APPLICATION FOR ASSISTANCE

Each applicant seeking assistance must complete this application and provide required supplemental forms/documentation.

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law, except for information that is considered deniable by the Freedom of Information Law. This form is available at www.monroecountybusiness.org/application.

Please send completed application via email to EconomicDevelopment@monroecounty.gov. A non-refundable application fee of $350.00 is required. Please see page 10 for additional information on costs and fees.

I. APPLICANT

A. Applicant Information

Name: 1365 Emerson Street LLC
Address: 45 Wenham Lane
City/State/Zip: Pittsford, NY14534
Tax Id No.: 87-3150120
Contact Name: David Whitaker
Title: Partner
Telephone: 585-770-4979
E-Mail: Alexw@tritowertelecom.com

B. Applicant's Legal Counsel

Name: Anthony Audiutori
Firm: Davidson Fink LLP
Address: 28 E.Main Street
City/State/Zip: Rochester, NY 14614
Telephone: 585-546-6448
Email: DFaccounting@davidsonfink.com

C. Owners of Applicant Company (must total 100%). If an LLC, LP or similar, all members/partners must be listed

<table>
<thead>
<tr>
<th>Name</th>
<th>%</th>
<th>Corporate Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>David Whitaker</td>
<td>50</td>
<td>Partner</td>
</tr>
<tr>
<td>Walt Van Leuven</td>
<td>50</td>
<td>Partner</td>
</tr>
</tbody>
</table>
II. PROJECT

A. Address of proposed project facility
1365 Emerson Street
Rochester, NY 14606

Tax Map Parcel Number: 105.37-26

City/Town/Village: Rochester
School District: Rochester

Current Legal Owner of Property:
Store Capital Acquisitions

B. Proposed User(s)/Tenant(s) of the Facility

If there are multiple Users/Tenants, please attach additional pages.

Are the user and owner related entities? Yes [x] No [ ]

Company Name: Tri Tower Telecom Corp.

Address: 70 Vantage Point Dr.
City/State/Zip: Rochester NY 14624

Tax ID No: 27-1399495

Contact Name: Alex Whitaker
Title: Partner
Telephone: 585-770-4979
Email: Alexw@tritowertelecom.com

% of facility to be occupied by user/tenant: 100

C. Owners of User/Tenant Company (must total 100%)

If an LLC, LP or similar, all members/partners must be listed

<table>
<thead>
<tr>
<th>Name</th>
<th>%</th>
<th>Corporate Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alex Whitaker</td>
<td>50</td>
<td>Partner</td>
</tr>
<tr>
<td>Walt Van Leuven</td>
<td>50</td>
<td>Partner</td>
</tr>
</tbody>
</table>

D. Benefits Requested (Check all that apply)

☐ Sales Tax Exemption
☐ Mortgage Recording Tax Exemption
☐ Real Property Tax Abatement
☐ Industrial Revenue Bond Financing

E. Description of project (check all that apply)

☐ New Construction
☐ Existing Facility
☐ Acquisition
☐ Expansion
☐ Renovation/Modernization
☐ Acquisition of machinery/equipment
☐ Other (specify) ____________________________

DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY

Tri Tower is a hardware and services company that supports those who power the internet, data centers and other communication networks. Over the last decade, they have continued to expand our offerings to include Tri Tower Certified network equipment, Asset Recovery Services, Manufacturer Partner Solutions and Product Repairs.

Tri Tower will be acquiring a warehouse facility and relocating to the city of Rochester. The warehouse is necessary in their plans to expand operations as they continue to grow. Their current location does not have the required space to appropriately execute their vision. To make the warehouse fit their needs, they will be converting about 7000 sqft of specialty/warehouse space into a modified office space. This is needed to accommodate their administration and sales staff. In addition, expanding the preexisting test lab square footage to support the growth of Asset Recovery and operational efficiency.
II. PROJECT (cont'd)

F. Are other facilities or related companies located within New York State?

☑ Yes ☐ No

Location:
70 Vantage Point Dr.
Rochester NY 14624

Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state? ☐ Yes ☑ No

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

☑ Yes ☐ No

If Yes to either question, explain how the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Applicant or User's competitive position in its respective industry:

Acquisition of a larger warehouse is need for the company's growth and competitive advance. Assistance is needed to compete with Florida/Texas that is corporate friendly and was a possible consideration in relocation.

G. Would the project be undertaken without financial assistance from the Agency?

☑ Yes ☐ No

Please explain why financial assistance is necessary.

Without financial assistance, the company will not have financing necessary to compete a full conversion of specialty/warehouse to modified office space. Nor will they have the funding needed to invest in their growth of Asset Recovery sector.

H. Project Timeline

Proposed Date of Acquisition: 1/24/2022
Proposed Commencement Date of Construction: 2/1/2022
Anticipated Completion Date: 3/21/2022

I. Contractor(s)

J. State Environmental Quality Review (SEQR) Act Compliance

COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR).

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

☑ YES - Include a copy of any SEQR documents related to this Project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration, etc.

☐ NO
III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)

Check One:

☐ JOBSPLUS
Requirements:
• Applicant must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is ________.

☐ LEASEPLUS
Requirements:
• University and/or medical related facilities in which a 501(c)3 entity leases from a for-profit entity.
• Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is ________.

☐ ENHANCED JOBSPLUS
Requirements:
• A minimum $15 million investment AND
• A minimum of 100 new jobs

☐ GREEN JOBSPLUS
Requirements:
• LEED® Certification – Project must be rated as Certified, Gold, Silver or Platinum by the United States Green Building Council's Leadership in Energy and Environmental Design (LEED®) Green Building Rating System.
• Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is ________.

☐ SHELTER RENT
For student housing or affordable housing projects.

☐ Local Tax Jurisdiction Sponsored PILOT
☐ NO PROPERTY TAX ABATEMENT IS SOUGHT FOR THIS PROJECT
### IV. APPLICANT PROJECT COSTS

**A.** Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipment of the project by the APPLICANT.

**Building Construction or Renovation**
- a. Materials: $250,000
- b. Labor: $350,000

**Site Work**
- c. Materials: c. $_____ 
- d. Labor: d. $_____

- e. Non-Manufacturing Equipment: e. $_____
- f. Manufacturing Equipment: f. $_____

- g. Furniture and Fixtures: g. $_____ 
- h. Land and/or Building Purchase: h. $2,100,000

- i. Soft Costs (Legal, Architect, Engineering): i. $_____

**Other (specify)**
- j. $_____
- k. $_____
- l. $_____
- m. $_____

**Total Project Costs**
- (must equal Total Sources) $2,700,000

**B.** Sources of Funds for Project Costs:
- a. Tax-Exempt Industrial Revenue Bond: $0
- b. Taxable Industrial Revenue Bond: $0
- c. Bank Financing: $2,180,000
- d. Public Sources: $_____
- e. Equity: $520,000

**TOTAL SOURCES**
- (must equal Total Project Costs) $2,700,000

**C.** Has the applicant made any arrangements for the financing of this project:
- [ ] Yes
- [ ] No

If yes, please specify bank, underwriter, etc.
- Bank

**V. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTIONS USER(S)/TENANT(S)**

Use additional sheets as necessary.

Company Name: Tri Tower Telecom Corp.

**A.** Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement, and/or equipping of the project by the user(s)/tenant(s) for which a sales tax exemption is requested.

**Estimated Costs Eligible for Sales Tax Exemption Benefit**
- b. Labor: b. $_____

- c. Non-Manufacturing Equipment: c. $25,000
- d. Manufacturing Equipment: d. $_____

- d. Furniture and Fixtures: d. $25,000

- Other (specify): e. $_____
- f. $_____
- g. $_____
- h. $_____

**Total Project Costs**
- (must equal Total Sources) $50,000
VI. Value of Incentives

Project name: 1365 Emerson Street LLC

A. IDA PILOT Benefits:

<table>
<thead>
<tr>
<th>Year</th>
<th>% PILOT</th>
<th>Abatement</th>
<th>County PILOT</th>
<th>Local PILOT</th>
<th>School PILOT</th>
<th>Total PILOT</th>
<th>Full Tax w/o PILOT Exemption</th>
<th>Net PILOT Exemption</th>
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<td>1</td>
<td>90%</td>
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<tr>
<td>2</td>
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<td>0</td>
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<tr>
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<tr>
<td>4</td>
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<tr>
<td>5</td>
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<tr>
<td>6</td>
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<tr>
<td>7</td>
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<td>0</td>
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<td>8</td>
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<td>9</td>
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<td>0</td>
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<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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</tr>
</tbody>
</table>

* Local Tax Rate for Town/City/Village

B. Sales Tax Exemption Benefit:

- Estimated value of Sales Tax exemption: 24,000
- Estimated duration of Sales Tax exemption: 6/30/2022

C. Mortgage Recording Tax Exemption Benefit:

- Estimated Value of Mortgage Recording Tax exemption: $16,350

D. Industrial Revenue Bond Benefit

- IRB inducement amount, if required: $0

E. Percentage of Project Costs financed from Public Sector sources:

- Total Value of Incentives: $40,350.00
- Sources of Funds (Section IV.B.): $2,750,000.00

** All estimates are based on current tax rates.
### VII. PROJECTED EMPLOYMENT
Complete for each Applicant or User/Tenant

**Company Name:** Tri Tower Telecom Corporation

**Applicant:** [ ] or **User/Tenant:** [✓]

Applicant/Tenant creating jobs must submit most recent NYS-45 or equivalent.

<table>
<thead>
<tr>
<th>Current # of jobs at proposed project location or to be relocated to project location</th>
<th>IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED</th>
<th>IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE Years after Project completion</th>
<th>Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Full time (FTE)</strong></td>
<td>31</td>
<td>31</td>
<td>4</td>
</tr>
<tr>
<td><strong>Part Time (PTE)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>31.00</td>
<td>31.00</td>
<td>4.00</td>
</tr>
</tbody>
</table>

** Note: For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes: Monroe County, Orleans County, Genesee County, Wyoming County, Livingston County, Ontario County, Wayne County, Yates County, and Seneca County chosen at the Agency's discretion. 

[Remainder of this Page Intentionally Left Blank]
VIII. LOCAL LABOR

To be completed by all Applicants and Users/Tenants of Projects which include the construction of new, expanded or renovated facilities:

Company Name: Tri Tower Telecom Corporation

Applicant: ☑ and/or User/Tenant: ☑

All project employees of the general contractor, subcontractor, or sub to a subcontractor (contractors) working on the project must reside within the following counties in the State of New York: Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Steuben, Wayne, Wyoming or Yates. The All-Local Labor criterion will be verified based on employment, payroll and related records.

COMIDA understands that at certain times local labor may not be available within the local area. Under this condition, applicants are required to complete a waiver request of the All-Local Labor requirement 45 days in advance of commencing work. Contractors do not have to be local companies as defined herein, but must employ local people to qualify under the All-Local Labor criterion.

The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers and materialman. Furthermore, the undersigned agrees to post and maintain a sign, provided by COMIDA, in a prominent, easily accessible location, identifying the project as a recipient of COMIDA assistance and the local labor requirements associated with this assistance.

Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

1365 Emerson Street LLC

(APPLICANT COMPANY)

Signature: 
Title: 
Date: 12/30/2021

Tri Tower Telecom Corporation

(TENANT COMPANY)

Signature: 
Title: 
Date: 12/30/2021
## IX. FEES

<table>
<thead>
<tr>
<th>Transaction Type</th>
<th>Fees</th>
</tr>
</thead>
</table>
| Lease/Leaseback including any/all of the following: | Application Fee: Non-refundable $350.00  
1. PILOT Agreement  
2. Sales and Tax Exemption  
3. Mortgage Tax Exemption  
| IDA Fee: 0.75% of the total project cost  
Legal Fee: 0.33% of the IDA fee. Minimum fee of $4,000. |
| Sales Tax Exemption* and/or Mortgage Recording Tax Exemption | Application Fee: Non-refundable $350.00  
IDA Fee: 0.50% of the total project cost  
Legal Fee: 0.33% of the IDA fee. Minimum fee of $750 |
| Bond: Taxable or Tax-Exempt with Lease/Leaseback Including any/all of the following: | Application fee: Non-refundable $350  
IDA Fee: 1.25% of the total project cost  
Legal Fee: 0.33% of IDA fee  
Designated Bond Counsel fee is based on the complexity and amount of the transaction |
| Bond: Taxable or Tax-Exempt | Application fee: Non-refundable $350  
IDA Fee: 1.00% of the total project cost  
Legal fee: 0.33% of the IDA fee  
Designated Bond Counsel fee is based on the complexity and amount of the transaction. |

If the sales tax benefits are required prior to closing, a non-refundable twenty-five percent (25%) of the IDA fee and Legal fees are payable at that time. This amount will be applied towards the IDA fee and Legal fee.

---

1365 Emerson Street LLC  
(APPLICANT COMPANY)  

[Tenant Representative Signature]  
Date: 12/31/21  
Title: 

Tri Tower Telecom Corporation  
(TENANT COMPANY)  

[Tenant Representative Signature]  
Date: 12/31/21  
Title:
X. CERTIFICATION

The undersigned company officer and/or user/tenant officer each hereby certifies, on behalf of the company and/or user/tenant, respectively (each singularly and together, the "Applicant"), as follows:

A. The information contained in this Application, including employment information, is true and correct. The Applicant is aware that any material misrepresentation made in this Application constitutes an act of fraud, resulting in revocation of COMIDA benefits.

B. The undersigned, on behalf of the Applicant, hereby certifies that the Applicant, and all parties which have ownership of the Applicant are current and will remain current on all real property, federal, state, sales, income and withholding taxes throughout the term of any agreements made in connection with this Application.

C. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

D. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

E. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency’s involvement in the Project.

F. Recapture: Should the Applicant not expend as projected or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.

G. Pay Equity: The Applicant and/or user/tenant officer certifies on behalf of the company and/or user/tenant (the Applicant) has not been the subject of an adverse finding under the equal pay laws within the previous five years, has disclosed any pending equal pay claims against the company at time of application, and shall disclose to COMIDA any pending claims or adverse findings under the equal pay laws during the term of COMIDA financial assistance agreement.

H. Applicant hereby releases the COMIDA ("Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, this Application, regardless of whether or not this Application or the Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, renovation and/or equipping of the Project described herein; and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, all causes of action and attorneys’ fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

APPLICANT COMPANY
1365 Emerson Street LLC

Signature , Title Date

TENANT COMPANY
Tri Tower Telecom Corporation

Signature , Title Date
### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

**Project Total Investment**

$2,750,000

<table>
<thead>
<tr>
<th></th>
<th>Jobs</th>
<th>Direct</th>
<th>Indirect</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Temporary (Construction)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jobs</td>
<td>11</td>
<td>8</td>
<td></td>
<td>18</td>
</tr>
<tr>
<td>Earnings</td>
<td>$909,781</td>
<td>$440,171</td>
<td>$1,349,952</td>
<td></td>
</tr>
<tr>
<td>Local Spend</td>
<td>$2,200,000</td>
<td>$1,310,607</td>
<td>$3,510,607</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
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<th>Jobs</th>
<th>Direct</th>
<th>Indirect</th>
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<tr>
<td><strong>Ongoing (Operations)</strong></td>
<td></td>
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<tr>
<td>Jobs</td>
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</tr>
<tr>
<td>Earnings</td>
<td>$1,750,268</td>
<td>$2,339,499</td>
<td>$4,089,768</td>
<td></td>
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</tbody>
</table>

Figure 1

Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Net Benefits

Figure 3

Ongoing earnings are all earnings over the life of the PILOT.
### Fiscal Impacts

#### Estimated Costs of Exemptions

<table>
<thead>
<tr>
<th>Description</th>
<th>Nominal Value</th>
<th>Discounted Value*</th>
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</thead>
<tbody>
<tr>
<td>Property Tax Exemption</td>
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<tr>
<td>Sales Tax Exemption</td>
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<td>Local Sales Tax Exemption</td>
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<td>State Sales Tax Exemption</td>
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<td>Mortgage Recording Tax Exemption</td>
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<td>State Mortgage Recording Tax Exemption</td>
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<td><strong>Total Costs</strong></td>
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#### State and Local Benefits

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<th>Description</th>
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<th>Discounted Value*</th>
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<tbody>
<tr>
<td>Local Benefits</td>
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<tr>
<td>To Private Individuals</td>
<td></td>
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<tr>
<td>Temporary Payroll</td>
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<td>Increase in Property Tax Revenue</td>
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<td>Temporary Jobs - Sales Tax Revenue</td>
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<td>Other Local Municipal Revenue</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>State Benefits</td>
<td>$282,865</td>
<td>$259,435</td>
</tr>
<tr>
<td>To the Public</td>
<td>$282,865</td>
<td>$259,435</td>
</tr>
<tr>
<td>Temporary Income Tax Revenue</td>
<td>$60,748</td>
<td>$60,748</td>
</tr>
<tr>
<td>Ongoing Income Tax Revenue</td>
<td>$184,040</td>
<td>$163,764</td>
</tr>
<tr>
<td>Temporary Jobs - Sales Tax Revenue</td>
<td>$9,450</td>
<td>$9,450</td>
</tr>
<tr>
<td>Ongoing Jobs - Sales Tax Revenue</td>
<td>$28,628</td>
<td>$25,474</td>
</tr>
<tr>
<td><strong>Total Benefits to State &amp; Region</strong></td>
<td><strong>$5,760,663</strong></td>
<td><strong>$5,283,502</strong></td>
</tr>
</tbody>
</table>

#### Benefit to Cost Ratio

<table>
<thead>
<tr>
<th></th>
<th>Benefit*</th>
<th>Cost*</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local</td>
<td>$5,024,066</td>
<td>$17,450</td>
<td>288:1</td>
</tr>
<tr>
<td>State</td>
<td>$259,435</td>
<td>$22,900</td>
<td>11:1</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>$5,283,502</strong></td>
<td><strong>$40,350</strong></td>
<td><strong>131:1</strong></td>
</tr>
</tbody>
</table>

*Discounted at 2%

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### Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes