

## **APPLICATION FOR ASSISTANCE**

Each applicant seeking assistance must complete this application and provide required supplemental form/documentation. A non-refundable application fee of \$350.00 must be included with this application. Make check payable to COMIDA. Please see page 10 for additional information on costs and fees.

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.growmonroe.org.

#### I. **APPLICANT**

Name	IEC Electronics Corp.	
Address	105 Norton Street	
City/State/Zip	Newark, NY 14513	
Tax ID No.	13-3458955	
Contact Name	Thomas Barbto	
Title	CFO	
Telephone	(315) 332-4493	
E-Mail	tbarbato@iec-electronics.com	
Owners of 20%	or more of Applicant Company	
Name	% Corporate Title	
Publicly trac	led	
Applicant's Leg		
	ial Counsei	
Name	Alexander McClean	
	•	
Firm	Alexander McClean	
Firm Address	Alexander McClean Harter Secrest & Emery LLP	
Firm Address City/State/Zip	Alexander McClean Harter Secrest & Emery LLP 1600 Bausch & Lomb Place	
Firm Address City/State/Zip Telephone	Alexander McClean Harter Secrest & Emery LLP 1600 Bausch & Lomb Place Rochester, NY 14604 (585) 231-1248	
Firm Address City/State/Zip	Alexander McClean Harter Secrest & Emery LLP 1600 Bausch & Lomb Place Rochester, NY 14604	

#### 11. PROJECT

A.

	NY 14624	
Tax Map Parcel	Number 262200 134	.18-1-51.1
City/Town/Villag	e Chili	
School District	Sates Chili	
Current Legal Ov IEC Electron	• -	
Proposed User	s)/Tenant(s) of the Facil	ity
	ple Users/Tenants, please	e attach additional pag
Company Name	IEC Electronics	
Address	105 Norton Street	
City/State/Zip	Newark, NY 1451	13
Tax ID No.		
Contact Name		
Title		
Telephone		
E-Mail		
% of facility to be	e occupied by company _	
Owners of 20%	or more of User/Tenant	Company
• • • • • • • • • • • •		Corporate Title

Z Sales Tax Exemption

Industrial Revenue Bond Financing

- Mortgage Recording Tax Exemption
- Real Property Tax Abatement

1150 CityPlace 50 West Main Street Rochester, New York 14614 (585) 753-2000 Fax (585) 753-2002 www.growmonroe.org

#### E. Description of project (check all that apply)

- New Construction
- Existing Facility
  - 💋 Acquisition
  - Expansion
  - Renovation/Modernization
- Z Acquisition of machinery/equipment
- Other (specify) \_\_\_\_\_

GENERAL DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY (Attached additional sheets as necessary)

IEC Electronics is a provider of electronic manufacturing services to advanced technology companies that produce life-saving and mission critical products in the medical, industrial, aerospace, and defense sectors. We specialize in custom manufacturing of complex assemblies and have a unique set of technical capabilities including on-site testing laboratories, design engineering, and broad manufacturing capabilities for critical components beyond electronics manufacturing.

IEC Electronics has invested in the property at 50 Jetview drive in order to provide access to the broader, Rochester, NY employee resource pool. The Company continues to be challenged with expanding its workforce in Wayne County and sees this expansion into the Rochester Area as a way to ensure capacity can continue to be expanded to support future customer demand and growth.

In order to prepare the building to house both our Specialty Metals business (relocating from Emerson Street) and Electronic Assembly there is a fairly significant build-out required to essentially bifurcate the building and infrastructure (HVAC, Electric, etc..). This work will be performed in the first quarter of calendar 2021, by local contractors.

The Jetview facility is approximately 83,000 sq. ft. and the Emerson Street facility we are existing is 47,000 sq. ft.

In addition, IEC will be making an investment in of roughly \$1.5m in production equipment to support this new operation

IEC will be moving approximately 45 jobs from Emerson Street to Jetview and as a result will be retaining their current jobs. In addition, IEC is expecting to create approximately 150 incremental jobs to support the new Electronic Assembly business that is being created. The alternative site location for this project was IEC's site in Albuquerque, NM.

#### II. PROJECT (cont'd)

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

√2Yes □ No

Location:

Newark (105 Norton and Silver Hill Road)

Emerson Street

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?

ZÍYes □ 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, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry\*\*:

IEC will be exiting our current Emerson St

facility do to space constraints.

As we look to expand our Electronic

Assembly business we continue to evaluate

expanding in our existing facility in New

Mexico vs. this new site in Rochester

G. Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency?

🖉 Yes 👘 🔲 No

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken with the Financial Assistance to be provided by the Agency\*\*:

Assistance is needed to allow us to hire

more quickly and facility growth in NY	
vs. NM	

\*\*To be completed with Agency assistance.

#### H. PROJECT TIMELINE

I.

Proposed Date of Acquisition 10/01/2020 Proposed Commencement Date of Construction 12/16/2020 Anticipated Completion Date 4/1/2021

Contractor(s) TBD, but will be local contractors

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). This is applicable to projects that require the state or local municipality to issue a discretionary permit, license or other type of Approval for that project.

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.



## III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)

Check One:

### 

#### **Requirements:**

 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 \_\_\_\_\_\_.

### 

#### **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 in new plant, machinery and equipment or renovation of existing building(s) AND
- A minimum of 100 new jobs from new companies locating in Monroe County, or existing companies expanding operations here.

#### 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 RENTS

for student housing or affordable housing projects.

#### □ Local Tax Jurisdiction Sponsored PILOT

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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 equipping of the project by the
	APPLICANT

**Building Construction or Renovation** 

	MATERIALS		a.	\$	300000
b.	LABOR		b.	5_	200000
Site	Work			2	
C.	MATERIALS		C.	\$	
d.	LABOR		d.	\$_	
e.	Non-Manufacturir	g Equipment	e.	\$	
f.	Furniture and Fix		f.	\$	
g.	LAND and/or BUI	LDING Purchase		\$_	6260000
-	Manufacturing Eq		h.	\$	
i.	Soft Costs (Legal	, Architect, Engineering)	î.	\$	
	Other (specify)	ŀ	i	\$	
		k	k.	\$_	
		L	I.	\$	
		m	m	. \$_	
Tot	al Project Costs			\$_	5,750,000
Sou	rces of Funds for I	Project Costs:			
a.	Tax-Exempt Indu	strial Revenue Bond	a.	\$_	
b.	Taxable Industria	I Revenue Bond			
C.	Tax-Exempt Civic	Facility Bond	C.	\$_	
d.	Bank Financing		d.	\$_	450000
e.	Public Sources				
	Identify each stat federal grant/cred				
		2		\$	_
				\$	
				5	
				10	
					1250000
f.	Equity			-	5 750 000
	TOTAL SOURCE	ES		\$_	5,750,000
	s the applicant mad ject?	le any arrangements for	the	fina	ncing of this
	/es 🗆 I	No.			
If so		ank, underwriter, etc. gage for Building			

### IV. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTION USER(S)/TENANT(S) PROJECT COSTS Use additional sheets as necessary

Company Name

Α.	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. \$	
¢.	Non-Manufacturin	ng Equipment	c. \$	
d.	Fumiture and Fix	tures	d. \$	
	Other (specify)	e	e. \$	
		f	f. <b>\$</b>	
		g	g \$	
		h	h \$	
Tot	al		\$	0

A non-refundable fee of ½% on TOTAL(e) above is due and payable upon issuance of a Sales Tax Letter to User(s)/Tenant(s)

Title

User/Tenant Company

Signature

Date

For Office Use	Only	
Total Assessm	ent Value	
Land	Building	
Applicant 2602	2	
User/Tenant 20	602-	
RM		

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1150 CityPlace 50 West Main Street Rochester, New York 14614 (585) 753-2000 Fax (585) 753-2002 www.growmonroe.org VI. Value of Incentives Project name: **IEC Electronics Corp.** 

A. IDA PILOT Benefits:

Current Land Assessment	Taxes on Land	0
Dollar Value of New Construction & Renovation Costs		
Estimated New Assessed Value of Project Subject to IDA	0	

	County Tax r Local Tax Ra School Tax R Total Tax Ra	te* Tax Rate/\$1,0 ate /\$1,000	00	0.00				
PILOT Year	% Abatement	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT	Net Exemption	
	1 90%		0	0	0	0	0 0	
	2 80%		0	0	0	0	0 0	
3	3 70%		0	0	0	0	0 0	
4	4 60%		0	0	0	0	0 0	
ŗ	5 50%		0	0	0	0	0 0	
(	6 40%		0	0	0	0	0 0	
-	7 30%		0	0	0	0	0 0	
8	8 20%		0	0	0	0	0 0	
9	9 10%	1	0	0	0	0	0 0	
10	0 0%		0	0	0	0	0 0	
	Total		0	0	0	0	0 0	-

## \* Local Tax Rate for Town/City/Village

B. Sales Tax Exemption Benefit:		
Estimated value of Sales Tax exemp	otion:	24,000
Estimated duration of Sales Tax exe	emption:	12/31/2021
C. Mortgage Recording Tax Exemption Bene	efit:	
Estimated Value of Mortgage Recor	rding Tax exemption:	\$33,750
D. Industrial Revenue Bond Benefit IRB inducement amount, if required	d:	\$0
E. Percentage of Project Costs financed from	Public Sector sources:	
Total Value of Incentives: Sources of Funds (Section IV.B.)	\$57,750.00 \$5,750,000.00	1.00%

\*\* All estimates are based on current tax rates.

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

Category of Jobs to be Retained and Created	Average Annual Salary or Range of Salary	Average Annual Fringe Benefits or Range of Fringe Benefits (stated as a percentage)
Management	\$50k to \$130k	20%
Professional		
Administrative	· —••	N=
Production	\$32k to \$37k	20%
Independent Contractor		
Other		

Estimated Annual Salary of NEW jobs

AVERAGE	39000
HIGH	130000
LOW	32000

This information constitutes a "trade secret" and/or "information obtained from a commercial enterprise and which if disclosed would cause substantial injury to the competitive position of the subject enterprise", and, is thereby exempt from disclosure pursuant to New York Freedom of Information Law.

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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:

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, 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 <u>prior</u> to beginning construction. 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.

IEC Electronicss

(APPLICANT or USER/TENANT COMPANY)

11/18/2020 Signature Title Date

## IX. <u>FEES</u>

## 1. Application Fee - Send with Completed Application

A non-refundable application fee of Three Hundred Fifty Dollars (\$350.00) shall be charged each applicant.

## 2. Administrative Fee - Paid at Closing

- (a) For tax-exempt IRB bond issues, the fee shall be one percent (1%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
- (b) For lease/leaseback transactions and taxable bond issues, the fee shall be one-half percent (1/2%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
- (c) For refunding outstanding COMIDA bond issues, the fee shall be one-quarter percent (1/4%) of the new issuance amount.
- 3. If a sales tax letter is required prior to closing, a non-refundable twenty-five percent (25%) of the Administrative Fee and Agency Counsel fee is payable at that time. This amount will be applied towards the Administrative fee and Agency Counsel Fee. The Sales Tax Letter shall only be for a three (3) month period. If the project does not have a formal closing within three (3) months of the sales tax letter being issued, and an extension is not granted, the balance of the Administrative fee and Agency Counsel fee become immediately due and payable.
- 4. Agency Counsel fee is one-third (1/3) of the Agency's Administrative fee, with a minimum fee for a lease/leaseback transaction of \$4,000.00.
- 5. Designated Bond Counsel fee is based on the complexity and amount of the transaction.

**IEC Electronics** 

(APPLICANT or USER/TENANT COMPANY)

IN CFO 11/18/2020 lignature , Title Date

## 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 own a minimum of 20% 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. <u>Compliance with N.Y. GML Sec, 862(1)</u>: 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. <u>Compliance with Applicable Laws</u>: 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. <u>False and Misleading Information</u>: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- F. <u>Recapture</u>: 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. Applicant hereby releases the County of Monroe Industrial Development Agency ("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

## **USER/TENANT COMPANY**

IEC Electronics

CFO 11/18/20 , Title Date Signature

Signature , Title Date

## **Cost-Benefit Analysis for IEC Electronics Corp**

Prepared by COMIDA using InformAnalytics

IEC Electronics Corp | Cost Benefit Analysis | Inform Analytics | Powered by CGR

# Executive Summary



## Proposed Investment

IEC Electronics Corp. proposes to invest \$5.8 million at 50 Jetview Drive, Rochester, NY 14624 over 1 years. COMIDA staff summarize the proposed with the following: IE Electronics Corp new facility



4 FIGURE 4

Location of Investment

## Proposed Investments

Description Amou	
CONSTRUCTION SPENDING	
ST&MT	\$500,000
OTHER SPENDING	
Building	\$5,250,000
Total Investments	\$5,750,000
Discounted Total (2%)	\$5,750,000





# Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 1 years, with future returns discounted at a 2% rate.



### **Estimated Costs or Incentives**

COMIDA is considering the following incentive package for IEC Electronics Corp..

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$24,000	\$24,000
Mortage Recording Tax Exemption	\$34,000	\$34,000
Total Costs	\$58,000	\$58,000

#### May not sum to total due to rounding.

\* Discounted at 2%



## State & Regional Impact (Life of Project)

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

Description	Direct	Spillover	Total
REGIONAL BENEFITS	\$6,109,000	\$7,807,000	\$13,917,000
To Private Individuals	\$6,034,000	\$7,711,000	\$13,746,000
Temporary Payroll	\$184,000	\$58,000	\$243,000
Ongoing Payroll	\$5,850,000	\$7,653,000	\$13,503,000
To the Public	\$75,000	\$96,000	\$171,000
Temporary Sales Tax Revenue	\$2,000	\$726	\$3,000
Ongoing Sales Tax Revenue	\$73,000	\$95,000	\$168,000
STATE BENEFITS	\$295,000	\$471,000	\$766,000
To the Public	\$295,000	\$471,000	\$766,000
Temporary Income Tax Revenue	\$8,000	\$3,000	\$11,000
Ongoing Income Tax Revenue	\$210,000	\$371,000	\$581,000
Temporary Sales Tax Revenue	\$2,000	\$739	\$3,000
Ongoing Sales Tax Revenue	\$74,000	\$97,000	\$171,000
Total Benefits to State & Region	\$6,405,000	\$8,279,000	\$14,683,000
Discounted Total Benefits (2%)	\$6,405,000	\$8,279,000	\$14,683,000

May not sum to total due to rounding.



## **Benefit to Cost Ratio**

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

Description	Benefit*	Cost*	Ratio
Region	\$13,917,000	\$34,000	406:1
State	\$766,000	\$23,000	33:1
Grand Total	\$14,683,000	\$58,000	255:1

#### May not sum to total due to rounding.

\* Discounted at 2%

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