

**Steuben County Industrial Development Agency
7234 Route 54 North
PO Box 393
Bath, NY 14810**

Board Meeting Notice

October 24, 2024

Steuben County Industrial Development Agency will hold a Board Meeting at 12:00 pm on October 24, 2024. This meeting is open to the public and those wishing to view the meeting as it is held may do so by visiting:

<https://us02web.zoom.us/j/88341755208?pwd=9zd4BcwQUGsnOap9126562xDDxTSsl.1>

Sincerely,

Dean Strobel
Board Chair

Steuben County Industrial Development Agency
Regular Meeting of the Board of Directors
Agenda
October 24, 2024, 12:00 pm

1. Call to Order – Quorum present Strobel
2. Secretary’s Report – September 2024, minutes Davidson
3. Treasurer’s Report –September 2024 Russo
 - a) September Financials
 - b) 2025 Budget approval
4. New Business:
 - a) McFarland Johnson Contract Johnson
 - b) NYEDC Competitiveness Project Johnson
5. Old Business
 - a) JA Palmer LLC Final Resolution Johnson
 - b) B&H Rail line FEMA Update Johnson
6. Project Updates Johnson
 - a) Clean Tech
 - b) Restore Projects
 - c) NY Forward
7. Annual Meeting
8. Adjournment Strobel

**Steuben County Industrial Development Agency
Board of Director's Meeting Minutes
September 26, 2024**

- I. **Call To Order:** The Regular Meeting of the Steuben County Industrial Development Agency (IDA) was called to order at 12:01pm by Dean Strobel, Chairman, who noted that a quorum was present. The meeting was held at Momentum (T&R Environmental) at 6810 Industrial Park Rd. Bath, NY 14810.

Present:	Dean Strobel	Chairman
	Kelly Fitzpatrick	Vice Chair
	Tony Russo	Treasurer
	Mark Alger	Member
	Michelle Caulfield	Member
	Sarah Creath	Member
	Mike Davidson	Secretary
	James Johnson	Executive Director
	Jill Staats	Deputy Director
	Matt Bull	Dir. of Community and Infrastructure Dev.
	Stephen Maier	IDA Counsel
	Kelly Hortman	IDA Administrative Assistant

Guests: Joshua Ost Local 785

- II. **Secretary's Report:** Davidson presented July 25, 2024, meeting minutes. A motion to approve them as presented in the board packet was made by Alger and seconded by Fitzpatrick. All voted in favor and the motion passed.
- III. **Treasurer's Report:** Johnson presented the CD Renewals as noted in the board packet. A motion to approve was made by Alger and seconded by Fitzpatrick. Russo presented the July/August 2024 financials and 2024 Year End Projections. A motion to approve the financial statements as presented was made by Alger and seconded by Creath. All voted in favor and the motion passed.
- IV. **New Business:**
- a) **Maintenance Proposal** – Johnson reviewed the maintenance proposal, and the job estimate from Hobbs Property Improvement, LLC. A motion to approve as presented in the board packet was made by Caulfield and seconded by Alger. Fitzpatrick recused herself due to a client relationship.
 - b) **Rail Engine Sale** – Johnson discussed the Rail engine that is owned by the Steuben County IDA as part of the organization's ownership of the B&H Railroad. The engine car is not in service, and the IDA was approached by Genesee Valley Rail Museum, which

wanted the engine donated to them. Johnson told the museum a donation would not be acceptable however the IDA would consider selling it at a fair market price. The museum never responded to this proposal, so the item was pulled from the agenda for this meeting.

- c) **JA Palmer, LLC** – Bull presented an application to the board for a project in Wayland to rehabilitate the Main Street buildings which burnt in 2022 to create three commercial spaces with eight upper floor rental units. A motion to accept the application and schedule the public hearing was made by Alger and seconded by Davidson. All voted in favor and the motion passed.

V. **Old Business:**

- a) **Finger Lakes Rail Rider ARC Grant Match & Submission**- Johnson discussed the rail rider project on the B&H Rail line, which needs improvements. The IDA is working with the project sponsor to submit an ARC application which would require a \$98,000 match from the organization. Details of the project and the application were reviewed with the board. A motion was made by Alger, seconded by Fitzpatrick to provide the \$98,000 match and submit the application. All voted in favor and the motion passed.
- b) **Restore NY** – Johnson discussed that two projects in Steuben County that were awarded grants, the Dana Lyon Project and the Wayland Project, totaling just over \$3 million in funding. Both projects are projected to start in November. Another round of Restore NY grants has been announced by the state and local municipalities have been notified of the opportunity.
- c) **Clean Tech** – Johnson provided an update on the Clean Tech Strategy. The committee is reviewing peer community comparisons of how similar areas compare to our region for clean tech investment. This is the final phase of the work which will be presented to the region in November
- d) **54 Corridor**- Johnson stated that proposals/bids were received by six engineering firms for the Route 54 Corridor analysis. A recommendation will be made at the October meeting.

VI. **Project Updates:**

- a) **Federal Reserve Visit**- The President/CEO of the Federal Reserve Bank of New York will be visiting the Southern Tier and will be in Bath on October 9th with an interest in the local economy and agriculture.
- b) **REDEC Flood Response**- Johnson discussed the Steuben County Redevelopment Loan Fund which provided businesses impacted by the recent flooding access to capital. REDEC is administering the program and expects as many as four applications.

- VII. **Adjournment:** Alger made a motion to adjourn the meeting at 12:46 pm, which was seconded by Fitzpatrick. All voted in favor and the motion passed.

Respectfully submitted,

Mike Davidson
Secretary

Statement of Financial Position by Fund with Comparison to Prior Year End

Steuben County Industrial Development Agency

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For 9/30/2024

SCIDA

	This Year	Last Year	Change
Assets			
Current Assets			
10.0200.020.00 SCIDA Checking xx3375 - Five Star Bank	1,076,192.98	1,515,249.37	(439,056.39)
10.0205.020.00 SCIDA Escrow Acct xx9305	9,356.97	0.00	9,356.97
10.0209.020.00 SCIDA Project Account xx1901	12,316.16	12,316.16	0.00
10.0210.020.00 Petty Cash	100.00	100.00	0.00
10.0215.020.00 Chemung Canal Trust Company	982,298.31	1,470,684.36	(488,386.05)
10.0220.020.00 SCIDA Five Star CD xx6885	0.00	1,009,500.00	(1,009,500.00)
10.0221.020.00 SCIDA Five Star CD xx5244	643,251.81	612,700.71	30,551.10
10.0222.020.00 SCIDA Chemung CD	505,818.50	0.00	505,818.50
10.0223.020.00 SCIDA Five Star CD xx4101	1,556,570.36	0.00	1,556,570.36
10.0240.020.00 Prepaid Expenses	11,091.73	11,091.73	0.00
Total Current Assets	4,796,996.82	4,631,642.33	165,354.49
Non-Current Assets			
10.0199.030.00 Deferred Outflows of Resources	196,236.00	196,236.00	0.00
Total Non-Current Assets	196,236.00	196,236.00	0.00
Fixed Assets			
Land			
10.0100.010.00 Land - B&W Railroad	380,250.00	380,250.00	0.00
10.0102.010.00 B&H Railroad	102,653.00	102,653.00	0.00
10.0104.010.00 Engine House - Livonia	100,000.00	100,000.00	0.00
10.0106.010.00 Land - Railroad	39,979.00	39,979.00	0.00
10.0108.010.00 Land - Scudder Property	226,735.76	226,735.76	0.00
Total Land	849,617.76	849,617.76	0.00
Buildings			
10.0120.010.00 Building - Office	161,544.00	161,544.00	0.00
10.0122.010.00 B&W Railroad	380,250.00	380,250.00	0.00
10.0124.010.00 Building Improvements	54,260.00	54,260.00	0.00
10.0126.010.00 B&H Railroad	922,522.80	922,522.80	0.00
Total Buildings	1,518,576.80	1,518,576.80	0.00
Equipment			
10.0140.010.00 B&H Railroad Equipment	14,250.00	14,250.00	0.00
10.0145.010.00 Office Equipment	33,968.35	33,968.35	0.00
Total Equipment	48,218.35	48,218.35	0.00
Goodwill			
10.0175.010.00 Website Design	30,000.00	30,000.00	0.00
Total Goodwill	30,000.00	30,000.00	0.00
Depreciation			
10.0180.010.00 Accumulated Depreciation	(1,002,297.13)	(1,002,297.13)	0.00
10.0185.010.00 Accumulated Amortization	(30,000.00)	(30,000.00)	0.00
Total Depreciation	(1,032,297.13)	(1,032,297.13)	0.00
Total Assets	6,407,348.60	6,241,994.11	165,354.49
Liabilities and Fund Balance			
Liabilities			
Current Liabilities			
10.0600.060.00 Accounts Payable	100.00	100.00	0.00
10.0610.060.00 Payroll Liabilities - PR Taxes	2.10	0.00	2.10
10.0611.060.00 Payroll Liabilities - Retirement	3.35	962.95	(959.60)
10.0612.060.00 Payroll Liabilities - Def Comp	0.00	200.00	(200.00)
10.0613.060.00 Payroll Liabilities - United Way	495.60	295.60	200.00
10.0630.060.00 Escrow Funds Payable	8,457.98	0.00	8,457.98
Total Current Liabilities	9,059.03	1,558.55	7,500.48
Non-Current Liabilities			
10.0680.070.00 Net Pension Liability	244,484.00	244,484.00	0.00
10.0685.070.00 Deferred Inflows of Resources	24,688.00	24,688.00	0.00
Total Non-Current Liabilities	269,172.00	269,172.00	0.00
Total Liabilities	278,231.03	270,730.55	7,500.48
Fund Equity			

Statement of Financial Position by Fund with Comparison to Prior Year End
Steuben County Industrial Development Agency
For 9/30/2024

Run: 10/16/2024 at 9:51 AM

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SCIDA

	This Year	Last Year	Change
NonSpendable Fund Balance			
Fund Balance			
10.0905.090.00 Temp Restricted - Millenium	153,557.41	153,557.41	0.00
10.0910.090.00 Temp Restricted - Infrastructure	12,316.27	12,316.27	0.00
10.0915.090.00 Fund Balance	<u>5,805,389.88</u>	<u>5,393,453.36</u>	<u>411,936.52</u>
Total Fund Balance	5,971,263.56	5,559,327.04	411,936.52
Current Year Change in Fund Balance	<u>157,854.01</u>	<u>411,936.52</u>	<u>(254,082.51)</u>
Total Fund Equity	<u>6,129,117.57</u>	<u>5,971,263.56</u>	<u>157,854.01</u>
Total Liabilities and Fund Balance	<u>6,407,348.60</u>	<u>6,241,994.11</u>	<u>165,354.49</u>

Statement of Activity - MTD and YTD by Department Steuben County Industrial Development Agency For 9/30/2024

SCIDA

	M-T-D Actual	Y-T-D Actual	Y-T-D Budget	Variance
Income				
Administrative Income				
10.2140.100.00 Administrative Income	1,000.00	446,325.00	1,273,000.00	(826,675.00)
Total Administrative Income	1,000.00	446,325.00	1,273,000.00	(826,675.00)
Business Development Income				
10.2710.100.00 Business Development Support Income	0.00	130,000.00	130,000.00	0.00
Total Business Development Income	0.00	130,000.00	130,000.00	0.00
Other Income				
10.2815.100.00 Grant Income Site Development	0.00	0.00	100,000.00	(100,000.00)
10.2870.100.00 Miscellaneous Income	0.00	18.00	2,000.00	(1,982.00)
10.2891.100.00 Interest Income	2,213.72	96,974.29	15,000.00	81,974.29
Total Other Income	2,213.72	96,992.29	117,000.00	(20,007.71)
Total Income	3,213.72	673,317.29	1,520,000.00	(846,682.71)
Expenses				
Office Expenses				
10.6125.400.00 Continuing Education Expense	0.00	400.00	5,000.00	4,600.00
10.6130.400.00 Dues & Subscriptions Expense	0.00	7,910.89	9,200.00	1,289.11
10.6140.400.00 Miscellaneous Expense	0.00	0.00	3,200.00	3,200.00
10.6150.400.00 Postage & Delivery Expense	0.00	479.56	3,000.00	2,520.44
10.6155.400.00 Cleaning Expense	230.00	2,070.00	2,850.00	780.00
10.6160.400.00 Copier Expense	183.14	1,968.38	2,500.00	531.62
10.6165.400.00 Office Supplies Expense	121.29	1,709.47	6,000.00	4,290.53
10.6170.400.00 Payroll Fees Expense	0.00	1,059.02	3,500.00	2,440.98
Total Office Expenses	534.43	15,597.32	35,250.00	19,652.68
Professional Services Expense				
10.6200.400.00 Legal Services Expense	0.00	0.00	5,500.00	5,500.00
10.6205.400.00 Maintenance Expense	5,927.36	7,586.10	50,000.00	42,413.90
10.6210.400.00 Accounting Expense	2,910.91	33,737.28	11,495.00	(22,242.28)
10.6215.400.00 Manufacturing Day Video & Event Expense	0.00	2,000.00	3,603.00	1,603.00
10.6220.400.00 Consulting Expense	0.00	0.00	15,000.00	15,000.00
Total Professional Services Expenses	8,838.27	43,323.38	85,598.00	42,274.62
Salaries & Wages Expense				
10.6560.400.00 Payroll Expenses	30,465.88	275,826.82	433,051.00	157,224.18
10.6561.400.00 Payroll Taxes Expense	2,361.60	21,469.87	38,000.00	16,530.13
10.6599.400.00 Retirement (ERS) Expense	0.00	0.00	45,000.00	45,000.00
Total Salaries & Wages Expenses	32,827.48	297,296.69	516,051.00	218,754.31
Administrative Expenses				
10.6625.400.00 Technology Upgrades Expense	1,641.90	7,646.31	7,000.00	(646.31)
10.6635.400.00 Community Engagement	0.00	0.00	6,500.00	6,500.00
10.6645.400.00 Marketing Expense	0.00	3,920.02	25,000.00	21,079.98

**Statement of Activity - MTD and YTD by Department
Steuben County Industrial Development Agency
For 9/30/2024**

SCIDA

	<u>M-T-D</u> Actual	<u>Y-T-D</u> Actual	<u>Y-T-D</u> Budget	<u>Variance</u>
Total Administrative Expenses	1,641.90	11,566.33	38,500.00	26,933.67
Utility Expenses				
10.6650.400.00 Internet Access Expense	0.00	0.00	780.00	780.00
10.6655.400.00 Telephone Expense	229.12	2,771.36	3,900.00	1,128.64
10.6660.400.00 Utilities Expense	260.34	2,183.87	4,500.00	2,316.13
10.6665.400.00 Refuse Expense	<u>35.00</u>	<u>280.00</u>	<u>450.00</u>	<u>170.00</u>
Total Utility Expenses	524.46	5,235.23	9,630.00	4,394.77
Travel Expenses				
10.6700.400.00 Travel & Entertainment Expense	94.47	1,678.70	8,000.00	6,321.30
10.6705.400.00 Community Engagement	0.00	610.58	0.00	(610.58)
10.6710.400.00 Conferences Expense	<u>127.76</u>	<u>5,734.07</u>	<u>8,500.00</u>	<u>2,765.93</u>
Total Travel Expenses	222.23	8,023.35	16,500.00	8,476.65
Insurance Expense				
10.6810.400.00 Health Insurance Expense	(344.42)	45,929.44	71,200.00	25,270.56
10.6815.400.00 Dental Insurance Expense	0.00	2,010.95	2,305.00	294.05
10.6820.400.00 Vehicle Allowance Expense	929.04	8,918.80	11,706.00	2,787.20
10.6825.400.00 Liability Insurance Expense	806.66	14,617.89	10,300.00	(4,317.89)
10.6830.400.00 Disability Insurance Expense	0.00	1,670.05	2,200.00	529.95
10.6835.400.00 Life Insurance Expense	0.00	1,254.99	1,390.00	135.01
10.6840.400.00 Workers' Compensation Insurance Expense	<u>0.00</u>	<u>(1,080.00)</u>	<u>3,050.00</u>	<u>4,130.00</u>
Total Insurance Expense	1,391.28	73,322.12	102,151.00	28,828.88
Infrastructure Expense				
10.6905.400.00 Project Costs Expense	0.00	6,098.86	25,000.00	18,901.14
10.6915.400.00 Site Development Expense	<u>0.00</u>	<u>55,000.00</u>	<u>200,000.00</u>	<u>145,000.00</u>
Total Infrastructure Expense	0.00	61,098.86	225,000.00	163,901.14
Other Expenses				
Total Expenses	<u><u>45,980.05</u></u>	<u><u>515,463.28</u></u>	<u><u>1,028,680.00</u></u>	<u><u>513,216.72</u></u>
Excess Revenue Over (Under) Expenses	<u><u>(42,766.33)</u></u>	<u><u>157,854.01</u></u>	<u><u>491,320.00</u></u>	<u><u>(333,465.99)</u></u>

Income

Revenue	2022 Actual	2023 Budget	2023 Actual	2024 Budget	YTD 09.30.2024	Projected 2024	2025 Budget
2140 · Administrative Income	1,566,703.00	1,570,635.00	1,014,657.23	2,559,090	446,325	446,325	1,300,000
2401 · Interest Income	15,382.00	8,500.00	19,124.28	15,000	96,574	129,299	80,000
2770 · Miscellaneous Income	179.00	2,000.00	1,868.26	2,000	18	18	2,000
2810 · Business Development Support	75,000.00	75,000.00	75,000.00	130,000	130,000	130,000	130,000
2813 · Grant Income Site Development		200,000.00		100,000			75,000
Total Revenue	1,647,264.00	1,856,135.00	1,110,649.77	2,806,090	673,317	705,642	1,587,000

Expense

Expenditures	2022 Actual	2023 Budget	2023 Actual	2024 Budget	YTD 09.30.2024	Projected 2024	2025 Budget
6145 · Continuing Education	3,289.00	8,927.00	5,653.70	5,000	400	533	5,000
6160 · Dues and Subscriptions	9,422.00	9,200.00	10,357.43	9,200	7,911	10,548	10,000
6180 · Insurance							
6181 · Health Insurance	40,031.00	45,000.00	43,029.00	64,000	45,929	61,239	70,465
6182 · Dental Insurance	1,669.00	2,238.00	1,838.88	2,305	2,011	2,681	5,312
6183 · Allowances		11,706.00	11,218.25	11,706	8,919	11,892	12,077
6185 · Liability Insurance	10,663.00	10,000.00	12,602.64	10,300	14,618	14,618	15,330
6190 · Disability Insurance	2,098.00	1,700.00	1,939.84	2,200	1,670	2,227	2,310
6195 · Life Insurance	1,255.00	1,350.00	1,415.07	1,390	1,254	1,255	1,460
6196 · Workers' Compensation	1,475.00	1,750.00	2,961.00	3,050	(1,080)	(1,080)	3,203
6180 · Unemployment	3,528.00						
Total 6180 · Insurance & Allowances	60,719.00	73,744.00	75,004.68	94,951	73,322	92,832	110,156
6240 · Miscellaneous Office Expenses	1,661.00	3,000.00	648.96	3,200		2,200	2,200
6250 · Postage and Delivery	2,105.00	3,000.00	1,140.24	3,000	480	639	2,000
6270 · Professional Fees							
6650 · Accounting	10,960.00	9,500.00	9,500.00	11,495	33,737	44,983	43,431
6655 · Consulting	8,500.00	15,000.00		15,000			10,000
Total 6270 · Professional Fees	19,460.00	24,500.00	9,500.00	26,495	33,737	44,983	53,431
6277 · Site Development		250,000.00	6,655.50	200,000	55,000	55,000	150,000
6340 · Telephone	3,327.00	3,750.00	3,784.90	3,900	2,771	3,695	3,830
6350 · Travel & Ent	750.00	8,000.00	1,285.35	8,000	1,679	2,238	8,000
6390 · Utilities	3,357.00	4,300.00	2,656.10	4,500	2,184	2,912	4,635
6445 · Community Engagement	7,281.00	6,500.00		6,500	611	814	6,500
6495 · Cleaning	2,732.00	3,000.00	2,760.00	2,850	2,070	2,760	2,850
6505 · Conferences	7,362.00	6,500.00	6,761.80	8,500	5,734	7,645	8,500
6515 · Copier	2,250.00	2,500.00	2,210.46	2,500	1,968	2,624	2,750
6535 · Internet access	720.00	780.00	720.00	780			800
6540 · Legal Services		4,500.00	4,000.00	5,500			5,500
6545 · Maintenance	5,607.00	50,000.00	15,033.59	50,000	7,586	10,115	50,000
6550 · Office Supplies	1,238.00	4,775.00	987.39	6,000	1,709	2,279	3,000
6560 · Payroll Expenses	346,710.00	329,600.00	343,295.81	419,186	275,827	367,769	411,899
6561 · Payroll Taxes	25,349.00	25,750.00	25,596.69	32,068	31,510	28,626	31,510
6576 · Project Costs	49,183.00	25,000.00	9,572.09	25,000	6,099	8,132	25,000
6590 · Refuse	408.00	437.00	432.00	450	280	373	375
6595 · Retirement	36,263.00	36,988.00	89,063.00	37,000	7,000	7,754	42,877
6625 · Technology upgrades	2,205.00	5,000.00	4,182.45	7,000	3,920	5,227	7,000
6645 · Marketing	47,065.00	25,000.00	13,378.36	3,603	2,000	2,667	25,000
6647 · Manufacturing Day Videos	11,775.00	8,153.00	4,550.00				
6651 · Payroll Fees	2,677.00	2,678.00	4,036.88	3,500	1,412	1,059	1,900
Total Expenditures	654,915.00	925,582.00	643,247.36	993,683	515,462	661,579	974,713
Total Revenue over Expenses	992,349.00	930,553.00	467,402.41	1,812,407	157,855	44,063	612,287
	992,349.00	930,553.00	467,402.41				

Scudder Road

Phillips Site

Asset Category	Asset Capital Purchases	Property	
Land	-	-	-
Building Maintenance	39,160.00	-	1,050,000.00
	169,242	-	-
	266,000.00	-	-
	39,160.00	-	-
	169,242	-	-

Steuben County IDA 2025 Budget
 Budget & Financial Plan
 Budgeted Revenues, Expenditures, and Changes in Current Net Assets

	Last Year (Actual) 2023	Current Year (Estimated) 2024	Proposed 2025	Proposed 2026	Proposed 2027	Proposed 2028
Revenue & Financial Sources						
<u>Operating Revenues</u>						
Charges for Services	\$ 1,014,657	\$ 446,325	\$ 1,300,000	\$ 1,339,000	\$ 1,379,170	\$ 1,420,545
Rentals & Financing Income				\$ -	\$ -	\$ -
Other Operating Revenues	\$ 76,868	\$ 130,018	\$ 132,000	\$ 135,960	\$ 140,039	\$ 144,240
<u>Non-Operating Revenues</u>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Investment Earnings	\$ 19,124	\$ 129,299	\$ 80,000	\$ 82,400	\$ 84,872	\$ 87,418
State Subsidies / Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Federal Subsidies / Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Municipal Subsidies / Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Public Authority Subsidies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Non-Operating Revenues	\$ -	\$ -	\$ 75,000	\$ 77,250	\$ 79,568	\$ 81,955
Proceeds from the Issuance of Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues & Financing Sources	\$ 1,110,650	\$ 705,642	\$ 1,587,000	\$ 1,634,610	\$ 1,683,648	\$ 1,734,158
Expenditures						
<u>Operating Expenditures</u>						
Salaries and Wages	\$ 343,286	\$ 367,769	\$ 411,899	\$ 424,256	\$ 436,983	\$ 450,093
Other Employee Benefits	\$ 87,989	\$ 106,840	\$ 126,336	\$ 130,127	\$ 134,030	\$ 138,051
Professional Services Contracts	\$ 9,500	\$ 44,983	\$ 53,431	\$ 55,034	\$ 56,685	\$ 58,385
Supplies and Materials	\$ 649	\$ -	\$ 2,200	\$ 2,266	\$ 2,334	\$ 2,404
Other Operating Expenditures	\$ 195,168	\$ 86,986	\$ 230,847	\$ 237,773	\$ 244,906	\$ 252,253
<u>Non-Operating Expenditures</u>						
Payment of Principal on Bonds and Financing Arrangements	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest and other Financing Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subsidies to Other Public Authorities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capital Asset Outlay	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Grants and Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Non-Operating Expenditures	\$ 6,656	\$ 55,000	\$ 150,000	\$ 154,500	\$ 159,135	\$ 163,909
Total Expenditures	\$ 643,247	\$ 661,579	\$ 974,713	\$ 1,003,954	\$ 1,034,073	\$ 1,065,095
Capital Contributions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Excess (Deficiency) of Revenues and Capital Contributions Over Expenditures	\$ 467,402	\$ 44,063	\$ 612,287	\$ 630,656	\$ 649,575	\$ 669,063

STEUBEN COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

PROPOSAL FOR

NEW YORK STATE ROUTE 54 INDUSTRIAL SITE ANALYSIS



McFARLAND JOHNSON

15 FISHERS RD, SUITE 200, PITTSFORD, NY 14534

September 18, 2024

James Johnson, Executive Director
Steuben County IDA
7234 State Route 54
Bath, NY 14810**RE: Proposal for New York State Route 54 Industrial Site Analysis**

Dear Jamie:

This project will lay the foundation for enhancing the community's economic vitality. **McFarland-Johnson, Inc. (MJ)** and our teaming partners have assisted IDA's in ushering in multimillion dollar economic development projects such as Schlumberger in Horseheads, the CVS Distribution Center in Chemung County and most recently the Amazon Distribution Centers in Schodack, NY. Our team offers thorough knowledge of the State Environmental Quality Review Act (SEQRA) requirements, and we are proposing a streamlined approach to obtaining approvals that will save you time and money. This process includes providing the requisite due diligence and subsequent site analysis reports to develop a generic plan, supported by local knowledge and input from the involved and interested agencies having review authority. By selecting the MJ Team, the IDA will receive the following benefits:

***Saving Time and Money
Through a Streamlined
SEQRA Negative
Declaration Process***

MJ is adept at successfully navigating the SEQRA review for our clients, often helping them to avoid the lengthy and costly Generic Environmental Impact Statement (GEIS) process. Since this is a type 1 action, a coordinated review is required. We propose to take the Negative Declaration versus the Positive Declaration route by preparing a Generic Environmental Assessment Report (GEAR) up front (before the review process starts) that will contain all applicable technical impact studies and reports based upon a generic concept site master plan. This GEAR will outline supporting mitigation measures and demonstrate that the project does not have a significant adverse impact on the environment, which allows for the lead agent to declare a Negative Declaration and avoid a Positive Declaration which triggers a GEIS. By conducting the studies up front and preparing the GEAR, the review process is streamlined and avoids several steps in the process such as public scoping, and public review of a Draft and Final EIS. This strategy will shave approximately 12 months off the approval process and save tens of thousands of dollars. Our strategy and SEQRA work have withstood legal challenges for very large multi-million square foot industrial projects.

***Efficient & Effective
Project Delivery from a
Team with an Identical
Case Study
Experience***

The MJ Team will draw upon our experience from nearly identical projects to ensure your project is executed efficiently and effectively and in keeping with industry standards. MJ's Principal-in-Charge, Steve Boisvert, and Project Manager, Glenn Harvey, under separate employment, successfully completed the Chemung Business Park GEAR that developed into the CVS Distribution Center located on White Wagon Road. Additional details of this project are provided in the Case Study section of our proposal.

***Assistance in
Navigating the
FAST-NY
Certification
Process***

Your proposed Principal-in-Charge, Steve Boisvert, PE, has 38 years' experience working with Industrial Development Agencies (IDA's) and private developers, improving properties across NYS. His experience with the former Empire State Development Build Now NY program and Shovel Ready Certification process will be invaluable for complying with the current FAST-NY Shovel Ready Certification and Grant Application process. Steve regularly manages economic development projects that have obtained Shovel Ready status that vary in scale from \$1,000,000 to the current \$750,000,000 Port of Albany expansion project. He has the innate ability to look at a property and quickly understand how to maximize its potential given existing physical and environmental constraints while complying with the State Environmental Quality Review Act (SEQRA) regulations. This requires both practical experience and engineering knowledge. Should the IDA pursue FAST-NY funding, our team includes three certified Women Owned Businesses to cover archeological, noise and geotechnical studies as part of the GEAR.

We are pleased to submit this proposal and look forward to potentially working with you on this project. If you have any questions or would like to arrange for us to meet, please do not hesitate to contact me via phone (585) 749-2968 or via e-mail: sboisvert@mjinc.com.

Sincerely,

McFarland-Johnson, Inc.



Steven M. Boisvert, PE
Director / Principal-in-Charge

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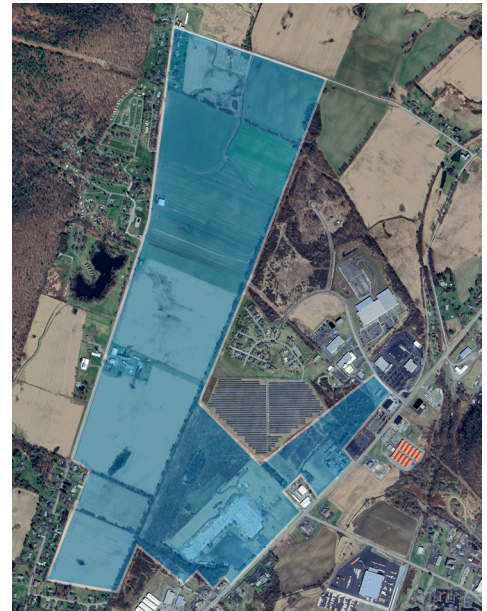
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SECTION A.

**APPROACH AND
METHODOLOGY**



The McFarland Johnson Team’s approach is founded on working closely with Steuben County Industrial Development Agency’s (IDA) team and their economic developer colleagues in the Southern Tier in a collaborative environment that will focus on promoting economic development, particularly in the clean technology and renewable industries. With time to market being a driving force, and with the end goal in mind, our mission is to provide the Steuben County IDA with a SEQRA approved Generic Industrial/Business Park that will set the stage to attract and expand new business to the Route 54 corridor in Bath. Based on our experience working for private developers and IDA’s across NYS, the biggest risk associated with real estate development is the unknowns relating to any environmental impacts, and their associated mitigation cost. The time and cost required to meander through the SEQRA process can be daunting and very risky for a prospective end user or developer. The risk of potential public resistance and or even a potential law suit (Article 78) is unknown until the permitting process is completed. Therefore, eliminating these risks by addressing the critical SEQRA and permitting issues will bring the highest and best value to any prospective end user or developer. A distinct advantage of our team is that we have worked for award-winning private industrial developers and economic developers which allows us to provide input as to what can be successfully developed on these properties based upon existing site conditions and environmental constraints.



MJ will assist in identifying the sites which should be included in the SEQRA Process.

IDENTIFYING SITES FOR THE SEQRA PROCESS

Our team will assist the IDA in evaluating which properties should be included in the State Environmental Quality Review Act (SEQRA) process. We will accomplish this by utilizing a quantitative evaluation process that considers several due diligence factors and assigns a number and a weighted factor into a matrix scoring system (see below) that provides a comprehensive analysis and assigns a numerical score to the highest and best properties that are conducive for development.

SAMPLE SITE SELECTION MATRIX

Site Selection Matrix															Total	Other	
Site Name	Site (acres)	Zoning	Wetlands/ Flood Plain	Access	Topography	Wooded/ Forested	Soils	Utility Infrastructure	Historical / Archaeological Sensitivity	Surroundings (Quality)	Regulatory Constraints	Noise	Proximity to Campus Cntr (mins walking)	Proximity to Housing (mins walking)			
01 Across Street	1.5*	Conservation-Recreation (C-R) / Single Family (SF)	No wetlands - Area of minimal Flooding on FEMA FIRM Maps	Via local roads- Pawling Ave or Spring Ave or way at EWS entry	1.5 Acres under 15% slope - significant grade change at Spring Ave	clear - narrow wooded edge	No noticeable soil issues from USDA survey	Water, sewer and electric along Spring Ave	Archaeological Buffer Area	busy streets, church and fraternity house	Subject to City of Troy Planning Commission Review	Significant Car and Truck noise	requires street crossing	requires street crossing	149.5	*space for phase one only co-ownership issues TBD	
	Score	0	1	5	3	5	5	5	5	1	1	1	2	2			
	Factor	3	3	5	5	2.5	2	4	5	2	4	3	4	5			4
	Total	0	3	25	15	12.5	10	20	25	10	4	3	4	10			8
02 Pawling Ave	2.7	Campus - Institutional (C-1) / Two Family (2F)	No wetlands identified on NYSDEC Mapper - Area of minimal Flooding on FEMA FIRM Maps	via existing campus road via parking or behind hunter science	2.7 Acres under 15% slope	partially wooded	No noticeable soil issues from USDA survey	Private water and sewer adjacent to site. Electric along Pawling Ave*	National Register Building Site	existing housing shops, entry laws, main buildings	Subject to City of Troy Planning Commission Review	car and truck noise present - less so internally	2 mins	1 min**	195.5	*location of high voltage line along former access road **nearby housing may go offline	
	Score	3	3	5	5	3	5	5	3	1.5	5	2	5	1			
	Factor	3	3	5	5	2.5	2	4	5	2	4	3	4	5			4
	Total	9	9	25	25	12.5	6	20	25	6	6	15	8	25			4
03 Outlying Property	20	Single Family (SF)	No wetlands identified on NYSDEC Mapper - Area of minimal Flooding on FEMA FIRM Maps*	Via local roads- Spring Ave Street or Central Ave	10 Acres under 15% slope	heavily wooded	Hydrologic Soil Group D from USDA survey - Poorly drained	Water, sewer and electric along Central Ave.	Archaeological Buffer Area	single family homes	Subject to City of Troy Planning Commission Review	light street traffic at perimeter	15-20 mins	25-30 mins	117.75	*seasonal wetlands observed	
	Score	5	1	2.5	2	2.5	1	3	1	5	2	3	4	1			1
	Factor	3	3	5	5	2.5	2	4	5	2	4	3	4	5			4
	Total	15	3	12.5	10	6.25	2	12	5	10	8	9	16	5			4
04 Back 40	18 of 89	Campus - Institutional (C-1) / Single Family (SF)	Wetlands identified on NYSDEC Mapper - Area of minimal Flooding on FEMA FIRM Maps	Via existing campus road or Central Ave or Vista Ave	10 Acres under 15% slope	heavily wooded	Hydrologic Soil Group D from USDA survey - Poorly drained	Water near athletic field. Water, sewer and electric along Central Ave.	National Register Building Site	Parks and Conservation Area, Trails	Subject to City of Troy Planning Commission Review, Wetland Permitting	none	5 mins	5-10 mins	154.25	pedestrian bridge may be required to traverse topography/wetlands	
	Score	5	3	2.5	2	2.5	1	3	1	3	5	4	5	3			
	Factor	3	3	5	5	2.5	2	4	5	2	4	3	4	5			4
	Total	15	9	12.5	10	6.25	2	12	5	2	20	12	20	12.5			12
05.1 Below Tangeman (softball)	2 of 89	Campus - Institutional (C-1)	No wetlands identified on NYSDEC Mapper - Area of minimal Flooding on FEMA FIRM Maps	Via existing campus road	2 Acres under 15% slope	clear - narrow wooded edge	No noticeable soil issues from USDA survey	Water and electric adjacent to site. Sewer along Pinewood Ave*	National Register Building Site	other campus housing	Subject to City of Troy Planning Commission Review	light street traffic at perimeter	5 mins	1-2 mins	228.5	* sewer capacity confirmed with city	
	Score	4	5	5	5	5	5	4	3	4	5	4	4	4			
	Factor	3	3	4	5	2.5	2	4	5	2	4	3	4	5			4
	Total	12	15	25	25	12.5	10	20	20	6	16	15	16	20			16
05.2 Below Tangeman (duplexes)	4+ of 89	Campus - Institutional (C-1)	No wetlands identified on NYSDEC Mapper - Area of minimal Flooding on FEMA FIRM Maps	Via existing campus road	2 Acres under 15% slope	clear - narrow wooded edge	No noticeable soil issues from USDA survey	Water and electric adjacent to site. Sewer along Pinewood Ave*	National Register Building Site	other campus housing, play space**	Subject to City of Troy Planning Commission Review	none	4 mins	1 min	241.5	* sewer capacity confirmed with city ** adjacency to existing lawn and play area a plus	
	Score	5	5	5	5	4	4	5	3.5	3	5	5	5	5			
	Factor	3	3	5	5	2.5	2	4	5	2	4	3	4	5			4
	Total	15	15	25	25	10	8	20	17.5	6	20	15	20	25			20
05.3 Near Tangeman (north)	1.6 of 89*	Campus - Institutional (C-1)	No wetlands identified on NYSDEC Mapper - Area of minimal Flooding on FEMA FIRM Maps	Via existing campus road/parking area	1.6 Acres under 15% slope	wooded	No noticeable soil issues from USDA survey	Water and electric available. Abandoned sewer line north of Tangeman	National Register Building Site	Existing Tangeman, Admin Bldg, Parking Area	Subject to City of Troy Planning Commission Review	none	5 mins	5 mins	187.5	*space for phase one only	
	Score	0	5	3	5	3	3	5	2	3	5	5	4	3			
	Factor	3	3	5	5	2.5	2	4	5	2	4	3	4	3			
	Total	0	15	15	25	7.5	6	20	10	6	20	15	20	16			12

A. APPROACH AND METHODOLOGY

The quantitative evaluation consists of conducting a desk top study of the following due diligence factors for each property:

- Site Access
- Infrastructure & Utility Services
- Wetlands
- Topography
- Geotechnical Soil Conditions
- Soil Contamination
- Zoning
- Neighboring Properties
- Archaeological & Historic Resources
- Threatened & Endangered Species

Each factor will be assigned a number of 1-5 (5 being the best) and a factor of 1-3 (3 being most important) from which a total score for each property will be calculated to determine the best properties to be included in the study area.

Once the study area is defined, we will meet informally with all involved agencies (approval & permit required) and interested agencies (recommending body only) to present the project and solicit input to flush out any concerns before the project is routed through the SEQRA process. We have found that seeking input up front provides for consensus building and the ability to address the concerns as part of the Generic Environmental Assessment Report (GEAR) early on, to achieve a Negative Declaration and circumvent the lengthy and costly Positive Declaration Environmental Impact Statement (EIS) process.

Upon receiving feedback from all agencies, our team will conduct the in-depth due diligence studies and prepare the Generic Environmental Assessment Report and circulate it for review and comment, address all substantive comments and complete the process by preparing a Final Generic Environmental Assessment Report. We will complete the process by assisting the IDA with compiling a Statement of Findings supporting the Negative Declaration SEQRA approval.

SHOVEL-READY CERTIFICATION EXPERTISE

As an added value, our team has worked with several Economic Development Agencies across the State and is very knowledgeable of the Empire State Development Corporation's shovel-ready certification process and the current FAST NY Shovel-Ready Grant Program. The FAST NY program has three procedural tracks (A-C) designed to reduce or eliminate the risk associated with developing real estate.

Track A: The shovel-ready certification FAST NY Track A documents that critical permitting issues have been previously addressed, thereby reducing the risk for a prospective business who wants to locate on a specific property. Track A is for projects that have completed preliminary permitting.

Tracks B and C: The grant program provides two tracks (Tracks B and C) to obtain funding to help pay for either the various due diligence, engineering and technical environmental studies required to satisfy SEQRA, or build infrastructure (water, sewer, transportation, etc.) improvements for sites that have already met the shovel-ready certification requirements.

The Track B – FAST NY Pre-Development Grant is specifically geared towards allocating grant money to address and eliminate these risks and could be the path forward for your project. Our team stands ready to work the IDA to collectively strategize the best approach to take advantage of the FAST NY Grant program.

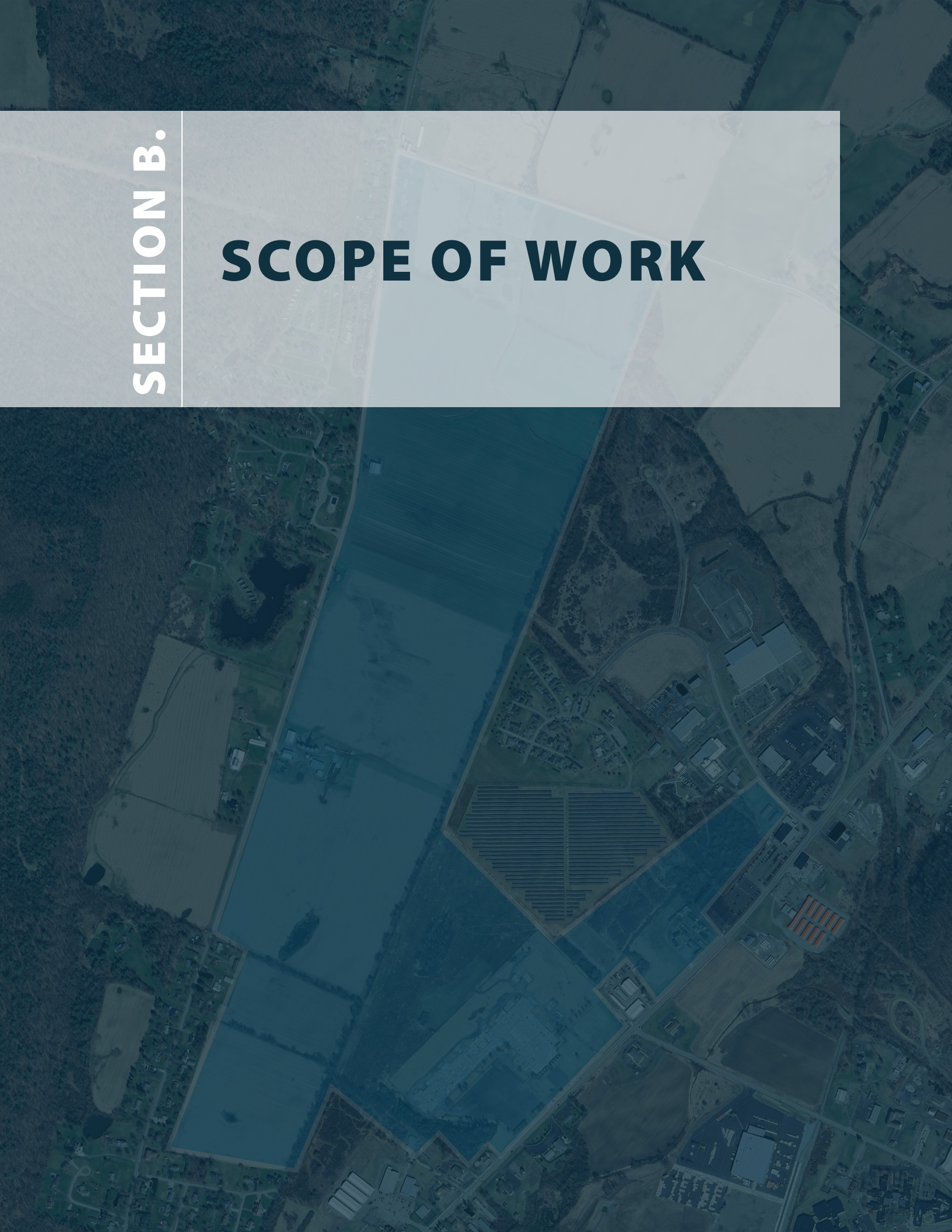
FACTORS PARTICULAR TO THE PROJECT SITE

We anticipate the following factors particular to this site will need to be addressed:

- Availability to Supply 10 to 25 MWs of Power to the Site
- Water and Sewer Capacity to Serve the Chip Fab and Battery Storage Supply Chain Manufacturers
- Multiple Points of "User-Friendly" Site Access to Route 54 (i.e., minimal impact to neighbors)
- Phillips Lighting Soil Management Plan

SECTION B.

SCOPE OF WORK



KICKOFF MEETING WITH THE IDA

- Conduct a kickoff meeting with all stakeholders to establish the lines of communication, set expectations and agree upon the schedule of deliverables. MJ will lead periodic team meetings throughout the process to ensure the project meets the needs of the IDA.
- Chair periodic project progress meetings throughout the course of the project, typically at the completion of milestones, or at minimum, monthly.

DETERMINE THE STUDY AREA

To assist the IDA in determining the study area, MJ will assemble and verify all key site due diligence characteristics, including, but not limited to:

1. **Parcel Size:** Utilizing county tax maps and GIS information, assemble a map of all the properties to be considered.
2. **Zoning:** Review local and county zoning, to determine permissible development capacity, parking requirements, and similar development requirements/constraints.
3. **Zoning Overlays:** Identify all zoning overlays that apply to the sites, including a summary of each overlay and the anticipated impact on proposed development.
4. **Wetlands & Streams:** Conduct a desk top study utilizing the NYSDEC Environmental Mapper and the NWI websites to identify any potential wetlands.
5. **Threatened & Endangered Species:** Research through the DEC Environmental Mapper website to identify any potential threatened & endangered species.
6. **Floodplains:** Research the local FEMA maps to identify any floodplain boundaries.
7. **Site & Rail Access:** Utilizing aerial imagery, identify site and rail access and any constraints relating to roadway and rail capacity concerns. No traffic analysis will be conducted during this phase.
8. **Infrastructure & Utility Services:** Based upon existing and readily available record mapping, inventory all utility services and where available document capacity constraints. This information will be obtained from interviews with the appropriate utility providers.
9. **Archaeological and Historic Resources:** Submit on the NYS SHPO website to inquire if the project study area has the potential to contain archaeological and or historic resources. No Phase 1 A study will be conducted during this phase.
10. **Geotechnical Investigation:** Based upon the County Soil Survey, report on the soil conditions, depth to bedrock and assess their ability to support development. No soil borings will be conducted during this phase.
11. **Topography:** Utilizing County LiDAR, prepare a topographic map of the existing conditions and evaluate areas of concerns such as steep slopes, valleys and drainage patterns.
12. **Site Selection Assistance:** Assist the IDA in determining which sites to include in the study, populate the matrix spreadsheet by assigning a score and weighted factor of importance to each of the due diligence characteristics and compute the score for each parcel. The parcels with the highest scores will be included in the study area.

CONDUCT A PHASE I ENVIRONMENTAL SITE ASSESSMENT (ESA) OF STUDY AREA

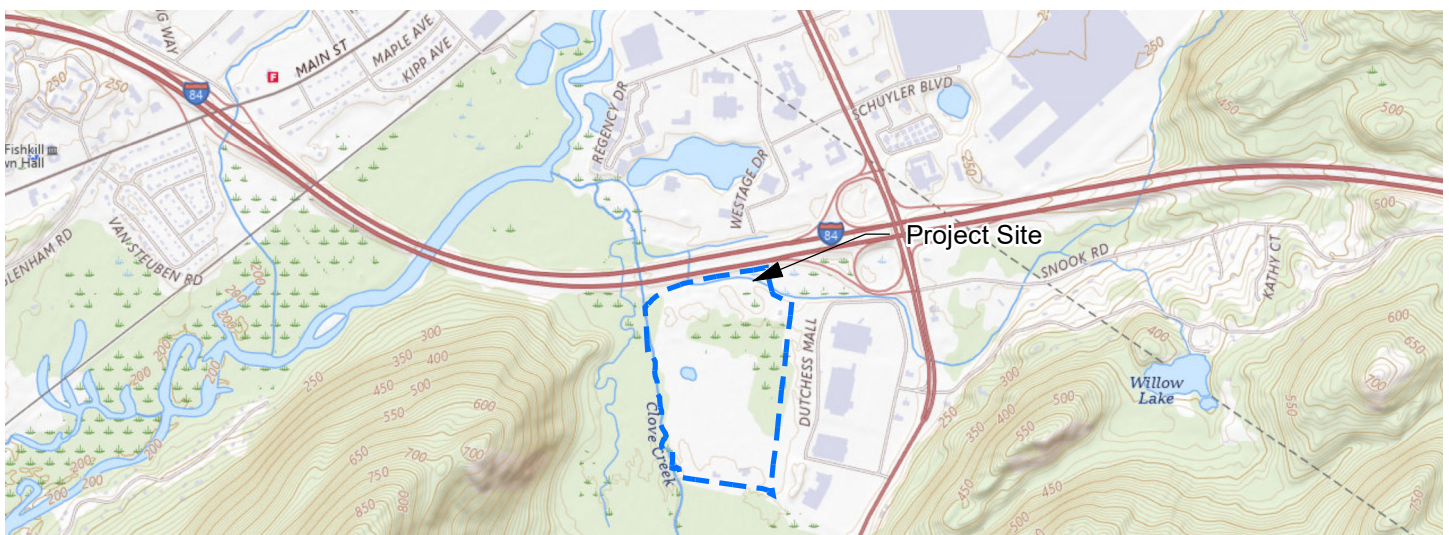
While not specifically requested, an integral part of the due diligence analysis is a Phase 1 Environmental Site Assessment (ESA) that most end users will require. Our ESA effort will not include the Phillips Lighting Property given the previous amount of environmental work that has been completed. The following is our detailed scope of work.

The Phase I ESA will be prepared in accordance with the ASTM Standard E1527-21 and the EPA's "All Appropriate Inquiries" guidelines (All Appropriate Inquiries Final Rule at 40 CFR Part 312). The purpose of the ESA will be to assist the County of Albany in developing information to identify Recognized Environmental Conditions (REC) in connection with the site.

B. SCOPE OF WORK

The Phase 1 ESA will identify RECs such as hazardous substances on a property under conditions that indicate an existing or past release, or a material threat of a release that may impact environmental media on the property. The range of contaminants considered will be consistent with the Comprehensive Environmental Response Compensation and Liability Act (CERCLA), and would include petroleum products. The potential for vapor migration will also be addressed. At a minimum the following components will be included:

1. **Historical Use Information:** A review of selected historical sources, including but not limited to land use history, Sanborn Maps, city directories, aerial photos, historical topographical maps, previously recorded environmental clean-up documentation, liens, etc. Visual site and adjacent property inspections would be conducted to document obvious past land use of the site and adjoining properties back to 1940 or when the site was initially developed, whichever is earlier.
2. **Regulatory Records Review:** Consistent with ASTM E1527-21, federal, state, and tribal databases, where applicable, and within ASTM-defined minimum search distances from the nearest property boundary, records will be reviewed for indications of RECs. In addition to the database review, and if customary practice for the site location, an attempt will be made to review reasonably ascertainable and useful local lists or records such as Brownfield sites, landfill/solid waste disposal sites, registered storage tanks, land records, emergency release reports, and contaminated public wells.
3. **Site and Adjoining/Surrounding Property Reconnaissance:** A site reconnaissance will be conducted to identify RECs. The reconnaissance will consist of visual observations of the site from the site boundaries and interior portions of the site.
4. **Interviews:** MJ will conduct interviews with the current site owners and/or site personnel having knowledge of the current and historic uses and physical characteristics of the site.
5. **Phase I ESA Report:** A draft report will be submitted electronically that presents the results of the assessment, based upon the scope of services. Upon completion of necessary revisions, two copies of the final report will be signed by an environmental professional responsible for the Phase I ESA, and the report will contain an environmental professional statement as required by 40 CFR 312.21(d). Further, recommendations will be made if there is a need for additional testing, subsurface exploration, remediation and/or the completion of a Phase II Environmental Assessment.



MJ conducted a Phase I ESA in relation to a Potential Warehouse Facility at the Fishkill Golf Course Site for Scannell Properties

B. SCOPE OF WORK

PREPARE A GENERIC CONCEPT MASTER SITE PLAN & SUBMIT FOR SEQRA NEGATIVE DECLARATION APPROVAL

Generic Concept Site Plan:

1. Based upon all of the information gathered in the above tasks, prepare a generic concept master site plan using footprints of buildings in our portfolio. The concept site plan will show access roadways, potential rail extension, truck and traffic circulation patterns, stormwater management facilities, on site utility corridor layout, parking and bulk regulations such as setbacks, buffer areas and environmentally sensitive areas (wetlands / mature tree stands, contaminated areas, etc.) to be protected. This site plan will establish the total square footage and the thresholds from which the technical studies will be based upon. We will obtain Client approval prior to progressing to the next phase of work. Upon Client approval, any additional concept site plan changes will be considered additional services.
2. MJ will prepare a color rendered site plan based on the approved Concept Plan for use in public presentations to the various agencies involved in approving the project.
3. As an optional service, we can prepare a computer-generated 3D model of the entire project, (site and building) from which a video will be prepared and used to present the project.
4. Attend one (1) informal meeting with the Town Supervisor, Staff, Planning Board, and County Planning Department to seek their initial comments and flush out any concerns prior to advancing to the SEQRA Phase.

CONDUCT A DETAILED RAIL TRANSPORTATION AND TRAFFIC IMPACT STUDY

Rail Transportation and Traffic Impact Study: MJ will inventory the local highway and rail systems to determine their ability to serve potential development within the study area. Any highway improvements necessary to accommodate the additional traffic will be identified as a mitigation measure in the traffic impact study. A rough order of magnitude cost (ROM) for all improvements will be established.

DETAILED SCOPE OF TRAFFIC IMPACT STUDY (TIS), PER SEQRA STANDARDS

Based on the concept site plan, MJ will chair teleconference meeting(s) with the NYSDOT, Town and County staff, to obtain approval on the following scope items:

- Study Area Intersections
- Existing (Start) and Final Build Out Year
- TIS requirements for approval

The following intersections are assumed to be the limit of the study area:

• Site Driveway / Rt. 13 (Mitchellsville Road)	• Fish Hatchery Road / Rt. 54
• Site Driveway / Brundage Road	• Industrial Park / Rt 54
• Brundage Road / Fish Hatchery Road	• Site Driveway / Rt. 54

The Traffic Impact Study will be based upon input provided by the Client and as identified in the following four phases:

- Phase 1 - Project Objectives and Data Collection
- Phase 2 - Analysis of Existing Conditions
- Phase 3 - Analysis of Future Conditions
- Phase 4 - Traffic Report Preparation with Recommendations

PHASE 1 - PROJECT OBJECTIVES AND DATA COLLECTION

During this phase of the project, MJ will gather existing data, conduct a field review of the proposed study area, and complete traffic counts. This data will be used to develop the existing traffic operational characteristics within the study area. The study area is limited to those intersections noted above.

Existing Data Research

MJ will gather all current (at the time of authorization to proceed) existing data from local agencies including but not limited to: Available past Traffic Impact Studies conducted within the study area noted herein, Committed and planned roadway improvement projects within the project area, Future developments approved by the Planning Board that may impact the traffic study.

Field Review

MJ will conduct a field review to characterize existing conditions in the proposed study area by obtaining the necessary data to develop the existing conditions traffic model. During the field visit, roadway widths, sight distance evaluation, peak hour queue lengths etc., will be recorded and observed for use in the Traffic Impact Study.

Traffic Counts

Existing turning movement counts and vehicle classification counts will be video recorded at the study area intersections for a total of four hours on an average weekday (Tuesday, Wednesday or Thursday). MJ proposes conducting these counts from 7:00 to 9:00 A.M. and 4:00 to 6:00 P.M., which are believed to represent peak traffic periods during the day, resulting in the highest cumulative directional traffic demands at the study intersections.

PHASE 2 - ANALYSIS OF EXISTING CONDITIONS

Intersection Capacity Analysis - Current

Intersection capacity analysis will be completed for the intersections listed above. Both the morning and evening peak hours will be analyzed for the existing year. The analysis will be conducted using the procedures of the "Highway Capacity Manual" for unsignalized and signalized intersections utilizing Synchro traffic simulation software.

PHASE 3 - ANALYSIS OF FUTURE CONDITIONS

Future Year Analysis

Applying a growth factor to the existing roadway system will create a single future year full build traffic volume that will be used to determine future year traffic operations. The annual background growth factor for this project will be based on historic traffic count data available from NYSDOT as well as reviewing the growth rates approved for previous studies in the area.

Trip Generation and Distribution

MJ will use information obtained from the traffic counting effort to develop the traffic distribution diagram and identify typical traffic patterns/turning movements from the proposed project to the surrounding roadway networks. Site-generated trips will be applied to the existing background volumes to produce future volumes for network analysis. We will use industry standard data sources, such as the Institute of Traffic Engineers (ITE) Manual, as the basis for establishing trip generation rates along with data provided by the Client for similar developments. Trip generation pass-by credits and multi-use credits will not be applicable, as this development's land uses are limited to manufacturing, distribution and office uses.

Intersection Capacity Analysis - Future Conditions

A future conditions analysis will be performed for the single full build out of the site. The Engineer will complete future intersection capacity analyses for the intersections listed previously. Both the morning and evening peak hours will be analyzed for future conditions. The analysis will be conducted using the procedures of the "Highway Capacity Manual" for the unsignalized and signalized intersections utilizing Synchro traffic simulation software. Based on the results of the capacity analysis, the Engineer will determine if any mitigation options are warranted and re-analyze the studies intersections, if required, to properly mitigate any impacts.

PHASE 4 - TRAFFIC REPORT PREPARATION

MJ will prepare a draft copy of the report and submit for Client review. In general, the study documentation will include study objectives; site/study area description; Levels of Service (LOS) for current and full build year; and presentation of the necessary improvements, if any, as appropriate. It is assumed that a teleconference with the Client representative will be required to discuss and review the results of the study. After the discussion, MJ will incorporate necessary changes and submit the final report to Client, City, County and NYSDOT for review and approval.

RAIL CONSIDERATIONS

Any rail infrastructure extension will be evaluated for its feasibility and the associated cost to extend will be provided. The rail extension will be shown on the concept site plan.

CONDUCT A NOISE IMPACT STUDY

Subconsultant **Harris, Miller, Miller & Hanson, Inc. (HMMH)**, will perform a noise study for the proposed project. Their analysis will include an assessment of typical noise sources as they propagate out into the surrounding community, based on the conceptual site development plan. This conceptual development may include various industrial sources, backup power generators, heating and air conditioning systems, and other sources typical of such developments. HMMH presumes the scope of work will include two tasks: (1) Baseline Measurements; and (2) Predictions and Preparation of a Noise Impact Study.

BASELINE MEASUREMENTS

HMMH will conduct a baseline sound survey for the project. Long-term noise measurements will be collected at two sites to represent the noise sensitive receptors located closest to the project. Continuous noise monitoring will be conducted using ANSI Type 1 "Precision" Bruel & Kjaer model 2245 sound level meters. These instruments will measure various parameters including the equivalent sound level (Leq), maximum sound level (Lmax), and statistical sound levels such as the L10, L50, and L90. The L90 is often referred to as the residual background sound level. The noise monitors will operate for a period of 24 hours during appropriate meteorological conditions. A-weighted broadband measurements as well as octave-band data will be collected in 1-second intervals at each monitoring location. Time periods of meteorological conditions not conducive to monitoring baseline levels, such as high-wind speeds of 10-miles per hour or greater, will be excluded as needed. The baseline measurement data will be applied to each sensitive receptor for use in characterizing anticipated changes in sound levels with the project. The results of the baseline measurements will be included in the Noise Impact Study.

PREDICTIONS AND NOISE STUDY REPORT

HMMH will assess the impact and effect of noise from the operation of the project at noise-sensitive land uses in the study area. An industry standard, SoundPLAN® computes sound levels at distances from specific noise sources taking into account the effects of terrain features including relative elevations of noise sources, receivers, and intervening buildings, and ground effects due to areas of soil, water and pavement. HMMH assumes that they will be provided the following additional input to the noise prediction model:

1. A conceptual layout of what might be developed on the site for analysis. This would be the only development option analyzed.
2. Additional information on the locations of surrounding noise-sensitive land use (residences, schools, etc.) beyond what we will identify through existing map resources that will be useful for selecting noise monitoring stations.
3. Detailed land use data in a GIS-compatible format, if readily available (HMMH will also obtain what they can via publicly available resources), and
4. Specification sheets for the any equipment the IDA would like included in the predictions including octave band sound levels.

B. SCOPE OF WORK

HMMH proposes to compute project noise levels using the ISO 9613-2 propagation model available within the SoundPLAN® computer program.

Where source data may not be available, HMMH will use data from published sources, technical documents, and other publications to build up the source levels for use in the modeling effort.

HMMH will conduct a review of state and local regulations to develop criteria applicable to the project. These may include local ordinances, zoning codes, or land use codes that provide noise level limits applicable to the project. These criteria may also include those included in the New York State Environmental Review Act (SEQRA).

HMMH will prepare documentation summarizing the results of the noise measurements and analysis, which will include graphical depictions of noise levels associated with the project (color noise contour maps are generated by SoundPLAN®), and tables of noise- sensitive land use exposed to expected noise levels and potential noise impact.

HMMH will prepare a draft Noise Impact Study for review by the IDA. They will incorporate comments from the reviewers of the draft report and prepare a final report. They anticipate a single round of review and revision. HMMH will deliver electronic copies of the draft report, and both electronic and bound copies of the final report.

PERFORM A WETLAND INVESTIGATION

MJ will perform a delineation of state and federally regulated wetlands and surface waters on the study area properties. NY wetlands will be delineated in accordance with the latest proposed regulations anticipated to be enacted on 1/1/2025. Federal wetlands will be delineated in accordance with the United States Army Corps of Engineers (USACE) requirements, including the *1987 Corps of Engineers Wetland Delineation Manual* (1987 USACE Manual) and *Regional Supplement to the Corps of Engineers Wetland Delineation Manual: Northcentral and Northeast Region (Regional Supplement)*, dated January 2012. Wetland and surface water boundaries will be marked using intervisible pink flagging.

The USACE ordinary high water (OHW) and NYSDEC mean high water (MHW) marks for any surface waters located within the properties will be field delineated in accordance with the definitional criteria as presented in Title 33, Code of Federal Regulations, Part 328 (33 CFR 328), and the procedures outlined in Title 6 of the Codes, Rules, and Regulations of the State of New York, Part 608, Use and Protection of Waters (6 NYCRR 608).

MJ will collect data necessary to document the delineation, including photographs, surface water characteristics, and wetland characteristics sufficient to describe wetland vegetation, soils, hydrology, and to prepare a qualitative functional assessment of wetland functions and values. Engineer will note unusual features, such as atypical situations (i.e., human-induced wetlands or natural events) or uncommon wetland types (bogs, vernal pools, etc.).

The wetland and horizontal surface water boundaries will be recorded using a hand-held Trimble GPS Geo7X GPS unit. Additional data points will be recorded to define the different wetland community type(s) present (submergent, emergent, scrub-shrub, and forested) and upland and wetland data points.

GPS data collected will be exported into ArcGIS (GIS). GIS wetland and surface water boundaries will be created utilizing the GPS data collected. Wetland and surface water boundaries and flag locations will be provided to the Client as GIS shapefiles. These shapefiles will be added to the concept site plan.

MJ will prepare a formal Wetlands and Surface Waters Delineation Report based on the data collected during the field delineation. The Wetlands and Surface Waters Delineation Report will include a narrative description of wetlands and surface waters, habitat, vegetative cover types, site current and historic land uses, color photographs, NYSDEC, USACE wetland delineation forms, and delineation drawings imposing the wetland and horizontal surface water boundaries over available mapping of the properties.

B. SCOPE OF WORK

RESEARCH THREATENED & ENDANGERED SPECIES

MJ will provide for initial agency consultation to NYSDEC & US Fish & Wildlife regarding known state or federally listed threatened or endangered species, or species of special concern, on or within the vicinity of the project location. No presence or absence surveys for state or federally listed threatened or endangered species, or species of special concern are included in this scope of services. It is assumed that conservation measures will be sufficient to result in “No Take” determinations for state listed species, and “No Effect” or “May Affect, Not Likely to Adversely Affect” determinations for federally listed species.



MJ will Consult with NYSDEC and USF&W Regarding State or Federally Listed Species

CONDUCT AN ARCHAEOLOGICAL INVESTIGATION

MJ will prepare and submit relevant site information and upload to the New York State Historic Preservation Office (NYSHPO) Cultural Resource Information System (CRIS) website. We anticipate the need for a Phase IA archaeological investigation. Therefore, we have included subconsultant **Morton Archaeological Research Services (MARS)** to conduct this investigation. MARS will prepare the Phase 1A archaeological investigation and report, which will include researching readily available historical photos, current site photos, aerial images, USGS maps, etc.

CONDUCT A GEOTECHNICAL INVESTIGATION

Subconsultant **Atlantic Testing Laboratories (ATL)** will conduct a geotechnical investigation by providing 5 borings evenly spaced within the study area, along with historical data, published information, and the experience of their local geotechnical engineers, will provide a report of anticipated subsurface load bearing conditions at the site. They will address the geologic setting, groundwater, subsurface soils, underlying rock (if applicable), and the potential impacts that geotechnical considerations will have on future development of the site. ATL will review limited historical aerial imagery and discuss apparent previous site usage and recommendations on building foundation concepts and applicable parking and roadway construction considerations.

PREPARE A UTILITY INFRASTRUCTURE NARRATIVE

Prepare an inventory of the existing water, sewer, electric, gas, telecommunications/data. Prepare a narrative describing the size and capacity of each utility along with notes as to whether the utilities come onto the sites or if upgrades will be required to facilitate the proposed development. This information will be based upon obtaining public record drawings and interviews with the applicable utility suppliers. The MJ Team will calculate the utility demands based upon the generic concept plan and compare against existing public infrastructure and utilities to support development at the project site. The MJ Team will identify deficiencies in public infrastructure and/or utilities that impede development and will provide recommendations for improving any deficiencies, including a narrative and concept site plan showing any improvements accompanied by a rough order of magnitude cost (ROM) for each recommended improvement. No field survey or destructive investigation or Ground Penetrating Radar (GPR) is included.

STORMWATER MANAGEMENT

The MJ Team will develop a conceptual stormwater management approach for the sites that maximizes green stormwater infrastructure per the latest NYSDEC design manual and enhances the appearance and functionality of the area. To achieve a consistent appearance, the MJ Team will recommend a set of stormwater management elements that can be used to successfully manage stormwater.

SOIL REMEDIATION

On the Phillips Lighting property, MJ will review all previous soil remediation work performed as well as any soil management plan (SMP) that has been developed, and will provide a summary of any work that remains to be conducted to support development within the study area. A rough order of magnitude cost for any additional remediation work will be provided. Since the extent of the work previously completed that is available for review is unknown, we have included 32 hours to complete this task. Any further effort will be considered an additional service.

B. SCOPE OF WORK

PREPARE A SUMMARY OF PUBLICLY KNOWN CURRENT AND PLANNED DEVELOPMENTS

MJ will prepare a summary of publicly known current and planned developments that are (1) in close proximity to the study area, and (2) may impact development (positively and/or negatively). This summary will include a brief narrative of the planned project. The MJ Team will coordinate with IDA, Town and County staff to identify the current and planned development projects in the area.

PREPARE A GENERIC ENVIRONMENTAL ASSESSMENT REPORT (GEAR)

1. MJ will prepare a Generic Environmental Assessment Report (GEAR). This Report will contain the Long Form EAF as well as the specific technical studies stipulated above and as follows: traffic impact study; phase 1 A archaeological study, wetland investigation report, geotechnical investigation report, noise impact study, conceptual stormwater analysis, utility service narrative, threatened & endangered species report, visual assessment limited to completing the NYSDEC Visual Assessment Form checklist, and a summary of the soil remediation work completed. This report will also contain a detailed project description, the concept site plan, an outline of the SEQRA and approval process with the actual prepared technical studies attached as appendices. No additional technical studies are included. As such the following studies are not included: air; visual photo simulations; fiscal & economic impact analysis; a detailed visual impact assessment; computer generated 3D model of the entire development; night-time glare & glow impact study; alternatives analysis; real estate value impact study; off-site drainage or off-site utility capacity analysis; etc.
2. MJ will assist the IDA in distributing the GEAR to all involved and interested agencies for their review and comment.
3. MJ will attend up to five (5) meetings (4 - Town Planning Board, and 1 - County Planning and Development) to assist the Client in presenting the project and address any comments or questions. We have assumed that one of the meetings will be a public hearing to collect comments.
4. Address all substantive comments by incorporating the responses into a Final GEAR report from which the lead agent can establish the Statement of Findings supporting the Negative Declaration under SEQRA.
5. Assist the IDA in reviewing the Findings Statement that is assumed to be prepared by the IDA's legal counsel.

We have included only minor revisions (40 total hours) to the final GEAR during the review process since it is difficult to predict the changes that may be required by the reviewing agencies or public comments. Therefore, any significant revisions required will be provided as an additional service.

ASSUMPTIONS

The following assumptions apply to the scope of work:

- IDA will provide MJ with property access and permission to conduct a site inspection and soil borings in the study area.
- MJ will have permission to conduct interviews with current and past owners, including neighboring or nearby property owners or occupants regarding the historic use of the parcels. The IDA will provide contact information of current and past owners.
- No sampling of materials for contamination, including soil, water, air, and building materials, will be performed as part of this project.
- Given the limited scope of this Phase I ESA, the MJ will make no warranty, guarantee, or impression, expressed or implied, that the subject property is free of contaminants.
- The Phase I ESA will not be subject to review and approval from regulatory agencies.
- The number of meetings being limited to those stipulated in the scope of work. We have assumed what we believe to be a "reasonable" number of such meetings. However, if additional meetings are necessary, we will attend as an additional service.

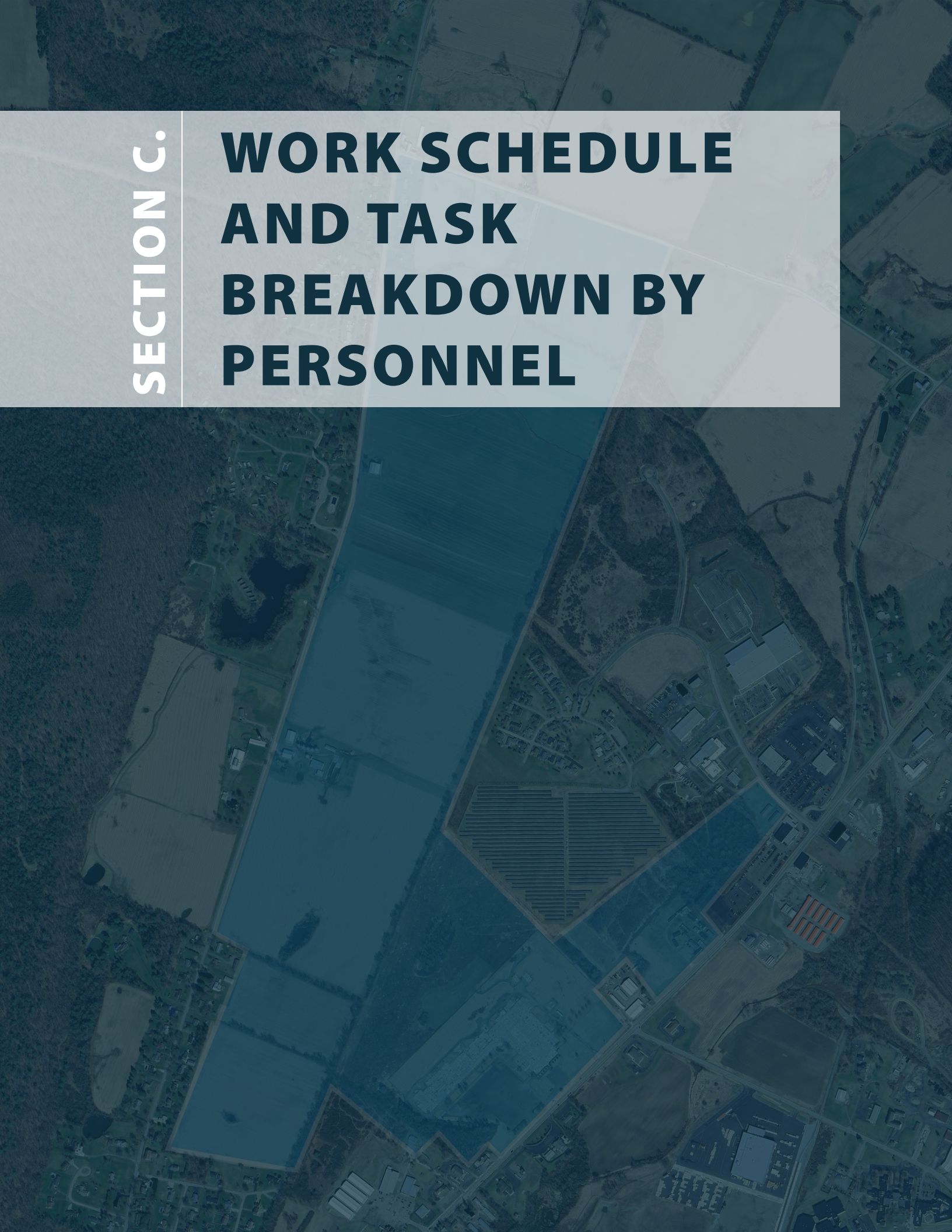
B. SCOPE OF WORK

ASSUMPTIONS (Continued)

- Subsurface exploration (borings) are limited to the 5 borings stipulated in the scope of work.
- No SEQRA GEIS or Final GEIS, permitting or additional technical studies are included, other than those stipulated in the scope of work. As such, the following environmental studies are not included: visual impact assessment, Phase 1 B archeological investigation, air impact assessment, filed investigation for threatened & endangered species, fiscal & economic impact study, etc.
- No Site/Civil Engineering design or Architectural/Building design is included
- No boundary or topographic survey is included.
- Detailed floodplain hydraulic study will not be required.
- No Jurisdictional Determination from the NYSDEC or US Army Corp. of Engineers is included.
- Preparing the Findings Statement is not included.

SECTION C.

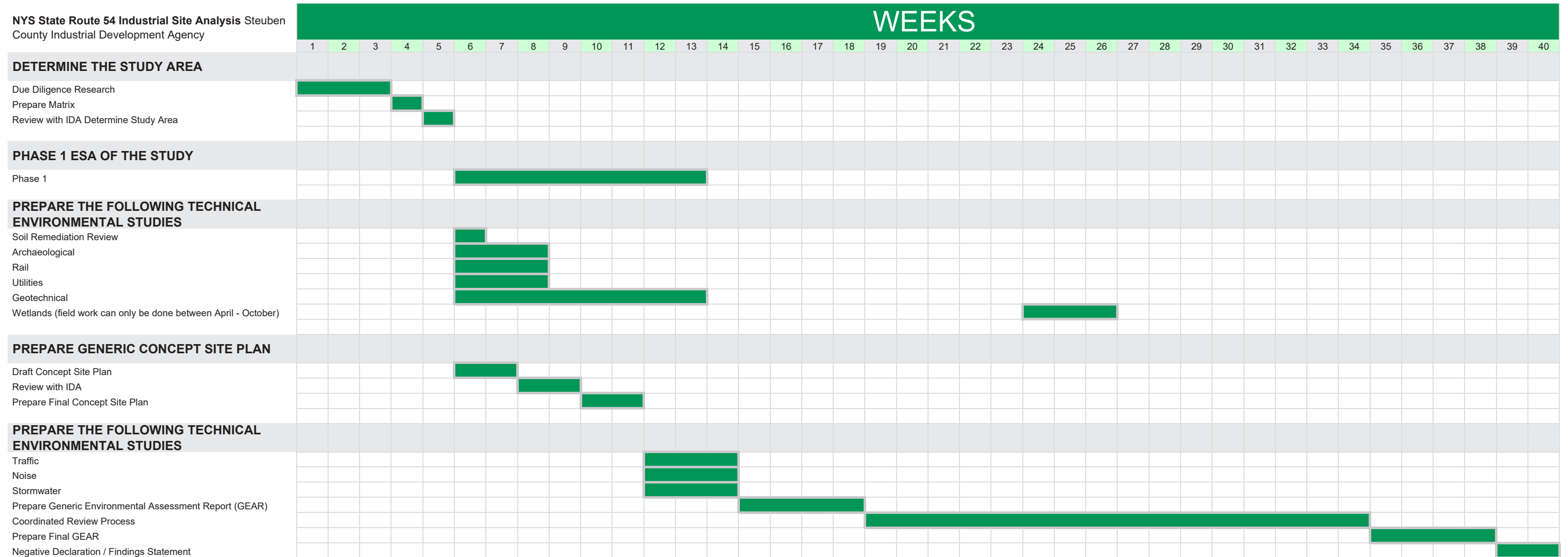
**WORK SCHEDULE
AND TASK
BREAKDOWN BY
PERSONNEL**



Section C.

WORK SCHEDULE AND TASK BREAKDOWN BY PERSONNEL

WORK SCHEDULE



SECTION D.

**EXPERIENCE OF
FIRM / PROJECT
TEAM**

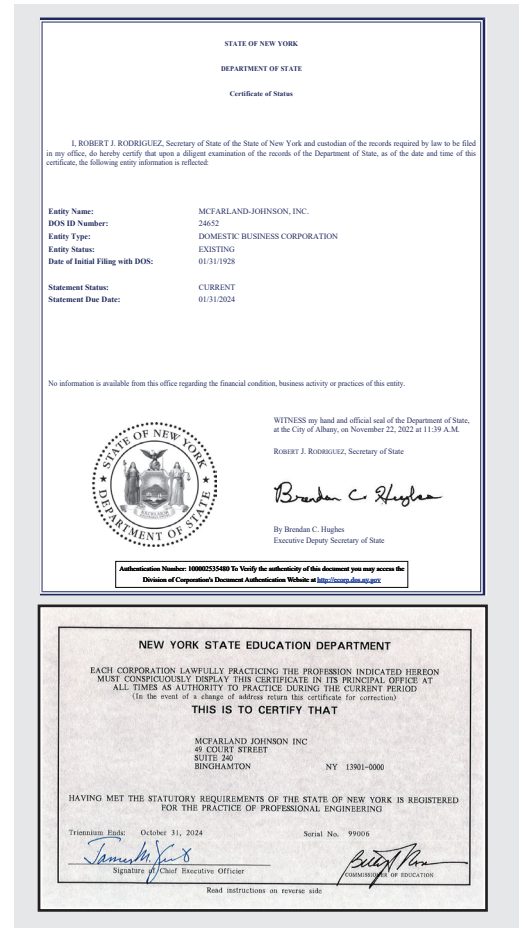


FIRM HISTORY - DOING BUSINESS IN NEW YORK STATE

Since our inception in Upstate New York in 1946, **McFarland-Johnson, Inc. (MJ)** has continuously helped our clients by providing site development, planning, engineering, environmental and construction management services. We are proud to call New York our home and seek to enhance the communities in which we live, work and grow. For 78 years, MJ has maintained the authority to do business in New York State with the relevant governing agencies, as evidenced by the adjacent screen shots of our certifications. This project will be managed out of our Pittsford, NY office. Our staff of 235 professionals includes 35 NY licensed professional engineers.

THE MJ TEAM - COMMITMENT TO THE COMMUNITY

In order to demonstrate our commitment to the community, we have assembled the following team. This team will provide Steuben County Industrial Development Agency with realistic and practical development alternatives that will maximize the economic impact of the Route 54 corridor and build upon the recent LP Smartside and Amazon facilities.



TEAM MEMBER & LOCATION	ROLE
McFarland-Johnson, Inc. Pittsford, NY	Prime Firm, Project Management, QA/QC, Site Development Design, Agency Coordination, Environmental Services
Atlantic Testing Laboratories NYS Certified WBE Hamburg, NY	Geotechnical Services
Harris Miller Miller & Hanson, Inc. NYS Certified WBE Burlington, MA & New York City, NY	Noise Analysis
Morton Archaeological Research Services NYS Certified WBE Macedon, NY	Phase 1a Archaeological Study

ORGANIZATIONAL CHART

The organizational chart on the following page identifies our team members with their relevant project titles. These individuals will be committed to this assignment for its duration.

D. EXPERIENCE OF FIRM/PROJECT TEAM



KEY

* = RESUME INCLUDED

A = ATLANTIC TESTING LABORATORIES (WBE)
 H = HARRIS MILLER MILLER & HANSON INC. (WBE)
 M = MORTON ARCHAEOLOGICAL RESEARCH SERVICES (WBE)

D. EXPERIENCE OF FIRM/PROJECT TEAM

FAMILIARITY WITH THE AREA AND PROJECT

The MJ’s Principal-in-Charge, Steve Boisvert, PE, and our Project Manager, Glenn Harvey, PE, are familiar with Bath as they own a commercial property in Bath and a residence in Steuben County, respectively. As such, both frequent the area several times a year and are familiar with two recent projects completed in the Rt. 54 corridor. The LP Corp SmartSide manufacturing plant located in the IDA’s Business Park and the “Last Mile” Amazon distribution center on Industrial Park Road. Both facilities are a testament to the potential growth of the Rt. 54 corridor. Under previous employment, Steve worked on the update to the Steuben county-wide master plan and provided SEQRA advisory services for both the Finger lakes Highland Industrial Park in Wayland, and the Corning Community College residential initiative project.

Our Team has also worked on other projects in the area. Our archeological subconsultant, Morton Archaeological Research, continues to work on the proposed wastewater treatment plant improvements on Morris Street in Bath and our geotechnical project manager worked on the VA building in Bath.

As a quick snapshot of the breadth of experience our team has with similar projects, we offer the below matrix.

	Site Selection Matrix	Traffic Study	Wetlands	Noise	Utility	Rail	Concept Site Plan	Site/Civil Engineering Design	Generic Environmental Assessment Report (GEAR)	Negative Declaration Approval
PORT OF ALBANY EXPANSION - MARMEN-WELCON TOWER MANUFACTURING PLANT	●	●	●	●	●	●	●	●	●	●
NYSERDA STEP		●	●	●	●		●	●	●	●
CHEMUNG BUSINESS PARK-CVS DISTRIBUTION CENTER	●	●	●	●	●	●	●	●	●	●
1M SF AMAZON WAREHOUSE DISTRIBUTION CENTER		●	●	●	●		●	●	●	●
278K SF AMAZON WAREHOUSE DISTRIBUTION CENTER		●	●	●	●		●	●	●	●
500K SF HIGHBRIDGE MIXED-USE CENTER		●	●	●	●		●	●	●	●
500K SF LUIZZI LINCOLN AVE INDUSTRIAL PARK		●	●		●	●	●	●	●	●

PROJECT CASE STUDY

The case study on the following page demonstrates our team’s ability to successfully complete a project with an identical scope to the Steuben County IDA’s Route 54 Site Analysis project. Both Steve Boisvert and Glenn Harvey worked on this site selection study for the Chemung Business Park Development Plan, which ultimately resulted in the construction of the 750,000 s.f. CVS Pharmacy Distribution Center in Chemung, NY.

D. EXPERIENCE OF FIRM/PROJECT TEAM



CASE STUDY

CVS DISTRIBUTION CENTER SITE SELECTION MASTER PLANNING | WAVERLY, NY

This project started as a due diligence / site analysis, assessing four different parcels to determine their viability and feasibility for development for business retention and expansion along the 1-86 corridor (formerly Route 17). Based on our evaluation of several environmental due diligence factors such as access, utility infrastructure, wetlands, topography, zoning, archaeological, threatened and endangered species, etc., a quantitative analysis was conducted using a scoring matrix tool identical to the approach we are proposing for your Route 54 project. The two highest scoring sites were selected for further study and one site was determined to be the best for development. A conceptual site development report was provided, including a concept site plan showing:

- Potential building locations, on-site parking & traffic circulation patterns
- Utility and Roadway Infrastructure Improvements
- ROM Cost Estimates for the Improvements
- SEQRA Assessment
- Phase I Environmental Site Assessment (ESA)

Based upon the concept site plan and the information gathered during the due diligence phase, a Generic Environmental Assessment Report (GEAR) was prepared for the best site, and the SEQRA review process was initiated and completed with a Negative Declaration being issued to allow up to 1,000,000 s.f. of development along White Wagon Road in the Town of Waverly.

Since SEQRA was completed, this site was considered “shovel ready” and the local IDA successfully negotiated with CVS Pharmacy to build a 750,000 sq ft Distribution Center at this site. The most unique aspect of this project included design and permitting with both New York State and Pennsylvania DOT, NYS DEC, and PA DEP respectively, as the water and sanitary sewer services for this project extended south approximately 2,000’ across NYS Route 86 (formerly Rt. 17) to connect to the municipal systems in Pennsylvania. At the time, this was the first project in NYS to obtain water and sewer from an adjoining State. As such, this design feature required inter-state and inter-municipal agreements to be executed and will serve as a legacy project for the local IDA who sponsored the project.



PROJECT DETAILS

- **Proposed Staff Involved:**
Steven Boisvert, PE, Project Manager
Glenn Harvey, PE, Lead Engineer
- **Client Name**
Southern Tier Economic Growth
- **Completion Date:** June 2011
- **Scope of Work:**
Site Selection/Master Planning
Environmental Site Assessment (ESA)
Generic Environmental Assessment Report
SEQRA Assessment
Inter-State and Inter-Municipal Coordination
Water & Sewer Design

SECTION E.

KEY PERSONNEL



PROVEN PROFESSIONAL STAFF

The professional staff assigned to the project will work closely with the Steuben County IDA, providing guidance and insight into the most appropriate development options for this project site as well as identifying any environmental and/or archaeological concerns that may be present. In order to successfully deliver such a project, you will need a project manager that you can rely upon, is familiar with the region and has the relevant expertise to deliver the project on time and within budget. This leadership can be expected with our proposed Project Manager, Glenn Harvey, PE.



GLENN HARVEY, PE - PROJECT MANAGER


LEADING WITH COMMITMENT, PROVEN SUCCESS & INSIGHT

Glenn is ideally suited as your Project Manager, because he offers:

- **28 Years of Site Development Project Experience**
- **Expertise in Conceptual Planning and Feasibility Analysis for large Scale Development**
- **Understands the Design Requirements and Challenges of Large Industrial and Mixed-Use Developments**

CONTACT INFO

15 Fishers Road
Pittsford, NY 14534

 (585) 905-0970

 gharvey@mjinc.com

Glenn will serve as your Project Manager and direct point of contact throughout the duration of this project. He is based in our Pittsford, NY office, and will provide the leadership to progress this project efficiently and effectively while providing the insightful guidance necessary to harness this project's full potential.

With over 28 years of site/civil engineering experience, Glenn is well versed in leading large, multi-discipline teams. He understands the municipal and regulatory approvals required by the SEQRA process through his work with private and public projects. He has led projects ranging in size from 1.5-acre commercial developments to large 300 acre multi-use industrial/business park projects. With his understanding of the full breadth of site/civil engineering, including grading, drainage, utility design and site access, Glenn is well-equipped to guide and manage the team, providing effective communication to successfully accomplish the project scope on time and on budget.

E. KEY PERSONNEL

PRIMARY PERSONNEL

The following table highlights the MJ teams' primary personnel in each of the noted disciplines, including their name and office locations. Resumes for these key staff can be found at the end of this section.

PRIMARY PERSONNEL	ROLE/DISCIPLINE	OFFICE LOCATION	KEY CREDENTIALS
McFarland-Johnson, Inc.			
Steven Bosivert, PE	Principal-in-Charge	Pittsford, NY	<ul style="list-style-type: none"> • 38 Years of Experience • NY PE
Glenn Harvey, PE	Project Manager	Pittsford, NY	<ul style="list-style-type: none"> • 28 Years of Experience • NY PE
Adam Frosino, PE, PTOE	Traffic Impact Study	Pittsford, NY	<ul style="list-style-type: none"> • 19 Years of Experience • NY PE
Terry Heise	Utility/Rail Infrastructure and Site Plan Design	Pittsford, NY	<ul style="list-style-type: none"> • 6 Years of Experience
Georgeanna Nugent, CHMM	Environmental Analysis	Saratoga Springs, NY	<ul style="list-style-type: none"> • 24 Years of Experience • Certified Hazardous Materials Manager
Tom Wirickx (CSE, PWS, QAWB, ETSSCI)	Wetlands & Threatened & Endangered Species	Binghamton, NY	<ul style="list-style-type: none"> • 25 Years of Experience • Professional Wetland Scientist • Certified NYSDEC Endangered/Threatened Species: Scientific • Certified Senior Ecologist
Subconsultants			
Ann Morton, PhD, RPA <i>Morton Archaeological Research Services</i>	Archaeological Investigation (Project Manager)	Macedon, NY	<ul style="list-style-type: none"> • 43 Years of Experience
Tara Cruz <i>Harris Miller Miller & Hanson</i>	Noise Study (Project Manager)	New York City, NY Burlington, MA	<ul style="list-style-type: none"> • 8 Years of Experience
Tom Seider, PE <i>Atlantic Testing Laboratories</i>	Geotechnical (Project Manager)	Buffalo, NY (+ numerous other NY locations)	<ul style="list-style-type: none"> • 30 Years of Experience • NY PE

RESUMES

Resumes of the primary personnel can be found on the following pages.

Glenn Harvey, PE

Project Manager / Regional Division Director – Site/Civil

Glenn's site/civil engineering expertise includes the preparation and oversight of full land development plans including stormwater pollution and prevention plans. He is adept at presenting projects at municipal meetings to obtain required entitlements. He works closely with Clients and the design team to ensure that project goals are satisfied. Through managing several nationwide retail programs, he is familiar with managing teams to maintain project deadlines and budget requirements.

EXPERIENCE:

UNDER PREVIOUS EMPLOYMENT:

Business Park Development Plan, Chemung County, NY -- Project Engineer. Project consisted of conducting a quantitative analysis along the I86 (formerly rt.17) corridor for the best property to develop a business park in Chemung County, New York. The purpose of the plan was to assess four different parcels and determine the viability and potential usage of each property along the 1-86 corridor for business retention and expansion, based on the evaluation of several environmental factors such as access, infrastructure, wetlands, topography, zoning, etc. After assessing the four parcels, two were selected to be further studied from which a conceptual site development report and plan were prepared, including potential site locations, infrastructure needs, cost estimates, layout, zoning, SEQRA environmental assessment report was completed and successfully obtained a Negative declaration. Our scope also included a Phase I Environmental Assessment. *Project Owner: Southern Tier Economic Growth*

CVS Caremark Pharmacy Distribution Center, Chemung County, NY – Glenn served as Project Manager for this project. Detailed construction documents were prepared for the offsite utility infrastructure and offsite highway improvements for a 750,000 sq. ft. Distribution Center along Route 86 (formerly Route 17) in the Town of Chemung. Services included permitting with both New York State agencies and Pennsylvania DOT and DEP as the water and sanitary sewer services connect to the municipal systems in Pennsylvania. Since a portion of the project was funded with federal government money, detailed EDA processing and recordkeeping was required. *Project Owner: Southern Tier Economic Growth*

Schlumberger Oil Field Services Facility, Horseheads, NY – Glenn served as Project Manager and Lead Civil Engineer for this project, which involved obtaining site plan approval for the development of roughly 88 acres for a proposed Oil Field Service (OFS) Facility. The facility will contain ±400,000 sf of building space and will service Schlumberger vehicles that provide 24-hour support to natural gas drillers. The site consists of an Administration Building, Fueling Facility, Truck Wash, Maintenance Building, and Chemical Warehouse to service and stage fleet vehicles including 150 18-wheelers. Glenn worked closely with NYS DEC, Village MS4 Stormwater Officer, County Stormwater Coalition and Village Planning Board and Board of Trustees to obtain all necessary approvals. The site includes three High Density Polyethylene (HDPE) lined stormwater management facilities, hydrodynamic stormwater treatment units, spill containment devices, watertight storm sewers, work within a wetland buffer, and protection of a historic site within the project limits. *Project Owner: Schlumberger*

Saratoga Technology & Energy Park (STEP), NYSERDA, Phase I, II, III Road and Infrastructure Design, Malta, NY – Project Engineer for the preparation of concept plans for the off-site highway improvements for the required mitigation measures, final design plans for the roadway, sanitary sewer main, and preliminary drainage calculations were provided. Prepared the master utility plan and initiated the design of the Phase I roadway and utility infrastructure design to serve the first building at 107 Hermes Road. This phase consisted of new horizontal and vertical road alignment design, pump station design, landscape architecture, and roadway lighting design. Our work also included extensive coordination with the CATV, electric and gas providers. This phase required that we design and permit the overall park's stormwater management plan and infrastructure in compliance with the NYSDEC regulations. In 2008, we provided full time construction administration services for the Phase I improvements. In addition, we designed the Phase, roadway improvements (Hermes Road widening) and updated the master utility plan to be consistent with the new master plan prepared by others. In 2009, we prepared preliminary design of the Phase III loop road as well as construction contract documents for the utility corridor

extension to serve the HVCC TEC-SMART facility. Our services also included full time construction administration services for the utility extensions.

DURING CURRENT EMPLOYMENT:

Lincoln Industrial Park Mixed-Use Development - Phase II, Lincoln Avenue, Colonie, New York -- QA/QC Engineer responsible for quality review. The project is an excellent example of adaptive reuse, comprised of a portion of an approximate 82-acre parcel that is known as 950 Fifth Street, formerly occupied by the D & H Railroad Company as a rail yard. The site was abandoned by the Railroad Company for many years and most recently the site was redeveloped providing a mixed use of office and warehousing along with the associated infrastructure for the back 54-acres of land at the northern end. The project consists of a total of eight (8) Distribution Warehouses / office buildings varying in size from 20,000 SF to 100,000 SF with a total building footprint of 467,000 SF. In addition, an existing 17,000 SF historic RR building will be refurbished and repurposed as an industrial building. The project includes a new access road off Pennsylvania Road (Phase 1 development), labeled as Industrial Way to extend into the project site along with the new utility services. The parking lots consists of 470 parking spaces with 29 accessible spaces providing sufficient parking capacity to accommodate the parking required for the potential variety of proposed uses. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

25 Tibbits Avenue Industrial Development, Green Island, NY – Quality Control Manager responsible for reviewing all project deliverables before being submitted. Documents reviewed included site-civil design, traffic analysis, overall project quality control, review agency coordination, site plan approvals from the Town and construction support. The project re-developed a 11.71-acre parcel in the Village of Green Island, Albany County, New York by constructing a single 200,000 square-foot building constructed for a single tenant Industrial Warehouse Center with office space with 100 parking spaces and 8 loading docks. The project site was previously owned by Eastern Metal Recycling and was used as a scrap metal recycling facility requiring environmental remediation. McFarland Johnson was responsible for site design including grading, drainage, utilities, erosions and sediment control and New York State SEQRA approval. SEQRA approval was obtained through the Village including the development of an Environmental Assessment Report and a traffic impact study. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

Factory Town Residential Multi-Family Townhome Development Site/Civil Services, Village of Green Island, New York – QA/QC Engineer responsible for quality review. This project involves the development of 32 acres of land in the Village of Green Island. MJ is providing conceptual site plans and environmental due diligence, and 3D visualization models. Site constraints included FEMA Floodway, the Hudson River, the Mohawk River, a bald eagle's nest within the site and on-site wetlands cutting across the site. The site layout was developed to avoid impacts to environmentally sensitive features while also focusing the layout around those features to highlight them within the overall design. Amenities include a multi-use waterfront trail, a club house, pool, sport courts, community playground and water access as well as miscellaneous amenities around the site and along the trail. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

EDUCATION:

BS / Syracuse University, LC Smith College of Engineering / Civil Engineering /1996

Steven Boisvert, PE

Principal-in-Charge / Director of Civil/Facilities

Steven has 38 years of civil/site engineering experience with specific expertise in land development and NYS SEQRA regulations. He has worked with clients ranging from private developers and economic development agencies to national retailers. His site/civil expertise encompasses a wide range of projects including overseeing the design and permitting of industrial parks ranging in size from 50 acres to over 300 acres. He is also has developed a thorough understanding of the SEQRA requirements, having prepared several EIS and EAR documents leading to approvals from various city, town, state and federal agencies.

EXPERIENCE:

UNDER PREVIOUS EMPLOYMENT:

Business Park Development Plan, Chemung County, NY -- Project Manager. Project consisted of conducting a quantitative analysis along the I86 (formerly rt.17) corridor for the best property to develop a business park in Chemung County, New York. The purpose of the plan was to assess four different parcels and determine the viability and potential usage of each property along the 1-86 corridor for business retention and expansion, based on the evaluation of several environmental factors such as access, infrastructure, wetlands, topography, zoning, etc. After assessing the four parcels, two were selected to be further studied from which a conceptual site development report and plan were prepared, including potential site locations, infrastructure needs, cost estimates, layout, zoning, SEQRA environmental assessment report was completed and successfully obtained a Negative declaration. Our scope also included a Phase I Environmental Assessment. *Project Owner: Southern Tier Economic Growth*

CVS Caremark Pharmacy Distribution Center, Chemung County, NY -- While employed with another firm, Steve served as Principal-in-Charge for this project. Detailed construction documents were prepared for the offsite utility infrastructure and offsite highway improvements for a 750,000 sq. ft. Distribution Center along Route 86 (formerly Route 17) in the Town of Chemung. Services included permitting with both New York State agencies and Pennsylvania DOT and DEP as the water and sanitary sewer services connect to the municipal systems in Pennsylvania. Since a portion of the project was funded with federal government money, detailed EDA processing and recordkeeping was required. *Project Owner: Southern Tier Economic Growth*

SEQR Services, Finger Lakes Highland, Wayland, NY -- Project Manager. The IDA was the Lead Agent for this project and Mr. Boisvert assisted and advised the IDA on all matters regarding the SEQR review for a 150-acre mixed use development. The project involved NYSDEC, SHPO, USACOE, NYSDOT, US Fish & Wildlife, and both the Village and Town of Wayland. Served as an advisor to the IDA and the project Owner, both in strategizing how best to address the SEQR regulations, as well as providing technical review of all environmental documents, plans and engineering reports for the project on behalf of the Lead Agent. *Project Owner: Steuben County Industrial Development Agency*

SEQR Services, Corning Community College, Corning, NY -- Project Manager. Assisted and advised the IDA on all matters regarding the SEQR review for the Corning Community College Residential Initiative project consisting of a new on-campus building that will accommodate 310 students. Advised the IDA and the Owner both in strategizing how best to address the SEQR regulations, as well as providing technical review of all environmental documents, plans and engineering reports for the project on behalf of the IDA. Due to anticipated resistance from local residents, the SEQR scope was expanded, and as a result the SEQR Record and Findings Statement withstood a challenge in court. *Project Owner: Steuben County Industrial Development Agency*

KPV/KPY Master Plan, Greece, NY -- Project Manager. Development of a general land use plan for 530+ acres of surplus property. The primary objective was to focus on developing a land use plan that had the greatest potential for successful implementation, given the overall market conditions and the location attributes of the project area. The plan identified and highlighted the existing physical site amenities, identified constraints, evaluated options and illustrated the general land use classifications. *Project Owner: Eastman Kodak*

DURING CURRENT EMPLOYMENT:

Beacon Island Site Plan, Generic Environmental Impact Statement and Traffic Study, Albany, NY -- Project Manager / Principal This project entails obtaining site plan approval for an industrial park on 81.62 acres of land at the Beacon Island site, located at the confluence of the Normans Kill and Hudson River. The Albany Port District Commission (APDC) is proposing to develop a vacant parcel of land to expand the existing Port of Albany that will contain a maximum of 1.13 million square feet of industrial. The project involves development and approval of a Generic Environmental Impact Statement with the Town of Bethlehem as the SEQR lead agency. The GEIS includes assessment of the following: traffic and transportation including vehicular, truck, rail, public transit, pedestrian, bicycle and maritime; drainage; utility services; wetlands; visual assessment; groundwater; climate and air; historical and archeological resources; floodplains; vegetation and wildlife. The designs in progress include the roadway, a new bridge, parking and initial grading. The SEQR process has been completed and construction is ongoing. *Project Owner: Albany Port District Commission*

I-88 Corridor Property & Development Feasibility Study, Otsego County, NY -- Principal The project included conducting GIS database searches to find parcels within the I-88 corridor with adequate size to meet the requirements of the current market. A workforce analysis and marketing study was completed to confirm the type of development for the corridor. Due diligence analysis at a macro level was completed to narrow down the list of potential properties based on environmental constraints and site topography and a scoring matrix was established. Investigations such as floodplains, wetlands, zoning, access to local roads/I-88, neighborhood characteristics, archeological and utility infrastructure were reviewed on a site-by-site basis and added to the scoring matrix to further rank the list of properties. Detailed maximum development conceptual plan layouts were developed for the top two scoring sites. A preferred site was selected for a detailed field review of onsite wetlands, an archeological Phase 1 assessment and detailed conceptual grading and utility plans with two layout options: a single large distribution center building and a business park complex with varying sizes of industrial/manufacturing buildings. Coordination was completed with the County at each step in the process including presentations to the County stakeholders and the County Board. *Project Owner: Otsego County*

Schoharie Development Site Route 30A, Schoharie, NY -- Principal. The project involves the development of approximately 48 acres of vacant land along the east side of Route 30A, in the Town of Schoharie, NY. The proposed development will be comprised of a 559,000 square foot warehouse/office facility with loading dock/trailer parking area on the south side of the building, and employee parking lot on the west side of the building; as well as a 4,800 sf pad site with 12 fueling stations. Our scope included preparing an EAR and the project received a Negative Declaration approval. *Project Owner: Highbridge Development*

Strategic Real Estate Development Plan, Gerald R. Ford International Airport, Grand Rapids, MI -- QA/QC Engineer responsible for quality assurance review. Gerald R. Ford is the second busiest commercial service airport in Michigan and is comprised of approximately 3,130 acres of land with roughly 900 acres of property available for lease and development. There are specific real estate development opportunities that require or are significantly enhanced by the presence of the Airport. MJ has been tasked with identifying these aviation/real estate relationships, determining which types of development are appropriate for and desired by the Airport and developing a Strategic Real Estate Development Plan to guide and facilitate desired aviation and non-aviation real estate development. To achieve this objective, MJ will prepare a master land use and site development plan for specific parcels on or adjacent to GRR based on current regional and national market trends and conditions obtained through a real estate market analysis. The unified master land use plan and associated development concepts will provide a framework for future development, evaluate development phasing, costs and financial impacts, identify a strategic implementation action plan and include a comprehensive marketing program and tools to target potential tenants. *Project Owner: Gerald R. Ford International Airport Authority*

EDUCATION:

BS / Old Dominion University / Civil Engineering Technology / 1985
AAS / Alfred State College / Civil Engineering Technology / 1983

Adam Frosino, PE, PTOE

Traffic Impact & Circulation Analysis / Senior Project Engineer

Adam has valuable experience on projects involving highway and traffic signal design, traffic analysis studies, transportation planning and parking studies as well as a diverse array of site design projects which include design and analysis of parking fields. He is familiar with a wide array of software including Synchro Traffic with SimTraffic, HCS+, HydroCAD Stormwater Software, HY8 Culvert Design, MUTCD, and AASHTO, well-versed in local and national highway design guidelines.

EXPERIENCE:

1,000,000 SF Distribution Center Site Layout, Traffic Study and Stormwater Analysis, Schodack, NY -- Project Engineer responsible for conducting a traffic impact study and providing design of the off-site transportation and utility improvements, as well as performing QA/QC peer review for the on-site design. This project consisted of a 1-million SF Warehouse Distribution Center with 93 loading docks, parking for 300 tractor trailers and 1,250 employees, and separate employee and truck access roads to NY Route 9 in Schodack, NY. MJ is involved with site layout, grading, and drainage including a full stormwater analysis and SWPPP approval by the MS4, utility extensions and connections, traffic and site access design including a new traffic signal at the proposed entrance, and internal parking, circulation, and loading / unloading. MJ is also obtaining Town of Schodack Planning Board approval and permitting as well as preparing construction documents, and submittal of an Environmental Assessment Form (EAF). *Project Owner: Confidential Online Retailer*

278,000 SF Route 150 Distribution Center, Schodack, NY -- Project Manager responsible for project coordination. This project involved the development of a 278,000 square foot distribution center and associated site design. This project included preparation of applications and documents for the site plan and environmental review/approval process, stormwater pollution prevention plan, and final construction drawings. *Project Owner: Confidential Online Retailer*

I-88 Corridor Property & Development Feasibility Study, Otsego County, NY -- Project Manager responsible for project coordination. This project involves the due diligence and planning for a potential industrial/ commercial development site along the I-88 corridor within Otsego County. The project included conducting GIS database searches to find parcels within the I-88 corridor with adequate size to meet the requires of the current market. A workforce analysis and marketing study was completed to confirm the type of development for the corridor. Due diligence analysis at a macro level was completed to narrow down the list of potential properties based on environmental constraints and site topography and a scoring matrix was established. Investigations such as floodplains, wetlands, zoning, access to local roads/I-88, neighborhood characteristics, archeological and utility infrastructure were reviewed on a site by site basis and added to the scoring matrix to further rank the list of properties. Detailed maximum development conceptual plan layouts were developed for the top two scoring sites. A preferred site was selected for a detailed field review of onsite wetlands, an archeological Phase 1 assessment and detailed conceptual grading and utility plans with two layout options: a single large distribution center building and a business park complex with varying sizes of industrial/manufacturing buildings. Coordination was completed with the County at each step in the process including presentations to the County stakeholders and the County Board. The study was completed in 2021 and additional due diligence and generic approvals for a shovel-ready site are being pursued by the County as part of a Fast NY grant application process. *Project Owner: Otsego County*

Starbuck Island Mixed-Use Development, Village of Green Island, NY -- Project Manager responsible for coordination between all disciplines and overall project schedule, budget and deliverables. Also provided intersection design to/from Green Island Bridge Road and internal roadway design within the development site. McFarland Johnson provided civil/site engineering, an Environmental Assessment Report, SEQRA documentation, site plan and permit approvals for this mixed-use development project. A new traffic signal, a raised median, dual exit lanes, pedestrian sidewalk ramps and crosswalks were also provided. The development consists of a multi-tenant, 2-story 26,300 s.f. commercial building that will contain

office, retail and restaurant spaces with an outdoor sitting area; a 3,500 s.f. branch bank with drive thru lanes; and, four (4), four-story multi-family residential buildings containing approximately 276 residential units. A boulevard style driveway will provide access to the site from Federal Street. A guard shack will be located within the median of the boulevard prior to entering the residential portion of the site. *Project Owner: South Island Apartments, LLC*

Mixed Use Development - Phase II, Lincoln Avenue, Colonie, NY -- Project Manager responsible for client coordination, project deliverables, site-civil design, traffic analysis, overall project quality control and site plan approvals from the Town. The project is an excellent example of adaptive reuse, comprised of a portion of an approximate 82-acre parcel that is known as 950 Fifth Street, formerly occupied by the D & H Railroad Company as a rail yard. The site was abandoned by the Railroad Company for many years and most recently the site was redeveloped providing a mixed use of office and warehousing along with the associated infrastructure for the back 54-acres of land at the northern end. The project consists of a total of eight (8) Distribution Warehouses / office buildings varying in size from 20,000 square feet (SF) to 100,000 SF with a total building footprint of 467,000 SF. In addition, an existing 17,000 SF historic RR building will be refurbished and repurposed as an industrial building. The project includes a new access road off Pennsylvania Road (Phase 1 development), labeled as Industrial Way to extend into the project site along with the new utility services. The parking lots consists of 470 parking spaces with 29 accessible spaces providing sufficient parking capacity to accommodate the parking required for the potential variety of proposed uses. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

25 Tibbits Avenue Industrial Development, Green Island, NY -- Project Manager responsible for client coordination, project deliverables, site-civil design, traffic analysis, overall project quality control, review agency coordination, site plan approvals from the Town and construction support. The project re-developed a 11.71-acre parcel in the Village of Green Island, Albany County, New York by constructing a single 200,000 square-foot building constructed for a single tenant Industrial Warehouse Center with office space with 100 parking spaces and 8 loading docks. The project site was previously owned by Eastern Metal Recycling and was used as a scrap metal recycling facility requiring environmental remediation. McFarland Johnson was responsible for site design including grading, drainage, utilities, erosions and sediment control and New York State SEQRA approval. SEQRA approval was obtain through the Village including the development of an Environmental Assessment Report and a traffic impact study. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

EDUCATION:

BS / University of Connecticut / Civil Engineering / 2006

Certificate / Transportation Professional Certification Board / Professional Traffic Operations Engineer / 2017

Certificate / OSHA / Ten-Hour Construction Safety / 2008

Terry Heise, Jr.

Utility/Rail Infrastructure & Site Plan Design / Assistant Engineer

Mr. Heise has extensive experience involving roadway design, traffic analysis studies and traffic signal layouts as well as a diverse array of site design projects which include design and analysis of utilities and storm water management systems. He is familiar with a wide array of software including AutoCAD Civil 3D, MicroStation, HydroCAD Stormwater Software, Synchro Traffic with SimTraffic, and HCS+.

EXPERIENCE:

Beacon Island Site Plan, General Environmental Impact Statement and Traffic Study, Albany, NY -- Engineer responsible for traffic data Synchro analysis, traffic study preparation, and NYSDOT permit approval. This project entails obtaining site plan approval for an industrial park on 81.62 acres of land at the Beacon Island site, located at the confluence of the Normans Kill and Hudson River. The Albany Port District Commission (APDC), is proposing to develop a vacant parcel of land to expand the existing Port of Albany that will contain a maximum of 1.13 million square feet of industrial. The project involves development and approval of a Generic Environmental Impact Statement with the Town of Bethlehem as the SEQR lead agency. The GEIS includes assessment of the following: traffic and transportation including vehicular, truck, rail, public transit, pedestrian, bicycle and maritime; drainage; utility services; wetlands; visual assessment; groundwater; climate and air; historical and archeological resources; floodplains; vegetation and wildlife. The designs in progress include the roadway, a new bridge, parking and initial grading. The SEQR process has been completed and construction is ongoing. *Project Owner: Albany Port District Commission*

1,000,000 s.f. Distribution Center Site Layout, Traffic Study and Stormwater Analysis, Schodack, NY -- Engineer responsible for traffic data Synchro analysis, traffic study preparation, and NYSDOT permit approval. This project consisted of a 1-million SF Warehouse Distribution Center with 93 loading docks, parking for 300 tractor trailers and 1,250 employees, and separate employee and truck access roads to NY Route 9 in Schodack, NY. MJ is involved with site layout, grading, and drainage including a full stormwater analysis and SWPPP approval by the MS4, utility extensions and connections, traffic and site access design including a new traffic signal at the proposed entrance, and internal parking, circulation, and loading / unloading. MJ is also obtaining Town of Schodack Planning Board approval and permitting as well as preparing construction documents, and submittal of an Environmental Assessment Form (EAF). *Project Owner: Confidential Online Retailer*

278,000 s.f. Route 150 Distribution Center, Schodack, NY -- Engineer responsible for traffic data Synchro analysis, traffic study preparation, and NYSDOT permit approval, as well as on-site and off-site design to include drainage, erosion & sediment control, utility design, signalized intersection design and roadway striping. This project involved the development of a 278,000 square foot distribution center and associated site design. This project included preparation of applications and documents for the site plan and environmental review/approval process, stormwater pollution prevention plan, and final construction drawings. *Project Owner: Confidential Online Retailer*

Community-Based Outpatient Clinic Site Analysis and Traffic Study, Rochester VA Medical Center, Henrietta, NY -- Engineer responsible for Synchro analysis and report preparation including offsite design of traffic signals and roadway striping. The project includes a new 94,000 sf outpatient medical facility on a 15.49-acre site. MJ provided site development plans that will improve function and accessibility, as well as enhance the overall patient and visitor experience as well as offsite roadway improvements design including significant modifications to an existing signal to accommodate the main site entrance. MJ's site design plans encompass parking; accessibility; vehicular circulation; pedestrian circulation and access to proposed outdoor amenities such as pavilions and healing gardens. MJ's plans will also address physical security needs; stormwater design; site grading; site lighting; location of buildings and equipment; pavements, walks and curbs; and all utilities (water, sanitary, gas and electric). *Project Owner: United States Department of Veterans Affairs*

Mixed Use Development - Phase II, Lincoln Avenue, Colonie, NY -- Engineer responsible for site design and plan preparation including drainage, erosion & sediment control, and utility design. The project is an excellent example of adaptive reuse, comprised of a portion of an approximate 82-acre parcel that is known as 950 Fifth Street, formerly occupied by the D & H Railroad Company as a rail yard. The site was abandoned by the Railroad Company for many years and most recently the site was redeveloped providing a mixed use of office and warehousing along with the associated infrastructure for the back 54-acres of land at the northern end. The project consists of a total of eight (8) Distribution Warehouses / office buildings varying in size from 20,000 square feet (SF) to 100,000 SF with a total building footprint of 467,000 SF. In addition, an existing 17,000 SF historic RR building will be refurbished and repurposed as an industrial building. The project includes a new access road off Pennsylvania Road (Phase 1 development), labeled as Industrial Way to extend into the project site along with the new utility services. The parking lots consists of 470 parking spaces with 29 accessible spaces providing sufficient parking capacity to accommodate the parking required for the potential variety of proposed uses. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

Development Site Route 30A, Schoharie, NY -- Engineer responsible for traffic data Synchro analysis, traffic study preparation, and design and NYSDOT approval of offsite improvements including traffic signals and roadway striping. The project involves the development of approximately 48 acres of vacant land along the east side of Route 30A, in the Town of Schoharie, NY. The proposed development will be comprised of a 559,000 square foot warehouse/office facility with loading dock/trailer parking area on the south side of the building, and employee parking lot on the west side of the building; as well as a 4,800 square foot pad site with 12 fueling stations. *Project Owner: Highbridge Development*

25 Tibbits Avenue Industrial Development, Green Island, NY – Engineer responsible for miscellaneous AutoCAD and GIS support. The project re-developed a 11.71-acre parcel in the Village of Green Island, Albany County, New York by constructing a single 200,000 square-foot building constructed for a single tenant Industrial Warehouse Center with office space with 100 parking spaces and 8 loading docks. The project site was previously owned by Eastern Metal Recycling and was used as a scrap metal recycling facility requiring environmental remediation. McFarland Johnson was responsible for site design including grading, drainage, utilities, erosions and sediment control and New York State SEQRA approval. SEQRA approval was obtain through the Village including the development of an Environmental Assessment Report and a traffic impact study. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

EDUCATION:

Coursework / Rochester Institute of Technology / Civil Engineering Technology / 2016
AAS / Monroe Community College / Construction Technology /

Georgie Nugent, CHMM

Environmental Analysis / Environmental Division Director

Georgie has many years of experience as an environmental professional and a project manager primarily working on municipal, public, and transportation projects. She has a thorough understanding of state and federal regulations, including the New York State Environmental Quality Review Act (SEQR), the National Environmental Policy Act (NEPA), the National Historic Preservation Act (NHPA), Section 404 of the Clean Water Act (CWA), and Section 4(f) of the USDOT Act. She is also a Certified Hazardous Materials Manager (CHMM) with extensive knowledge and experience with the Resource Conservation and Recovery Act (RCRA) and the Comprehensive Environmental Response, Compensation and Liability Act (CERCLA). In addition, she has regulatory, fiduciary, and governance oversight experience serving as an appointed board member for two New York State authority boards.

EXPERIENCE:

PFAS Investigation, Reporting and Remediation, Nantucket Memorial Airport, Nantucket, MA -- Project Manager responsible for the overall management and public outreach tasks associated with the assessment and mitigation of PFAS on and off airport property, including investigation and mitigation measures necessary to rectify the historic release of Aqueous Film Forming Foam (AFFF) containing per-and polyfluoroalkyl substances (PFAS) into the soil, drinking water, and groundwater. MJ managed all aspects of this project, including the investigation and remediation efforts both on and off the airport property. The project included the investigation and mitigation measures necessary to rectify the historic release of Aqueous Film Forming Foam (AFFF) containing per-and polyfluoroalkyl substances (PFAS) into the soil and groundwater on airport property. The releases occurred as part of the FAA-required fire suppression testing and training as well as emergency responses. MJ's professionals quickly developed a plan of action that was customized for the airport based upon the location and volume of the PFAS release areas, direction of groundwater flows and location of potential receptors. *Project Owner: Nantucket Airport Commission*

Environmental Assessment and Impact Report, Nantucket Memorial Airport, Nantucket, MA -- Regional Division Director responsible for the QA/QC of the Environmental Notification Forms (ENFs) for projects listed on the CIP. MJ is preparing an Environmental Assessment under the National Environmental Policy Act (NEPA) and an Environmental Impact Report under the Massachusetts Environmental Policy Acts (MEPA) for projects on the airport's Capital Improvement Plan. The projects include new taxiways, aprons, and buildings. There will be extensive work with Priority Habitat for various rare plant and invertebrate species. The work also involves a sole source aquifer and coastal resource areas. Mitigation measures are being investigated, including habitat management, off-site measures, and in-lieu fee payments. *Project Owner: Nantucket Airport Commission*

Runway 5-23 Dewatering and Soil Removal Permits, Morristown Municipal Airport, Morristown, NJ -- Senior Environmental Analyst responsible for the permitting of groundwater discharges for responsible for the ongoing permitting of groundwater discharges and soil disposal for multiple phases of ongoing construction projects. Permits were required for the collection and treatment of groundwater resulting from major culvert installations. *Project Owner: Town of Morristown*

EDUCATION:

MS / Colorado School of Mines / Environmental Science and Engineering / 1999

BS / SUNY Plattsburgh / Environmental Science and Geology / 1998

Certificate / Certified Hazardous Materials Manager (CHMM) / 2011

Thomas Wirickx, CSE, PWS, QAWB, ETSSCI

Wetlands, Threatened & Endangered Species / Senior Environmental Scientist

Thomas is experienced in a wide range of environmental work, including wildlife hazard assessment and management plans, environmental and ecological assessments, environmental impact statements, NEPA and SEQR compliance, wetland delineations, rare and endangered species surveys, and environmental permitting, as well as stream and wetland mitigation planning, design and monitoring. He is certified as a Professional Wetland Scientist by the Society of Wetland Professionals and is a Certified Senior Ecologist through the Ecological Society of America. In addition, Tom is one of a limited number of FAA recognized Qualified Airport Wildlife Biologists in the U.S.

EXPERIENCE:

Community-Based Outpatient Clinic Site Analysis and Traffic Study, Rochester VA Medical Center, Henrietta, NY -- Senior Environmental Analyst responsible for evaluating and managing the ecological and environmental impacts of the project, including providing for threatened and endangered species, biological assessments, and wetland delineation and permitting services. The project includes a new 94,000 sf outpatient medical facility on a 15.49-acre site. MJ provided site development plans that will improve function and accessibility, as well as enhance the overall patient and visitor experience as well as offsite roadway improvements design including significant modifications to an existing signal to accommodate the main site entrance. MJ's site design plans encompass parking; accessibility; vehicular circulation; pedestrian circulation and access to proposed outdoor amenities such as pavilions and healing gardens. MJ's plans will also address physical security needs; stormwater design; site grading; site lighting; location of buildings and equipment; pavements, walks and curbs; and all utilities (water, sanitary, gas and electric). *Project Owner: United States Department of Veterans Affairs*

Beacon Island Site Plan, General Environmental Impact Statement and Traffic Study, Albany, NY -- Senior Environmental Analyst responsible for wetland delineation, evaluating the potential ecological and environmental impacts of the project, and lead author of the SEQR Draft Environmental Impact Statement. This project entails obtaining site plan approval for an industrial park on 81.62 acres of land at the Beacon Island site, located at the confluence of the Normans Kill and Hudson River. The Albany Port District Commission (APDC), is proposing to develop a vacant parcel of land to expand the existing Port of Albany that will contain a maximum of 1.13 million square feet of industrial. The project involves development and approval of a Generic Environmental Impact Statement with the Town of Bethlehem as the SEQR lead agency. The GEIS includes assessment of the following: traffic and transportation including vehicular, truck, rail, public transit, pedestrian, bicycle and maritime; drainage; utility services; wetlands; visual assessment; groundwater; climate and air; historical and archeological resources; floodplains; vegetation and wildlife. The designs in progress include the roadway, a new bridge, parking and initial grading. The SEQR process has been completed and construction is ongoing. *Project Owner: Albany Port District Commission*

Energy Wetland Delineation, Upstate, NY -- Senior Environmental Scientist responsible for wetland and waterway delineations for seven potential solar array locations in northern New York. Since 2021, MJ has been completing NYSDEC state and federal wetland delineations, jurisdictional determinations, and wildlife habitat assessments for multiple sites across New York State prior to the development of the properties for solar development. The wetlands are delineated in accordance with United States Army Corps of Engineers (USACE) requirements, including the 1987 Corps of Engineers Wetland Delineation Manual (1987 USACE Manual) and Regional Supplement to the Corps of Engineers Wetland Delineation Manual: Northcentral and Northeast Region (Regional Supplement), dated January 2012. In the vicinity of those areas where NYSDEC Freshwater Wetlands are mapped, the 1995 New York State Freshwater Wetlands Delineation Manual (1995 NYSDEC Manual) is consulted. MJ prepares formal Wetlands and Surface Waters Delineation Reports for each of the sites. In addition, MJ completes an Ecological Community and Habitat Assessment and Report that documents the dominant communities and habitats in the project areas. *Project Owner: RIC Development, LLC*

Starbuck Island Mixed-Use Development, Village of Green Island, NY -- Senior Environmental Analyst responsible for establishing regulatory limits of the Hudson River in the vicinity of the project, providing threatened and endangered species biological assessments, regulatory agency coordination and permitting services. McFarland Johnson provided civil/site engineering, an Environmental Assessment Report, SEQRA documentation, site plan and permit approvals for this mixed-use development project. A new traffic signal, a raised median, dual exit lanes, pedestrian sidewalk ramps and crosswalks were also provided. The development consists of a multi-tenant, 2-story 26,300 s.f. commercial building that will contain office, retail and restaurant spaces with an outdoor sitting area; a 3,500 s.f. branch bank with drive thru lanes; and, four (4), four-story multi-family residential buildings containing approximately 276 residential units. A boulevard style driveway will provide access to the site from Federal Street. A guard shack will be located within the median of the boulevard prior to entering the residential portion of the site. *Project Owner: Peter Luizzi & Bros. Contracting, Inc.*

Obstruction Removal Environmental Assessment, Watertown International Airport, Watertown, NY -- Senior Environmental Analyst responsible for ecological inventory, stream and wetland delineations, threatened and endangered species screenings, regulatory environmental review, regulatory agency consultation and coordination, and report preparation. This project involved the assessment of acquisition of land and easements, enhancement of existing easements, and tree obstruction removal to address penetrations of airspace of Runways 7-25 and 10-28. The EA included extensive wetland delineations within 52 acres of tree obstruction removal areas. MJ assisted the client by acting as liaison and project coordinator with FAA, landowners, and other stakeholders. Coordination and meetings with affected landowners early in the process was crucial. Close coordination with the client was important to meet the needs of the airport and fine tune the proposed acquisition. Areas of concern addressed in the EA included: cultural resources; wetlands; farmland; impacts to threatened and endangered species and social and economic impacts of land acquisitions. *Project Owner: Jefferson County*

EDUCATION:

BS / SUNY College of Environmental Science and Forestry / Environmental and Forest Biology / 1998
AAS / SUNY Morrisville College of Agriculture and Technology / Natural Resources Conservation / 1996
Coursework / Embry-Riddle Aeronautical University / Airport Wildlife Hazard Management Course / 2009

CERTIFICATES:

Federal Aviation Administration / Qualified Airport Wildlife Biologist / 2009
Society of Wetland Scientists / Professional Wetland Scientist (2501) / 2019
Ecological Society of America / Certified Senior Ecologist / 2016
Churchill Environmental / OSHA 8 Hour Hazardous Waste Operations & Emergency Response / 2016
Bird Strike Committee USA / Identifying & Reducing Hazards to Aviation by Wildlife / 2018
New York State DEC / Endangered/Threatened Species: Scientific (License #652) / 2023

SPECIALIZED TRAINING:

New York State Wetlands Forum / USACE NE/NC Regional Supplement Wetland Delineation Training / 2010
U.S. Fish and Wildlife Services / Developing Biological Assessments / 2007
American Association of Airport Executives / Airport Wildlife Trainer's Course / 2010

Ann Morton, Ph.D., RPA

Owner and Principal



Owner and principal investigator Ann Morton established Morton Archaeological Research Services (MARS) in 1996, is a full-service Cultural Resource Management firm. Ann Morton has over thirty years experience in archaeological investigations for local, State and Federal regulatory compliance, and in the excavation, documentation and evaluation of precontact and historic period Native and colonial archaeological sites.

Morton is an adjunct lecturer at Finger Lakes Community College in Canandaigua, New York, and has been teaching physical anthropology, cultural anthropology and archaeology to undergraduates every semester since 2000. She is active in promoting and preserving the archaeology of New York State and is an officer of the New York Archaeological Council and the New York State Archaeological Association.

EDUCATION

- Ph.D. Archaeology, University of Edinburgh, Scotland, UK , 1990
- BA Anthropology, Drew University, Madison, NJ, 1981

PROFESSIONAL CERTIFICATIONS

- Register of Professional Archaeologists (RPA)
- NYS Women Business Enterprise (WBE)

AFFILIATIONS

- New York Archaeological Council, Officer
- New York State Archaeological Association, State Officer
- Adjunct Lecturer, Anthropology, Finger Lakes Community College, (2000 - Present)

Experience

Transportation Corridor—Planning and Environmental Linkages (PEL) Study for the area of the New York State (NYS) Thruway (I-90/I-790) Interchange (Exit 31) at N. Genesee Street (NYS Route 921 C), City of Utica, Oneida County, New York Archaeological Consultant. Developed the archaeological and historical background for the City of Utica corridor that included the Erie Canal and the original 18th century fort. Identified areas of sensitivity to guide future development.

NYS OGS 45525: Adirondack Rail Trail: Cultural Interpretation, Remsen-Lake Placid Travel Corridor, Herkimer, Hamilton, St. Lawrence, Franklin and Essex Counties,

Archaeological Consultant. Lead a team of stakeholders and consultants to develop a design plan for a 34-mile trail and outdoor museum/interpretive center between Tupper Lake and Lake Placid. Provided historical overview to gain SHPO approvals

Rome Waterfront Village Public Infrastructure Planning, Design & Permitting, City of Rome, Oneida County, New York for the City of Rome, Archaeological Consultant. Developed the historical background for the City of Rome including the potential to re-water a segment of the Original Erie Canal. Identified areas of sensitivity to guide development planning.

West Dominick Street Art Plaza, City of Rome, Oneida County

Archaeological Consultant. Provided the historical research and helped to develop an innovative “art walk” to showcase the Oneida “Great Carry” as part of a NYSEFC GIGP (Green Innovation Grant Program) for the City of Rome.

Proposed Bath Wastewater Treatment Plant Improvements Project, 144 East Morris Street, Bath, Steuben County, New York

Archaeological Consultant. Conducted archaeological background surveys and field investigations for proposed upgrades. Continue to consult as project evolves.



Tara E. Cruz

Senior Managing Consultant

Experience

2019-Present, HMMH

2016-2019, Paul Carpenter Associates, Inc.

2015-2016, TRC Environmental Corporation

Education

Bachelor of Science in Meteorology,
Millersville University of Pennsylvania,
Millersville, PA, 2015

Training

Federal Transit Noise and Vibration Impact
Assessment, National Transit Institute, 2019

FHWA TNM2.5 Noise Analysis Training,
Bowlby & Associates, Inc., 2016

Tara is a Senior Managing Consultant at HMMH with over eight years of experience managing and conducting noise and vibration assessments for a wide range of projects across the country. Much of her experience is related to highway and rail/transit transportation projects. However, Tara also provides her expertise on noise and vibration issues for construction and commercial/industrial projects. She specializes in performing noise and vibration monitoring, developing noise prediction models, and performing noise and vibration impact assessments. She is an experienced user of sound propagation software models, including Federal Highway Administration's Traffic Noise Model (TNM), SoundPLAN GmbH, and noise prediction procedures and methods within the Federal Transit Administration's Noise and Vibration Impact Assessment manual.

Representative Work Experience

Highway Projects

- New York State Department of Transportation, I-81 Viaduct – Phase 1, Contract 2, Syracuse, NY (2023-Present), *Project Manager*
- New York State Department of Transportation, Route 347, Hallock Road to CR97, Stony Brook/East Setauket/Lake Grove, NY (2022-Present), *Assistant Project Manager, TNM noise modeling, noise analysis, barrier design, and reporting*
- New York State Department of Transportation, Long Island Expressway (I-495) EB Auxiliary Lane Noise Analysis and Final Design, Queens, NY (2020-2021), *Noise measurements, TNM noise modeling, noise impact analysis, barrier design, and reporting*
- New York Department of Transportation, Route 5 Corridor Improvements, Amsterdam, NY (2020), *Assistant Project Manager, Noise measurements, TNM noise modeling, noise analysis, and reporting*

Rail/Transit Projects

- Massachusetts Bay Transportation Authority, Ashmont Branch Track Replacement Project, Boston, MA (2023), *Project Manager*
- Massachusetts Bay Transportation Authority, North Station Draw 1 Bridge Replacement, Boston, MA (2023), *Noise analysis, vibration analysis*
- Massachusetts Bay Transportation Authority, Orange Line Southwest Corridor Modernization, Boston, MA (2023), *Project Manager*
- Massachusetts Department of Transportation, Massachusetts Grade Crossing Action Plan, Statewide (2021-2022), *Data analysis and reporting*
- Metropolitan Transportation Authority, Penn Station Expansion, New Jersey and Manhattan, NY (2021-Present), *Noise and vibration measurements, transit noise and vibration analysis, construction noise and vibration analysis, and reporting*
- Amtrak, East River Tunnels Rehabilitation Project, Queens and Manhattan, NY (2019-Present), *Noise and vibration measurements, construction noise and vibration analysis, reporting*
- Port Authority of New York and New Jersey, LaGuardia Air Train Project, Queens, NY (2019-2022), *Noise and vibration measurements, transit noise and vibration analysis, construction noise and vibration analysis, and reporting*

Tara E. Cruz, Senior Managing Consultant

Federal Programs

- NASA, Community Response Testing for the X-59 Quiet Supersonic Technology Aircraft, Planning Stage (2021-Present), *Task Manager-Meteorological Data Systems*

Construction, Industrial, and Commercial Noise

- New York City Department of City Planning, 138-23 Queens Boulevard Rezoning EAS, Queens, NY (2024-ongoing), *Assistant Project Manager*
- New York City Department of City Planning, Midtown South Mixed-Use Study, New York, NY (2023-Present), *Assistant Project Manager*
- New York City Department of City Planning, Atlantic Avenue Mixed-Used Plan, Brooklyn, NY (2023-Present), *Assistant Project Manager*
- Mount Hermon Company, East Estates at Mount Hermon Sound Study, Chesterfield County, VA (2024), *TNM noise modeling, noise analysis*
- City of Ontario (CA), The Ontario Regional Sports Complex EIR, Ontario, CA (2023-2024), *SoundPLAN modeling, construction noise and vibration analysis*
- Griffiss International Airport, Airport Business Park Development, Rome, NY (2023-Present), *Project Manager*
- Main Street Homes, Old Otterdale Road Sound Study, Chesterfield County, VA (2023), *TNM noise modeling, noise analysis, noise barrier design*
- New York Department of Design and Construction, Rodman's Neck Firearms and Tactics Facility Upgrades, Bronx, NY (2023-Present), *Project Manager*
- Boyd Corporation, Rivermont Commercial Noise Analysis, Chester, VA (2023), *TNM noise modeling, noise analysis, noise barrier design*
- Massachusetts Water Resources Authority, Section 53 and 99 Improvements, Malden, MA (2023), *Construction noise and vibration analysis*
- Noise Measurements and Analysis for Community Noise, Private Client, Ossining, NY, (2021-2022) *Noise measurements, Noise analysis*
- City of Mountain Home, Lake Norfolk Water Intake Project, Mountain Home, AR (2021), *Noise modeling, reporting*
- J.F. White Contracting Company, Acceler-8 I-90 Bridge Replacements Project, Southborough and Westborough, MA (2020), *Construction noise and vibration analysis, noise control plan*
- Port of Portland, Hillsboro Airport 13R-13L Runway Safety Area Improvements, Hillsboro Airport, OR (2020), *Construction noise impact analysis and reporting*
- Mercer County, Trenton-Mercer Airport New Terminal EA, Ewing, NJ (2020), *Construction noise and vibration impact analysis, reporting*
- United Illuminating Company, Old Town Substation Rebuild Project, Bridgeport, CT (2019), *Noise monitoring, noise impact analysis, reporting*



WBE certified company



OFFICE

Buffalo, NY

EXPERIENCE

30 Years

EDUCATION

BS, Civil Engineering Tech.
Rochester Institute of Technology
Rochester, NY

AAS, Const. Engineering Tech.
SUNY Alfred
Alfred, NY

LICENSE

Professional Engineer
New York #079104

Professional Engineer
Pennsylvania #053503

THOMAS R. SEIDER, PE

Senior Engineer

Thomas is a Senior Engineer at Atlantic Testing Laboratories, Limited (ATL) and has experience in geotechnical and civil engineering projects.

RESPONSIBILITIES

- Planning and supervision of subsurface explorations and providing geotechnical design and construction recommendations for buildings, bridges, tanks, underground utilities, transmission line towers, and other structures.
- Civil works construction monitoring, field quality assurance testing and geotechnical laboratory testing.
- Remedial investigations, construction oversight and management, landfill design, and slope stability projects.

PROJECT EXPERIENCE

- Heritage Discovery Center
Buffalo, NY
- Pioneer Camp & Retreat Center Beach Access Ramp
Evans, NY
- Amherst State Park Timber Boardwalk & Bridge
Amherst, NY
- Stoney Brook State Park Water Storage Tanks
Dansville, NY
- Science Building Addition & Renovation, SUNY Buffalo State University
Buffalo, NY
- 4th Street Parking Garage, Health Now Headquarters
Buffalo, NY
- Empire State Transmission Line Pole Structures, NEXTRA
Royalton, NY
- Bridge Replacement over Pine Creek, Kheops AES
Orange, NY
- Bridge Replacement over Elton Creek, Popli Design
Farmersville, NY
- Feed More WNY Facility, Trautman Associates
Hamburg, NY
- Prospect Street Slope Stability Evaluation, Town of Perrysburg
Perrysburg, NY
- Goodrich Road Improvements, CPL
Clarence, NY
- John R. Oishei Children's Hospital, Kaleida Health
Buffalo, NY
- Replacement of 2 Box Culverts, Foit-Albert
Lancaster, NY
- Women & Children's Hosp. Buffalo Niagara Medical Campus, Kaleida
Buffalo, NY
- Connecticut Street Academic Building, D'Youville College
Buffalo, NY
- Buffalo Niagara Medical Campus Gates Vascular Institute, Kaleida
Buffalo, NY

SECTION F.

COST AND BUDGET



Based upon our experience and keeping the end goal in mind, our scope and associated fee is the minimum practical amount needed to best serve the IDA while accomplishing the goal of achieving a Negative Declaration. **As mentioned previously, should FAST-NY funding be sought, our Team includes three WBE firms and we anticipate a total of roughly 31% participation from these firms.**

The MJ Team proposes a total lump sum fee, broken down as follows:

TASK	LUMP SUM FEE
Study Area	\$9,300
Phase 1 ESA	\$6,500
Concept Master Plan	\$8,500
Rail & Traffic Study	\$11,500
Noise Study	\$18,000
Wetland Investigation	\$12,500
Threatened & Endangered Species	\$1,000
Archaeological	\$5,200
Geotechnical	\$22,300
Utility Analysis	\$3,500
Stormwater	\$5,500
Soil Remediation Review	\$5,000
Prepare Draft Gear & Review Process	\$28,200
Prepare Final Gear	\$6,300
Expenses	\$2,500
TOTAL LUMP SUM FEE	\$145,800

SECTION G.

REFERENCES



Our current clients are the best testament to our success in delivering quality projects. The below client contacts can attest to the quality of MJ's work on projects similar in nature to this industrial site analysis project. Please feel free to contact them.

M J REFERENCES

Megan Daly
Chief Commerce Officer

Albany Port District Commission
106 Smith Boulevard
Albany, NY 12202
P: 518-463-8763
E: mdaly@portofalbany.us

Peter Luizzi
President

Peter Luizzi & Bros. Contracting, Inc.
49 Railroad Avenue
Albany, NY 12205
P: 518-482-8954
E: pluizzi@luizzibros.com

Chuck Pafundi
Owner

Reliable Development Consulting
160 Haas Road
Schuylerville, NY, 12871
P: 518-605-5711
E: chuckpafundijr@gmail.com



PORT OF ALBANY SITE DEVELOPMENT: *“Our team at the Port of Albany has worked with McFarland Johnson, led by Steve Boisvert, quite successfully for approximately four years. The Port team has the highest accolades for McFarland Johnson’s expertise, professionalism, work product and partnership. We have high recommendations for this team, and strong confidence in them. McFarland Johnson’s recent collaboration with [the project Architect] on the Port’s expansion and offshore wind tower manufacturing facility project has been a great match with an innovative, high-energy and quick paced team. We are happy to be working together on this exciting project.”*

- Megan Daly, Chief Commerce Officer, Port of Albany



An aerial photograph of a rural landscape, featuring a mix of agricultural fields, wooded areas, and some residential or industrial buildings. A semi-transparent white rectangular overlay is positioned in the upper half of the image, containing the word "APPENDIX" in a bold, dark, sans-serif font. The background image is slightly faded and has a dark teal tint, particularly in the lower half.

APPENDIX

CERTIFICATE OF NON-COLLUSION

Project Name: New York State Route 54 Industrial Site Analysis

Date: 8/28/2024

To: Steuben County IDA

Address: 7234 State Route 54, P.O. Box 393, Bath, NY 14810

From:

McFarland-Johnson, Inc.

15 Fishers Road

Pittsford, NY 14534

Declaration of Non-Collusion

I, the undersigned, hereby certify and declare, on behalf of **McFarland-Johnson, Inc.** that:

1. **No Collusion:**

This bid or proposal is genuine and is not made in the interest of, or on behalf of, any undisclosed person, firm, or corporation. There has been no collusion, consultation, communication, or agreement with any other bidder or competitor with respect to the terms of this bid/proposal or regarding price fixing, bid-rigging, or market allocation.

2. **Independent Submission:**

This **New York State Route 54 Industrial Site Analysis** bid/proposal has been independently developed and submitted without any understanding, agreement, or connection with any other entity submitting a bid or proposal for the same project.

3. **No Disclosure:**

No attempt has been made or will be made to induce any other person or entity to refrain from submitting a bid/proposal, nor to influence the content of another bid/proposal. Further, no confidential or competitive information has been disclosed to any other party with respect to the preparation of this bid/proposal.

4. **Compliance with Laws:**

The undersigned acknowledges full compliance with all applicable laws, rules, and regulations relating to collusion, anti-competitive behavior, and business practices.

5. **No Conflict of Interest:**

The undersigned affirms that neither they nor their company is engaged in any activity or relationship that could create a conflict of interest, or that would compromise the fairness of the bidding or proposal process.

6. **True and Accurate Information:**

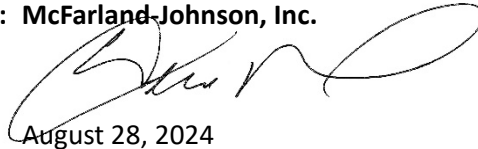
All statements contained in this Certificate of Non-Collusion are true, complete, and accurate to the best of my knowledge, information, and belief.

Acknowledgment and Signature

By signing below, I certify that I have read and understood the above statements and that this bid/proposal is submitted in compliance with the Certificate of Non-Collusion.

Name: Steven M. Boisvert, PE
Title: Director of Civil/Facilities
Company/Organization Name: McFarland-Johnson, Inc.

Signature:



August 28, 2024

Date:

This Certificate of Non-Collusion ensures that the bidding or proposal process is conducted fairly and without improper influence or anti-competitive behavior.



Competitiveness Project

The objective is to provide policy recommendations to the legislature and Governor that address New York's competitiveness, with the goal of making New York more affordable, reversing outmigration, and supporting economic growth and opportunity.

We have hired an economist (Ted Abernathy of Economic Leadership) to put together the data and assemble recommendations, with significant input from stakeholders, partner organizations (chambers, IDAs, trade associations) and selected investors.

The content will focus on current and future competitiveness and will cover job creation, innovation, research and development, education, entrepreneurial activity, business climate, infrastructure, exports, regulatory environment, energy, and other areas we identify.

Economic Leadership will produce a competitive analysis of New York which will include a deep dive assessment of the workforce issues facing the state, a national scan of best practices that could be appropriate for use in the state, and a strategic action agenda to improve the state's competitiveness and diversify the economy.

The project will include a review of existing state plans, reports, and existing and newly developed statistical data. It will also include an electronic survey of members and the members of partner organizations, to determine priorities for actions and areas of concern, and in-person and/or virtual interviews with CEO level stakeholders, partner organizations, and selected investors and focus groups to discuss the State's competitiveness.

Output will include:

- An extensive slide deck of recent economic performance and state-to-state comparisons. The content will focus on current and future competitiveness and will cover job creation, innovation, research and development, education, entrepreneurial activity, business climate, infrastructure, exports, FDI and other areas of interest.
- A "trends" section of the final report to frame New York's competitiveness in the coming years, including an assessment of the impacts of industry trends in those industries most important to the state's economy.
- A detailed workforce and industry assessment.
- A best practice report to choices.
- Policy and Program recommendations to improve economic activity and the business climate in New York State.

Economic Leadership will compile all the information and work with staff and convert everything into a document that summarizes the current situation, and the actions needed for improved competitiveness. Economic Leadership will deliver a final presentation at an event of the Client's choosing, anticipated to be in late-January 2025.

The initial cost of the project is approximately \$100,000; additional costs for production and marketing of the final recommendations may be incurred as well. The Public Policy Institute (PPI), a 501(c)(3) entity affiliated with the Business Council of NYS, Inc. will manage the contract and payments. PPI is a research and educational organization whose purpose is to formulate and promote public policies that will restore New York's economic competitiveness. PPI is a non-partisan organization.

All donations to PPI are tax deductible to the extent permissible by law. If you are interested in supporting the Competitiveness Report, checks can be made payable to The Public Policy Institute of NYS, Inc. and mailed, c/o The Business Council, 12 Corporate Woods Blvd., Ste 17, Albany, NY 12211.

FINAL RESOLUTION
(J.A. Palmer LLC Project)

A regular meeting of the Steuben County Industrial Development Agency was convened on Thursday, October 24, 2024.

The following resolution was duly offered and seconded, to wit:

Resolution No. 10/2024 - ____

RESOLUTION OF THE STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD WITH RESPECT TO THE J.A. PALMER LLC PROJECT ON OCTOBER 23, 2024; (ii) AUTHORIZING FINANCIAL ASSISTANCE (AS MORE FULLY DESCRIBED BELOW) FOR THE BENEFIT OF J.A. PALMER LLC; (iii) MAKING A DETERMINATION WITH RESPECT TO ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW AND 6 N.Y.C.R.R. PART 617; AND (iv) AUTHORIZING THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT, MORTGAGE AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

WHEREAS, by Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 178 of the Laws of 1972 of the State of New York, as amended (hereinafter collectively called the "Act"), the **STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY** (the "Agency") was created with the authority and power to own, lease and sell property for the purpose of, among other things, acquiring, constructing and equipping industrial, manufacturing and commercial facilities as authorized by the Act; and

WHEREAS, **J.A. PALMER LLC**, for itself and/or on behalf of an entity or entities formed or to be formed (collectively, the "Company"), has submitted an application to the Agency requesting the Agency's assistance with a certain project (the "Project") consisting of: (i) the acquisition by the Agency of a leasehold interest in certain real property located at 6-8 N. Main Street, 10 N. Main Street, and 12 N. Main Street, each in the Village of Wayland, Steuben County, New York (the "Land"; being more particularly identified as tax parcel Nos. 003.17-02-040.000, 003.17-02-039.000 and 003.17-02.012.000, respectively) and the existing improvements located thereon consisting principally of three (3) abandoned buildings (the "Existing Improvements"), (ii) the planning, design, internal demolition, reconstruction and renovation of the Existing Improvements to establish a commercial mixed use facility comprised of approximately eight (8) residential apartments on the second floor and three (3) commercial units on the first floor, along with related renovations to façade, roof, common spaces, mechanical and electrical upgrades, utility and site improvements, parking, curbage, access and egress improvements, signage, sidewalks, landscaping and other improvements (collectively, the "Improvements"); and (iii) the acquisition and installation in and around the Land, the Existing

Improvements and Improvements by the Company of certain items of machinery, equipment, and other tangible personal property and equipment (the "Equipment"; and, collectively with the Land, the Existing Improvements and the Improvements, the "Facility"); and

WHEREAS, by resolution adopted by the Agency on September 26, 2024 (the "Inducement Resolution"), the Agency accepted the Application as submitted by the Company and, among other things, (i) described the Financial Assistance (as defined below) being contemplated by the Agency and (ii) authorized the Agency to hold a public hearing regarding the contemplated Financial Assistance; and

WHEREAS, pursuant to Section 859-a of the Act, on Wednesday, October 23, 2024, at 11:00 a.m., the Agency held a public hearing with respect to the Project and the proposed Financial Assistance being contemplated by the Agency (the "Public Hearing") whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views. A copy of the Notice of Public Hearing published and forwarded to the affected taxing jurisdictions at least ten (10) days prior to said Public Hearing are attached hereto as Exhibit A; and

WHEREAS, pursuant to the New York State Environmental Quality Review Act, Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto at 6 N.Y.C.R.R. Part 617, as amended (collectively referred to as "SEQRA"), the Agency must satisfy the applicable requirements set forth in SEQRA, as necessary, prior to making a final determination whether to undertake the Project; and

WHEREAS, the Agency desires to adopt a resolution (i) acknowledging that the Public Hearing was held in compliance with the Act, (ii) authorizing the negotiation, execution and delivery by the Agency of a Project Agreement, Lease Agreement, Leaseback Agreement, Tax Agreement and related documents, and (iii) authorizing the Financial Assistance to the Company.

NOW, THEREFORE, BE IT RESOLVED BY THE STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The Public Hearing held by the Agency Wednesday, October 23, 2024, at 11:00 a.m., concerning the Project and the Financial Assistance was duly held in accordance with the Act, including but not limited to the giving of at least ten (10) days published notice of the Public Hearing (such notice also provided to the Chief Executive Officer of each affected tax jurisdiction), affording interested parties a reasonable opportunity, both orally and in writing, to present their views with respect to the Project.

Section 2. Based upon the representations made by the Company to the Agency in the Application, the Agency hereby finds and determines that the Project constitutes a "Type II Action" (as such term is defined in SEQRA); therefore, no further action is required under SEQRA.

Section 3. The Agency is hereby authorized to provide to the Company financial assistance in the form of (a) a sales and use tax exemption for purchases and rentals related to the acquisition, construction, reconstruction, renovation and equipping of the Project, (b) a mortgage recording tax exemption in connection with the financing of the Project, and (c) a partial real property tax abatement structured through the Tax Agreement (collectively, the "Financial Assistance").

Section 4. Based upon the representation and warranties made by the Company in the Application, the Agency hereby authorizes and approves the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount up to approximately **\$800,000.00**, which result in New York State and local sales and use tax exemption benefits ("Sales and Use Tax Exemption Benefits") not to exceed **\$64,000.00**. The Agency agrees to consider any requests by the Company for increase to the amount of Sales and Use Tax Exemption Benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services, and, to the extent required, the Agency authorizes and conducts any supplemental public hearing(s).

Section 5. Pursuant to Section 875(3) of the Act, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any Sales and Use Tax Exemption Benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the Sales and Use Tax Exemption Benefits; (ii) the Sales and Use Tax Exemption Benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the Sales and Use Tax Exemption Benefits are for property or services not authorized by the Agency as part of the Project; (iv) the Company has made a material false statement on its application for financial assistance; (v) the Sales and Use Tax Exemption Benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project fails to comply with a material term or condition to use property or services in the manner approved by the Agency in connection with the Project; and/or (vi) the Company obtains mortgage recording tax benefits and/or real property tax abatements and fails to comply with a material term or condition to use property or services in the manner approved by the Agency in connection with the Project (collectively, items (i) through (vi) hereby defined as a "Recapture Event").

As a condition precedent of receiving Sales and Use Tax Exemption Benefits and real property tax abatement benefits, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must (i) if a Recapture Event determination is made by the Agency, cooperate with the Agency in its efforts to recover or recapture any Sales and Use Tax Exemption Benefits, mortgage recording tax benefits and/or real property tax abatement benefits, and (ii) promptly pay over any such amounts to the Agency that the Agency demands, if and as so required to be paid over as determined by the Agency.

Section 6. Subject to the Company executing the Project Agreement and the delivery to the Agency of a binder, certificate or other evidence of liability insurance policy for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition, construction and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, reconstruct, renovate and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf; *provided, however*, the Project Agreement shall expire on **December 31, 2026** (unless extended for good cause by the Executive Director of the Agency) if the Lease Agreement, the Leaseback Agreement and the Tax Agreement contemplated have not been executed and delivered

Section 7. The Chairman, Vice Chairman and/or the Executive Director of the Agency are hereby authorized, on behalf of the Agency, to negotiate and execute (A) the Project Agreement, pursuant to which the Agency will appoint the Company as its agent to undertake the Project, (B) the Lease Agreement, pursuant to which the Company leases the Project to the Agency, (C) the related Leaseback Agreement, pursuant to which the Agency leases its interest in the Project back to the Company, and (D) the Tax Agreement; provided (i) the rental payments under the Leaseback Agreement include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project; and (ii) the terms of the Tax Agreement are consistent with the Agency's Uniform Tax Exemption Policy or the procedures for deviation have been complied with.

Section 8. The Chairman, Vice Chairman and/or Executive Director of the Agency are hereby authorized, on behalf of the Agency, to execute, deliver and record any mortgage, assignment of leases and rents, security agreement, UCC-1 Financing Statements and all documents reasonably contemplated by these resolutions or required by any lender/financial institution identified by the Company (the "Lender") up to a maximum principal amount not to exceed \$500,000.00 to acquire the Facility and/or finance or re-finance equipment and other personal property and related transactional costs (hereinafter, with the Lease Agreement, Leaseback Agreement and Tax Agreement, collectively called the "Agency Documents"); and, where appropriate, the Secretary or Assistant Secretary of the Agency is hereby authorized to affix the seal of the Agency to the Agency Documents and to attest the same, all with such changes, variations, omissions and insertions as the Chairman, Vice Chairman and/or Executive Director of the Agency shall approve, the execution thereof by the Chairman, Vice Chairman and/or Executive Director of the Agency to constitute conclusive evidence of such approval; provided in all events recourse against the Agency is limited to the Agency's interest in the Project.

Section 9. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required

and to execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 10. In the event that the Company does not close with the Agency on the proposed financial assistance within twelve (12) months of the date of the Inducement Resolution, the Agency reserves the right to rescind and cancel this resolution and all approvals made hereunder or under any other Agency resolution or action.

Section 11. These Resolutions shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<i>Yea</i>	<i>Nay</i>	<i>Absent</i>	<i>Abstain</i>
Mark R. Alger	[]	[]	[]	[]
Sarah Creath	[]	[]	[]	[]
Mike Davidson	[]	[]	[]	[]
Michelle Caulfield	[]	[]	[]	[]
Kelly Fitzpatrick	[]	[]	[]	[]
Anthony Russo	[]	[]	[]	[]
Dean Strobel	[]	[]	[]	[]

The Resolutions were thereupon duly adopted.

SECRETARY'S CERTIFICATION
(J.A. Palmer LLC Project)

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

I, the undersigned, Secretary, of the Steuben County Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of minutes of the meeting of the Steuben County Industrial Development Agency (the "Agency"), including the resolution contained therein, held on October 24, 2024, with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the proceedings of the Agency and of such resolution set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY, that all members of said Agency had due notice of said meeting, that the meeting was in all respects duly held and that, pursuant to Article 7 of the Public Officers Law (Open Meetings Law), said meeting was open to the general public, and that public notice of the time and place of said meeting was duly given in accordance with such Article 7.

I FURTHER CERTIFY, that there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY, that as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or modified.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Agency this ___ day of _____, 2024.

Secretary

EXHIBIT A

Notice Documents

[See Attached]