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PITTSFORD, NY 14534  
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November 22, 2019

Hon. Cheryl Dinolfo  
Monroe County Executive  
39 West Main Street  
County Office Building  
Rochester, New York 14614  
CERTIFIED MAIL RECEIPT #:  
91 7199 9991 7039 8784 3997

Ms. Susan Buck  
Monroe County Treasury  
B-3 County Office Building  
39 West Main Street  
Rochester, New York 14614  
CERTIFIED MAIL RECEIPT #:  
91 7199 9991 7039 8784 4000

Ms. Lovely Warren, Mayor  
City of Rochester  
City Hall, 30 Church Street  
Rochester, New York 14614  
CERTIFIED MAIL RECEIPT #:  
91 7199 9991 7039 6464 3534

Mr. Randy Webb  
Bureau of Accounting  
30 Church Street, Room 106-A  
Rochester, New York 14614  
CERTIFIED MAIL RECEIPT #:  
91 7199 9991 7039 6464 3541

Mr. Michael Zazzara, Assessor  
City Hall, Room 101A  
30 Church Street  
Rochester, New York 14614  
CERTIFIED MAIL RECEIPT #:  
91 7199 9991 7039 6464 3558

Mr. Terry J. Dade, Superintendent  
Rochester City School District  
131 West Broad Street  
Rochester, New York 14614  
CERTIFIED MAIL RECEIPT #:  
91 7199 9991 7039 6464 3565

Re: County of Monroe Industrial Development Agency d/b/a Imagine Monroe  
("COMIDA") and Buffalo Road Business Center LLC Project;  
460 Buffalo Road in the City of Rochester, New York

Ladies and Gentlemen:

Enclosed herewith please find a copy of the Payment In Lieu of Tax Agreement and the Application for Real Property Tax Exemption with respect to the above-captioned matter. Also enclosed for your perusal are copies of the as-recorded Memorandum of Lease and Memorandum of Leaseback.

Very truly yours,

*Rachel Baranello*  
Rachel C. Baranello

RCB/lap  
Enclosures

cc: Imagine Monroe  
Richard I. Finley III  
James P. Pronti, Esq.

**COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY  
D/B/A IMAGINE MONROE**

**AND**

**BUFFALO ROAD BUSINESS CENTER LLC**

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**PAYMENT-IN-LIEU-OF-TAX AGREEMENT**

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**Tax Map No.**

120.290-0001-004

**Affected Taxing Jurisdictions:**

County of Monroe  
City of Rochester

**Dated as of November 1, 2019**

## PAYMENT IN LIEU OF TAX AGREEMENT

**THIS PAYMENT IN LIEU OF TAX AGREEMENT** (the "PILOT Agreement") made as of November 1, 2019, is by and between the **COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE**, a public benefit corporation of the State of New York, having its offices at 50 West Main Street, Rochester, New York 14614 (the "Agency"), and **BUFFALO ROAD BUSINESS CENTER LLC**, a limited liability company formed and validly existing under the laws of the State of New York with offices at 259 Alexander Street, Rochester, New York 14607 (the "Company").

### **WITNESSETH:**

**WHEREAS**, the Agency was created by Chapter 55 of the Laws of 1972 of the State of New York pursuant to Title I of Article 18-A of the General Municipal Law of the State of New York (collectively, the "Act") as a body corporate and politic and as a public benefit corporation of the State of New York; and

**WHEREAS**, the Company has requested the Agency to assist in a certain project (the "Project") all as more particularly described in an application dated August 13, 2019 (the "Application") consisting of: (A) the acquisition of a leasehold interest in an approximately 20-acre parcel of land located at 460 Buffalo Road in the City of Rochester, New York 14611 (the "Land") together with the existing approximately 489,000 square-foot building thereon (the "Existing Improvements"); (B) the renovation and modernization of the Existing Improvements including, but not limited to, a new roof, dock replacement/additions, a new façade and parking lot work (the "Improvements"); and (C) the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (the "Equipment" and, together with the Land, the Existing Improvements and the Improvements, the "Facility"), for continued use by American Aerogel Corporation (the "Tenant") in its business as a steel producer; and

**WHEREAS**, the Agency has agreed to lease the Facility to the Company; and

**WHEREAS**, pursuant to Section 874(1) of the Act, the Agency is exempt from the payment of taxes imposed upon real property and improvements owned by it or under its jurisdiction, control or supervision other than special ad valorem levies, special assessments and service charges against real property, which are or may be imposed for special improvements or special district improvements; and

**WHEREAS**, the Legislature of the County of Monroe by Resolution No. 154 of 1989 has adopted a revised tax abatement policy which was modified and readopted by the Agency in June 2000 (the "JobsPlus Tax Abatement Policy," sometimes hereinafter referred to as "JobsPlus") for industrial and/or commercial property leased, licensed and/or owned by the Agency; and

**WHEREAS**, the Facility meets the criteria of the JobsPlus Tax Abatement Policy; and

**WHEREAS**, the Agency and the Company deem it necessary and proper to enter into an agreement making provisions for payments in lieu of taxes by the Company to the County of Monroe (the "County") and the City of Rochester (the "City" and, collectively with the County, the "Affected Taxing Jurisdictions").

NOW, THEREFORE, in consideration of the covenants herein contained, and other good and valuable consideration the receipt and sufficiency of which are hereby acknowledged, it is mutually agreed as follows:

**Section 1 - Payment in Lieu of Ad Valorem Taxes.**

Section 1.1 A. Subject to the completion and filing by the taxable status date (**March 1, 2020**) (the "Taxable Status Date") of New York State Form RP-412-a "Application For Real Property Tax Exemption" (the "Exemption Application") under Section 412-a of the New York State Real Property Tax Law (the "RPTL") and Section 874 of the Act and the approval of the Exemption Application by the appropriate assessors or Board of Assessment Review, the Facility shall be exempt from Real Estate Taxes commencing with the **2021** County tax year and the **2020-2021** City tax year. For purposes of the foregoing "Real Estate Taxes" means all general levy real estate taxes levied against the Facility by the County and City. The Company shall provide to the Agency with the information necessary for the completion and filing of the Exemption Application and shall provide such additional information and take such actions as are required by the appropriate assessors or Board of Assessment Review to process and approve the Exemption Application. Notwithstanding anything contained herein or in the Lease Agreement to the contrary, in the event the exemption from Real Estate Taxes is denied for any reason, the Company shall pay (and hereby agrees to pay) all Real Estate Taxes levied upon the Facility as they become due. After giving written notice to the Agency, the Company may in good faith contest the denial of the Exemption Application, provided that (i) the overall operating efficiency of the Facility is not impaired and the Facility continues to qualify as a "project" under the Act; (ii) neither the Facility nor any part of or interest in it would be in any danger of being sold, forfeited or lost; or (iii) neither the Company nor the Agency, as a result of such contest, shall be in any danger of any civil or criminal liability. The Company hereby waives any claim or cause of action against the Agency, and releases the Agency from any liability to the Company, arising from the denial of an exemption from Real Estate Taxes except to the extent that such denial results solely from the failure of the Agency to file the Exemption Application with the appropriate assessors or Board of Assessment Review by the Taxable Status Date.

B. Payee. As long as the Facility is leased to the Agency or under its jurisdiction, control or supervision, the Company agrees to pay annually directly to the Affected Taxing Jurisdictions, as a payment in lieu of taxes, within thirty (30) days of receipt of the invoice for payment of taxes (the "Payment Date"), commencing with the invoice for the **2020-2021** City tax year and the invoice for the **2021** County tax year, an amount equal to the Total PILOT Payment, as set forth on Schedule A attached hereto and made a part hereof. The Company shall make all payments due hereunder without further notice or invoicing from the Agency, any Affected Tax Jurisdiction or any other party.

The parties agree and acknowledge that payments made hereunder are to obtain revenues for public purposes, and to provide a revenue source that the Affected Taxing Jurisdictions would otherwise lose because the subject parcels are not on the tax rolls.

1.2 Allocation. The Agency shall remit to the Affected Taxing Jurisdictions amounts received hereunder (if any) within thirty (30) days of receipt of said payment and shall allocate said payments among the Affected Taxing Jurisdictions in the same proportion as ad valorem taxes would have been allocated but for the Agency's involvement, unless the Affected Taxing Jurisdictions have consented in writing to a specific allocation.

1.3 Tax Rates. For purposes of determining the allocation of the Total PILOT Payment among the Affected Taxing Jurisdictions, the Agency shall use the last tax rate utilized for levy of taxes by each such jurisdiction. For County and special district purposes, the tax rates used to determine the allocation of the Total PILOT Payment shall be the tax rates relating to the calendar year which includes the PILOT payment due date. For City purposes, the tax rates used to determine the PILOT payment shall be the rate relating to the year which includes the PILOT payment due date.

1.4 Valuation of Future Additions to the Facility. In the event that any structural addition shall be made to the building or buildings included in the Facility, or any additional building or improvement shall be constructed on the Land (such structural additions, buildings and improvements being referred to hereinafter as "Future Addition"), the Company agrees to make additional payments in lieu of taxes to the Affected Taxing Jurisdictions in amounts equal to the then current ad valorem tax rates which would be levied upon or with respect to the Future Addition by the Affected Taxing Jurisdictions if the Future Addition were owned by the Company exclusive of the Agency's leasehold interest multiplied by the assessment or assessments established for that tax year by the appropriate Taxing Jurisdiction.

1.5 Period of Benefits. The tax benefits provided for herein should be deemed to include (i) the 2020-2021 City tax year through the 2029-2030 City tax year, and (ii) the 2021 County tax year through the 2030 County tax year. This PILOT Agreement shall expire on **December 31, 2030**; *provided, however*, the Company shall pay the 2030-2031 City tax bill and the 2031 County tax bill on the dates and in the amounts as if the Agency were not in title on the tax status date with respect to said tax years. In no event shall the Company be entitled to receive tax benefits relative to the Facility for more than the periods provided for herein, unless the period is extended by amendment to this PILOT Agreement executed by both parties after any applicable public hearings. The Company agrees that it will not seek any tax exemption for the Facility which could provide benefits for more than the periods provided for herein and specifically agrees that the exemptions provided for herein, to the extent actually received (based on the number of lease years elapsed), supersede and are in substitution of the exemptions provided by Section 485-b of the RPTL. It is hereby agreed and understood that the Affected Taxing Jurisdictions can rely upon and enforce the above waiver to the same extent as if they were signatories hereto.

**Section 2 - Special District Charges, Special Assessments and other Charges.** Special district charges, special assessments, and special ad valorem levies (specifically including but not limited to fire district charges), and pure water charges and sewer charges are to be paid in full in accordance with normal billing practices.

**Section 3 - Transfer of Facility.** In the event that the Facility is transferred from the Agency to the Company (the lease/leaseback agreements are terminated), and the Company is ineligible for a continued tax exemption under some other tax incentive program, or the exemption results in a payment to the Affected Taxing Jurisdictions in excess of the payment described in Section 1 herein, or this PILOT Agreement terminates and the property is not timely transferred back to the Company, the Company agrees to pay no later than the next tax lien date (plus any applicable grace period), to each of the Affected Taxing Jurisdictions, an amount equal to the taxes and assessments which would have been levied on the Facility if the Facility had been classified as fully taxable as of the date of transfer or loss of eligibility of all or a portion of the exemption described herein or date of termination.

**Section 4 - Assessment Challenges.**

4.1 The Company shall have all of the rights and remedies of a taxpayer with respect to any proposed assessment or change in assessment of the Facility by any of the Affected Taxing Jurisdictions. The Company shall be entitled to protest before and be heard by the appropriate assessors or Board of Assessment Review, and shall be entitled to take any and all appropriate appeals or initiate any proceedings to review the validity or amount of any assessment or the validity or amount of any tax equivalent provided for herein.

4.2 The Company shall have all of the rights and remedies of a taxpayer with respect to any tax, service charge, special benefit, ad valorem levy, assessment, or special assessment or service charge in lieu of which the Company is obligated to make a payment pursuant to this PILOT Agreement.

4.3 The Company shall (i) cause the appropriate real estate tax assessment office and tax levy officers to assess the Facility and apply tax rates to the respective assessments, and (ii) file any accounts or tax returns required by the appropriate real estate tax assessment office and tax levy officers.

**Section 5 - Changes in Law.** To the extent the Facility is declared to be subject to taxation or assessment by an amendment to the Act, other legislative change, or by final judgment of a court of competent jurisdiction, the obligations of the Company hereunder shall, to such extent, be null and void.

**Section 6 - Events of Default.**

6.1 If payments are not made as provided for herein, the Agency and/or Taxing Jurisdictions, individually or collectively, shall be entitled to pursue any and all remedies afforded them at law or in equity.

Notwithstanding anything contained herein to the contrary, upon the occurrence of (i) the sale or closure of the Facility; (ii) a significant unapproved change in use of the Facility; (iii) a significant reduction in employment at the Facility (as defined below); (iv) the Company abandons or otherwise vacates the County of Monroe; (v) the failure by the Company to make any payments required under this PILOT Agreement; or (vi) the breach of covenants or event of default (singularly or collectively an "Event of Default") under the Leaseback Agreement, dated

as of the date hereof, by and between the Agency and the Company (the "Leaseback Agreement"), the Agency shall have the right to recapture real property tax abatements provided hereunder pursuant to the following schedule:

<b>Year of Recapture</b>	<b>Percent of Recapture, Applicable to Current Year and All Prior Years</b>
1	100%
2	100%
3	50%
4	50%
5	25%
6	25%
After year 6	At Agency's Discretion, 25% or Less

Any such recapture is at the sole and exclusive discretion of the Agency. The Agency shall notify the Company in writing of such Event of Default and of its intent to recapture the PILOT benefits (or any portion thereof). For purposes of this Section only, a "significant reduction in employment" shall mean more than twenty percent (20%) of the employment as stated in the Company's Application, to wit, 110. Any and all recaptured payments received pursuant to this provision shall be remitted to the Taxing Jurisdictions on a pro rata basis within sixty (60) days of receipt of payment.

6.2 If payments pursuant to Section 6.1 herein are not made by the due dates, or if any other payment required to be made hereunder is not made by the last day of any applicable cure period within which said payment can be made without penalty, the Company shall pay penalties and interest as follows: With respect to payments to be made pursuant to Section 6.1 herein, if said payment is not received by the due date defined in Section 6.1 herein, the Company shall pay, in addition to said payment, (i) a late payment penalty equal to five percent (5%) of the amount due and (ii) for each month, or any part thereof, that any such payment is delinquent beyond the first month, interest on the total amount due plus a late payment penalty, in an amount equal to one percent (1%) of the amount due per month. With respect to all other payments due hereunder, if said payment is not paid within any applicable cure period, the Company shall pay, in addition to said payment, the greater of the applicable penalties and interest hereunder, or penalties and interest which would have been incurred had payments made hereunder been tax payments to the Affected Taxing Jurisdictions.

**Section 7 - Assignment.** No portion of any interest in this PILOT Agreement may be assigned by the Company, nor shall any person other than the Company be entitled to succeed to or otherwise obtain any benefits of the Company hereunder without the prior written consent of the Agency, which shall not be unreasonably withheld or delayed.

**Section 8 - Miscellaneous.**

8.1 This PILOT Agreement may be executed in any number of counterparts each of which shall be deemed an original but which together shall constitute a single instrument.

8.2 All notices, claims and other communications hereunder shall be in writing and shall be deemed to be duly given if personally delivered or mailed first class, postage prepaid, as follows:

To the Agency: County of Monroe Industrial Development Agency  
d/b/a Imagine Monroe  
50 West Main Street  
Rochester, New York 14614  
Attn: Executive Director

With a Copy to: Harris Beach PLLC  
99 Garnsey Road  
Pittsford, New York 14534  
Attn: Rachel C. Baranello, Esq.

To the Company: Buffalo Road Business Center LLC  
c/o 259 Alexander Street  
Rochester, New York 14607  
Attention: Richard I. Finley, III, Manager

With a Copy to: Woods Oviatt Gilman LLP  
1900 Bausch & Lomb Place  
Rochester, New York 14604  
Attention: James Pronti, Esq.

or at such other address as any party may from time to time furnish to the other party by notice given in accordance with the provisions of this Section. All notices shall be deemed given when mailed or personally delivered in the manner provided in this Section.

8.3 This PILOT Agreement shall be governed by, and all matters in connection herewith shall be construed and enforced in accordance with, the laws of the State of New York applicable to agreements executed and to be wholly performed therein and the parties hereto hereby agree to submit to the personal jurisdiction of the federal or state courts located in Monroe County, New York.

8.4 Notwithstanding any other term or condition contained herein, all obligations of the Agency hereunder shall constitute a special obligation payable solely from the revenues and other monies, if any, derived from the Facility and paid to the Agency by the Company. Neither member of the Agency nor any person executing this PILOT Agreement on its behalf shall be liable personally under this PILOT Agreement. No recourse shall be had for the payment of the principal or interest on amounts due hereunder or for any claim based upon or in respect of any modification of or supplement hereto against any past, present or future member, officer, agent, servant, or employee, as such, of the Agency, or of any successor or political subdivision, either directly or through the Agency or any such successor, all such liability of such members, officer, agents, servants and employees being, to the extent permitted by law, expressly waived and released by the acceptance hereof and as part of the consideration for the execution of this PILOT Agreement.



## **Section 9 - JobsPlus Tax Abatement Policy.**

9.1 **Jobs Requirement.** The Company shall maintain its present impacted job level of one hundred ten (110) full-time jobs in Monroe County, New York, and the Company or its Tenant creates eleven (11) new full-time/full-time equivalent jobs in three (3) years and maintains those full-time/full-time equivalent jobs for the balance of the ten (10) year term hereof.

9.2 **Compliance Report.** The Company shall report its compliance with these provisions as requested by the Agency, or its project compliance monitor.

9.3 **Job Failure.** If the eleven (11) new full-time/full-time equivalent job(s) is not created by the end of the three (3) year period or not continuously maintained during the balance of the term hereof, the exemption schedule will revert back to Section 485-b of the RPTL and the Company agrees to pay in any year for which the job creation requirements are not met (a "Disqualifying Year"), as an additional payment in lieu of taxes, an amount equal to the difference between the tax benefits received in years one through the Disqualifying Year under this PILOT Agreement and the tax benefits which would have been received in years one through the Disqualifying Year under Section 485-b of the RPTL. Under extenuating circumstances, the Agency Board may waive the above penalties after reviewing a written request from the Company for waiver of the penalties.

9.4 **Waiver Process.** The payments required hereunder for any non-compliance shall be paid by the Company to any and all Affected Taxing Jurisdictions whether or not billed. However, if the Company has made a good faith effort to achieve the job creation requirement, it may apply in writing for relief from the obligation for repayment of taxes abated, based on a showing of unforeseen economic circumstances, fiscal hardship, or other good cause. Application for relief from the repayment obligation shall be made to the Agency, which shall examine the application and grant relief, in whole or in part, from the repayment obligation or grant an alternate schedule for attaining the job creation requirement.

9.5 **Benefit Period.** In no event shall the Company be entitled to receive tax benefits relative to the Facility for more than ten (10) consecutive years. The Company agrees that it will not seek any tax exemption for the Facility which would provide benefits for more than ten (10) consecutive years. Notwithstanding the foregoing, nothing contained in this PILOT Agreement shall render the Company ineligible for a continued tax exemption under Real Property Tax Law Section 485-b or any other applicable statute if this PILOT Agreement is terminated prior to the expiration of the exemption schedule set forth herein.


*[Remainder of Page Intentionally Left Blank]*

IN WITNESS WHEREOF, the parties hereto have executed this PILOT Agreement as of the day and year first above written.

**COUNTY OF MONROE INDUSTRIAL  
DEVELOPMENT AGENCY D/B/A IMAGINE  
MONROE**

By:   
Name: Jeffrey R. Adair  
Title: Executive Director

**BUFFALO ROAD BUSINESS CENTER LLC**

By:   
Name: Richard I. Finley, III  
Title: Manager

**SCHEDULE A TO  
PILOT AGREEMENT DATED AS OF NOVEMBER 1, 2019  
BY AND BETWEEN THE  
COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A  
IMAGINE MONROE AND BUFFALO ROAD BUSINESS CENTER LLC**

"Total Tax Payment" shall be calculated as follows:

<u>Tax Year</u>	<u>County Tax Year</u>	<u>City Tax Year</u>	<u>Total Taxable Valuation</u>
Year 1	2021	2020/2021	Base Valuation, plus (Added Value x .10)
Year 2	2022	2021/2022	Base Valuation, plus (Added Value x .20)
Year 3	2023	2022/2023	Base Valuation, plus (Added Value x .30)
Year 4	2024	2023/2024	Base Valuation, plus (Added Value x .40)
Year 5	2025	2024/2025	Base Valuation, plus (Added Value x .50)
Year 6	2026	2025/2026	Base Valuation, plus (Added Value x .60)
Year 7	2027	2026/2027	Base Valuation, plus (Added Value x .70)
Year 8	2028	2027/2028	Base Valuation, plus (Added Value x .80)
Year 9	2029	2028/2029	Base Valuation, plus (Added Value x .90)
Year 10	2030	2029/2030	Full Taxes

For the term of this PILOT Agreement, the Company shall continue to pay full taxes based on the assessed value of the Land and any existing improvements before the completion of any Improvements related to the Project (the "Base Valuation"). During the term of this PILOT Agreement, the Base Valuation shall be increased from time to time by the percentage increase in the assessed valuation in all taxable real property in the City of Rochester, Monroe County, New York, as of the respective tax status date for the tax year for which the recalculation is being made. The Total Taxable Valuation for each Total Tax Payment shall be calculated such that a graduated abatement factor ("Abatement Factor") shall be applied to the increased assessed valuation attributable to the Improvements made to the Facility by the Company, as an agent of the Agency, for the Project (the "Added Value"). The abatement schedule shall allow for a 90% exemption from taxation for the Added Value in Year 1, with such exemption being eliminated in 10% increments in PILOT Years 2-10.

Once the Total Taxable Valuation is established using the Abatement Factor, the Total Tax Payment shall be determined by multiplying the Total Taxable Valuation by the respective tax rate for each affected tax jurisdiction (after application of any applicable equalization rate). After Year 10, the Project Facility shall be subject to full taxation by the affected taxing jurisdictions.


$$\text{Total Taxable Valuation} = \text{Base Valuation} + (\text{Added Value} \times \text{Abatement Factor})$$

$$\text{Total Tax Payment} = \text{Total Taxable Valuation (after equalization)} \times \text{Tax Rate}$$

**PILOT ADDENDUM  
(AMERICAN AEROGEL CORPORATION)**

The County of Monroe Industrial Development Agency d/b/a Imagine Monroe (the "Agency") and Buffalo Road Business Center LLC (the "Applicant" or "Landlord"), agree and understand that the Applicant who filed the application for Agency benefits is not the party creating the jobs directly. The Agency and the Applicant agree and understand that Applicant is the landlord for American Aerogel Corporation (the "Tenant" and together with the Agency and the Applicant, the "Parties"). The Tenant executes this agreement to acknowledge and all Parties agree and understand that the Tenant is maintaining and creating the jobs in question. However, the Applicant is the one receiving benefits directly from the Agency. In the event the Tenant does not create the jobs, the Landlord is responsible for any and all penalties due as a result of Tenant's failure. The Applicant may attempt to find a substitute tenant and create the jobs with such new tenant provided the Agency is informed and consents to the new tenant's occupying the premises in question. The Agency's criteria for consent would be that the new tenant uses the Facility as a "project" as defined for purposes of General Municipal Law Article 18-A and is otherwise creditworthy. The Landlord may require the Tenant in its sublease to create the jobs as the Parties agreed and understood or, in the alternative, to reimburse it for any and all fees it pays to the Agency. However, the Agency takes no position with respect to this issue and will look solely and exclusively to the Applicant as the direct beneficiary of its tax abatement programs.

**COUNTY OF MONROE INDUSTRIAL  
DEVELOPMENT AGENCY D/B/A IMAGINE  
MONROE**

By:   
Name: Jeffrey R. Adair  
Title: Executive Director

**BUFFALO ROAD BUSINESS CENTER LLC**

By:   
Name: Richard I. Finley, III  
Title: Manager

**AMERICAN AEROGEL CORPORATION**

By: \_\_\_\_\_  
Name:  
Title:

**PILOT ADDENDUM  
(AMERICAN AEROGEL CORPORATION)**

The County of Monroe Industrial Development Agency d/b/a Imagine Monroe (the "Agency") and Buffalo Road Business Center LLC (the "Applicant" or "Landlord"), agree and understand that the Applicant who filed the application for Agency benefits is not the party creating the jobs directly. The Agency and the Applicant agree and understand that Applicant is the landlord for American Aerogel Corporation (the "Tenant" and together with the Agency and the Applicant, the "Parties"). The Tenant executes this agreement to acknowledge and all Parties agree and understand that the Tenant is maintaining and creating the jobs in question. However, the Applicant is the one receiving benefits directly from the Agency. In the event the Tenant does not create the jobs, the Landlord is responsible for any and all penalties due as a result of Tenant's failure. The Applicant may attempt to find a substitute tenant and create the jobs with such new tenant provided the Agency is informed and consents to the new tenant's occupying the premises in question. The Agency's criteria for consent would be that the new tenant uses the Facility as a "project" as defined for purposes of General Municipal Law Article 18-A and is otherwise creditworthy. The Landlord may require the Tenant in its sublease to create the jobs as the Parties agreed and understood or, in the alternative, to reimburse it for any and all fees it pays to the Agency. However, the Agency takes no position with respect to this issue and will look solely and exclusively to the Applicant as the direct beneficiary of its tax abatement programs.

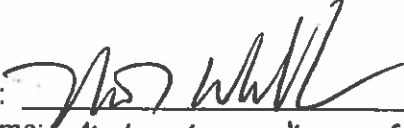
**COUNTY OF MONROE INDUSTRIAL  
DEVELOPMENT AGENCY D/B/A IMAGINE  
MONROE**

By: \_\_\_\_\_  
Name: Jeffrey R. Adair  
Title: Executive Director

**BUFFALO ROAD BUSINESS CENTER LLC**

By: \_\_\_\_\_  
Name: Richard I. Finlay, III  
Title: Manager

**AMERICAN AEROGEL CORPORATION**

By:  \_\_\_\_\_  
Name: Michael Williams  
Title: CFO



INDUSTRIAL DEVELOPMENT AGENCIES
APPLICATION FOR REAL PROPERTY TAX EXEMPTION
(Real Property Tax Law, Section 412-a and General Municipal Law, Section 874)

1. INDUSTRIAL DEVELOPMENT AGENCY (IDA)

Name County of Monroe Industrial Development Agency
d/b/a Imagine Monroe
Street 50 West Main Street
City Rochester, New York 14614
Telephone no. Day (585) 419-8769
Evening ( )
Contact Rachel C. Baranello
Title Agency Counsel

2. OCCUPANT (IF OTHER THAN IDA)
(If more than one occupant attach separate listing)

Name Buffalo Road Business Center LLC
Street c/o 259 Alexander Street
City Rochester, New York 14607
Telephone no. Day (585) 287-5852
Evening ( )
Contact Richard I. Finley, III
Title Manager

3. DESCRIPTION OF PARCEL

- a. Assessment roll description (tax map no./roll year) 120.290-0001-004
b. Street address 460 Buffalo Road
c. City, Town or Village Rochester (City)
d. School District Rochester CSD
e. County Monroe
f. Current assessment \$2,445,000
g. Deed to IDA (date recorded; liber and page) Lease Agreement, a memorandum of which was recorded on or about November 18, 2019.

4. GENERAL DESCRIPTION OF PROPERTY (if necessary, attach plans or specifications)

- a. Brief description (include property use) renovation and modernization of the existing approx. 489,000 square-foot manufacturing building
b. Type of construction
c. Square footage approx. 489,000 sf
d. Total cost \$5,204,780
e. Date construction commenced Winter 2019/20
f. Projected expiration of exemption (i.e. date when property is no longer possessed, controlled, supervised or under the jurisdiction of IDA) See Attached PILOT Agreement

5. SUMMARIZE AGREEMENT (IF ANY) AND METHOD TO BE USED FOR PAYMENTS TO BE MADE TO MUNICIPALITY REGARDLESS OF STATUTORY EXEMPTION
(Attach copy of the agreement or extract of the terms relating to the project).

- a. Formula for payment See Attached PILOT Agreement
b. Projected expiration date of agreement See Attached PILOT Agreement

c. Municipal corporations to which payments will be made

	Yes	No
County <u>Monroe</u>	X	
Town/City <u>Rochester (City)</u>	X	
Village _____		
School District <u>Rochester CSD</u>	X	

d. Person or entity responsible for payment

Name Buffalo Road Business Center LLC  
 Title \_\_\_\_\_  
 Address c/o 259 Alexander Street  
Rochester, New York 14607

e. Is the IDA the owner of the property? Yes  No (circle one)  
If "No" identify owner and explain IDA rights or interest in an attached statement. The IDA has a leasehold interest in the property.

Telephone 585-287-5852

6. Is the property receiving or has the property ever received any other exemption from real property taxation? (check one) Yes  No

If yes, list the statutory exemption reference and assessment roll year on which granted:  
exemption Section 485-a of the NY assessment roll year \_\_\_\_\_  
Real Property Tax Law

7. A copy of this application, including all attachments, has been mailed or delivered on 11/22/19 (date) to the chief executive official of each municipality within which the project is located as indicated in Item 3.

**CERTIFICATION**

I, Rachel C. Baranello, Agency Counsel of \_\_\_\_\_  
Name Title

County of Monroe Industrial Development Agency d/b/a Imagine Monroe hereby certify that the information  
Organization

on this application and accompanying papers constitutes a true statement of facts.

11/18/19  
Date

Rachel C Baranello  
Signature

**FOR USE BY ASSESSOR**

1. Date application filed \_\_\_\_\_
2. Applicable taxable status date \_\_\_\_\_
- 3a. Agreement (or extract) date \_\_\_\_\_
- 3b. Projected exemption expiration (year) \_\_\_\_\_
4. Assessed valuation of parcel in first year of exemption \$ \_\_\_\_\_
5. Special assessments and special as valorem levies for which the parcel is liable:  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Date

\_\_\_\_\_  
Assessor's signature

Document Type: MEMO OF LEASE  
Document Status: Verify with OCR  
Recorded Date: 11/18/2019 09:20:09 AM  
Control Number: 201911180172  
T/T #: TT0000007939  
Book / Page: D 12270 0683  
Consideration: \$1.00  
Notations:  
Town Additional:

**Legal Desc:**

Address: 460 BUFFALO ROAD  
Address 1:  
City: ROCHESTER  
State: NY Zip: 14611

Land Notations:  
Notes:  
Submitter: STEWART TITLE INSURANCE CO

**Name Information**

**Grantor:**  
BUFFALO ROAD BUSINESS CENTER LLC

**Grantee:**  
COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY  
IMAGINE MONROE



MEMORANDUM OF LEASE PURSUANT TO  
SECTION 291-c OF THE REAL PROPERTY LAW

(Company to Agency)

THIS MEMORANDUM, dated as of November 1, 2019 (the "Memorandum of Lease"), is by and between **BUFFALO ROAD BUSINESS CENTER LLC**, a limited liability company formed and existing under the laws of the State of New York with offices at 259 Alexander Street, Rochester, New York 14607 (the "Company") and the **COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE**, a public benefit corporation of the State of New York, having its offices at 50 West Main Street, Rochester, New York 14614 (the "Agency").

1. Reference to Lease: That certain Lease Agreement, dated as of November 1, 2019 (the "Lease Agreement"), whereby the Company leases certain real property to the Agency.
2. Description of the Leased Premises: Certain real property and improvements located in the City of Rochester, Monroe County, New York, as more particularly described on Schedule A attached hereto (the "Leased Premises").
3. Term of Lease Agreement: Commencing November 1, 2019 and ending **December 31, 2030**.
4. Date of Commencement: November 1, 2019.
5. Date of Termination: December 31, 2030.
6. Rights of Extension or Renewal: None.

Property Address: 460 Buffalo Road, Rochester, New York 14611

Tax Map No.: 120.290-0001-004

**Record and Return to:**

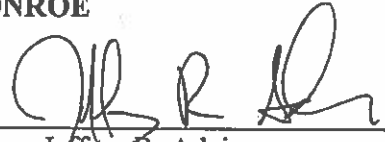
Harris Beach PLLC  
Attention: Lori A. Palmer, Paralegal  
County Clerk Box #18

IN WITNESS WHEREOF, the Company and the Agency have caused this Memorandum of Lease to be executed in their respective names, all as of the date first written above.

**BUFFALO ROAD BUSINESS CENTER LLC**

By:   
Name: Richard I. Finley, III  
Title: Manager

**COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE**

By:   
Name: Jeffrey R. Adair  
Title: Executive Director

STATE OF NEW YORK )  
COUNTY OF MONROE ) ss.:

On the 14<sup>th</sup> day of November, 2019, before me, the undersigned, a Notary Public in and for said State, personally appeared **Richard I. Finley, III**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her capacity, and that by his/her signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.

  
Notary Public

STATE OF NEW YORK )  
COUNTY OF MONROE ) ss.:

**JUDITH A. SAME**  
Notary Public, State of New York  
Qualified in Monroe County  
Reg. No. 01SA4518901  
Commission Expires May 31, 2022

On the 7<sup>th</sup> day of November, 2019, before me, the undersigned, a Notary Public in and for said State, personally appeared **Jeffrey R. Adair**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her capacity, and that by his/her signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.

  
Notary Public

**Lori A. Palmer**  
Notary Public, State of New York  
Qualified in Monroe County  
Commission Expires May 31, 2023

Schedule A

Legal Description of the Leased Premises

ALL THAT TRACT OR PARCEL OF LAND, situate in the City of Rochester, County of Monroe and State of New York, known and described as part of Lot No 85 (formerly in the Town of Gates) bounded and described as follows:

Beginning at an iron pipe at the point of intersection of the northwesterly line of Buffalo Road with the westerly line of lands now or formerly owned by Maguire Properties Inc (Liber 8249 of Deeds, page 409); thence

1. S 53°51'36" W along the northeasterly line of Buffalo Road, a distance of 397.40 feet to an iron pipe, thence
2. S 89°26'36" W along the northerly line of lands owned by Rochester Gas & Electric (Liber 1258 of Deeds, page 488), a distance of 396.79 feet to a concrete monument; thence
3. N 00°43'50" W along lands now or formerly owned by Rochester & Southern Railroad (Liber 6939 of Deeds, page 33), a distance of 1465.07 feet to a concrete monument; thence
4. N 89°26'51" E along lands now or formerly owned by Adrian Realty Co (Liber 843 of Deeds, page 84), a distance of 242.62 feet to a concrete monument; thence
5. S 38°08'29" E along lands now or formerly owned by Mixing Co Equipment Inc (Liber 1192 of Deeds, page 507), a distance of 714.68 feet to a concrete monument; thence
6. Southeasterly along said lands of Mixing Co on a curve to the left having a radius of 410.28, a distance of 74.24 feet to a point; thence
7. S 00°08'30" E along lands now or formerly owned by Maguire Properties Inc (Liber 8249 of Deeds, page 409), a distance of 613.04 feet to the point and place of beginning.

All as shown on a survey map made by Jeffrey L. Dispenza, dated May 21, 1999.

A right-of-way for railroad trackage, to be used in common, which right of way is described in a deed recorded in Monroe County Clerk's Office in Liber 3300 of Deeds, page 69 hereinbefore referred to.

Document Type: MEMO OF LEASE  
Document Status: Verify w/lt OCR  
Recorded Date: 11/18/2019 09:20:10 AM  
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City: ROCHESTER  
State: NY Zip: 14611

Land Notations:  
Notes:  
Submitter: STEWART TITLE INSURANCE CO

**Name Information**

**Grantor:**  
COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY  
IMAGINE MONROE

**Grantee:**  
BUFFALO ROAD BUSINESS CENTER LLC

**MEMORANDUM OF LEASEBACK AGREEMENT**  
**Section 291-c of the Real Property Law**  
**(Agency to Company)**

THIS MEMORANDUM, dated as of November 1, 2019 (the "Memorandum of Leaseback"), is by and between the **COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE**, a public benefit corporation duly organized and existing under the laws of the State of New York with offices at 50 West Main Street, Rochester, New York 14614, as Lessor (the "Agency"), and **BUFFALO ROAD BUSINESS CENTER LLC**, a limited liability company formed and existing under the laws of the State of New York with offices at 259 Alexander Street, Rochester, New York 14607, as Lessee (the "Company").

1. Reference to Leaseback: That certain Leaseback Agreement, dated as of November 1, 2019 (the "Leaseback Agreement"), whereby the Agency leases certain real property and improvements back to the Company.

2. Description of the Leased Premises: Certain real property and improvements located in the City of Rochester, Monroe County, New York, as more particularly described on Schedule A attached hereto (the "Leased Premises").

3. Term of Leaseback Agreement: Commencing November 1, 2019 and ending **December 31, 2030**.

4. Date of Commencement: November 1, 2019.

5. Date of Termination: December 31, 2030.

6. Rights of Extension or Renewal: None.

The Leaseback Agreement is available for inspection during normal business hours at the offices of the Agency indicated above.

Property Address: 460 Buffalo Road, Rochester, New York 14611

Tax Map No.: 120.290-0001-004

**Record and Return to:**  
Harris Beach PLLC  
Attention: Lori A. Palmer, Paralegal  
County Clerk Box #18

IN WITNESS WHEREOF, the Agency and the Company have caused this Memorandum of Leaseback Agreement to be executed in their respective names as of the date first written above.

COUNTY OF MONROE INDUSTRIAL  
DEVELOPMENT AGENCY D/B/A IMAGINE  
MONROE

By: [Signature]  
Name: Jeffrey R. Adair  
Title: Executive Director

BUFFALO ROAD BUSINESS CENTER LLC

By: [Signature]  
Name: Richard I. Finley, III  
Title: Manager

STATE OF NEW YORK )  
COUNTY OF MONROE ) ss.:

On the 7<sup>th</sup> day of November, 2019, before me, the undersigned, a Notary Public in and for said State, personally appeared **Jeffrey R. Adair**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her capacity, and that by his/her signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.

[Signature]  
Notary Public

Lori A. Palmer  
Notary Public, State of New York  
Qualified in Monroe County  
Commission Expires May 31, 2023

STATE OF NEW YORK )  
COUNTY OF MONROE ) ss.:

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[Signature]  
Notary Public

JUDITH A. SAME  
Notary Public, State of New York  
Qualified in Monroe County  
Reg. No. 01SA4518901  
Commission Expires May 31, 2022

Schedule A

**Legal Description of Leased Premises**

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