

**Counties of Warren and Washington Industrial Development Agency**  
**5 Warren Street, Suite 210, Glens Falls, NY 12801 Tel: (518) 792-1312**  
**Email: aweaver@warren-washingtonida.com**

**Section I: Applicant Information**

Please answer all questions. Use "None" or "Not Applicable" where necessary. Return one signed original (with all 19 pages) plus three (3) copies to our Agency with the application fee of \$1,500.00. (A credit of \$750.00 will be applied to closing costs.)

**A) Applicant Information-company receiving benefit:**

Applicant Name: F.W. Webb Company  
Applicant Address: 160 Middlesex Tpke, Bedford, MA 01730  
Phone: 781-272-6600 Fax: 781-272-7790  
Website: www.fwebb.com E-mail: \_\_\_\_\_  
Federal ID#: [REDACTED]

Will a Real Estate Holding Company be utilized to own the Project property/facility?  Yes or  No

What is the name of the Real Estate Holding Company?

RAM Construction

Federal ID#: [REDACTED]

State and Year or Incorporation/Organization: Massachusetts, 2007

List of stockholders, members, or partners of Real Estate Holding Company: Robert Mucciarone

**B) Company Contact for this Application:**

Name: Krystle Foster, Chad Bliss, John Crispino  
Title: Senior Accountant, General Manager, Operations Manager  
Address: 160 Middlesex Tpke, Bedford, MA 01730 & 3 Highland Ave, Queensbury, NY 12804  
Phone: 781-272-6600 & 518-792-1316 Fax: 781-272-7790 & 518-792-1335  
E-Mail: Krystle.Foster@fwebb.com; Chad.Bliss@fwebb.com; jhc@fwebb.com

**C) Company Counsel:**

Name of Attorney: Robert J. Diettrich, Esquire  
Firm Name: Davis, Malm & D'Agostine, P.C.  
Address: One Boston Place, Boston, MA 02108  
Phone: 617-367-2500 Fax: 617-523-6215  
E-mail: rdiettrich@davismalm.com

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**D) Identify the assistance being requested of the Agency (select all that apply):**

- 1. Exemption from Sales Tax  Yes or  No
- 2. Exemption from Mortgage Tax  Yes or  No
- 3. Exemption from Real Property Tax  Yes or  No
- 4. Tax Exempt Financing \*  Yes or  No

\* (typically for not-for-profits & small qualified manufacturers)

**E) Business Organization (check appropriate category):**

- |                     |                                     |                           |                          |
|---------------------|-------------------------------------|---------------------------|--------------------------|
| Corporation         | <input checked="" type="checkbox"/> | Partnership               | <input type="checkbox"/> |
| Public Corporation  | <input type="checkbox"/>            | Joint Venture             | <input type="checkbox"/> |
| Sole Proprietorship | <input type="checkbox"/>            | Limited Liability Company | <input type="checkbox"/> |

Other (please specify) \_\_\_\_\_

Year Established: 1933

State in which Organization is established: Massachusetts

**F) List all stockholders, members, or partners with % of ownership greater than 20%:**

<u>Name</u>	<u>% of ownership</u>
John D. Pope Voting Trust	37.1%
All others less than 20%	
_____	_____
_____	_____

**G) Applicant Business Description:**

Describe in detail company background, products, customers, goods, and services. Description is critical in determining eligibility: F.W. Webb Company is a leading wholesale distributor of plumbing, heating cooling, HVAC/R, LP Gas and industrial products. The company serves customers ranging from small residential contractors performing emergency jobs to large, planned commercial projects  
F.W. Webb provides its expertise in the industry to markets that include Municipality and Water Treatment Plants as well as schools, supermarkets, and healthcare facilities. The company has been at its current Queensbury location for over 20 years and is looking forward to building a larger facility to preserve competitive position and continue growth opportunities in the area.

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Estimated % of sales within County/City/Town/Village: 46 %

Estimated % of sales outside County/City/Town/Village. but within New York State: 53%

Estimated % of sales outside New York State but within the U.S.: 1%

Estimated % of sales outside the U.S. 0%

(\*Percentage to equal 100%)

H) What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in County/City/Town/Village. Include list of vendors, raw material suppliers and percentages for each.

0.82%; please see attached for breakdown.

**Section II: Project Description**

**A) Project Location:**

1. Street Address: 369 Corinth Rd (Formerly 377 Corinth Rd, Lot 2)
2. City/Town where located: Queensbury
3. Village where located: \_\_\_\_\_
4. School District where located: Queensbury Un. f. sd
5. Fire District where located: \_\_\_\_\_
6. County where located:  Warren  Washington
7. Tax Parcel Map # for Property where proposed Project will be located: 308.16-2-14.2

Will the completion of 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 OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

Yes  No

If the Proposed Project is located in a different Municipality than the Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

Yes  No

If Yes, you will need to complete Section II (Q) and Section IV of this Application.

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What is the current real estate/school taxes on the proposed Project Site? \$ 3,422.16 (Town); \$5,528.13 (School)

If amount of current taxes is not available, provide assessed value for each:

Land: \$ \_\_\_\_\_ Buildings(s): \$ \_\_\_\_\_

➤ *If available please include a copy of current tax bill.*

Are Real Property Taxes current?  Yes or  No. If no, please explain. Taxes based on current 22 acre property which has been subdivided.

Does the Applicant or any related entity currently hold fee title to the Project site?  Yes or  No

If No, indicate name of present owner of the Project Site: \_\_\_\_\_

Does Applicant or related entity have an option/contract to purchase the Project site?  Yes or  No

Describe the present use of the proposed Project site: The project site is currently vacant and undeveloped.

**B) Please provide narrative of project and the purpose of the project (new build, renovations, and/or equipment purchases). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility):** \_\_\_\_\_

The planned project is to develop the currently vacant and undeveloped lot into a state of the art warehouse facility and distribution center which will include space for counter sales, a Frank Webb Home showroom, as well as offices for management and support staff.

**Describe the reasons why the Agency's Financial Assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary):** \_\_\_\_\_

The financial assistance provided by the Agency will allow F.W. Webb to build this larger facility to assist in growing our business in the area while allowing us to keep our competitive pricing and pass on savings to our customers.

It would also allow us to offer competitive wages and benefits to grow our employee base.

**The Project would not be undertaken but for the Financial Assistance provided by the Agency or, if the Project could be undertaken without Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons (attach additional pages if necessary):**

This financial assistance is aiding the company in keeping a positive cash flow through the construction period. This will allow us to maintain our existing facility during the construction of the new building so there will be no negative impact on our customers, vendors, and current employees. The assistance provided by the IDA programs will allow F.W. Webb to recuperate costs more quickly

once construction is complete, which will allow us to continue to invest in the company, our employees, and the community in the following years. It will also allow us time to do our due diligence and find a buyer for our existing facility who will continue to add value to the community and provide further employment opportunities for the residents of Warren and Washington Counties.

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**If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and County/City/Town/Village?** \_\_\_\_\_

If the company is unable to obtain financial assistance it would cause the project to be scaled back, which would result in fewer growth opportunities in terms of both business and employment growth.

C) Will Project include leasing any equipment?  Yes  No  
If Yes, please describe: \_\_\_\_\_

D) Site Characteristics:

Will the Project meet zoning/land use requirements at the proposed location?  Yes or  No

Describe the present zoning/land use: Commercial/Industrial (CI)

Describe required zoning/land use, if different: No Change

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements: \_\_\_\_\_

Is the proposed project located on a site where the known or potential presence of contaminants is complicating the development/use of the property? If yes, please explain: No

E) Has a Phase I Environmental Assessment been prepared or will one be prepared with respect to the proposed project site?  Yes  No **If yes, please provide a copy.**

F) Have any other studies or assessments been undertaken with respect to the proposed project site that indicate the known or suspected presence of contamination that would complicate the site's development?  
 Yes  No **If yes, please provide copies of the study.**

G) Provide any additional information or details: \_\_\_\_\_

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H) Select Project Type for all end users at project site (more than one can be checked):

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Questionnaire contained in Section IV of the Application.

Retail Sales:  Yes  No                      Services:  Yes  No

For purposes of this question, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

Industrial	<input checked="" type="checkbox"/>	Back Office	<input checked="" type="checkbox"/>
Acquisition of Existing Facility	<input type="checkbox"/>	Retail	<input checked="" type="checkbox"/>
Housing	<input type="checkbox"/>	Mixed Use	<input type="checkbox"/>
Equipment Purchase	<input type="checkbox"/>	Facility for Aging	<input type="checkbox"/>
Multi-Tenant	<input type="checkbox"/>	Civic Facility (not for profit)	<input type="checkbox"/>
Commercial	<input type="checkbox"/>	Other _____	<input type="checkbox"/>

D) Project Information:

**Estimated costs in connection with Project:**

1. Land and/or Building Acquisition:	\$ <u>1,500,000</u>
<u>10.61</u> acres _____ square feet	
2. New Building Construction: <u>101,600</u> square feet	\$ <u>15,289,217</u>
3. New Building Addition(s): _____ square feet	\$ _____
4. Infrastructure Work	\$ _____
5. Reconstruction/Renovation: _____ square feet	\$ _____
6. Manufacturing Equipment:	\$ _____
7. Non-Manufacturing Equipment (furniture, fixtures, etc.):	\$ <u>2,000,000</u>
8. Soft Costs: (professional services, etc.):	\$ <u>1,341,320*</u>
9. Other, Specify: _____	\$ _____
TOTAL Capital Costs:	\$ <u>20,130,537</u>

**Project refinancing; estimated amount**  
**(for refinancing of existing debt only)**

\$ \_\_\_\_\_

\*Soft costs include permitting, construction management, design & engineering, project insurance and any other general requirements and pre-construction work.

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**Sources of Funds for Project Costs:**

Bank Financing:	\$ _____
Equity (excluding equity that is attributed to grants/tax credits)	\$ <u>20,130,537</u>
Tax Exempt Bond Issuance (if applicable)	\$ _____
Taxable Bond Issuance (if applicable)	\$ _____
Public Sources (Include sum total of all state and federal grants and tax credits)	\$ _____
Identify each state and federal grant/credit:	
_____	\$ _____
_____	\$ _____
_____	\$ _____
Total Sources of Funds for Project Costs:	\$ <u>20,130,537</u>

Have any of the above costs been paid or incurred as of the date of this Application?  Yes  No

If Yes, describe particulars: Purchased land, paid \$43,000 to contractor and engineering firm for pre-construction work to include pre-construction general conditions, pre-construction management, fees, and design/engineering work.

**Mortgage Recording Tax Exemption Benefit:** Amount of mortgage that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing): \$ \_\_\_\_\_

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage Amount as indicated above multiplied by \_\_%): \$ \_\_\_\_\_

**Construction Cost Breakdown:** 17,289,217 (sum of 2,3,4,5, and 7; if 7 is applicable, in Question I, above)

Cost for materials:	\$ <u>8,000,000</u>
% sourced in County/City/Town/Village:	<u>20</u> %
% sourced in State:	<u>75</u> % (incl. County/City/Town/Village)
Cost for labor:	\$ <u>9,289,217</u>

Estimated number of construction jobs for your project: 125 within state  
25 within county

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**Sales and Use Tax:** Gross amount of costs for goods and services that are subject to State and local Sales and Use tax - said amount to benefit from the Agency's Sales and Use Tax exemption benefit:

\$ 8,000,000

Estimated State and local Sales and Use Tax Benefit (product of 7 % multiplied by the figure, above):

\$ 560,000

*\*\* Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.*

**Real Property Tax Benefit:**

Identify and describe if the Project will utilize a real property tax exemption benefit OTHER THAN the Agency's PILOT benefit: N/A

**IDA PILOT Benefit:** Agency staff will indicate the amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit year and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in Section V of the Application.

**Percentage of Project Costs financed from Public Sector sources:** Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon Sources of Funds for Project Costs as depicted above in Section II (I) of the Application.

**J)** For the proposed facility, please indicate the square footage for each of the uses outlined below. If company is paying for FFE (furniture, fixtures, equipment) for tenants, please include in cost breakdown.

	Square Footage	Cost	% of Total Cost of Project
Manufacturing/Processing			
Warehouse	88,392	\$14,868,727	86.0%
Research & Development			
Commercial			
Retail (see page 12)	3,048	\$864,460	5.0%
Office	10,160	\$1,556,030	9.0%
Specify Other			



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**K)** What is your project timetable (provide dates):

1. Start date: acquisition of equipment or construction of facilities: Ap r il 2025
2. Estimated completion date of project: June 2026
3. Project occupancy – estimated starting date of operations: J u ly 2026
4. Have construction contracts been signed?  Yes  No
5. Has Financing been finalized?  Yes  No

*If construction contracts have been signed, please provide copies of executed construction contracts and a complete project budget. The complete project budget should include all related construction costs totaling the amount of the new building construction, and/or new building addition(s), and/or renovation.*

L) Have site plans been submitted to the appropriate planning department?

Yes  No

If yes, please provide the Agency with a copy of the related State Environmental Quality Review Act (“SEQR”) Environmental Assessment Form that may have been required to be submitted along with the site plan application to the appropriate planning department. Please provide the Agency with the status with respect to any required planning department approval: \_\_\_\_\_

---

Has the Project received site plan approval from the planning department?  Yes  No.

If Yes, please provide the Agency with a copy of the planning department approval along with the related SEQR determination.

M) Is the project necessary to expand project employment:  Yes  No

Is project necessary to retain existing employment:  Yes  No

F.W. Webb Company will be seeking planning board approval for this proposed project.

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**O) Employment Plan (Specific to the proposed project location):**

	Current # of jobs at proposed project location or to be relocated at 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 TWO 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 TWO Years after Project Completion **
Full time (FTE)	40	40	8	8
Part Time (PTE)	0	0	0	0
Total ***	40	40	8	8

\*\* 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 the Counties of Warren and Washington as well as the following Areas: Counties of Saratoga, Essex and Hamilton.

\*\*\* By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO-Year time period following Project completion. Agency staff converts PTE jobs into FTE jobs by dividing the number of PTE jobs by two (2).

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Management	\$153,000 (current # EE = 2)	\$9,700
Professional	\$80,000 (Current # EE = 17)	\$5,400
Administrative	\$64,000 (Current # EE = 6)	\$5,600
Production		
Independent Contractor		
Other Drivers, counter, warehouse	\$64,000 (Current # EE = 15)	\$6,300

Projected jobs created:  
3 Professional, 1 Administrative, 4 Other

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Employment at other locations in County/City/Town/Village: (provide address and number of employees at each location):

	Address	Address	Address
Full time	No Other	Locations	In County
Part Time			
Total			

P) Will any of the facilities described above be closed or subject to reduced activity?  Yes  No

*\*\* If any of the facilities described above are located within the State of New York, and you answered Yes to the question above, you must complete Section IV of this Application.*

*\*\* Please note that the Agency may utilize the foregoing employment projections, among other items, to determine the Financial Assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.*

Q) Is the project reasonably necessary to prevent the project occupant from moving out of New York State?  
 Yes  No.

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation if available: \_\_\_\_\_

R) What competitive factors led you to inquire about sites outside of New York State? \_\_\_\_\_

S) Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?  Yes  No.

If yes, please identify which agencies and what other Local, State and/or Federal assistance and the assistance sought and dollar amount that is anticipated to be received: \_\_\_\_\_

**Section III: Retail Questionnaire**

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

- A. Will any portion of the project (including that portion of the cost to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

Yes  No. If the answer is yes, please continue. If no, proceed to section V.

For purposes of Question A, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

- B. What percentage of the cost of the Project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project? \_\_\_\_\_  
5 \_\_\_\_%. If the answer is less than 33% do not complete the remainder of the retail determination and proceed to section V.

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

1. Will the project be operated by a not-for-profit corporation  Yes  No.

2. Is the Project location or facility likely to attract a significant number of visitors from outside the economic development region (list specific County or ED region) in which the project will be located?

Yes  No

If yes, please provide a third-party market analysis or other documentation supporting your response.

3. Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services?

Yes  No

If yes, please provide a third-party market analysis or other documentation supporting your response.

4. Will the project preserve permanent, private sector jobs or increase the overall number of

permanent, private sector jobs in the State of New York?

Yes  No.

If yes, explain. \_\_\_\_\_

5. Is the project located in a Highly Distressed Area?  Yes  No

#### **Section IV: Inter-Municipal Move Determination**

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results 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, Agency Financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

**Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?**  Yes  No

**Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?**  Yes  No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry: \_\_\_\_\_

\_\_\_\_\_

The financial assistance provided by the Agency will allow operations to continue in our existing Queensbury location while building the new facility. This will allow us to maintain our competitive position and continue serving our existing customers during construction.

**Does the Project involve relocation or consolidation of a project occupant from another municipality?**

**Within New York State**  Yes  No

**Within County/City/Town/Village**  Yes  No

If Yes to either question, please, explain: Upon completion of the project, the company will move from the existing warehouse/distribution facility in Queensbury to the new building and will sell the existing facility.

F. W. Webb INCENTIVES Estimation

PILOT 50% INCENTIVE YEARS 1-5, 25% INCENTIVE YEARS 6-10

**DRAFT**

02 06 2025

308.16-2-14 Property Base 2024 Value Orig./Adjust.	Estimated New Construction \$ Value	Estimated New Assessed Value	2025 County Tax Rate / 1000	2025 Town Tax Rate / 1000	Village Tax Rate /1000	2024-25 Qby School Tax Rate / 1000		
\$415,300	\$15,289,217	\$15,704,517	\$3.26100	\$0.64900		\$13.31117		
PILOT YEAR	% PAYMENT	COUNTY PILOT	TOWN PILOT	VILLAGE PILOT	SCHOOL PILOT	TOTAL PILOT	FULL PAYMENT w/o PILOT	ESTIMATED NET EXEMPTION
1	50%	\$24,929	\$4,961	\$0	\$101,759	\$131,649	\$263,298	\$131,649
2	50%	\$24,929	\$4,961	\$0	\$101,759	\$131,649	\$263,298	\$131,649
3	50%	\$24,929	\$4,961	\$0	\$101,759	\$131,649	\$263,298	\$131,649
4	50%	\$24,929	\$4,961	\$0	\$101,759	\$131,649	\$263,298	\$131,649
5	50%	\$24,929	\$4,961	\$0	\$101,759	\$131,649	\$263,298	\$131,649
6	75%	\$37,394	\$7,442	\$0	\$152,638	\$197,474	\$263,298	\$65,825
7	75%	\$37,394	\$7,442	\$0	\$152,638	\$197,474	\$263,298	\$65,825
8	75%	\$37,394	\$7,442	\$0	\$152,638	\$197,474	\$263,298	\$65,825
9	75%	\$37,394	\$7,442	\$0	\$152,638	\$197,474	\$263,298	\$65,825
10	75%	\$37,394	\$7,442	\$0	\$152,638	\$197,474	\$263,298	\$65,825
Totals		\$311,613	\$62,017	\$0	\$1,271,984	\$1,645,614	\$2,632,983	\$987,368
FULL ANNUAL PAYMENT		\$49,858	\$9,923	\$0	\$203,517	====>	\$263,298	
<b>Estimated Tax Exemptions:</b>		<b>Assumptions:</b>		<b>Estimated Cost Benefit Ratio:</b>				
Property	\$987,368							
Sales & Use 7%	\$560,000		\$8,000,000		Estimated Total Project Cost	\$20,130,537		
Mortgage 1.00%	\$0		\$0		Gross Benefit All Incentives	\$1,547,368		
Gross Benefit	\$1,547,368				Gross Benefit / Cost Ratio	7.7%		
IDA Fee	(\$155,522)				Net Benefit All Incentives	\$1,376,846		
IDA Legal Est.	(\$15,000)				Net Benefit / Cost Ratio	6.8%		
<b>Net Benefit</b>	<b>\$1,376,846</b>							

WWIDA Fee	% Project \$	Project \$	Fee \$
First \$10M	0.90%	\$10,000,000	\$90,000
Next \$10M	0.65%	\$10,000,000	\$65,000
Next \$30M	0.40%	\$130,537	\$522
Over \$50M	0.25%	\$0	\$0
TOTAL		\$20,130,537	\$155,522

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**Section V: PILOT Estimate and Benefit Ratio:**

Completed by IDA Staff based upon information contained within the Application and provided to the Applicant for ultimate inclusion as part of this completed Application.

**PILOT Estimate Table Worksheet:**

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

\*Apply equalization rate to value

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

Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA's Cost Benefit Software

I, Robert Mucciarone, have read and reviewed the above information in Section V completed by the WWIDA.

Signature: \_\_\_\_\_

**Percentage of Project Costs financed from Public Sector Table Worksheet:**

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)

(Est. PILOT + Est. Sales Tax + Est. Mortgage Tax + Other)/Total Project Costs: \_\_\_\_\_%



**Section VI: Representations, Certifications, and Indemnifications**

**\*\* This Section of the Application can only be completed upon the Applicant receiving, and must be completed after the Applicant receives, IDA Staff confirmation that Section I through Section V of the Application are complete.**

Robert Mucciarone (name of CEO or other authorized representative of Applicant) confirms and says that he/she is the Chief Operating Officer (title) of F.W. Webb Company (name of corporation or other entity) named in the attached Application (the "Applicant"), that he/she has read the foregoing Application and knows the contents thereof, and hereby represents, understands, and otherwise agrees with the Agency and as follows:

- A. Job Listings: In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located.
- B. First Consideration for Employment: In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the Applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.
- C. Annual Sales Tax Filings: In accordance with Section 874(8) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant. Copies of all filings shall be provided to the Agency.
- D. Employment Reports: The Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, "Employment Reports") that may be required from time to time on such appropriate forms as designated by the Agency. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Agent Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.

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- E. The Applicant acknowledges that certain environmental representations will be required at closing. The Applicant shall provide with this Representation, Certification, and Indemnification Form copies of any known environmental reports, including any existing Phase I Environmental Site Assessment Report(s) and/or Phase II Environmental Investigations. The Agency may require the Company and/or owner of the premises to prepare and submit an environmental assessment and audit report, including but not necessarily limited to, a Phase I Environmental Site Assessment Report and a Phase II Environmental Investigation, with respect to the Premises at the sole cost and expense of the owner and/or the Applicant. All environmental assessment and audit reports shall be completed in accordance with ASTM Standard Practice E1527-05, and shall be conformed over to the Agency so that the Agency is authorized to use and rely on the reports. The Agency, however, does not adopt, ratify, confirm or assume any representation made within reports required herein.
- F. The Applicant and/or the owner, and their successors and assigns, hereby release, defend and indemnify the Agency from any and all suits, causes of action, litigations, damages, losses, liabilities, obligations, penalties, claims, demands, judgments, costs, disbursements, fees or expenses of any kind or nature whatsoever (including, without limitation, attorneys', consultants' and experts' fees) which may at any time be imposed upon, incurred by or asserted or awarded against the Agency, resulting from or arising out of any inquiries and/or environmental assessments, investigations and audits performed on behalf of the Applicant and/or the owner pursuant hereto, including the scope, level of detail, contents or accuracy of any environmental assessment, audit, inspection or investigation report completed hereunder and/or the selection of the environmental consultant, engineer or other qualified person to perform such assessments, investigations, and audits.
- G. **Hold Harmless Provision:** The Applicant acknowledges and agrees that the Applicant shall be and is responsible for all costs of the Agency incurred in connection with any actions required to be taken by the Agency in furtherance of the Application including the Agency's costs of general counsel and/or the Agency's bond/transaction counsel whether or not the Application, the proposed Project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and 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: (i) the Agency's examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the proposed Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (ii) the Agency's acquisition, construction and/or installation of the proposed Project described herein; and (iii) any further action taken by the Agency with respect to the proposed Project including, without limiting the generality of the foregoing, all causes of action and attorney's 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 and the policies of the Agency that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency, any mortgage recording tax exemption claimed by the Applicant and approved by the Agency, and/or any real property tax abatement claimed by the Applicant and approved by the Agency, in connection with the Project, may be subject to recapture and/or termination by the Agency under such terms and conditions as will be established by the Agency and set forth in transaction documents 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 the New York State and local sales and use tax exemption benefit, the amount of the

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mortgage recording tax exemption benefit, and the amount of the real property tax abatement, if and as applicable, to the best of the Applicant's knowledge, is true, accurate and complete.

H. This obligation includes an obligation to submit an Agency Fee Payment to the Agency in accordance with the Agency Fee policy effective as of the date of this Application.

I. By executing and submitting this Application, the Applicant covenants and agrees to pay the following fees to the Agency and for the Agency's general counsel and/or for the Agency's bond/transaction counsel, the same to be paid at the times indicated:

(i) An application fee of \$1,500.00 with \$750.00 credited towards future administrative fees;

(ii) Security Deposit: To ensure that the Agency's costs are reimbursed if the project does not proceed, applicant shall pay to the Agency a security deposit equal to one-half of one percent (0.5%) of the cost of the Project or \$10,000.00, whichever is greater. The maximum initial deposit is set at \$25,000.00. Payment shall be made when the Preliminary Agreement is signed.

(iii) Unless otherwise agreed to by the Agency, an Agency fee as follows:

<u>Cost of Project/Amount of Bonds:</u>	<u>Applicable Percentage:</u>
Up to First \$10,000,000	0.90%
For Next \$10,000,000	0.65%
For Next \$30,000,000	0.40%
Portion over \$50,000,000	0.25%

(iv) All fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel and/or the Agency's bond/transaction counsel, thus note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's general counsel and the Agency's bond/transaction counsel; and (2) other consultants retained by the Agency in connection with the proposed project, with all such charges to be paid by the Applicant at the closing.

J. If the Applicant fails to conclude or consummate the necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable proper or requested action, or withdraws, abandons, cancels, or neglects the Application, or if the Applicant is unable to find buyers willing to purchase the bond issue requested, or if the Applicant is unable to facilitate the sale/leaseback or lease/leaseback transaction, then, upon the presentation of an invoice, Applicant shall pay to the Agency, its agents, or assigns all actual costs incurred by the Agency in furtherance of the Application, up to that date and time, including but not necessarily limited to, fees of the Agency's general counsel and/or the Agency's bond/transaction counsel.

K. The Applicant acknowledges and agrees that all payment liabilities to the Agency and the Agency's general counsel and/or the Agency's bond and/or transaction counsel as expressed in Sections H and I are obligations that are not dependent on final documentation of the transaction contemplated by this Application.

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- L. The cost incurred by the Agency and paid by the Applicant, the Agency's general counsel and/or bond/transaction counsel fees and the processing fees, may be considered as a cost of the Project and included in the financing of costs of the proposed Project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.
- M. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). **Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.**
- N. The Applicant acknowledges that it has been provided with a copy of the Agency's Policy for Termination of Agency Benefits and Recapture of Agency Benefits Previously Granted (the "Termination and Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Termination and Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Termination and Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture of Agency financial assistance so provided and/or previously granted.
- O. The 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.
- P. 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.
- Q. 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.
- R. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.
- S. The Applicant and the individual executing this Application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations and covenants made in this Application when acting hereon and hereby represents that the statements made herein do not

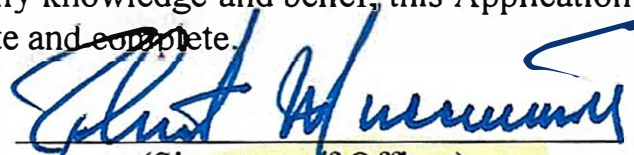
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contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

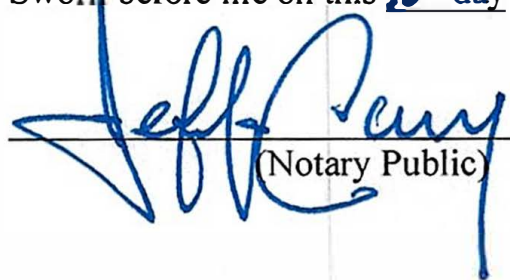
MASSACHUSETTS  
STATE OF ~~NEW YORK~~ )  
COUNTY OF ~~Richmond~~ ) ss.:

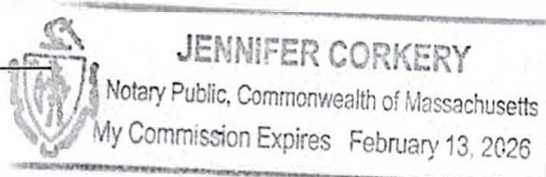
\_\_\_\_\_, being first duly sworn, deposes and says:

1. That I am the Chief Operating Officer (Corporate Office) of F.W. Webb Company (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read the attached Application, I know the contents thereof and I subscribe and affirm, under penalty of perjury that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete.

  
(Signature of Officer)

Sworn before me on this 10<sup>th</sup> day of FEBRUARY, 20 25

  
(Notary Public)



**Section I: Applicant Information:**

**H) What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in County/City/Town/Village. Include list of vendors, raw material suppliers, and percentages for each.**

Row Labels	Vendor Name	Vendor City	Vendor State	Warren Cty?	Sum of Sum of Amount		2024 Total Inventory/Supplies/Services Purchases as of 11/25/24	\$ 7,237,501.22
A7540	ASKCO ELECTRIC SUPPLY CO.	GLENS FALLS	NY	Y	3,364.03	0.05%		
F5710	FLOMATIC CORP.	GLENS FALLS	NY	Y	18,236.27	0.25%		
H0013	HILL ELECTRIC SUPPLY CO., INC	GLENS FALLS	NY	Y	48.00	0.00%		
M0558	MILLER MECHANICAL SERVICES DBA	GLENS FALLS	NY	Y	19,125.00	0.26%		
N6300	NEW YORK FIRE & SECURITY	GLENS FALLS	NY	Y	874.67	0.01%		
W0653	WARREN TIRE SERVICE CTR	GLENS FALLS	NY	Y	1,810.44	0.03%		
C0713	CERRONE P LB HTG AND A/C	QUEENSBURY	NY	Y	2,621.50	0.04%		
Q5800	QUAKER TRUCK REPAIR	QUEENSBURY	NY	Y	13,044.08	0.18%		
					<b>59,123.99</b>	<b>0.82%</b>		