

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: WF Elmridge LLC
 Address: 550 Latona Road Building A
 City/State/Zip: Rochester New York 14626
 Tax Id No.: 85-4034940
 Contact Name: Jay Wegman
 Title: President
 Telephone: 585-563-1401
 E-Mail: jayw@wegmancompanies.com

B. Applicant's Legal Counsel

Name: Ryan Lown
 Firm: Phillips Lytle LLP
 Address: 28 East Main Street
 City/State/Zip: Rochester, New York 14614
 Telephone: 585-238-2056
 Email: rlown@phillipslytle.com

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

Name	%	Corporate Title
WF Holding 9 LLC	100%	
E. Jay Wegman	11.12%	Managing Member
Jen Yodice	11.11%	Member
Amy Forsythe	11.11%	Member
Susan Beach	11.11%	Member
Philip E. Wegman	11.11%	Member
Andrew Wegman	11.11%	Member
M. Margaret Miner	11.11%	Member
M. Caroline Vogel	11.11%	Member
Timothy Wegman	11.11%	Member

II. PROJECT

A. Address of proposed project facility

3780, 3740, and 3580 West Ridge Road

Rochester, New York 14626

Tax Map Parcel Number: 073.02-1-74, 073.02-1-72.2, 073.02-1-72.1

City/Town/Village: Town of Greece

School District: Greece Central

Current Legal Owner of Property:

T Elm Ridge Center NY

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

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

Name	%	Corporate Title
See attachment		

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 ☐ No

Company Name: See attachment

Address: _____

City/State/Zip: _____

Tax ID No: _____

Contact Name: _____

Title: _____

Telephone: _____

Email: _____

% of facility to be occupied by user/tenant _____

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

NAICS Code: 531120 (for WF Elmridge LLC)

WF Elmridge LLC is purchasing the property located at 3780, 3740 and 3580 West Ridge Road some of which has sat vacant for over 10 years. Our improvements to include but not limited to are repair and replacing roofs, clean and demolish some interiors with remediation to any mold or asbestos. Our goal is to lease the property and create new job opportunities within the Town of Greece. We are actively seeking a tenant to occupy the vacant 84,000 sq. ft. space formerly known as Tops.

VC Athletics is an All-Star and Recreational Cheerleading, Dance, and Tumbling Training Center. The owners are franchising a national brand that is rated one of the best and largest in the nation. Both owners have over 15 years' experience in the Cheerleading, Dance and Tumbling industry. 26.5% of total project costs is budgeted for this parcel.

Panefort is a global manufacturer of protective apparel and supplies. The company's main factory is in Cambodia, but they are establishing domestic production and assembly. Their current location is not large enough for this.

II. PROJECT (cont'd)

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

☒ Yes ☐ No

Location:

Product Source Group, LLC

105 McLaughlin Road Rochester, NY 14615

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:

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

☐ Yes ☒ No

Please explain why financial assistance is necessary.

Based on the property's retail/commercial rental vacancies, its location and physical condition, financial assistance is necessary to renovate and revitalize the property, making it once again an attractive site for retail/commercial business.

H. Project Timeline

Proposed Date of Acquisition: 02/16/2021

Proposed Commencement Date of Construction: 02/01/2021

Anticipated Completion Date: 05/1/2021

I. Contractor(s)

FSI General Contractors

90 Goodway Drive, Rochester, New York 14623

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 a. \$ 930,050.00
b. Labor b. \$ 765,050.00

Site Work

- c. Materials c. \$ _____
d. Labor d. \$ _____
e. Non-Manufacturing Equipment e. \$ _____
f. Manufacturing Equipment f. \$ _____
g. Equipment Furniture and Fixtures g. \$ _____
h. Land and/or Building Purchase h. \$ 6,690,000.00
i. Soft Costs (Legal, Architect, Engineering) i. \$ _____

Other (specify) j. Fees j. \$ 69,900.00

k. Legal k. \$ 35,000.00

l. _____ l. \$ _____

m. _____ m. \$ _____

Total Project Costs \$ 8,490,000.00
(must equal Total Sources)

- B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
b. Taxable Industrial Revenue Bond b. \$ _____
c. Bank Financing d. \$ 7,750,000.00
d. Public Sources e. \$ _____

Identify each state and federal grant/credit

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

e. Equity \$ 740,000.00

TOTAL SOURCES \$ 8,490,000.
(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.

GRB Bank

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 N/A

- 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 d. \$ _____

Other (specify): e. _____ e. \$ _____

f. _____ f. \$ _____

g. _____ g. \$ _____

h. _____ h. \$ _____

Total Project Costs \$ 0.00

VI. Value of Incentives

Project name: **WF Elmridge LLC**

A. IDA PILOT Benefits:

Current Assessment 10,965,333 Taxes on Land 432,692

County Tax rate/\$1,000	8.73
Local Tax Rate* Tax Rate/\$1,000	6.16
School Tax Rate /\$1,000	24.57
Total Tax Rate	39.46

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%	9,573	6,755	26,942	43,269	865,384	389,423
2	80%	19,145	13,509	53,884	86,538	865,384	346,154
3	70%	28,718	20,264	80,825	129,808	865,384	302,884
4	60%	38,291	27,019	107,767	173,077	865,384	259,615
5	50%	47,864	33,773	134,709	216,346	865,384	216,346
6	40%	57,436	40,528	161,651	259,615	865,384	173,077
7	30%	67,009	47,283	188,593	302,884	865,384	129,808
8	20%	76,582	54,037	215,535	346,154	865,384	86,538
9	10%	86,155	60,792	242,476	389,423	865,384	43,269
10	10%	86,155	60,792	242,476	389,423	865,384	43,269
11	0%	95,727	67,546	269,418	432,692	865,384	0
Total		516,928	364,751	1,454,858	2,336,537	8,653,841	1,990,383

* Local Tax Rate for Town/City/Village

B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption:	<u>\$74,404</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>\$58,125</u>
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D. Industrial Revenue Bond Benefit

IRB inducement amount, if required:	<u>\$0</u>
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E. Percentage of Project Costs financed from Public Sector sources:

Total Value of Incentives:	<u>\$2,122,912.38</u>	<u>25.00%</u>
Sources of Funds (Section IV.B.)	<u>\$8,490,000.00</u>	

** All estimates are based on current tax rates.

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: SEE ATTACHMENTS FOR TENANTS

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)	0	0	0	0
Part Time (PTE)	0	0	0	0
Total	0.00	0.00	0.00	0.00

** 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 WF Elmridge LLC

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.

WF Elmridge LLC

(APPLICANT COMPANY)

(TENANT COMPANY)

Ed [Signature] President 1/25/21
Signature Title Date

Signature , Title Date

IX. FEES

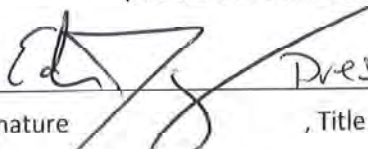
Transaction Type	Fees
Lease/Leaseback including any/all of the following: 1. PILOT Agreement 2. Sales and Tax Exemption 3. Mortgage Tax Exemption	Application Fee: Non-refundable \$350.00 IDA Fee: 0.75% of the total project cost Legal Fee: 0.33% of the IDA fee. Minimum fee of \$4,000.
Sales Tax Exemption* 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: 1. PILOT Agreement 2. Sales Tax Exemption 3. Mortgage Tax Exemption	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.

WF Elmridge LLC

(APPLICANT COMPANY)

(TENANT COMPANY)

 Signature	President Title	1/25/21 Date	Signature	Title	Date
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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 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

WF Elmridge LLC

Signature

Title

Date

TENANT COMPANY

Signature

Title

Date

Product Source Group, LLC - Attachment

II. PROJECT

A. Address of proposed project facility

3780 West Ridge Road

Tax Map Parcel Number: 073.02-1-74

City/Town/Village: _____

School District: _____

Current Legal Owner of Property: _____

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

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

Name	%	Corporate Title
Rachael Dolan	100	Owner
_____	_____	_____
_____	_____	_____
_____	_____	_____

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 ☐ No

Company Name: Product Source Group, LLC

Address: 105 McLaughlin Rd.

City/State/Zip: Rochester, NY 14615

Tax ID No: 84-2371656

Contact Name: Billy Dolan

Title: ceo

Telephone: 585-729-9696

Email: Billy.Dolan@paneffort.com

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

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

NAICS Code: _____

We are a global manufacture of Protective apparel and products. Our main factory is in Cambodia but we are establishing domestic production and assembly.

Product Source Group, LLC - Attachment (cont'd)

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: Product Source Group, 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)	15	15	3	3
Part Time (PTE)	15	15	0	0
Total	22.50	22.50	3.00	3.00

** 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 Market Area, in the fourth column. The Labor Market 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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Product Source Group, LLC - Attachment (cont'd)

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	\$ 125,000	0%
Professional	\$ 75,000	0%
Administrative	\$ 40,000	0%
Production	\$ 35,000	0%
Independent Contractor		0%
Other		0%

Estimated Annual Salary of **NEW** jobs

AVERAGE	\$ 44,000
HIGH	\$ 110,000
LOW	\$ 32,000

* 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

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Company Name Product Source Group, LLC

Applicant: ☐ and/or User/Tenant: ☒

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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.

WF Elmridge LLC

(APPLICANT COMPANY)

[Signature]
Signature, Title, Date
President
1/20/21

Product Source Group, LLC

(TENANT COMPANY)

William A Dolan *AA* ceo 1/21/21
Signature, Title, Date

Product Source Group, LLC - Attachment (cont'd)

IX. FEES

Transaction Type	Fees
Lease/Leaseback including any/all of the following: 1. PILOT Agreement 2. Sales and Tax Exemption 3. Mortgage Tax Exemption	Application Fee: Non-refundable \$350.00 IDA Fee: 0.75% of the total project cost Legal Fee: 0.33% of the IDA fee. Minimum fee of \$4,000.
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Bond: Taxable or Tax-Exempt with Lease/Leaseback Including any/all of the following: 1. PILOT Agreement 2. Sales Tax Exemption 3. Mortgage Tax Exemption	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
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WF Elmridge LLC

Product Source Group, LLC

(APPLICANT COMPANY)

(TENANT COMPANY)

 Signature _____, Title _____ Date 1/21/21	 Signature _____, Title _____ Date 1/21/21
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Product Source Group, LLC - Attachment (cont'd)

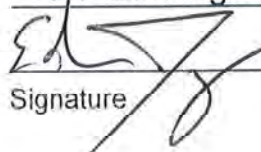
X. CERTIFICATION

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 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

WF Elmridge LLC

 *President* 1/25/21
Signature, Title, Date

TENANT COMPANY

Product Source Group, LLC

 *CEO* 1/21/21
Signature, Title, Date

VC Athletics LLC - Attachment

II. PROJECT

A. Address of proposed project facility

3580 W. Ridge Road

Rochester, NY 14626

Tax Map Parcel Number: 073.02-1-72.1

City/Town/Village:

School District:

Current Legal Owner of Property:

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 ☒ No

Company Name: VC Athletics LLC

Address: 545 Meadowbriar Road

City/State/Zip: Rochester, New York 14626

Tax ID No: 85-3639739

Contact Name: Allison Violette

Title: Owner

Telephone: 585-683-6500

Email: allison@cheerathletics.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

Name	%	Corporate Title
Allison Violette	50%	Co-Owner
Chanise Crarry	50%	Co-Owner

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

NAICS Code: _____

VC Athletics is an All-Star and Recreational Cheerleading, Dance, and Tumbling Training Center. The owners are franchising a national brand that is rated one of the best and largest in the nation. Both owners have over 15 years experience in the Cheerleading, Dance and Tumbling industry.

VC Athletics LLC - Attachment (cont'd)

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: VC Athletics 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)	0	0	8	8
Part Time (PTE)	0	0	7	7
Total	0.00	0.00	11.50	11.50

** 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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VC Athletics LLC - Attachment (cont'd)

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	\$ 40,000	0%
Professional		0%
Administrative	\$ 40,000	0%
Production		0%
Independent Contractor		0%
Other	\$ 32,500	0%

Estimated Annual Salary of **NEW** jobs

AVERAGE	\$ 32,500
HIGH	\$ 45,000
LOW	\$ 20,000

* 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:

Company Name VC Athletics

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.

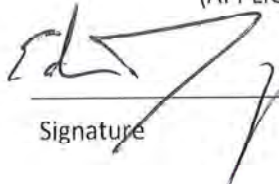
Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.


WF Elmridge LLC

VC Athletics

(APPLICANT COMPANY)

(TENANT COMPANY)

 President 1/25/21
Signature, Title, Date

 Allison Violette Jan 22, 2021 14:01 EST
Signature, Title, Date

IX. FEES

VC Athletics LLC - Attachment (cont'd)

Transaction Type	Fees
Lease/Leaseback including any/all of the following: 1. PILOT Agreement 2. Sales and Tax Exemption 3. Mortgage Tax Exemption	Application Fee: Non-refundable \$350.00 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: 1. PILOT Agreement 2. Sales Tax Exemption 3. Mortgage Tax Exemption	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.

WF Elmridge LLC

(APPLICANT COMPANY)

 President 1/25/21
Signature, Title Date

VC Athletics

(TENANT COMPANY)

 Allison Violette Owner 1/16/21
Allison Violette (Jan 22, 2021 14:01 EST)
Signature, Title Date

VC Athletics LLC - Attachment (cont'd)

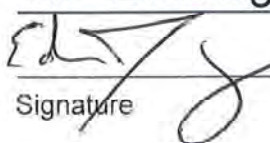
X. CERTIFICATION

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.
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- 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

WF Elmridge LLC

 President 1/25/21
Signature Title Date

TENANT COMPANY

VC Athletics

 Owner 1/16
Allison Violette (Jan 22, 2021 14:01 EST)
Signature Title Date

Cost-Benefit Analysis for WF Elmridge LLC

Prepared by COMIDA using InformAnalytics

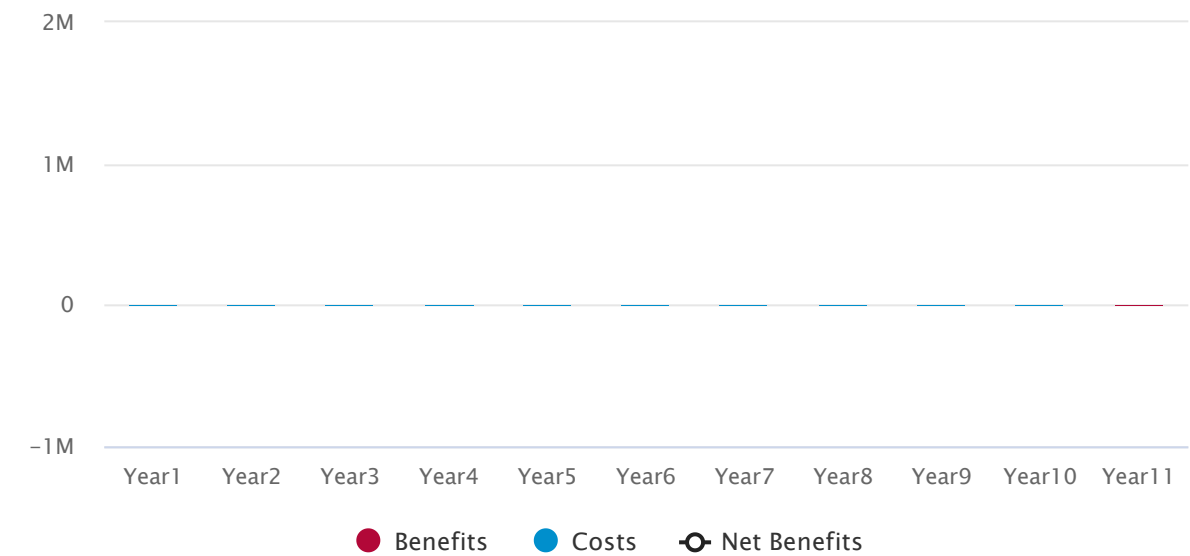
Executive Summary

INVESTOR	TOTAL INVESTED	LOCATION	TIMELINE
WF Elmridge LLC	\$8.5 Million	3780 West Ridge Road, Rochester, NY 14626	11 Years

F1 FIGURE 1

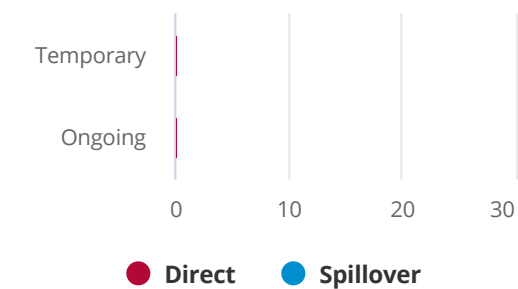
Discounted* Net Benefits for WF Elmridge LLC by Year

Total Net Benefits: \$7,779,000



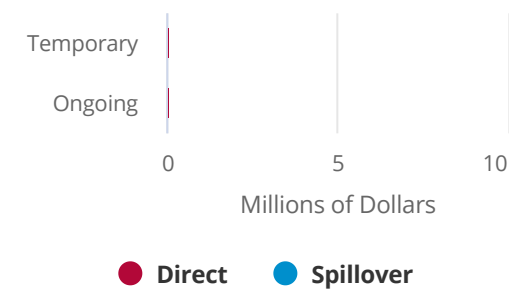
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

WF Elmridge LLC proposes to invest \$8.5 million at 3780 West Ridge Road, Rochester, NY 14626 over 11 years. COMIDA staff summarize the proposed with the following: Purchasing vacant property in the Town of Greece and redeveloping.

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
Plaza	\$1,695,000
Product Source Group, LLC	\$0
VC Athletics	\$0
OTHER SPENDING	
Building	\$6,690,000
Fees	\$70,000
Legal	\$35,000
Total Investments	\$8,490,000
Discounted Total (2%)	\$8,490,000

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 11 years, with future returns discounted at a 2% rate.

T2 TABLE 2

Estimated Costs or Incentives

COMIDA is considering the following incentive package for WF Elmridge LLC.

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$1,916,000	\$1,814,000
Sales Tax Exemption	\$73,000	\$73,000
Mortgage Recording Tax Exemption	\$58,000	\$58,000
Total Costs	\$2,046,000	\$1,945,000

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	\$6,509,000	\$3,579,000	\$10,088,000
To Private Individuals	\$6,429,000	\$3,535,000	\$9,964,000
Temporary Payroll	\$625,000	\$198,000	\$823,000
Ongoing Payroll	\$5,804,000	\$3,337,000	\$9,141,000
To the Public	\$80,000	\$44,000	\$124,000
Temporary Sales Tax Revenue	\$8,000	\$2,000	\$10,000
Ongoing Sales Tax Revenue	\$72,000	\$42,000	\$114,000
STATE BENEFITS	\$331,000	\$206,000	\$537,000
To the Public	\$331,000	\$206,000	\$537,000
Temporary Income Tax Revenue	\$28,000	\$9,000	\$37,000
Ongoing Income Tax Revenue	\$222,000	\$151,000	\$373,000
Temporary Sales Tax Revenue	\$8,000	\$3,000	\$10,000
Ongoing Sales Tax Revenue	\$73,000	\$42,000	\$116,000
Total Benefits to State & Region	\$6,840,000	\$3,784,000	\$10,625,000
Discounted Total Benefits (2%)	\$6,270,000	\$3,454,000	\$9,724,000

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	\$9,232,000	\$1,889,000	5:1
State	\$492,000	\$56,000	9:1
Grand Total	\$9,724,000	\$1,945,000	5:1

May not sum to total due to rounding.
* Discounted at 2%

CGR has exercised reasonable professional care and diligence in 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.