

Project Summary Sheet

Clark Specialty Babcock Ladder

January 2021

Project Description

Clark Specialty is a vertically integrated subcontractor doing work for companies such as Alstom, Corning Inc. and Apple Industries. The company is purchasing the former Babcock Ladder property in the Village of Bath to install a new manufacturing cell which will include a 10-ton crane, modernized paint booth, laser cutting machine and powder coating line to remain competitive in the market.

Total Project Investment \$100,000

Jobs Retained 32

Job Created 10

Benefit to Cost Ratio 63:1

Estimated PILOT Savings \$104,000

Estimated Mortgage Tax Savings \$0

Estimated Sales Tax Savings \$0

Total Savings \$104,000

Comments The project will be located on the former Babcock Ladder property which has just received an environmental easement from DEC with an approved site management plan

Estimated Project Start Date Q1 2021

Estimated Project Completion Date December 2022

Evaluative Criteria for Manufacturing

1. Private Sector Investment

The proposed project will leverage \$100,000 in private sector investment to repurpose the former Babcock Ladder Property in the Village of Bath generating \$6.5M in state and local benefit over the 10-year benefit period

2. Create or Retain Jobs

The project will retain 32 manufacturing jobs and create an additional 10 while supporting other manufacturing businesses in the region.

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: Clark Specialty Comapny, Inc.
Applicant Address: 36 Delaware Avenue, Bath, N.Y. 14810
Phone: 607-776-3193 Fax: 607-776-3190
Website: clarkspecialty.com E-mail: jpresley@clarkspecialty.com
Federal ID#: 16-0807919 NAICS: 339900

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: James L Presley
Title: President
Address: 8997-Glennbrook Road, Hammondsport, N.Y. 14840
Phone: 607-769-2861 Fax: N/A
E-Mail: jpresley@clarkspecialty.com

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

Name: _____
Title: _____
Address: _____
Phone: _____ Fax: _____
E-Mail: _____

Estimated % of sales within County/City/Town/Village: 20%

Estimated % of sales outside County/City/Town/Village, but within New York State: 15%

Estimated % of sales outside New York State but within the U.S.: 40%

Estimated % of sales outside the U.S. 25%

(*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. 25%

Section II: Project Description & Details

A) Project Location:

Municipality or Municipalities of current operations: Village of Bath, N.Y. 14810

Provide the property address of the Proposed Project:

36 Delaware Avenue, Bath, N.Y. 14810

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? N/A

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

Land: \$ 0

Buildings(s): \$ 0

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 checked="" 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 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: | \$ <u>12,000</u> |
| <u>11</u> acres <u>72,000</u> square feet | |
| 2. New Building Construction: _____ square feet | \$ _____ |
| 3. New Building Addition(s): _____ square feet | \$ _____ |
| 4. Reconstruction/Renovation: <u>30,000</u> square feet | \$ <u>68,000</u> |
| 5. Infrastructure Work: | \$ <u>20,000</u> |
| 6. Manufacturing Equipment: | \$ _____ |
| 7. Non-Manufacturing Equipment (furniture, fixtures, etc.): | \$ _____ |
| 8. Soft Costs: (professional services, etc.): | \$ _____ |
| 9. Other, Specify: _____ | \$ _____ |

TOTAL Capital Costs: \$ 100,000

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

\$ _____

Sources of Funds for Project Costs:

- 1. Bank Financing: \$ 50,000
- 2. Equity (excluding equity that is attributed to grants/tax credits): \$ _____
- 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:

_____ \$ 50,000
_____ \$ _____
_____ \$ _____
_____ \$ _____

Total Sources of Funds for Project Costs: \$ 100,000

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): \$ N/A

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

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:

\$ _____

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

\$ _____

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	32	32	10	10
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	50,000	5 - 10,000
Professional		
Administrative	35,000	3 - 5,000
Production	30,000	2 - 3,000
Independent Contractor		
Other		

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 _____

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.

Clark Specialty/Babcock Ladder

Steuben County IDA PILOT Assessment

Existing Assessment	\$0	
Village of Bath Tax Rate/\$1,000	\$13.05	31%
Town of Bath Tax Rate/\$1,000	\$4.59	11%
County Tax Rate/\$1,000	\$8.14	19%
Bath Central School District Tax Rate/\$1,000	\$16.85	40%
Total Tax Rate/\$1000	\$42.63	

Current Taxes

Town Tax Payment	\$0
Village Tax Payment	\$0
County Tax Payment	\$0
C-PP School District Payment	\$0
Total Estimated Tax Revenue	\$0

Proposed Additional Assessment	\$793,000
Village Tax Payment	\$10,349
New Town Tax Payment	\$3,640
New County Tax Payment	\$6,455
New C-PP School District Payment	\$13,362
Total Estimated New Revenue	\$23,457

Mortgage	\$0
Taxable Investment	\$0
IDA Sales Tax Abatement	\$0
Mortgage Tax Abatement	\$0

Payment In Lieu of Tax Savings 10
Year Proposal With Current Assessed **\$105,556**
Value and Tax Rates

Abatement Year	Current Taxes	New Without PILOT	Total Tax Liability	Proposed PILOT New	Total PILOT New + Existing	Village PILOT Payment
2020	\$0	\$23,457	\$23,457	\$2,346	\$2,346	\$718
2021	\$0	\$23,457	\$23,457	\$4,691	\$4,691	\$1,436
2022	\$0	\$23,457	\$23,457	\$7,037	\$7,037	\$2,154
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2024	\$0	\$23,457	\$23,457	\$11,728	\$11,728	\$3,590
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2026	\$0	\$23,457	\$23,457	\$16,420	\$16,420	\$5,026
2027	\$0	\$23,457	\$23,457	\$18,766	\$18,766	\$5,745
2028	\$0	\$23,457	\$23,457	\$21,111	\$21,111	\$6,463
2029	\$0	\$23,457	\$23,457	\$23,457	\$23,457	\$7,181
	\$0	\$234,569	\$234,569	\$129,013	\$129,013	\$39,494

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.

_____ (name of CEO or other authorized representative of Applicant) confirms and says that he/she is the _____ (title) of _____ (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.

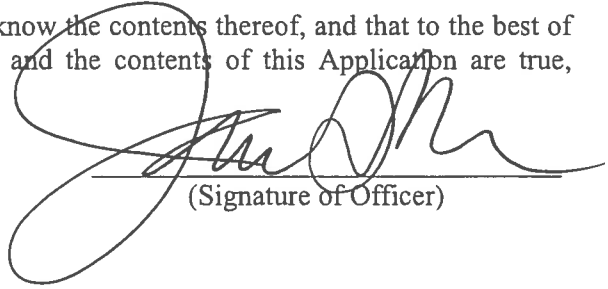
tax exemption benefit, and the amount of the real property tax abatement, if and as applicable, to the best of the Applicant's knowledge, is true, accurate and complete.

- 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

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

James L. Presley, being first duly sworn, deposes and says:
Clark Specialty

1. That I am the President (Corporate Office) of Company, 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 21st day of January, 2021

Valerie L. Havens
(Notary Public)

VALERIE L. HAVENS
NOTARY PUBLIC #01HA5053846
STATE OF NY, CO. OF STEUBEN
MY COMMISSION EXPIRES DEC. 26, 2021

Cost-Benefit Analysis for Clark Specialty Babcock Expansion

Prepared by Steuben County IDA using InformAnalytics

Executive Summary

INVESTOR
Clark Specialty
Company Inc.

TOTAL INVESTED
\$100.0 Thousand

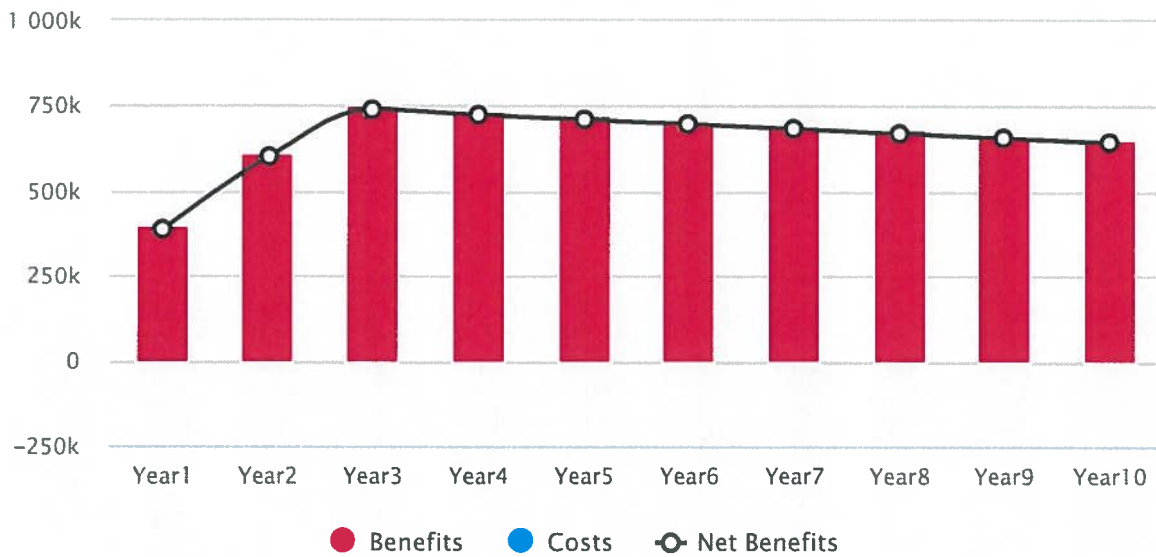
LOCATION
36 Delaware Avenue,
Bath NY 14810

TIMELINE
10 Years

F1 FIGURE 1

Discounted* Net Benefits for Clark Specialty Babcock Expansion by Year

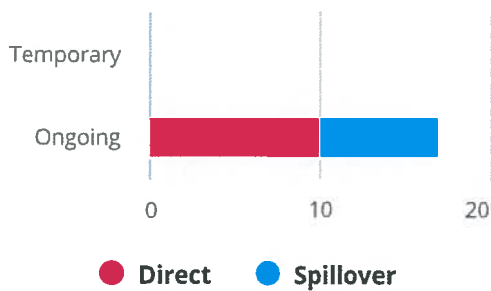
Total Net Benefits: \$6,509,000



Discounted at 2%

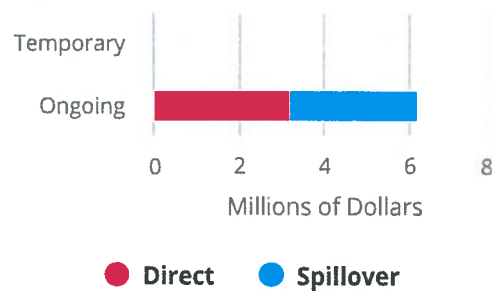
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

Clark Specialty Company Inc. proposes to invest \$100.0 thousand at 36 Delaware Avenue, Bath NY 14810 over 10 years. Steuben County IDA staff summarize the proposed with the following: Clark Specialty is purchasing the former Babcock Ladder property in the Village of Bath to install a new manufacturing cell which will include a 10 ton crane, modernized paint booth, laser cutting machine and powder coating line to remain competitive in the market.

T1 TABLE 1

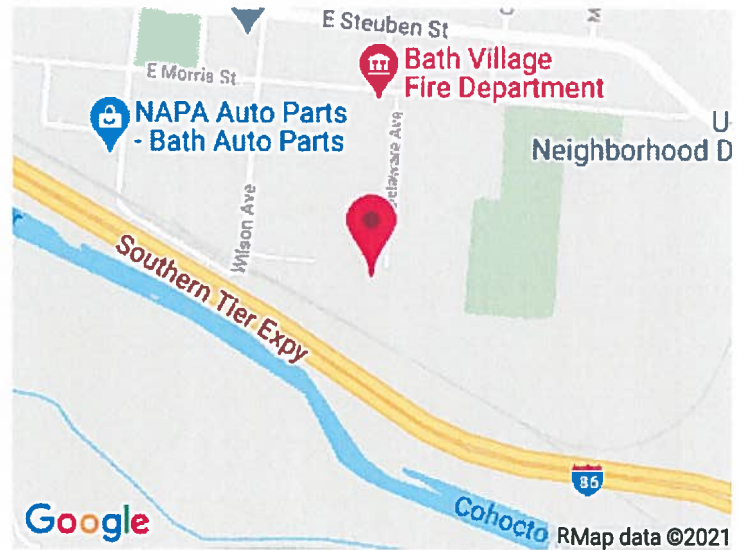
Proposed Investments

Description	Amount
OTHER SPENDING	
Acquisition	\$12,000
Renovation	\$68,000
Internal Infrastructure	\$20,000
Total Investments	\$100,000
Discounted Total (2%)	\$100,000

May not sum to total due to rounding.

F4 FIGURE 4

Location of Investment



Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Steuben County IDA. The report calculates the costs and benefits for specified local taxing districts over the first 10 years, with future returns discounted at a 2% rate.

T2 TABLE 2

Estimated Costs or Incentives

Steuben County IDA is considering the following incentive package for Clark Specialty Company Inc..

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$114,000	\$104,000
Total Costs	\$114,000	\$104,000

May not sum to total due to rounding.

* Discounted at 2%

T3 TABLE 3

State & Regional Impact (Life of Project)

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
REGIONAL BENEFITS	\$3,605,000	\$3,288,000	\$6,893,000
To Private Individuals	\$3,562,000	\$3,252,000	\$6,814,000
Ongoing Payroll	\$3,562,000	\$3,252,000	\$6,814,000
To the Public	\$43,000	\$36,000	\$79,000
Ongoing Sales Tax Revenue	\$39,000	\$36,000	\$76,000
Purchases Sales Tax Revenue	\$4,000	N/A	\$4,000
STATE BENEFITS	\$177,000	\$193,000	\$371,000
To the Public	\$177,000	\$193,000	\$371,000
Ongoing Income Tax Revenue	\$128,000	\$152,000	\$280,000
Ongoing Sales Tax Revenue	\$45,000	\$41,000	\$86,000
Purchases Sales Tax Revenue	\$4,000	N/A	\$4,000
Total Benefits to State & Region	\$3,782,000	\$3,481,000	\$7,264,000
Discounted Total Benefits (2%)	\$3,444,000	\$3,169,000	\$6,613,000

May not sum to total due to rounding.

T4 TABLE 4

Benefit to Cost Ratio

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$6,275,000	\$104,000	60:1
State	\$338,000	\$0	N/A
Grand Total	\$6,613,000	\$104,000	63:1

May not sum to total due to rounding.

* Discounted at 2%

CGR has exercised reasonable professional care and diligence in the production and design of the InformAnalytics™ tool. However, the data used is provided by users. InformAnalytics does not independently verify, validate or audit the data supplied by users. CGR makes no representations or warranties with respect to the accuracy of the data supplied by users.

Clark Specialty/Babcock Ladder

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Existing Assessment	\$0	
Village of Bath Tax Rate/\$1,000	\$13.05	31%
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Proposed Additional Assessment

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Mortgage	\$0
Taxable Investment	\$0
IDA Sales Tax Abatement	\$0
Mortgage Tax Abatement	\$0

**Payment In Lieu of Tax Savings 10
Year Proposal With Current
Assessed Value and Tax Rates**

\$105,556

Abatement Year	Current Taxes	New Without PILOT	Total Tax Liability	Proposed PILOT New	Total PILOT New + Existing	Village PILOT Payment
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2028	\$0	\$23,457	\$23,457	\$21,111	\$21,111	\$6,463
2029	\$0	\$23,457	\$23,457	\$23,457	\$23,457	\$7,181
	\$0	\$234,569	\$234,569	\$129,013	\$129,013	\$39,494

Town PILOT Payment	County PILOT Payment	School PILOT Payment	Pilot Savings
\$252.56	\$447.90	\$927.16	\$21,111
\$505.12	\$895.80	\$1,854.33	\$18,766
\$757.69	\$1,343.70	\$2,781.49	\$16,420
\$1,010.25	\$1,791.60	\$3,708.65	\$14,074
\$1,262.81	\$2,239.50	\$4,635.81	\$11,728
\$1,515.37	\$2,687.40	\$5,562.98	\$9,383
\$1,767.94	\$3,135.30	\$6,490.14	\$7,037
\$2,020.50	\$3,583.19	\$7,417.30	\$4,691
\$2,273.06	\$4,031.09	\$8,344.46	\$2,346
\$2,525.62	\$4,478.99	\$9,271.63	\$0
\$13,891	\$24,634	\$50,994	\$105,556