

Project Summary Sheet

B&H Railcorp Extension

May 2020

Project Description

The B&H Railcorp is seeking an 8-year extension of its current PILOT. The extension would freeze the taxes helping stabilize costs during current uncertain economic conditions. It also aligns the PILOT with a recent lease extension with NS to continue to provide rail service to the northcentral portion of the County.

Total Project Investment \$750,000

Jobs Retained 18

Job Created 0

Benefit to Cost Ratio N/A

Estimated PILOT Savings \$134,000

Estimated Mortgage Tax Savings \$0

Estimated Sales Tax Savings \$0

Total Savings \$134,000

Comments

Estimated Project Start Date July 2020

Estimated Project Completion Date July 2021

Evaluation Criteria for Manufacturing, Warehouse, Distribution

1. The project will retain 18 direct jobs and allow customers along the route to maintain access to rail infrastructure.
2. The B&H consistently invests into the rail assets of both the NS line and the agency owned short line with a proposed \$750,000 investment next year alone

Application To

**STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY/
STEUBEN AREA ECONOMIC DEVELOPMENT CORPORATION**
For
FINANCIAL ASSISTANCE**

Section I: Applicant Information

Please answer all questions. Use "None" or "Not Applicable" where necessary.

A) Applicant Information-company receiving benefit:

Applicant Name: B&H Railcorp

Applicant Address: 5769 Sweeteners Bld P.O. box 190B

Phone: 585-346-2090 Fax: _____

Website: bhrail.com E-mail: rmartel@lalrr.com

Federal ID#: 16-1597734 NAICS: _____

Will a Real Estate Holding Company be utilized to own the Project property/facility? Yes or No

What is the name of the Real Estate Holding Company: _____

Federal ID#: _____

B) Authorized Signatory:

Name: Raymond R. Martel

Title: President/CEO/Chairman

Address: 5769 Sweeteners Blvd P.O. Box 190B

Phone: 585-346-2090 Fax: _____

E-Mail: rmartel@lalrr.com

C) Corporate Contact (if different from individual completing application):

Name: _____

Title: _____

Address: _____

Phone: _____ Fax: _____

E-Mail: _____

D) Company Counsel:

Name of Attorney: John Fiorilla

Firm Name: Dyer & Peterson

Address: _____

Phone: 609-792-6851

Fax: _____

E-mail: jfiorilla@dyerpeter.com

E) Identify the assistance being requested of the Agency (select all that apply):

- 1. Exemption from Sales Tax Yes or No
- 2. Exemption from Mortgage Tax Yes or No
- 3. Exemption from Real Property Tax Yes or No
- 4. Tax Exempt Financing * Yes or No

* (typically for not-for-profits & small qualified manufacturers)

F) Business Organization (check appropriate category):

- | | | | |
|---------------------|-------------------------------------|---------------------------|--------------------------|
| Corporation | <input checked="" type="checkbox"/> | Partnership | <input type="checkbox"/> |
| Public Corporation | <input type="checkbox"/> | Joint Venture | <input type="checkbox"/> |
| Sole Proprietorship | <input type="checkbox"/> | Limited Liability Company | <input type="checkbox"/> |

Other (please specify) _____

Year Established: _____

State in which Organization is established: New York

G) List all stockholders, members, or partners with % of ownership greater than 20%:

<u>Name</u>	<u>% of ownership</u>
<u>Livonia, Avon & Lakeville Railroad</u>	<u>100%</u>
_____	_____
_____	_____

H) Applicant Business Description:

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility: Transportation of good via Railroad

Estimated % of sales within County/City/Town/Village: excess of 85% of Activity TERMINALS in IDA Territory
 Estimated % of sales outside County/City/Town/Village, but within New York State: _____
 Estimated % of sales outside New York State but within the U.S.: Excess of 85%
 Estimated % of sales outside the U.S.: - 0 -
 (*Percentage to equal 100%)

I) What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in County/City/Town Village. 20-40%

Section II: Project Description & Details

A) Project Location:

Municipality or Municipalities of current operations: BATA, Campbell, Ewin
Villages - BATA, SAVANNA, PRINTED POST / School Districts - BATA, Campbell/Savanna
CORNING-PRINTED POST
 Provide the property address of the Proposed Project:
B.H. RICCORA - PRINTED POST - BATA.

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

Yes or No

If Yes, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry: _____

What are the current real estate taxes on the proposed Project Site? \$1,056

If amount of current taxes is not available, provide assessed value for each:

Land: \$ _____

Buildings(s): \$ _____

Parcel #	Assessed Value 2019	Percentage	Taxable Amount	County			Town			Village			School District			Total Payment By Parcel
				Steuben	Bath	Campbell	Erwin	Bath	Savona	Painted Post	Campbell-Savona	Corning-Painted Post	Campbell-Savona	Bath	Campbell-Savona	
TM# 206.5-1-3	\$ 78,800.00	80%	\$ 63,040.00	\$ 535.84	\$ 98.34											\$ 2,198.83
TM# 174.6-1-1	\$ 42,500.00	80%	\$ 34,000.00	\$ 289.00	\$ 53.38					\$ 470.28			\$ 1,094.37			\$ 1,305.60
TM # 174-1-87	\$ 254,000.00	80%	\$ 203,200.00	\$ 1,727.20	\$ 841.25											\$ 5,671.32
TM # 175-1-63	\$ 116,358.00	80%	\$ 93,086.40	\$ 791.23	\$ 385.38											\$ 2,792.58
TM# 242-2-21	\$ 689,000.00	80%	\$ 551,200.00	\$ 4,701.74												\$ 16,464.35
TM# 279-3-8	\$ 23,900.00	80%	\$ 19,120.00	\$ 163.09	\$ 76.10											\$ 708.59
TM# 299.17-1-3	\$ 57,893.00	80%	\$ 46,314.40	\$ 387.65												\$ 2,187.88
TM# 279-1-11	\$ 1,159.00	80%	\$ 927.20	\$ 5.02						\$ 565.03						\$ 32.53
TM# 280-1-28	\$ 85,513.00	80%	\$ 68,410.40	\$ 370.10												\$ 2,399.83
TM# 280.13-1-2	\$ 46,348.00	80%	\$ 37,078.40	\$ 200.59												\$ 1,300.69
TM # 298-1-14	\$ 25,260.00	80%	\$ 20,208.00	\$ 109.33												\$ 708.90
TM# 280.13-02-035.000	\$ 140,663.00	80%	\$ 112,530.40	\$ 608.79												\$ 3,947.55
TM# 280.00-01-020.120	\$ 404.00	80%	\$ 323.20	\$ 1,748.51												\$ 11,337.85
Totals by Taxing Entity:				\$ 11,638.09	\$ 1,378.35	\$ 2,269.88	\$ 2,977.43	\$ 444.04	\$ 470.28	\$ 565.03	\$ 3,622.05	\$ 12,279.17	\$ 15,412.18	\$ 51,056.50		

Assessed Value 2019

Parcel #	Assessed Value 2019	County			Town			Village			School District			Total Payment By Parcel
		Steuben	Bath	Campbell	Erwin	Bath	Savona	Painted Post	Bath	Campbell-Savona	Corning-Painted Post			
TM# 206.5-1-3	\$ 78,800.00	\$ 643.01	\$ 118.01			\$ 532.85	\$ 564.34		\$ 623.02	\$ 1,313.24		\$ 2,638.60		
TM# 174.6-1-1	\$ 42,500.00	\$ 346.80	\$ 64.06						\$ 3,723.44			\$ 1,566.72		
TM # 174-1-87	\$ 254,000.00	\$ 2,072.64	\$ 1,009.50									\$ 6,805.58		
TM # 175-1-63	\$ 116,358.00	\$ 949.48	\$ 462.46									\$ 3,351.10		
TM# 242-2-21	\$ 689,000.00	\$ 5,642.09	\$ 2,632.54							\$ 1,939.16		\$ 19,757.22		
TM# 279-3-8	\$ 23,900.00	\$ 195.71	\$ 91.32							\$ 11,482.60		\$ 850.31		
TM# 299.17-1-3	\$ 57,893.00	\$ 465.18						\$ 678.04				\$ 2,625.46		
TM# 279-1-11	\$ 1,159.00	\$ 6.02										\$ 39.04		
TM# 280-1-28	\$ 85,513.00	\$ 444.12										\$ 2,879.80		
TM# 280.13-1-2	\$ 46,348.00	\$ 240.71										\$ 1,560.83		
TM # 298-1-14	\$ 25,260.00	\$ 131.20										\$ 850.68		
TM# 280.13-02-035.000	\$ 140,663.00	\$ 730.55										\$ 4,737.06		
TM# 280.00-01-020.120	\$ 404.00	\$ 2,098.21										\$ 13,605.42		
Totals by Taxing Entity:		\$ 13,965.71	\$ 1,654.02	\$ 2,723.86	\$ 3,572.92	\$ 532.85	\$ 564.34	\$ 678.04	\$ 4,346.46	\$ 14,735.00	\$ 18,494.62	\$ 61,267.80		

Totals by Taxing Entity:

\$ 61,267.80

Are Real Property Taxes current? Yes or No. If no, please explain _____

Town/City/Village: _____ School District: _____

Does the Applicant or any related entity currently hold fee title to the Project site? Yes or No

If No, indicate name of present owner of the Project Site: NS Railroad

Does Applicant or related entity have an option/contract to purchase the Project site? Yes or No

Describe the present use of the proposed Project site: Railroad - Transportation of goods

B) Please provide narrative of project and the purpose of the project (new build, renovations, and/or equipment purchases). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility): _____

The need to control cost's has become PARAMOUNT. Without
cost containment, the transportation of goods may cease
on the railroad

currently we project an expenditure of approx \$ 250-300K
per year in maintenance in addition to the taxes. (see below)

Describe the reasons why the Agency's Financial Assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary): _____

In addition, we currently have 6-8 employees who could
have their jobs in jeopardy if the rail line were shut down

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: Increase in tax assessment will limit growth possibilities of the railroad.

IN ADDITION, THE INCREASED COSTS MAY PUT THE FUTURE FINANCIAL STABILITY

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and County/City/Town/Village? will maintain current level of tax payments

POSSIBLE REDUCTION OR CESSATION OF RAIL SERVICE

C) Will Project include leasing any equipment Yes or No

If Yes, please describe: _____

D) Site Characteristics:

Describe the present zoning/land use: RAILROAD PROPERTY (INDUSTRIAL ?)

Will the Project meet zoning/land use requirements at the proposed location? Yes or No

If not, please describe required zoning/land use: _____

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements: _____

Is the proposed project located on a site where the known or potential presence of contaminants is complicating the development/use of the property? If yes, please explain: NO

E) Provide any additional site information or details that may be applicable to the proposed project:

ACTIVE RAIL LINE LEASED TO THE B&O RAILROAD

F) Select Project Type for all end users at project site (you may check more than one):

Industrial	<input checked="" type="checkbox"/>	Back Office	<input type="checkbox"/>
Acquisition of Existing Facility	<input type="checkbox"/>	Retail	<input type="checkbox"/>
Housing	<input type="checkbox"/>	Mixed Use	<input type="checkbox"/>
Equipment Purchase	<input type="checkbox"/>	Facility for Aging	<input type="checkbox"/>
Multi-Tenant	<input type="checkbox"/>	Civic Facility (not for profit)	<input type="checkbox"/>
Commercial	<input checked="" type="checkbox"/>	Other _____	<input type="checkbox"/>

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Questionnaire contained in Section III of the Application.

Retail Sales*: Yes or No

Services*: Yes or No

*For purposes of this question, 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.

G) Project Information:

Estimated costs in connection with Project:

1. Land and/or Building Acquisition: \$ _____
_____ acres _____ square feet
2. New Building Construction: _____ square feet \$ _____
3. New Building Addition(s): _____ square feet \$ _____
4. Reconstruction/Renovation: _____ square feet \$ _____
5. Infrastructure Work: \$ 500K
6. Manufacturing Equipment: \$ _____
7. Non-Manufacturing Equipment (furniture, fixtures, etc.): \$ _____
8. Soft Costs: (professional services, etc.): \$ _____
9. Other, Specify: _____ \$ 250-300K

TOTAL Capital Costs: \$ ~~250-300K~~
\$ 750-800K

Project refinancing; estimated amount
(for refinancing of existing debt only)

\$ _____

Sources of Funds for Project Costs:

1. Bank Financing: \$ _____

2. Equity (excluding equity that is attributed to grants/tax credits): \$ 800,000

3. Tax Exempt Bond Issuance (if applicable): \$ _____

4. Taxable Bond Issuance (if applicable): \$ _____

5. Public Sources (Include sum total of all state and federal grants and tax credits): \$ _____

Identify each state and federal grant/credit:

_____ \$ _____
_____ \$ _____
_____ \$ _____
_____ \$ _____

Total Sources of Funds for Project Costs: \$ 800,000

Have any of the above costs been paid or incurred as of the date of this Application? Yes or No

If Yes, describe particulars: _____

Mortgage Recording Tax Exemption Benefit: Amount of mortgage that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent): \$ 0

Estimated Mortgage Recording Tax Exemption Benefit (product of Mortgage Amount as indicated above multiplied by 1.25%): \$ 0

Sales and Use Tax: Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax - said amount to benefit from the Agency's Sales and Use Tax exemption benefit:

\$ 0

Estimated State and local Sales and Use Tax Benefit (product of 8% multiplied by the figure above):

\$ 0

*** 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 may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize 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.*

Real Property Tax Benefit:

IDA PILOT Benefit: Agency staff will indicate the amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit year and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in Section IV of the Application.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon Sources of Funds for Project Costs as depicted above in Section II(G) of the Application.

H) What is your Project timetable (provide dates):

1. Start date – acquisition of equipment or construction of facilities: FALL - 2020
2. Estimated completion date of Project: FALL 2020
3. Project occupancy – estimated starting date of operations: _____
4. Have construction contracts been signed? Yes or No
5. Has financing been finalized? Yes or No

I) Have site plans been submitted to the appropriate planning department?

Yes or No N/A

If yes, has the Project received site plan approval from the planning department?

Yes or No. N/A

If yes, please provide the Agency with a copy of the related State Environmental Quality Review Act (“SEQRA”) determination that may have been required to be submitted along with a copy of the approved site plans.

Please provide the Agency with the status of any required planning department or other approval:

J) Is the Project necessary to retain existing employment: Yes or No

Is the Project necessary to expand employment: Yes or No

K) Employment Plan (Specific to the proposed Project location):

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of jobs to be CREATED upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the jobs to be created upon THREE Years after Project Completion*
Full Time	18			7
Part Time				
Total FTEs				

*For purposes of this question, please estimate the number of FT and PT jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes Steuben, Schuyler, Chemung, Yates, Allegany, and Livingston Counties.

Salary and Fringe Benefits for Jobs to be Retained and/or Created:

Category of Jobs to be Retained and Created	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Management		
Professional	\$30/hr	\$12K
Administrative		
Production	\$22/hr	\$12K
Independent Contractor		
Other		

Employment at other locations in the state: (provide address and number of employees at each location):

	Address	Address	Address
Full time	Lakeville, NY 30	Ocean NY 60	Bath/Earni - 8
Part Time			
Total FTEs	30	60	8

Please note: The Agency may utilize the foregoing employment projections, among other items, to determine the Financial Assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Section III Retail 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.

Please answer the following:

- 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 section IV.

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? -0- %.** If the answer is less than 33% do not complete the remainder of the retail determination and proceed to section IV.

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, please answer the questions below:

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 the economic development region in which the project will be located?

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 or other documentation supporting your response.

4. 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 without this assistance, the future of the railroad is at risk due to low traffic volumes and increased taxes

5. Is the project located in a Highly Distressed Area, as defined by the US Census Bureau?

Yes or No

Section IV: Estimate of Real Property Tax Abatement Benefits and Percentage of Project Costs financed from Public Sector sources

Section IV of this Application will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.

Estimates provided are based on current property tax rates and assessed values.

PILOT Estimate Table

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property*	County Tax Rate/1,000	Local (town/village/city) Tax Rate/1,000	School Tax Rate/1,000

*Apply equalization rate to value

Abatement Year	Current Taxes	New Without PILOT	Total Tax Liability	Proposed PILOT New	Total PILOT New + Existing	PILOT Savings
Total						

Section V Representations, Certifications and Indemnification

This Section of the Application can only be completed upon the Applicant receiving, and must be completed after the Applicant receives, IDA Staff confirmation that Section I through Section IV of the Application are complete.

Raymond R. Moore (name of CEO or other authorized representative of Applicant) confirms and says that he/she is the Chairman / CEO (title) of B.H. Railcorp (name of corporation or other entity) named in the attached Application (the "Applicant"), that he/she has read the foregoing Application and knows the contents thereof, and hereby represents, understands, and otherwise agrees with the Agency and as follows:

- A. Job Listings: In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located.
- B. First Consideration for Employment: In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.
- C. Annual Sales Tax Filings: In accordance with Section 874(8) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause 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. Copies of all filings shall be provided to the Agency.
- D. Employment Reports: The Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, "Employment Reports") that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Agent Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.

- E. The Applicant acknowledges that certain environmental representations will be required at closing. The Applicant shall provide with this Representation, Certification and Indemnification Form copies of any known environmental reports, including any existing Phase I Environmental Site Assessment Report(s) and/or Phase II Environmental Investigations. The Agency may require the Company and/or owner of the premises to prepare and submit an environmental assessment and audit report, including but not necessarily limited to, a Phase I Environmental Site Assessment Report and a Phase II Environmental Investigation, with respect to the Premises at the sole cost and expense of the owner and/or the Applicant. All environmental assessment and audit reports shall be completed in accordance with ASTM Standard Practice E1527-05, and shall be conformed over to the Agency so that the Agency is authorized to use and rely on the reports. The Agency, however, does not adopt, ratify, confirm or assume any representation made within reports required herein.
- F. The Applicant and/or the owner, and their successors and assigns, hereby release, defend and indemnify the Agency from any and all suits, causes of action, litigations, damages, losses, liabilities, obligations, penalties, claims, demands, judgments, costs, disbursements, fees or expenses of any kind or nature whatsoever (including, without limitation, attorneys', consultants' and experts' fees) which may at any time be imposed upon, incurred by or asserted or awarded against the Agency, resulting from or arising out of any inquiries and/or environmental assessments, investigations and audits performed on behalf of the Applicant and/or the owner pursuant hereto, including the scope, level of detail, contents or accuracy of any environmental assessment, audit, inspection or investigation report completed hereunder and/or the selection of the environmental consultant, engineer or other qualified person to perform such assessments, investigations, and audits.
- G. **Hold Harmless Provision:** The Applicant acknowledges and agrees that the Applicant shall be and is responsible for all costs of the Agency incurred in connection with any actions required to be taken by the Agency in furtherance of the Application including the Agency's costs of general counsel and/or the Agency's bond/transaction counsel whether or not the Application, the proposed Project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and agrees that the Agency shall not be liable for and agrees to indemnify, defend, and hold the Agency harmless from and against any and all liability arising from or expense incurred by: (i) the Agency's examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the proposed Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (ii) the Agency's acquisition, construction and/or installation of the proposed Project described herein; and (iii) any further action taken by the Agency with respect to the proposed Project including, without limiting the generality of the foregoing, all causes of action and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law and the policies of the Agency that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency, any mortgage recording tax exemption claimed by the Applicant and approved by the Agency, and/or any real property tax abatement claimed by the Applicant and approved by the Agency, in connection with the Project, may be subject to recapture and/or termination by the Agency under such terms and conditions as will be established by the Agency and set forth in transaction documents to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation information regarding the amount of the New York State and local sales and use tax exemption benefit, the amount of the mortgage recording

tax exemption benefit, and the amount of the real property tax abatement, if and as applicable, to the best of the Applicant's knowledge, is true, accurate and complete.

- H. This obligation includes an obligation to submit an Agency Fee Payment to the Agency in accordance with the Agency Fee policy effective as of the date of this Application
- I. By executing and submitting this Application, the Applicant covenants and agrees to pay the following fees to the Agency and the Agency's general counsel and/or the Agency's bond/transaction counsel, the same to be paid at the times indicated:
 - (i) a non-refundable \$750 application and publication fee (the "Application Fee");
 - (ii) an amount equal to one percent (1%) of the total project costs, unless otherwise agreed to by the Agency; and
 - (iii) all fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel and/or the Agency's bond/transaction counsel, thus note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's general counsel and the Agency's bond/transaction counsel; and (2) other consultants retained by the Agency in connection with the proposed project, with all such charges to be paid by the Applicant at the closing.
- J. If the Applicant fails to conclude or consummate the 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 Applicant is unable to find buyers willing to purchase the bond issue requested, or if the Applicant is unable to facilitate the sale/leaseback or lease/leaseback transaction, then, upon the presentation of an invoice, Applicant shall pay to the Agency, its agents, or assigns all actual costs incurred by the Agency in furtherance of the Application, up to that date and time, including but not necessarily limited to, fees of the Agency's general counsel and/or the Agency's bond/transaction counsel.
- K. The Applicant acknowledges and agrees that all payment liabilities to the Agency and the Agency's general counsel and/or the Agency's bond and/or transaction counsel as expressed in Sections H and I are obligations that are not dependent on final documentation of the transaction contemplated by this Application.
- L. The cost incurred by the Agency and paid by the Applicant, the Agency's general counsel and/or bond/transaction counsel fees and the processing fees, may be considered as a cost of the Project and included in the financing of costs of the proposed Project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.
- M. 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.**
- N. The Applicant acknowledges that it has been provided with a copy of the Agency's Policy for Termination of Agency Benefits and Recapture of Agency Benefits Previously Granted (the "Termination and Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Termination and Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Termination and 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.

- O. 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:

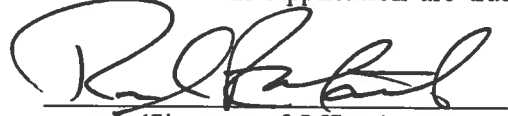
§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment 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.

- P. 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.
- Q. 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.
- R. 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.
- S. The Applicant and the individual executing this Application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations and covenants made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

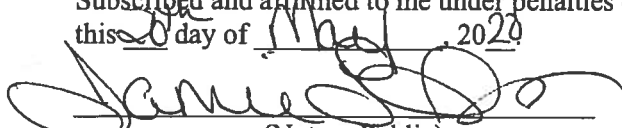
STATE OF NEW YORK)
COUNTY OF) ss.:

RAYMOND R. MARCEL, being first duly sworn, deposes and says:

1. That I am the CHAIRMAN/CEO (Corporate Office) of BHT Railcorp. (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 20 day of May, 2020


(Notary Public)

Jamie L. Sirois
Notary Public # 01S16234055
State of New York
County of Steuben
Commission Expires 1/10/23

B&H Rail PILOT Extension

Steuben County IDA PILOT Assessment

Current Taxes Total
Current PILOT

\$61,268
\$51,057

Abatement Year	Current Taxes Plus 2% Annual	Current PILOT	Current PILOT Savings	Proposed PILOT New	Pilot Savings
2020	\$61,268	\$49,014	\$12,254	\$49,014	\$12,254
2021	\$62,493	\$56,244	\$6,249	\$49,995	\$12,499
2022	\$63,743	\$63,743	\$0	\$50,994	\$12,749
2023	\$65,018	\$65,018	\$0	\$52,014	\$13,004
2024	\$66,318	\$66,318	\$0	\$53,055	\$13,264
2025	\$67,645	\$67,645	\$0	\$54,116	\$13,529
2026	\$68,997	\$68,997	\$0	\$55,198	\$13,799
2027	\$70,377	\$70,377	\$0	\$56,302	\$14,075
2028	\$71,785	\$71,785	\$0	\$57,428	\$14,357
2029	\$73,221	\$73,221	\$0	\$58,577	\$14,644
	\$670,865		\$6,249	\$536,692	\$134,173