

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

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: NATIVE Development Associates
Applicant Address: 8 Blue Lupine Lane, Wilton NY 12831
Phone: 518-225-7320 Fax: 518-664-6825
Website: _____ E-mail: STEVE.S@ROVERPARTS.COM
Federal ID#: 82-3449067

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? NATIVE Development Partners

Federal ID#: 82-3449067

State and Year or Incorporation/Organization: 2017

List of stockholders, members, or partners of Real Estate Holding Company: STEPHEN SPRINGER, RICHARD TAYLOR, NICHOLAS TAYLOR, TIMOTHY BARBER

B) Company Contact for this Application:

Name: STEPHEN SPRINGER
Title: Partner
Address: 6 Enterprise Ave, Clifton Park, NY 12065
Phone: 518-225-7320 Fax: 518 664 6825
E-Mail: STEVE.S@ROVERPARTS.COM

C) Company Counsel:

Name of Attorney: Jon Lapper
Firm Name: BARTLET POTTER, STEWART & Rhodes
Address: 1 WASHINGTON STREET, Glens Falls, NY 12801
Phone: 518-792-2117 Fax: _____
E-mail: JCL@BPSR.LAW

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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 Partnership
- Public Corporation Joint Venture
- Sole Proprietorship Limited Liability Company

Other (please specify) _____

Year Established: 2017

State in which Organization is established: New York

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

<u>Name</u>	<u>% of ownership</u>
<u>STEPHEN SPRINGER</u>	<u>35%</u>
<u>RICHARD Taylor</u>	<u>25%</u>
<u>NICHOLAS TAYLOR</u>	<u>25%</u>
<u>TIMOTHY BARBER</u>	<u>15%</u>

G) Applicant Business Description:

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility: We have been Redeveloping the EXISTING STRUCTURE which WAS the ORIGINAL Native Textile Facility that was left empty in 2006. We have since Filled the 117,000 sq ft Added an additional 20,000 sq ft. We are applying to Add an additional 40,000 square feet to the North West Corner which will complete this site.

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

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

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

Estimated % of sales outside the U.S.: Unknown

(*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.

Unknown at this time



A) Project Location:

1. Street Address: 24 Native Drive, Queensbury, NY 128
2. City/Town where located: Queensbury
3. Village where located: Queensbury
4. School District where located: Queensbury
5. Fire District where located: West Glens Falls
6. County where located (Circle One): Warren Washington
7. Tax Parcel Map # for Property where proposed Project will be located: 523400 308.20-1-9.21

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? \$ TOWN 36,456.82
SCHOOL 78,402.81

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 _____

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: INDUSTRIAL OPERATIONS

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 40,000 sq foot Addition will complete the build out of this site. We have consistent inquiries for space AND NONE AVAILABLE TO LEASE. We expect to have this space leased before the space is completed for occupancy

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): We are trying to attract business and

JOBS NORTH. TO DO THIS WE NEED TO BE COMPETITIVE WITH OUR TRIPLE NET RATES. THERE ARE SEVERAL OTHER IDA SPONSORED FACILITIES CURRENTLY FOR TRIPLE NET EXIT 9.

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):

We need to offer competitive Rates to Attract Quality users. We are negotiating a lease at a rate assuming IDA participation which lowers the cost \$1.50 sq ft on the Triple nets.

QUEENSBURY UNION - SCHOOL 2024

FISCAL YEAR: 7/1/2024 to 6/30/2025 WARRANT DATE: 9/1/2024 STATE AID: SCHL \$32,825,854

MAKE CHECKS PAYABLE TO:
 Caroline H. Barber, Receiver of Taxes
 742 BAY ROAD
 QUEENSBURY, NY 12804

BANK	BILL 7473	TAX MAP NUMBER 523400 308.20-1-9.21
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TO PAY IN PERSON:
 Queensbury Town Hall
 742 Bay Road
 M-F, 8 AM - 4 PM
 (518) 761-8234

PROPERTY INFORMATION:
 ACCOUNT#: _____
 DIMENSION: 11.69 Acres
 ROLL SECTION: 1 CLASS: 710 - MANUFACTURE
 LOCATION: 24 Native Dr
 MUNICIPALITY: Town of Queensbury
 SCHOOL: 523402 Queensbury Union
 FULL MARKET VALUE: As of 3/1/24 5,890,000
 UNIFORM % OF VALUE: 100
 LAND ASSESSMENT: 386,000
 TOTAL ASSESSMENT: 5,890,000

PROPERTY OWNER:
 Native Development. Assoc,
 8 Blue Lupine Ln
 Wilton, NY 12831

EXEMPTION	VALUE	FULL VALUE	TAX PURPOSE
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APPLY FOR THIRD PARTY NOTIFICATION BY: 07/01/25

PROPERTY TAX PAYERS BILL OF RIGHTS:

If you feel the assessment of your property is too high, you have the right to file a grievance to lower it for future tax bills. For information, please contact your assessor for the booklet "How to File a Complaint on Your Assessment" and to inquire about your exemptions. Any reduction in assessment will NOT be reflected on this bill. You can pay online at www.queensbury.net

LEVY DESCRIPTION	TOTAL TAX LEVY	% CHANGE FROM PRIOR YEAR LEVY	TAXABLE VALUE OR UNITS	RATE	TAX AMOUNT
QUEENSBURY SCHOOL	39,250,031	2.1	5,890,000.00	13.311173	78,402.81
TOTAL TAX AMOUNT:					\$78,402.81

FULL PAY BY	TAX AMOUNT	INTEREST	TOTAL DUE
09/30/2024	78,402.81	0.00	78,402.81
10/31/2024	78,402.81	1,568.06	79,970.87
11/04/2024	78,402.81	2,352.08	80,754.89

QUEENSBURY UNION - SCHOOL 2024

MUNICIPALITY: Town of Queensbury
 SCHOOL: 523402 QUEENSBURY UNION
 LOCATION: 24 NATIVE DR
 Native Development. Assoc,
 8 Blue Lupine Ln
 Wilton, NY 12831

RECEIVER'S STUB

BILL NUMBER: 7473
 Tax Map: 523400 308.20-1-9.21
 BANK:

OFFICE USE ONLY	
Check:	_____
Cash:	_____
CC:	_____
Amount:	_____

YOU MUST RETURN ENTIRE BILL WITH YOUR PAYMENT



523400308.20-1-9.21

Printed On: 02/24/2025 At: 04:53:11 PM

TOWN OF QUEENSBURY - TOWN & COUNTY 2025

FISCAL YEAR: 1/1/2025 to 12/31/2025 WARRANT DATE: 12/20/2024 STATE AID:TWN \$1,610,000

MAKE CHECKS PAYABLE TO:
 Caroline H. Barber, Receiver of Taxes
 742 BAY ROAD
 QUEENSBURY, NY 12804

BANK	BILL	TAX MAP NUMBER
	11414	523400 308.20-1-9.21

TO PAY IN PERSON:
 Queensbury Town Hall
 742 Bay Road
 M-F, 8 AM - 4 PM
 (518) 761-8234

PROPERTY INFORMATION:
 ACCOUNT#: _____
 DIMENSION: 11.69 Acres
 ROLL SECTION: 1 CLASS: 710 - MANUFACTURE
 LOCATION: 24 Native Dr
 MUNICIPALITY: Town of Queensbury
 SCHOOL: 523402 Queensbury Union
 FULL MARKET VALUE: As of 7/1/24 5,890,000
 UNIFORM % OF VALUE: 100
 LAND ASSESSMENT: 386,000
 TOTAL ASSESSMENT: 5,890,000

PROPERTY OWNER:
 Native Development. Assoc,
 8 Blue Lupine Ln
 Wilton, NY 12831

EXEMPTION	VALUE	FULL VALUE	TAX PURPOSE
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APPLY FOR THIRD PARTY NOTIFICATION BY: 07/01/25

PROPERTY TAX PAYERS BILL OF RIGHTS:

If you feel the assessment of your property is too high, you have the right to file a grievance to lower it for future tax bills. For information, please contact your assessor for the booklet "How to File a Complaint on Your Assessment" and to inquire about your exemptions. Any reduction in assessment will NOT be reflected on this bill. You can pay online at www.queensbury.net

LEVY DESCRIPTION	TOTAL TAX LEVY	% CHANGE FROM PRIOR YEAR LEVY	TAXABLE VALUE OR UNITS	RATE	TAX AMOUNT
COUNTY TAX	16,870,883	6.5	5,890,000.00	3.261	19,207.29
TOWN TAX	3,373,758	0.0	5,890,000.00	0.649	3,822.61
EMERGENCY MEDICAL	2,375,740	1.1	5,890,000.00	0.442	2,603.38
FIRE PROTECTION	3,522,000	5.4	5,890,000.00	0.655	3,857.95
CRANDALL LIBRARY DST	1,930,120	-0.2	5,890,000.00	0.359	2,114.51
W.QUEENSBURY LIGHT	35,000	0.0	5,890,000.00	0.139	818.71
GR QSBY CONSOLIDATED	0	0.0	86.00	22.924	1,971.46
QUEENSBURY WATER	1,200,000	0.0	5,890,000.00	0.3499	2,060.91

TOTAL TAX AMOUNT: \$36,456.82

FULL PAY BY	TAX AMOUNT	INTEREST	TOTAL DUE
01/31/2025	36,456.82	0.00	36,456.82
02/28/2025	36,456.82	364.57	36,821.39
03/31/2025	36,456.82	729.14	37,185.96

TOWN OF QUEENSBURY - TOWN & COUNTY 2025

MUNICIPALITY: Town of Queensbury
 SCHOOL: 523402 QUEENSBURY UNION
 LOCATION: 24 NATIVE DR
 Native Development. Assoc,
 8 Blue Lupine Ln
 Wilton, NY 12831

RECEIVER'S STUB

BILL NUMBER: 11414
 Tax Map: 523400 308.20-1-9.21
 BANK:

OFFICE USE ONLY	
Check:	_____
Cash:	_____
CC:	_____
Amount:	_____

YOU MUST RETURN ENTIRE BILL WITH YOUR PAYMENT



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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? With a 40,000 square foot space, we anticipate 30 good jobs that may not be available. We think we need those good jobs in Warren Co.

C) Will Project include leasing any equipment? Yes No
If Yes, please describe: None has been clearly identified at this time.

D) Site Characteristics:

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

Describe the present zoning/land use: Light industrial

Describe required zoning/land use, if different: _____

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements: None Required

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.** ONE IS AVAILABLE ON FILE.

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: RECENT STUDIES INCLUDING ARCHAEOLOGICAL, WETLAND, ENDANGERED SPECIES HAVE BEEN COMPLETED AND ARE ON FILE FOR THIS PROPERTY

H) Select Project Type for all end users at project site (you may check more than one):

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Please check any and all end users as identified below.

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 type="checkbox"/> |
| Acquisition of Existing Facility | <input type="checkbox"/> | Retail | <input 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 checked="" type="checkbox"/> | Civic Facility (not for profit) | <input type="checkbox"/> |
| Commercial | <input checked="" type="checkbox"/> | Other _____ | <input type="checkbox"/> |

I) Project Information:

Estimated costs in connection with Project:

- | | |
|---|---------------------|
| 1. Land and/or Building Acquisition: | \$ _____ |
| _____ acres _____ square feet | |
| 2. New Building Construction: _____ square feet | \$ _____ |
| 3. New Building Addition(s): <u>40,000</u> square feet | \$ <u>2,766,600</u> |
| 4. Infrastructure Work <u>BLACKTOP UTILITIES, EARTHWORK</u> | \$ <u>794,400</u> |
| 5. Reconstruction/Renovation: _____ square feet | \$ _____ |
| 6. Manufacturing Equipment: | \$ _____ |
| 7. Non-Manufacturing Equipment (furniture, fixtures, etc.): | \$ <u>_____</u> |
| 8. Soft Costs: (professional services, etc.): | \$ <u>190,000</u> |
| 9. Other, Specify: _____ | \$ _____ |

TOTAL Capital Costs: \$ 3,751,000

Project refinancing: estimated amount
(for refinancing of existing debt only)

\$ 3,751,000

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Sources of Funds for Project Costs:

Bank Financing: \$ 3,751,000

Equity (excluding equity that is attributed to grants/tax credits) \$ * 0.00

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: \$ _____

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

If Yes, describe particulars: _____

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): \$ 3,751,000

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage Amount as indicated above multiplied by 1 %): \$ 37,510

Construction Cost Breakdown:

Total Cost of Construction \$ 3,561,000 (sum of 2,3,4,5, and 7; if 7 is applicable, in Question I, above)

Cost for materials: \$ 2,176,600
 % sourced in County/City/Town/Village: 60 %
 % sourced in State 60 % (including County/City/Town/Village)

Cost for labor: \$ 1,384,400

Estimated number of construction jobs for your project: 35-45

* The property was acquired EARLIER AND BASIC INFRASTRUCTURE INCLUDING ROADS + UTILITIES AMOUNTING TO 1.5 million Dollars has already been invested.

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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:

\$ 2,176,600

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

\$ 152,320

*** 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: No

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	36,000	3,204,900	90%
Warehouse	2,000	178,050	5%
Research & Development			
Commercial	None		
Retail (see page 12)	None		
Office	2,000	178,050	5%
Specify Other			

* INCLUDES ITEMS 3 + 4 page 6 DOES NOT INCLUDE ITEM 8,

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K) What is your project timetable (Provide dates):

1. Start date: acquisition of equipment or construction of facilities: SPRING 2025
2. Estimated completion date of project: Late Fall 2025
3. Project occupancy – estimated starting date of operations: Late Fall
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: FINAL PLANNING BOARD

Approval Town of Queensbury February 2025

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

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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)			30	30
Part Time (PTE)				
Total ***			30	

** 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	100-200 (1)	35%
Professional	80-120 (4)	35%
Administrative	25-45 (3)	25%
Production	25-50 (22)	35%
Independent Contractor		
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			
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: _____

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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? _____
0 %. 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.

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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 These are new facilities and we expect users to expand their operations in the immediate area.

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



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: _____

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: Unknown at this point

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Section V of this Application will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.

PILOT Estimate Table Worksheet

Dollar Value of 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, _____, 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.)

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

**** 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.**

_____ (name of CEO or other authorized representative of Applicant)
confirms and says that he/she is the _____ (title) of
_____ (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

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Agency with an Employment Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.

- 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

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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 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	0.75%
Next \$10,000,000	0.50%
Next \$10,000,000	0.25%
Portion over \$30,000,000	0.125%

(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.

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- 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.
- 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

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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 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.

CALIFORNIA TFL ~~NY~~
STATE OF NEW YORK)
COUNTY OF LOS ANGELES) ss.:

Native Development ASS

Stephen Jay

_____ , being first duly sworn, deposes and says:

M. TFL

1. That I am the MANAGER (Corporate Office) of NATIVE PARTNERS (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.

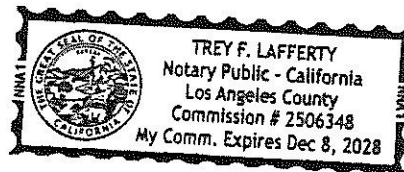
Stephen Jay

(Signature of Officer)

Sworn before me on this 14 day of APRIL, 2025.

Trey Lafferty

(Notary Public)

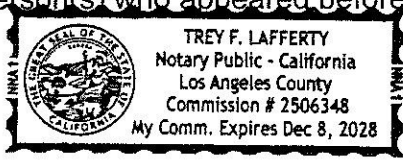


A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California
County of LOS ANGELES

Subscribed and sworn to (or affirmed) before me on this 14
day of APRIL, 2025, by STEPHEN SPRINGER

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.



(Seal)

Signature Trey Lafferty

Native Development 40,000 SF Addition INCENTIVES Estimation
 PILOT 100% INCENTIVE YEARS 1-5, 50% INCENTIVE YEARS 6-10

DRAFT
 04 03 2025

308.30-1-9.21 Property Base 2024 Value	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		
\$5,890,000	\$3,561,000	\$9,451,000	\$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	0%	\$0	\$0	\$0	\$0	\$0	\$61,325	\$61,325
2	0%	\$0	\$0	\$0	\$0	\$0	\$61,325	\$61,325
3	0%	\$0	\$0	\$0	\$0	\$0	\$61,325	\$61,325
4	0%	\$0	\$0	\$0	\$0	\$0	\$61,325	\$61,325
5	0%	\$0	\$0	\$0	\$0	\$0	\$61,325	\$61,325
6	50%	\$5,806	\$1,156	\$0	\$23,701	\$30,662	\$61,325	\$30,662
7	50%	\$5,806	\$1,156	\$0	\$23,701	\$30,662	\$61,325	\$30,662
8	50%	\$5,806	\$1,156	\$0	\$23,701	\$30,662	\$61,325	\$30,662
9	50%	\$5,806	\$1,156	\$0	\$23,701	\$30,662	\$61,325	\$30,662
10	50%	\$5,806	\$1,156	\$0	\$23,701	\$30,662	\$61,325	\$30,662
Totals		\$29,031	\$5,778	\$0	\$118,503	\$153,311	\$613,246	\$459,934
FULL ANNUAL PAYMENT		\$11,612	\$2,311	\$0	\$47,401	====>	\$61,325	
Estimated Tax Exemptions:				Estimated Cost Benefit Ratio:				
Assumptions:								
Property	\$459,934			Estimated Total Project Cost	\$3,751,000			
Sales & Use 7%	\$152,362		\$2,176,600	Gross Benefit All Incentives	\$649,806			
Mortgage 1.00%	\$37,510		\$3,751,000	Gross Benefit / Cost Ratio	17.3%			
Gross Benefit	\$649,806			Net Benefit All Incentives	\$601,047			
IDA Fee	(\$33,759)		See below.	Net Benefit / Cost Ratio	16.0%			
IDA Legal Est.	(\$15,000)							
Net Benefit	\$601,047							

WWIDA Fee	% Project \$	Project \$	Fee \$
First \$10M	0.90%	\$3,751,000	\$33,759
Next \$10M	0.65%	\$0	\$0
Next \$30M	0.40%	\$0	\$0
Over \$50M	0.25%	\$0	\$0
TOTAL		\$3,751,000	\$33,759

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NATIVE DEVELOPMENT ASSOCIATES, LLC	Application Type	Site Plan 6-2025
Same as applicant	SEQR Type	Unlisted
ABD Engineers	Lot size	11.15 acres
24 Native Drive, Lot #1	Ward: 4	Zoning Classification: CLI
308.20-1-9.21	Ordinance Reference	179-3-040
ice SUB 6-2021. SP 6-2022	Warren Co. Referral	n/a
g February 18, 2025	Site Information	Slopes

ption: Applicant proposes construction of a one-story L-shaped warehouse addition of 40,000 sq ft to the existing 136,320 sq ft building. Includes associated site work for the building and parking. The addition will be developed in two sections, one 19,500 sq ft and the second. There is no change to the use and the facility is not open to the public. Pursuant to chapter 179-3-040, site plan for new development in the 1 be subject to Planning Board review and approval.

- Any further business which may be properly brought before the Board -

Date of the Final planning Board Approval