro Drive

City/PO:	State:	Zip Code:
McLean	VA	22102

	NO	YES
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.	[x]	[ ]
2. Does the proposed action require a permit, approval or funding from any other governmental Agency? If Yes, list agency(s) name and permit or approval: City of Rome, Building Permit	[ ]	[x]

3.a. Total acreage of the site of the proposed action? 9.31 acres
b. Total acreage to be physically disturbed? 0 acres
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? 0 acres

4. Check all land uses that occur on, adjoining and near the proposed action.
[ ] Urban [ ] Rural (non-agriculture) [x] Industrial [x] Commercial [ ] Residential (suburban)
[ ] Forest [ ] Agriculture [ ] Aquatic [x] Other (specify): Airport
[ ] Parkland

	NO	YES	N/A
5. Is the proposed action,			
a. A permitted use under the zoning regulations?	☐	x	☐
b. Consistent with the adopted comprehensive plan?	☐	x	☐

	NO	YES
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	☐	x
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area? If Yes, identify: _____	x	☐
8. a. Will the proposed action result in a substantial increase in traffic above present levels?	x	☐
b. Are public transportation service(s) available at or near the site of the proposed action?	☐	x
c. Are any pedestrian accommodations or bicycle routes available on or near site of the proposed action?	☐	x
9. Does the proposed action meet or exceed the state energy code requirements? If the proposed action will exceed requirements, describe design features and technologies: _____	☐	x
10. Will the proposed action connect to an existing public/private water supply? If No, describe method for providing potable water: _____	☐	x
11. Will the proposed action connect to existing wastewater utilities? If No, describe method for providing wastewater treatment: _____	☐	x
12. a. Does the site contain a structure that is listed on either the State or National Register of Historic Places?	x	☐
b. Is the proposed action located in an archeological sensitive area?	x	☐
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?	x	☐
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody? If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____	x	☐
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered? Upland Sandpiper	☐	x
16. Is the project site located in the 100 year flood plain?	x	☐
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes, a. Will storm water discharges flow to adjacent properties? ■ NO ☐ YES	x	☐
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? If Yes, briefly describe: ☐ NO ☐ YES _____		

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply:
☐ Shoreline ☐ Forest ☐ Agricultural/grasslands ☐ Early mid-successional
☐ Wetland ☐ Urban ■ Suburban

	NO	YES
18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)? If Yes, explain purpose and size:	X	
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe:	X	
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe: See information provided by Griffiss Business & Technology Park, exhibits 1 and 2		X

I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE

Applicant/sponsor name: Laura S. Adams, VP & CAO, Booz Allen Hamilton Inc. Date: 6/14/2019

Signature:

PRINT FORM

CONFIDENTIAL

Proposal for a New High Technology Office Building

Griffiss Business & Technology Park

99 Otis St. LLC

May 16, 2018

Revised

CONFIDENTIAL

GRIFFISS LOCAL DEVELOPMENT CORPORATION

NEW I.T. OFFICE BUILDING

ROME, NEW YORK

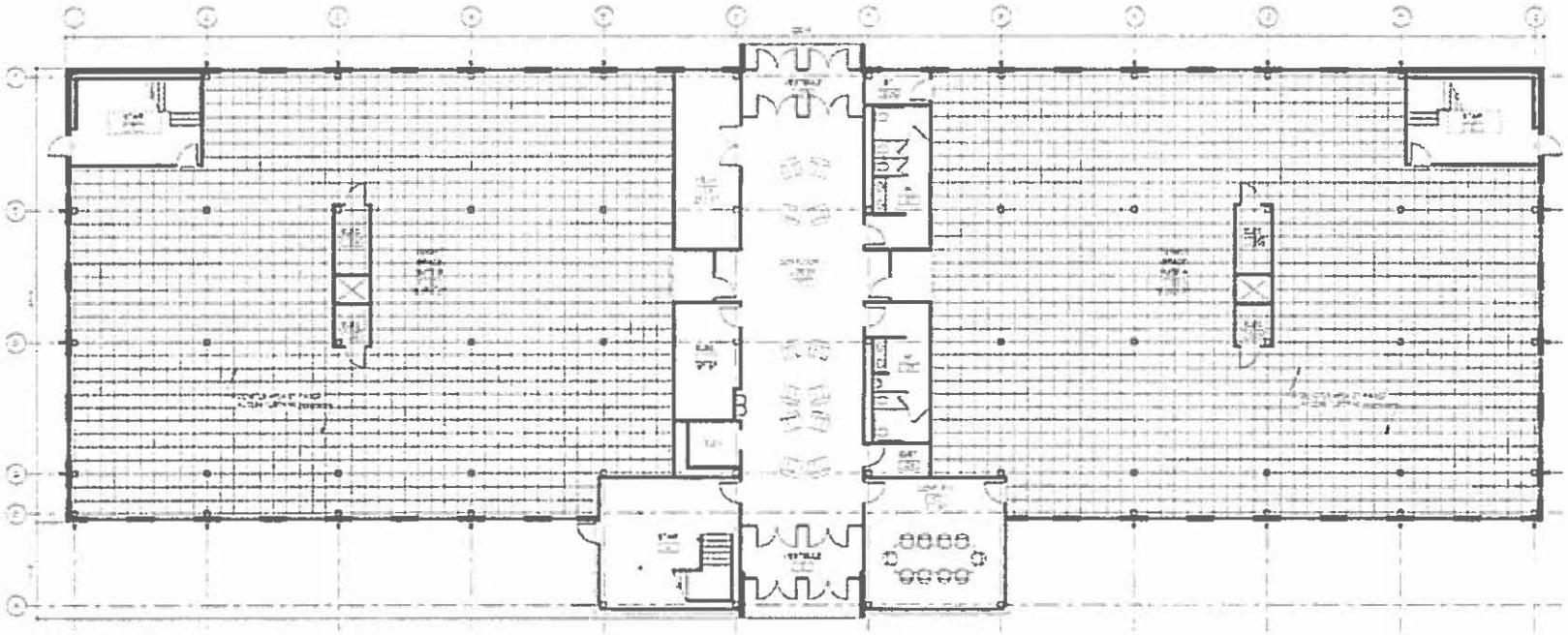
MAY 16, 2018

ARCH ASSOCIATES

FRONT VIEW

VIEW FROM HANGER RD. DRIVEWAY

VIEW FROM OTIS ST. DRIVEWAY



FIRST FLOOR PLAN

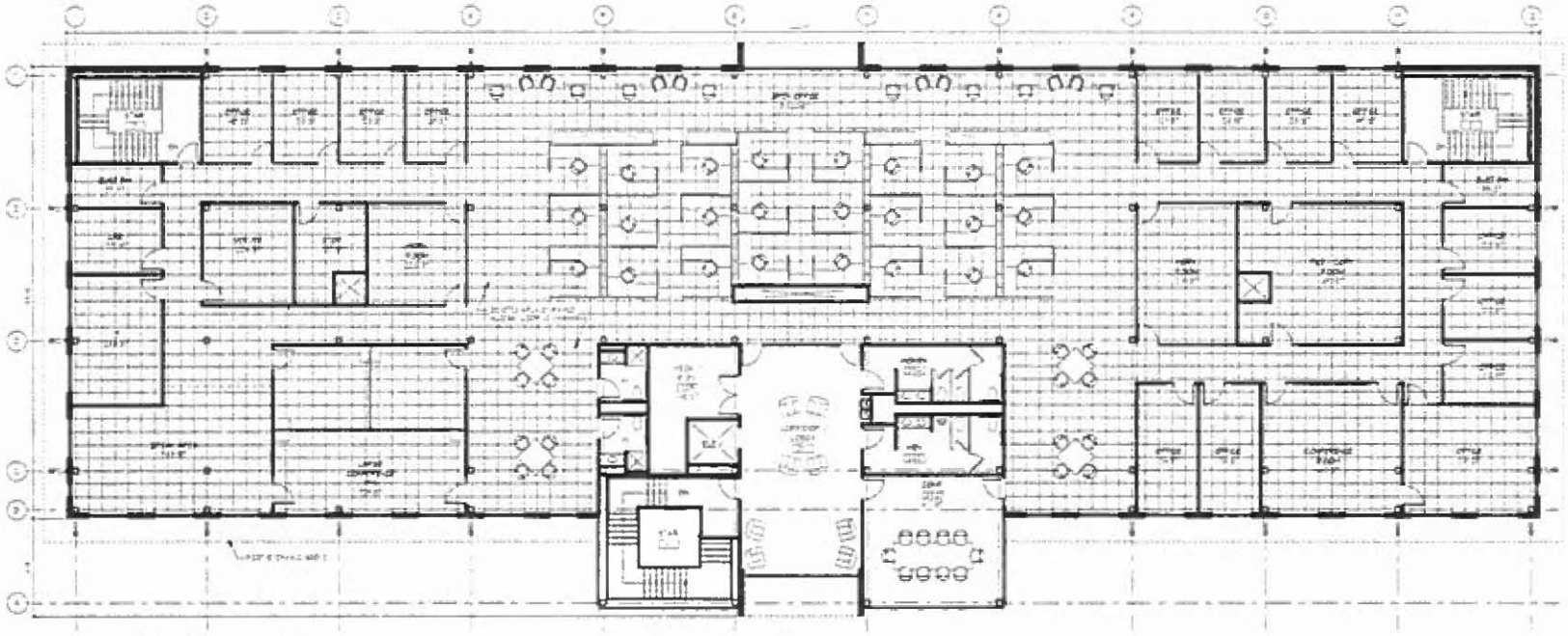
MARCH ASSOCIATES
ARCHITECTS & PLANNERS, PC

GRIFFISS LOCAL
DEVELOPMENT CORPORATION
NEW I.T. OFFICE BUILDING
ROME, NEW YORK

CONFIDENTIAL

FIRST
FLOOR
PLAN

A101



SECOND FLOOR PLAN

MARCH ASSOCIATES

GRIFFISS LOCAL DEVELOPMENT CORPORATION
NEW I.T. OFFICE BUILDING
ROME, NY

CONFIDENTIAL

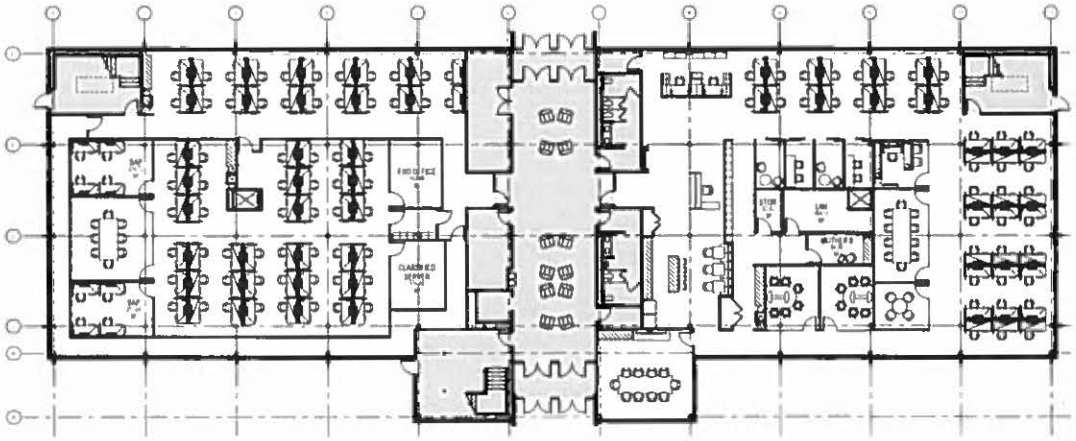
DRAWING TITLE
SECOND FLOOR PLAN

A102

CONFIDENTIAL

BAH - ROME, NY

TEST FIT | 1ST FLOOR



NEXGEN SIDE:

SPACE TYPE	REQUESTED	PROVIDED
VP PRINCIPAL OFFICE	1	1
ADMIN STATION	6	6
CLASSIC SECTION	7	7
[illegible]	46	46
TOTAL WORKSEAT	61	61
COLLABORATION ROOM	1	2
FOCUS ROOM	1	1
MEDIUM TEAM ROOM	1	1
LARGE CLOSED	4	4
SOCIAL	1	1
EMPROOM	1	1
MOTHERS ROOM	1	1
COPY PRINT	1	1
CASE TOOL	1	1
RECEPTION	1	1
LOCKER	10	23
[illegible]	4	

SPECIAL SPACES SIDE

SPACE TYPE	REQUESTED	PROVIDED
[illegible]	2	22
[illegible]	21	42
TOTAL WORKSEATS	46	64
[illegible]	1	1
[illegible]	1	1
[illegible]	1	1
[illegible]	2	2
[illegible]	4	4
[illegible]	0	0

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY June 20.19
COST/BENEFIT ANALYSIS
Required by §859-a(3) of the
New York General Municipal Law

Name of Applicant: Booz Allen Hamilton/ 99 Otis Street

Description of Project: Fit-out of 14,000 sq ft at 99 Otis St.

Name of All Sublessees or Other Occupants of Facility:

Principals or Parent of Applicant:

Products or Services of Applicant to be produced or carried out at facility: System and software engineering

Estimated Date of Completion of Project: Jun-20

Type of Financing/ Structure:

	Tax-Exempt Financing
	Taxable Financing
	Sale/ Leaseback
X	Other: Lease Leaseback

Type of Benefits being Sought by Applicant:

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

Project Costs

Land		
Existing Building		
Existing Bldg. Rehab		
Construction of New Building	2000000	
Addition or Expansion		
Engineering/ Architectural Fees	100000	
Fixtures	1500000	
Legal Fees (Bank, Bond, Transaction, Credit Provider, Trustee	15000	
Finance Charges (Title Insurance, Environmental Review, Bank Commitment Fee, Appraisal, Etc.)	0	
Other Fees/Permits	0	
Other (provide detail)	0	
AGENCY FEE	18075	
TOTAL COST OF PROJECT	**3633075**	

Assistance Provided by the Following:

EDGE Loan:		
MVEDD Loan:		
Grants - Please indicate source & Amount:	300000	NYS-Capital Grant
Other Loans - Please indicate source & Amount:		

Company Information

		Average Salary of these Positions	
Existing Jobs	158	88000	
Created Jobs FTE (over five years per NYS offer Ltr)	60	80000	
Retained Jobs	218	88000	Total in County (retain plus creat

Earnings Information for Oneida County

Average Salary of Direct Jobs for Applicant	88000
Average of County Indirect Jobs	25000
Average of Construction Jobs	32000

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

Construction Person Years of Employment:	10

Calculation of Benefits (3 Year Period)

		Total Earnings	Revenues
Direct Jobs			
	Created	15840000	673200
	Existing	41712000	1772760
Indirect Jobs			
	Created	11250000	478125
	Existing	29625000	1259062.5
Construction - only one year			
	Person Years	320000	13600
TOTALS Calculation of Benefits (3 Year Period)		98747000	4196748

TAXABLE GOODS & SERVICES

		Spending Rate	Expenditures	State & Local Sales Tax Revenues
Direct Jobs				
	Created	36%	5702400	555984
	Existing	0.36	15016320	1464091.2
Indirect Jobs				
	Created	0.36	4050000	394875
	Existing	0.36	10665000	1039837.5
Construction - only one year				
	Person Years	0.36	115200	11232
TOTAL TAXABLE GOODS & SERVICES			35548920	3466020

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.

		City Inner District
Tax Rate for School District where facility is located:	31.63407355	2018-2019
Tax Rate for Municipality where facility is located:	20.1959	2019
Tax Rate for County:	9.980341	2019
	60.048565	

Real Property Taxes Paid: 890159.9276

COSTS: This request

Real Property Taxes Abated on Improvements Only (3 yr. Period):		Amount of Taxes that would be abated by applying PIL
Mortgage Tax Abated (.75%)		
Estimated Sales Tax Abated During Constructions Period (8.75%)	200000	(40% of the construction and Rehab costs times the NYS & Local Sales tax) FF&E

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.