



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 12 for additional information on costs and fees.

I. APPLICANT

A. Applicant Information

Name: Eisco LLC
 Address: 788 Old Dutch Rd
 City/State/Zip: Victor, NY 14564
 Tax Id No.: [REDACTED]
 Contact Name: Tom DeGrave
 Title: Chief Operating Officer (COO)
 Telephone: 5 [REDACTED]
 E-Mail: [REDACTED]

B. Applicant's Legal Counsel

Name: Lucien Morin
 Firm: McConville Considine Cooman & Mori
 Address: 300 Meridian Centre Blvd. Suite 110
 City/State/Zip: Rochester, NY 14618
 Telephone: [REDACTED]
 Email: [REDACTED]

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

Name	%	Corporate Title
<u>Enalas Group</u>	<u>48 %</u>	<u>Member</u>
<u>Eisco Scientific Group Corp</u>	<u>48 %</u>	<u>Member</u>
<u>Matthew Bertrand</u>	<u>2 %</u>	<u>Member</u>
<u>Michael Wink</u>	<u>1 %</u>	<u>Member</u>
<u>Douglas Pearson</u>	<u>1 %</u>	<u>Member</u>
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II. PROJECT

A. Address of proposed project facility

Address: 475 Quaker Meeting House Road

Tax Map Parcel Number: 263601-229-050-0001-0

City/Town/Village: Honeoye Falls

School District: Honeoye Falls Lima

Zip: 14472

Current Legal Owner of Property:

Hyzon Motors

B. Benefits Requested (Check all that apply)

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

C. Description of project (check all that apply)

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

D. 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 No

Company Name: Eisco LLC

Address: 788 Old Dutch Road

City/State/Zip: Victor, NY 14564

Tax ID No: [REDACTED]

Contact Name: Tom DeGrave

Title: Chief Operating Officer

Telephone: [REDACTED]

Email: [REDACTED]

% of facility to be occupied by user/tenant 93%

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

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

Name	%	Corporate Title
<u>same as C.</u>	<u>%</u>	_____
_____	<u>%</u>	_____
_____	<u>%</u>	_____
_____	<u>%</u>	_____

F. Project Timeline

Proposed Date of Acquisition: 3/29/2024

Proposed Commencement Date of Construction: 3/29/2024

Anticipated Completion Date: 9/1/2024

G. Contractor(s)

Arbor Pengate

Lantek, ComTec, Landmark Electric

II. PROJECT (cont'd)

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

NAICS Code: _____

Eisco LLC is a manufacturer and distributor of scientific supplies (glassware, metalware, plasticware) servicing customers in both the Business-to-Business (B2B) and Business-to-Consumer (B2C) market. Eisco LLC will be the primary tenant at 475 Quaker Meeting House Road, paying 93% of the lease in the building and will be funding the major investments in the building. The balance of the lease (7%) will be paid by Teak Tuning LLC. Teak Tuning LLC is a manufacturer and distributor of fingerboard products focused on the B2C market.

Eisco LLC will be moving from Ontario County (Victor, NY) to Monroe County (Honeoye Falls, NY) as a part of the ongoing growth of the brand. With this move, Eisco LLC will bring approximately 36 jobs to Monroe County. Eisco LLC has outgrown its existing ~20,000 sq ft facility and are moving into an existing ~80,000 sq ft facility.

Teak Tuning LLC will be staying in Monroe County, moving from Henrietta to Honeoye Falls with 6 employees moving work locations.

Eisco LLC is signing a 12-year lease and desires to make substantial investments into the equipment to be installed and used at 475 Quaker Meeting House Road. Eisco LLC sees this building as our headquarters for the foreseeable future. With the building being built in 1966 and 1978, there are investments required to keep this building viable for our operations. With the extensive costs of moving, we are unable to make all desired investments immediately. Any sales tax savings from the initial investments will help us build capital for future investments.

Initial investments:

- Warehouse metal pallet racking at approximately 30,000 sq ft
- Security cameras on the interior and exterior of the building (20+)
- IT infrastructure to support the operations (WiFi access points, switches, cabling, firewall)

Future investments:

- fire alarm system replacement
- building security system replacement
- parking lot repairs and improvements
- mezzanine renovations

II. PROJECT (cont'd)

- I. Would the project be undertaken without financial assistance from the Agency? Yes No

Please explain why financial assistance is necessary.

Eisco LLC cannot afford all the improvements required at 475 Quaker Meeting House Road. Any and all financial assistance from this project will accelerate Eisco's ability and speed to execute necessary improvements at the facility.

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

Yes No

Location: 788 Old Dutch Rd Victor, NY 14564

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:

Facility move from Ontario to Monroe County.

Eisco could move out of state but desires

to stay in Western NY.

- K. 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 a. \$ _____
- b. Labor b. \$ _____

Site Work

- c. Materials c. \$ _____
- d. Labor d. \$ _____
- e. Non-Manufacturing Equipment e. \$ 230,000
- f. Manufacturing Equipment f. \$ _____
- g. Equipment Furniture and Fixtures g. \$ 20,000
- h. Land and/or Building Purchase h. \$ _____
- i. Soft Costs (Legal, Architect, Engineering) i. \$ _____
- Other (specify) j. _____ j. \$ _____
- k. _____ k. \$ _____
- l. _____ l. \$ _____
- m. _____ m. \$ _____

Total Project Costs (must equal Total Sources) \$ 250,000

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Bank Financing c. \$ _____
- d. Public Sources d. \$ _____

Identify each state and federal grant/credit

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

e. Equity \$ 250,000
TOTAL SOURCES \$ 250,000
 (must equal Total Project Costs)

C. Has the applicant made any arrangements for the financing of this project

Yes No

If yes, please specify bank, underwriter, etc.

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

Use additional sheets as necessary

Company Name Eisco LLC

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

- a. Materials a. \$ _____
- b. Labor b. \$ _____
- c. Non-Manufacturing Equipment c. \$ _____
- d. Manufacturing Equipment d. \$ _____
- e. Furniture and Fixtures e. \$ _____
- Other (specify): f. _____ f. \$ _____

g. _____ g. \$ _____
 h. _____ h. \$ _____
 i. _____ i. \$ _____

Total Project Costs \$ _____

VI. Value of Incentives

- A. IDA Benefit: Agency staff will indicate the amount of real property tax abatement, sales and mortgage recording tax benefits (the "PILOT Benefit") based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation.

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

PILOT Estimate Table Worksheet

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
TOTAL							

*Estimates provided are based on current property tax rates and assessment values

- B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption: \$ _____

- C. Mortgage Recording Tax Exemption Benefit:

Estimated value of Mortgage Recording Tax exemption: \$ _____

- D. Industrial Revenue Bond Benefit:

IRB inducement amount, if requested: \$ _____

- E. Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon Sources of Funds for Project Costs as depicted above under Section IV.B.

- F. **The completion of this Section VI by IDA staff constitutes notice to the applicant that the estimated sales tax exemption benefit, the estimated mortgage recording tax benefit and the estimated PILOT benefit amount as so identified in this Section VI are "public funds and not otherwise excluded under Section 224-a(3) of the New York Labor Law.**

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: Eisco LLC

Applicant: or User/Tenant:

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

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	36	36	2	2
Part Time (PTE)	0	0	0	0
Total	36	36	2	2

** 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.

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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 Eisco LLC

Applicant: and/or User/Tenant:

The County of Monroe Industrial Development Agency (IDA) was established for the purpose of creating employment opportunities for, and to promote the general prosperity and economic welfare of the residents of Monroe County. The IDA offers economic incentives and benefits to qualified applicants who wish to locate or expand their businesses or facilities in Monroe County. When the IDA approves a project, it enters into agreements to extend these incentives and benefits to the applicant.

Construction jobs are vital to the overall employment opportunities and economic growth in Monroe County. The IDA believes that companies benefiting from its incentive programs should employ local laborers, mechanics, craft persons, journey workers, equipment operators, truck drivers and apprentices ("construction workers"), during the construction phase of projects.

TDD
100% Local Labor
Initial Applicants receiving IDA benefits **must** ensure that the it and/or its contractor/developer hire **100% of its construction workers from the local labor market.**

TDD
Local Labor Market
Initial For the purpose of this policy, the local labor market is defined as construction workers residing in the following counties in New York State: Monroe, Genesee, Livingston, Orleans, Ontario, Seneca, Steuben, Wayne, Wyoming and Yates.

TDD
Bid Processing
Initial Local participation in qualified projects receiving IDA economic incentives and benefits is vital to the economic growth of Monroe County. As such, all applicants/contractors/developers of a qualified project with a minimum \$5,000,000 investment must place any and all invitations to bid in the Builders Exchange of Rochester Plan Room (<https://robex.com/planroom/>) two weeks before the bids are due.

TDD
Monitoring
Initial A third-party auditing firm ("Project Monitor") will be engaged to monitor construction work commencing on the date benefits are granted by resolution of the IDA Board.

Once approved for IDA benefits, all applicants will be required to provide to the Project Monitor and the Exemption Processor (as hereinafter defined) the following information:

1. Contact information for the applicant's representative who will be responsible and accountable for providing information about the bidding and awarding of construction contracts relative to the applicant's project; and
2. Description of the nature of construction jobs created by the project, including in as much detail as possible, the number, type and duration of construction positions.

All Monroe County IDA projects are subject to local monitoring by the IDA and the Project Monitor. Proof of residency or copy of drivers' license shall be checked by the Project Monitor during the Project Monitor's periodic inspection of the project.

The Project Monitor shall issue a report to the IDA staff immediately when an applicant or applicant's contractor is not in compliance with this labor policy. IDA staff shall advise the IDA Board of non-compliance by email or at the next scheduled meeting. If a violation of policy has occurred, the Project Monitor shall notify the applicant and contractor of such non-compliance and give applicant a warning of violation and 72 hours in which to correct such violation. Upon evidence of continued non-compliance or additional violations, the IDA and/or the Project Monitor shall notify the applicant that the project is in violation of the Monroe County IDA Labor Policy and is subject to IDA Board action which may result in the revocation, termination and/or recapture of any or all benefits conferred by the IDA.

(continued) Section D. Proposed User(s)/Tenant(s) of the Facility → Teak Tuning LLC

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

Are the user and owner related entities? Yes No

Company Name:	Teak Tuning LLC
Address:	788 Old Dutch Rd
City/State/Zip:	Victor, NY 14564
Tax ID No:	[REDACTED]
Contact Name:	Tom DeGrave
Title:	Chief Operating Officer (COO)
Telephone:	[REDACTED]
% of facility to be occupied by user/tenant	7%

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

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

Eisco LLC

Name	%	Corporate Title
Enalas Group	47.98	Member
Eisco Scientific Group Corp	47.98	Member
Matthew Bertrand	1.50	Member
Michael Wink	1.27	Member
Douglas Pearson	1.27	Member

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

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

Teak Tuning LLC

Name	%	Corporate Title
Ben Pearson	69.0	Member
Tom DeGrave	8.0	Member
Matthew Bertrand	5.0	Member
Geraldine Milne	5.0	Member
Michael Wink	3.0	Member
Robert Weiner	3.0	Member
Timothy Montondo	3.0	Member
Michael Welden	2.0	Member
Christopher Wink	2.0	Member

Montgomery County Industrial Development Agency

MRB Cost Benefit Calculator



Date: March 26, 2024
 Project Title: Eisco LLC
 Project Location: 475 Quaker Meeting House Road, Honeoye Falls, NY 14472

Economic Impacts

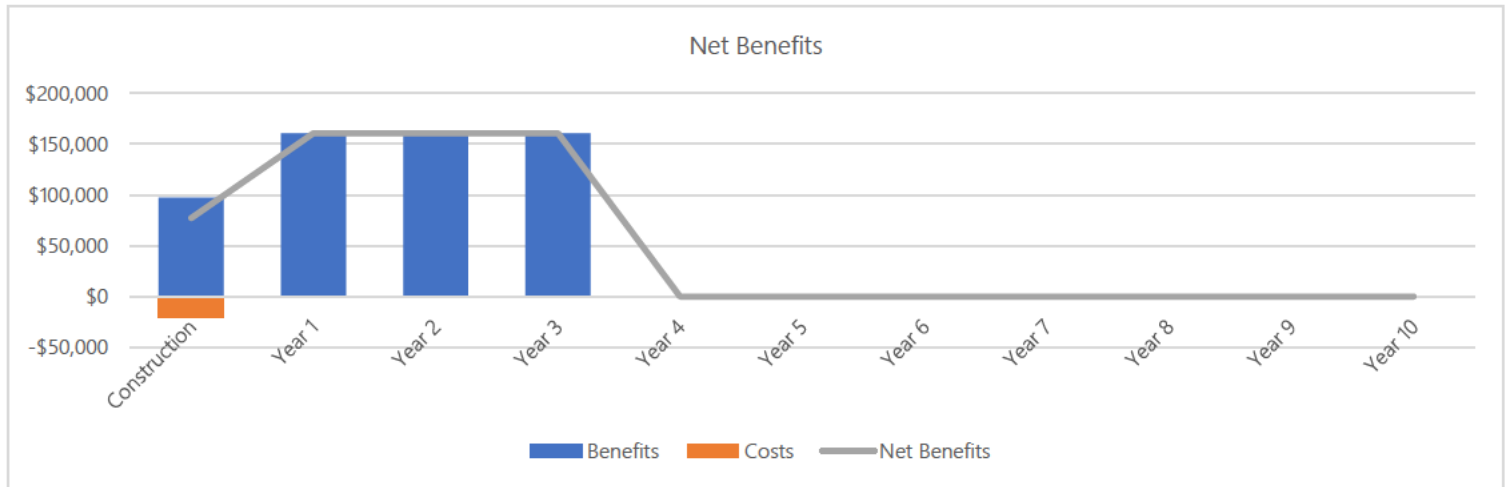
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$250,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	1	0	2
Earnings	\$77,076	\$14,624	\$91,700
Local Spend	\$200,000	\$49,784	\$249,784

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	2	0	2
Earnings	\$345,000	\$110,382	\$455,382

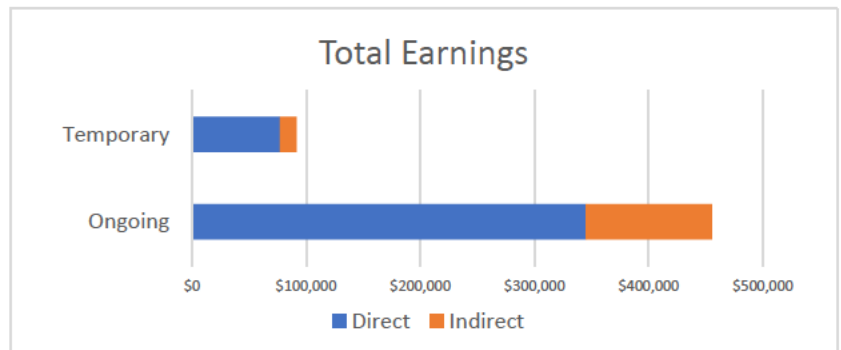
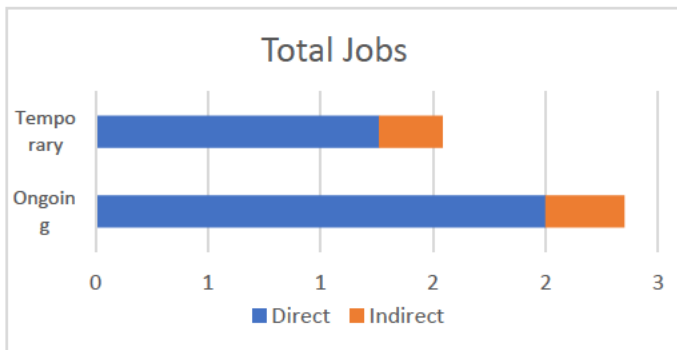
Figure 1



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

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$20,000	\$20,000
Local Sales Tax Exemption	\$10,000	\$10,000
State Sales Tax Exemption	\$10,000	\$10,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$20,000	\$20,000

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$550,911	\$533,162
To Private Individuals	\$547,082	\$529,456
Temporary Payroll	\$91,700	\$91,700
Ongoing Payroll	\$455,382	\$437,756
Other Payments to Private Individuals	\$0	\$0
To the Public	\$3,830	\$3,706
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$642	\$642
Ongoing Jobs - Sales Tax Revenue	\$3,188	\$3,064
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$28,448	\$27,532
To the Public	\$28,448	\$27,532
Temporary Income Tax Revenue	\$4,126	\$4,126
Ongoing Income Tax Revenue	\$20,492	\$19,699
Temporary Jobs - Sales Tax Revenue	\$642	\$642
Ongoing Jobs - Sales Tax Revenue	\$3,188	\$3,064
Total Benefits to State & Region	\$579,359	\$560,694

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$533,162	\$10,000	53:1
State	\$27,532	\$10,000	3:1
Grand Total	\$560,694	\$20,000	28:1

*Discounted at 2%

Additional Comments from IDA

This is a good project.

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