



County of Monroe Industrial Development Agency

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.monroecountyida.org.

I. APPLICANT

A. Name John Street Realty LLC
Address 1020 Lehigh Station Road
City/State/Zip Henrietta, NY 14467
Tax ID No. 46-2907229
Contact Name Eric Jones
Title Property Manager
Telephone (585) 334-1122
E-Mail ejones@lefrois.com

B. Owners of Applicant Company (must total 100%)
Name % Corporate Title
LeFrois Associates 100% Member
See attached breakdown

C. Applicant's Legal Counsel
Name Mitchell Nusbaum
Firm Woods Oviatt Gilman
Address 1900 Bausch & Lomb Place
City/State/Zip Rochester, NY 14604
Telephone (585) 987-2874
Fax (585) 454-3968
Email mnusbaum@woodsoviatt.com

II. PROJECT

A. Address of proposed project facility
Wiregrass Parkway located at John Street and
Lehigh Station Road, West Henrietta
Tax Map Parcel Number
City/Town/Village Town of Henrietta
School District Rush Henrietta
Current Legal Owner of Property
LFS John Street LLC

B. Proposed User(s)/Tenant(s) of the Facility
If there are multiple Users/Tenants, please attach additional pages.
Company Name M S international, Inc.
Address 2095 N. Batavia St.
City/State/Zip Orange, CA 92865
Tax ID No. 35-1562013
Contact Name Rupesh Shah, Bhavesh Gandhi
Title President Business Admin
Telephone (714) 685-7500
E-Mail rup@mssurfaces.com
% of facility to be occupied by company 100%

C. Owners of User/Tenant Company (must total 100%)
Name % Corporate Title
Shah Family 100% Owners
See attached breakdown

D. Benefits Requested (Check all that apply)
[X] Sales Tax Exemption
[] Industrial Revenue Bond Financing
[] Mortgage Recording Tax Exemption
[X] Real Property Tax Abatement

E. Description of project (check all that apply)

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

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

Founded in 1975, M S International, Inc (MSI) is a leading nationwide wholesale distributor of flooring, countertops, wall tile, and hardscaping products. Headquartered in Orange, CA, MSI also maintains distribution centers across U.S. and Canada and employs over 1,800 individuals.

MSI's product line includes products imported from more than 35 countries on six continents. In addition, MSI carries an extensive offering of porcelain, ceramic, glass, quartz, and vinyl products. For more information on MS International Inc, please visit www.msisurfaces.com

MSI is considering opening a distribution center on 6.24 acres on Wiregrass Parkway in the Town of Henrietta,. This new location will allow MSI to better service existing customers and attract new customers across upstate New York. We expect more than 90% of sales from this location will be to customers in the State of New York. The distribution center will be approximately 83,000 sf including offices (8,000 sf approx.) and warehouse. By month 24 of operations, we expect to employ 10-15 individuals, achieve sales of \$10 - \$20 million, and approximately annual payroll of \$500,000 - \$1.0 million. We would expect to grow approximately 10% - 15% per year in years 3 - 5 from these numbers.

MSI currently services this region by primarily shipping direct to customers from its distribution center located in Edison, New Jersey.

For its operations, MSI intends to make major capital expenditures including appropriately \$500,000 for overhead cranes, \$150,000 for forklifts and related equipment, \$200,000 for storage racks, and miscellaneous other investments of approximately \$150,000.

A Real Estate Holding LLC will purchase and own the property on completion of construction, and will lease the property under a long term lease to MSI. Both entities are owned by Shah Family.

II. PROJECT (cont'd)

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

Yes No

Location:

50 Heartland Blvd, Brentwood, NY 11717

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, 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**:

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**:

**To be completed with Agency assistance.

H. PROJECT TIMELINE

Proposed Date of Acquisition

01/15/2021

Proposed Commencement Date of Construction

02/01/2021

Anticipated Completion Date

10/01/2021

I. Contractor(s)

Russell P. LeFrois Builder, Inc.

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.

NO

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

Check One:

JOBSPLUS

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 1.

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 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

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

- a. MATERIALS a. \$ 2,100,000
- b. LABOR b. \$ 1,600,000

Site Work

- c. MATERIALS c. \$ 800,000
 - d. LABOR d. \$ 800,000
 - e. Non-Manufacturing Equipment e. \$ _____
 - f. Furniture and Fixtures f. \$ _____
 - g. LAND and/or BUILDING Purchase g. \$ 800,000
 - h. Manufacturing Equipment h. \$ _____
 - i. Soft Costs (Legal, Architect, Engineering) i. \$ 25,000
 - Other (specify) j. _____ j. \$ _____
 - k. _____ k. \$ _____
 - l. _____ l. \$ _____
 - m. _____ m. \$ _____
- Total Project Costs** \$ 6,125,000

B. Sources of Funds for Project Costs:

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

Identify each state and federal grant/credit

- _____ \$ _____
- _____ \$ _____
- _____ \$ _____
- _____ \$ _____

- f. Equity \$ 6,125,000
- TOTAL SOURCES** \$ 6,125,000

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

Yes No

If so, please specify bank, underwriter, etc.

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

Use additional sheets as necessary

Company Name M S International, Inc.

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. \$ 925,000
 - d. Furniture and Fixtures d. \$ 75,000
 - Other (specify) e. _____ e. \$ _____
 - f. _____ f. \$ _____
 - g. _____ g. \$ _____
 - h. _____ h. \$ _____
- Total** \$ 1,000,000

A non-refundable fee of 1/2% on TOTAL(e) above is due and payable upon issuance of a Sales Tax Letter to User(s)/Tenant(s)

M S International, Inc.

User/Tenant Company

[Signature] President 11/19/2020
 Signature , Title Date

For Office Use Only	
Total Assessment Value	
Land	Building
Applicant 2602-	
User/Tenant 2602-	
RM	

VI. Value of Incentives

Project name: John Street Realty LLC

A. IDA PILOT Benefits:

Current Land Assessment	370,000	Taxes on Land	10,937
Dollar Value of New Construction & Renovation Costs	5,300,000		
Estimated New Assessed Value of Project Subject to IDA	5,670,000		

County Tax rate/\$1,000	8.41
Local Tax Rate* Tax Rate/\$1,000	1.33
School Tax Rate /\$1,000	19.82
Total Tax Rate	<u>29.56</u>

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%	4,768	754	11,238	16,761	178,542	150,845
2	80%	9,537	1,508	22,476	33,521	178,542	134,084
3	70%	14,305	2,262	33,714	50,282	178,542	117,324
4	60%	19,074	3,016	44,952	67,042	178,542	100,563
5	50%	23,842	3,771	56,190	83,803	178,542	83,803
6	40%	28,611	4,525	67,428	100,563	178,542	67,042
7	30%	33,379	5,279	78,666	117,324	178,542	50,282
8	20%	38,148	6,033	89,904	134,084	178,542	33,521
9	10%	42,916	6,787	101,141	150,845	178,542	16,761
10	0%	47,685	7,541	112,379	167,605	178,542	0
Total		<u>262,266</u>	<u>41,476</u>	<u>618,087</u>	<u>921,829</u>	<u>1,785,424</u>	<u>754,223</u>

* Local Tax Rate for Town/City/Village

B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption:	<u>312,000</u>
Estimated duration of Sales Tax exemption:	<u>12/31/2021</u>

C. Mortgage Recording Tax Exemption Benefit:

Estimated Value of Mortgage Recording Tax exemption:	<u>\$0</u>
--	------------

D. Industrial Revenue Bond Benefit

IRB inducement amount, if required:	<u>\$0</u>
-------------------------------------	------------

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

Total Value of Incentives:	<u>\$1,066,223.40</u>	<u>17.41%</u>
Sources of Funds (Section IV.B.)	<u>\$6,125,000.00</u>	

** All estimates are based on current tax rates.

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: M S International, Inc.

Applicant: or User/Tenant:

You must include a copy of the most recent NYS-456 Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return OR if you have multiple locations within New York State, the Bureau of Labor - BLS 3020 - Multiple Worksite Report

	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)			10.0	10.0
Part Time (PTE)				
Total	0.0	0.0	10.0	10.0

** 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 John Street Realty LLC
Applicant: 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.

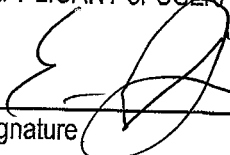
COMIDA understands that at certain times local labor may not be available within the local area. Under this condition, applicants are required to complete a waiver request of the All-Local Labor requirement 45 days in advance of commencing work. Contractors do not have to be local companies as defined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

John Street Realty LLC

(APPLICANT or USER/TENANT COMPANY)

 Property Manager 11/19/20
Signature _____, Title _____ Date _____

IX. FEES

1. Application Fee - Send with Completed Application

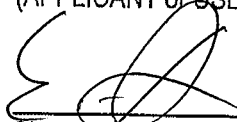
A non-refundable application fee of Three Hundred Fifty Dollars (\$350.00) shall be charged each applicant.

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.

John Street Realty LLC

(APPLICANT or USER/TENANT COMPANY)


Signature _____, Title Property Manager Date 11/19/20

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. 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 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. 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

John Street Realty LLC

[Signature]
Signature, Title: Property Manager, Date: 11/19/20

USER/TENANT COMPANY

M S International, Inc.

[Signature]
Signature, Title: President, Date: 11/19/2020

Cost-Benefit Analysis for John Street Realty LLC

Prepared by COMIDA using InformAnalytics

Executive Summary

INVESTOR

John Street Realty (MS International)

TOTAL INVESTED

\$7.1 Million

LOCATION

**Wiregrass Parkway,
West Henrietta, NY
14586**

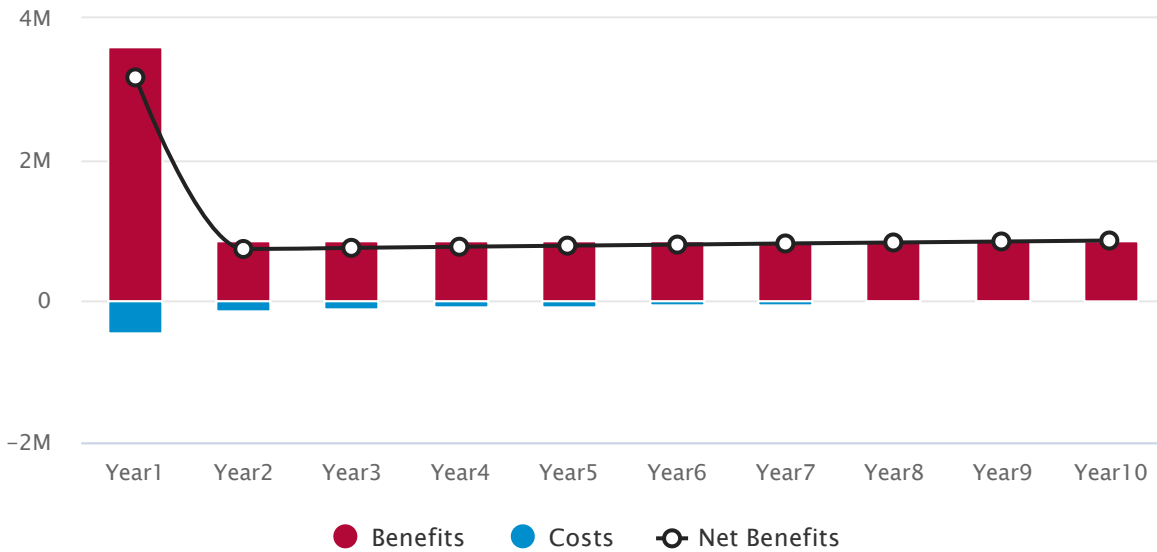
TIMELINE

10 Years

F1 FIGURE 1

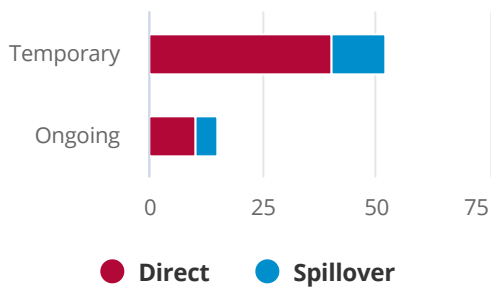
Discounted* Net Benefits for John Street Realty LLC by Year

Total Net Benefits: **\$10,340,000**



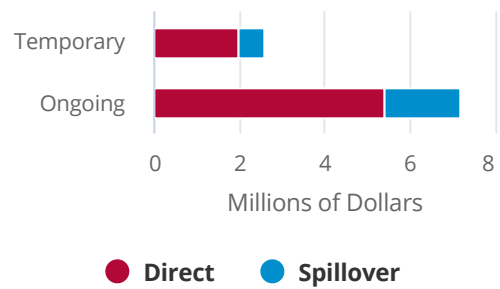
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

John Street Realty (MS International) proposes to invest \$7.1 million at Wiregrass Parkway, West Henrietta, NY 14586 over 10 years. COMIDA staff summarize the proposed with the following: 6.24 acres to build a 83,000 Square foot building

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
John Street	\$5,300,000
OTHER SPENDING	
Building	\$800,000
Soft costs	\$25,000
Non-Man Equip	\$925,000
FFE	\$75,000
Total Investments	\$7,125,000
Discounted Total (2%)	\$7,125,000

May not sum to total due to rounding.

F4 FIGURE 4

Location of Investment



Cost-Benefit Analysis

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

T2 TABLE 2

Estimated Costs or Incentives

COMIDA is considering the following incentive package for John Street Realty (MS International).

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$684,000	\$649,000
Sales Tax Exemption	\$310,000	\$310,000
Total Costs	\$994,000	\$960,000

May not sum to total due to rounding.

* Discounted at 2%

T3 TABLE 3

State & Regional Impact (Life of Project)

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

Description	Direct	Spillover	Total
REGIONAL BENEFITS	\$8,748,000	\$2,638,000	\$11,386,000
To Private Individuals	\$7,815,000	\$2,606,000	\$10,420,000
Temporary Payroll	\$1,955,000	\$618,000	\$2,573,000
Ongoing Payroll	\$5,860,000	\$1,987,000	\$7,847,000
To the Public	\$933,000	\$32,000	\$965,000
Property Tax Revenue	\$836,000	N/A	\$836,000
Temporary Sales Tax Revenue	\$24,000	\$8,000	\$32,000
Ongoing Sales Tax Revenue	\$73,000	\$25,000	\$98,000
STATE BENEFITS	\$468,000	\$152,000	\$619,000
To the Public	\$468,000	\$152,000	\$619,000
Temporary Income Tax Revenue	\$88,000	\$30,000	\$117,000
Ongoing Income Tax Revenue	\$281,000	\$89,000	\$370,000
Temporary Sales Tax Revenue	\$25,000	\$8,000	\$33,000
Ongoing Sales Tax Revenue	\$74,000	\$25,000	\$99,000
Total Benefits to State & Region	\$9,215,000	\$2,790,000	\$12,005,000
Discounted Total Benefits (2%)	\$8,688,000	\$2,611,000	\$11,300,000

May not sum to total due to rounding.

T4 TABLE 4

Benefit to Cost Ratio

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

Description	Benefit*	Cost*	Ratio
Region	\$10,720,000	\$803,000	13:1
State	\$580,000	\$157,000	4:1
Grand Total	\$11,300,000	\$960,000	12:1

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™ 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.