
Application for Financial Assistance

County of Clinton Industrial Development Agency (CCIDA)
190 Banker Road, Suite 500
Plattsburgh, NY 12901
infoatIDAs@gmail.com

*A nonrefundable administrative application fee of \$1500 must be submitted at the time of the application, of which, \$750 will be applied to the project's closing cost. Checks may be made payable to: **The County of Clinton IDA.***

Please submit one (1) electronic copy and two (2) hard copies of the application (and any attachments) and SEQR (if applicable) to the address above. Include the check with the hard copies.

***ALL APPLICATIONS MUST BE SUBMITTED TWO WEEKS PRIOR TO THE
REGULAR SCHEDULED CCIDA MEETING***

*For a copy of the meeting schedule as well as the Uniform Tax Exempt Policy (UTEP) go to
www.clintoncountyida.com*

Application Updated: 7/2016

Note to Applicant:

The information requested by this application is necessary to determine the eligibility of your project for Clinton County Industrial Development Agency (CCIDA) benefits. Please answer all questions, inserting "none" or "not applicable" where appropriate. If you are providing an estimate, please indicate by inserting "est." after the figure. Attach additional sheets if more space is needed for a response than provided.

Please submit two (2) hard copies of the application (and any attachments) and SEQR (if applicable) to **CCIDA, 190 Banker Road, Suite 500, Plattsburgh, NY 12901 ATTN: Executive Director**. In addition, please send an electronic version of the entire application and SEQR (if applicable) as well as all attachments to infoatIDAs@gmail.com. Include within the hardcopy, a check made payable to the County of Clinton Industrial Development Agency in the amount of \$1500. **Submissions must be made two (2) weeks prior to the regular scheduled meetings of the CCIDA (2nd Monday of each month unless otherwise noted).**

Upon submission of this application to the CCIDA, the application becomes a public document. Be advised that any action brought before the CCIDA is public information. All agendas are issued and posted on the CCIDA's website seven (7) days prior to Board meetings. If there is information that the applicant feels is of a proprietary nature, please identify as such, and that information will be treated confidentially to the extent permitted by the law.

By signing and submitting this application, the Applicant acknowledges that it received a copy of the Uniformed Tax Exempt Policy (UTEP) and all other policies mentioned. Policies can be obtained at www.clintoncountyida.com.

A project financed through the CCIDA involves the preparation and execution of significant legal documents. These documents not only comply with New York State law but also conform to CCIDA policies in effect at time of closing (all policies are posted on the website). Please consult with an attorney before signing any documents in connection with the proposed project.

The applicant will receive an engagement letter from the CCIDA's legal counsel. The applicant will then be asked to sign the engagement letter acknowledging it understands that the project is responsible for **all** CCIDA legal costs related to the project, including when the project is re-conveyed. In addition, should the project not close and legal services have been rendered by the CCIDA legal counsel, the applicant will still be responsible for those costs.

If the project requires a public hearing, a representative from the applicant's organization is required to be present. A date will be coordinated by the CCIDA's legal counsel and/or Executive Director. If you have any questions regarding the application or the process, feel free to contact the CCIDA's Executive Director at (518) 563-3100 or inforatIDAs@gamil.com.

PART I: Project Information

PROJECT'S CCIDA APPLICATION # _____ (Official Use)

Section A: Assistance

Type of Financial Assistance Requested - [Check One]

Straight Lease - ☒

Bond Financing - ☐

Both - ☐

Other - ☐

If "Other," Explain: _____

Type of Benefits Project is Seeking - [Check All that Apply]

Real Estate

Exemption/

PILOT - ☒

Sales Tax Exemption -

☒

Mortgage

Recording Tax

Exemption- ☐

Tax-Exempt

Bonds - ☐

Other - ☐

**Note: If applicant is seeking bonds, a PILOT and/or exemption from sales and/or mortgage recording tax additional information will be required in Part II of this application.*

If Other, Explain: _____

Section B: Background

1.)

Company Name: Schluter Systems L.P.
Company Point of Contact: Robert Grinnell
Address: 194 Pleasant Ridge Rd. Plattsburgh, NY 12901
Phone Number: () 518 324 3426
Point of Contact's e-mail: rgrinnell@schluter.com
Company Website: www.schluter.com
Company NAICS Code: 423990
Employer Identification Number (EIN): 14-1772376

2.) Business Type [Check One]:

☐ Private or Public Corporation

If Public, on what exchange is it listed? _____

☐ Subchapter S

☐ Sole Proprietorship

☐ General Partnership

☒ Limited Partnership

☐ Limited Liability Corporation/Partnership

☐ DISC

☐ Not-for-profit

☐ Other: _____

State of Incorporation (if applicable): NY

3.) Describe the nature of your business and its principal products and/or services:

We are tile installation company. We produce products associated with tile installation, including waterproofing shower systems and in floor heating, profiles and related materials. Our principal products include Ditra (crack isolation and uncoupling) Kerdi and Kerdi Board for waterproof shower systems, and Ditra Heat in floor heating.

3a.) Will the project move its facility from another location in New York to Clinton County? Yes ☐ or No ☒

3b.) Will the project result in the abandonment of an existing facility in New York? Yes ☐ or No ☒

3c.) If "Yes" to 3a and/or 3b, is the reason for moving to another location in the state to remain competitive in your industry or the state? Yes ☐ or No ☒

If "Yes," please explain

4.) Applicant's Stockholders, Directors and Officers (or Partners):

Stockholders/Directors/Officers	Name	Address	Business Affiliation/Percentage Ownership
Limited partner	UMS GmbH & Co KG		99
General partner	S Systems Inc		1

4a.) Has anyone on this list been convicted of a Felony? Yes ☐ or No ☒

If "Yes," Explain: _____

4b.) Has anyone on this list filed Bankruptcy? Yes ☐ or No ☒

If "Yes," Explain: _____

5.) Applicant's Counsel, Accountant and Bank References:

Applicant's Counsel	
Name:	C. J. Madonna
Firm:	194 Pleasant Ridge Rd.
Address:	Plattsburgh, NY 12901
Phone:	518 3243455
E-mail:	cmadonna@schluter.com

Applicant's Accountant	
Name:	Roedl & Partner
Firm:	747 Third Ave. 4th Floor
Address:	NY, NY 10017
Phone:	212 380-9250
E-mail:	www.rodell.com.us

Applicant's Bank Reference(s)	
Bank Name:	Community Bank NA, Paul Connelly
Address:	Rt 3, Plattsburgh NY 12901
Phone:	518 561 0086
Website:	paul.connelly@communitybankna.com

6.) Project Type [Check All that Apply]:

- | | | | |
|--|--|--|---|
| <input checked="" type="checkbox"/> Manufacturing | <input type="checkbox"/> Warehousing | <input type="checkbox"/> R & D | <input type="checkbox"/> Tax-Exempt |
| <input type="checkbox"/> Wind Farm | <input type="checkbox"/> Commercial | <input type="checkbox"/> Retail | <input type="checkbox"/> Medical |
| <input type="checkbox"/> Residential | <input type="checkbox"/> Recreation | <input type="checkbox"/> Adaptive Reuse | <input type="checkbox"/> Other |
| <input type="checkbox"/> Small Alternative
Energy | <input type="checkbox"/> Distributive
Service | <input type="checkbox"/> Tourism
Destination Facility | <input type="checkbox"/> Industrial (includes
pollution control) |

**See CCIDA Eligible Project Policy for definitions www.clintoncountyyida.com*

If "Other," please explain:

*For Retail and Tourism Projects **ONLY** – All others Skip to Question 7*

6a.) Retail Projects:

- Will the project's facility be used in making retail sales of physical goods to customers who visit the proposed facility? Yes ☐ or No ☐
- Will the project's facility be used in providing services to customers who physically visit the facility? Yes ☐ or No ☐
 - If "Yes" to either of the above, how much of the project's facility will be devoted to said use?
- Is the project a critical part of a larger, planned development in the community? Yes ☐ or ☐ No
- Has the project been endorsed by the local municipal chief executive officer or the local municipal governing body? Yes ☐ or No ☐
- Is the project located in a former Empire Zone? Yes ☐ or No ☐
- Is the project located in a Distressed Census track (based on the latest decennial Census)? Yes ☐ or No ☐

(*Census Track Data Available at www.census.gov)

6b.) Tourism Destination Facility Projects:

- Will the project attract and/or service a significant number of Tourists that come from outside the economic development region (ED Region Includes: Clinton, Essex, Franklin, Hamilton, St. Lawrence, Jefferson and Lewis Counties)? Yes ☐ or No ☐
 - If Yes, attach market analysis that demonstrates said attraction
- Is the project linked to other Tourism Facility Destinations in Clinton County? Yes ☐ or No ☐
- Will the project agree to pay sales tax and occupancy taxes related to the operation of the facility? Yes ☐ or No ☐

- If not operated by a not-for-profit, will the project agree to pay real estate taxes and/or PILOT payments on said facility? Yes ☐ or No ☐

7.) Scope of Project [Check All that Apply]:

- ☒ Construction of a new building
- ☐ Acquisition of land
- ☐ Acquisition of existing building
- ☐ Renovations to existing building
- ☐ Construction of addition to existing building
- ☒ Acquisition of machinery and/or equipment
- ☒ Installation of machinery and/or equipment
- ☐ Other (specify) _____

7a.) Have you filled out any environmental assessment forms with other government entities? Yes ☒ or No ☐ (If "yes," attach)

7b.) Has SEQR already been commenced by a lead government agency? Yes ☒ or No ☐ (If yes, please attach)

Note: All projects involving construction, expansion or modification of an existing site **must fill out Part III - SEQR of this application. If SEQR has already been determined and approved by the municipality please attached to Part III of this application.*

8.) Explain your proposed project in detail. This description should include explanation of all of the activities/operations which will occur due to this project; the location (address) and tax map data of the site; the dimensions of new/modifications building(s) & type of construction. Also attach photo of the site, preliminary plans, sketches and/or floor plans of proposed project:

see attached

Additional Information:

(8a) Estimated Start Date: Site work July 11, 2016 / Mobilization July 18, 2016

(8b) Estimated Completion Date: Feb 2017

(8c) Zoning Classification of the Project: industrial

(8d) Legal owner of the site or building: UMS Property LLC

(8e) Most Recent use of the site and/or building: vacant land

(8f) Municipality Project is located in: Plattsburgh

(8g) School District Project is located in: Peru

8(h) Is there an existing or proposed lease for this project? Yes ☒ or No ☐

(If yes, attach a copy) Will be drafted upon completion of the project.

8(i) Is there a purchase option or other legal or common control in the project? Yes ☒ or No ☐

If yes, attach copy or describe participation:

8(j) List the major equipment to be acquired as part of the project. Please provide a detailed inventory of said equipment when one becomes available.

See attached

8(k) Is there now or does the applicant believe there will be significant opposition to the proposed project? Yes ☐ or No ☒

If "Yes," Explain:

9.) On-site Utilities and Providers:

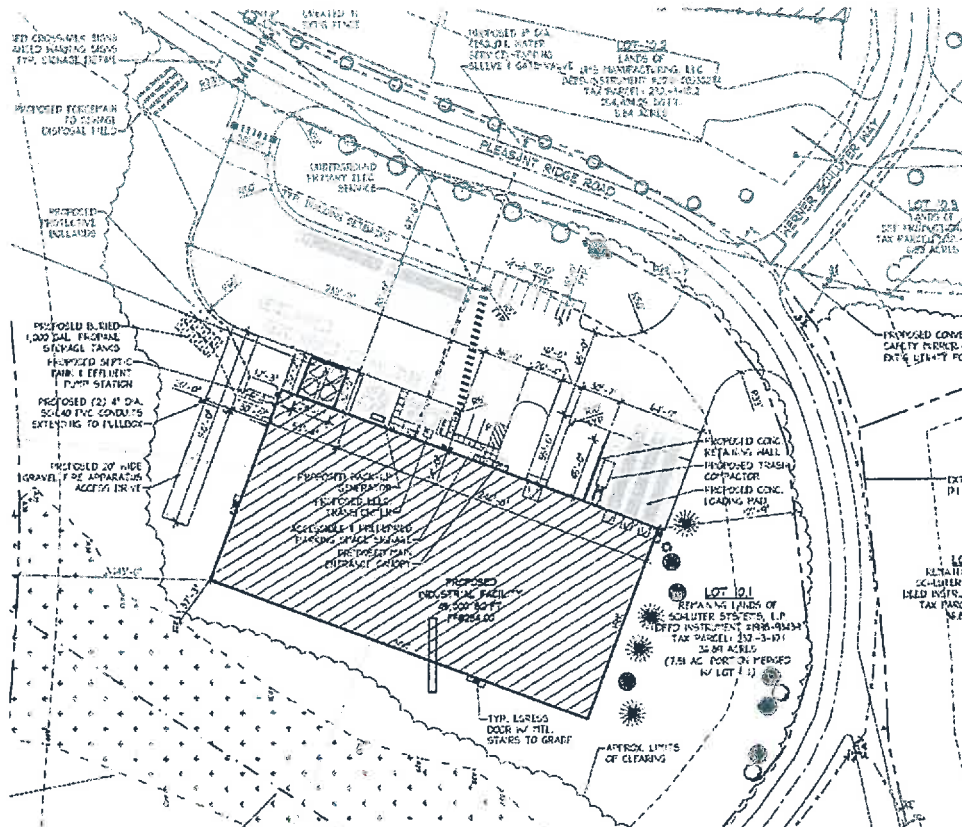
Type:	Provider:
Water	Town of Plattsburgh
Sewer	Installation of Private Septic System.
Electric	NYSEG
Gas	NYSEG
Broadband	Prime Link

CONFIDENTIAL Project Information Worksheet

CCIDA Application:

Question 8: Schluter Systems has three locations in North America: Plattsburgh, New York, Montreal, Quebec, and Reno, Nevada. With over 400 employees across the continent, Schluter Systems is dedicated to creating innovative solutions for the tile industry, and working closely with its network of distributors, dealers, tile contractors, architects, specifiers and other members of the building and construction industry.

As part of Schluter Systems master plan expansion in North America, Plattsburgh, NY was selected as a preferred and most suitable location to host the manufacturing site for the tile setting materials which are a key part of the installation systems provided by the company (Project). For the introduction of these products to the market, Schluter is building a 45,000 sq. ft. facility which consists of a production area (four silos, mixer and bagging line), and office area with a quality control laboratory and approximately 25,000 sq. ft. (included in the 45,000 total space described above) for warehousing of finished goods. Construction will take place on our existing vacant land tax map ID no. 232.-3.10.1, 11.1 and 11.2, Zoned I: Industrial as depicted on the attached map C1.1 dated April 1, 2016.



CONFIDENTIAL Project Information Worksheet

The facility will be LEED certified which stands for Leadership in Energy and Environmental Design and is a certification program focused primarily on new, commercial-building projects and based upon a points system for sustainability issues, i.e., less usage of water, energy efficient lights and reduced dust emissions.

The proximity to Schluter's headquarters for North America (Plattsburgh NY) with the current production sites on its campus will provide a better control of the production as well as the distribution of the products to customers.

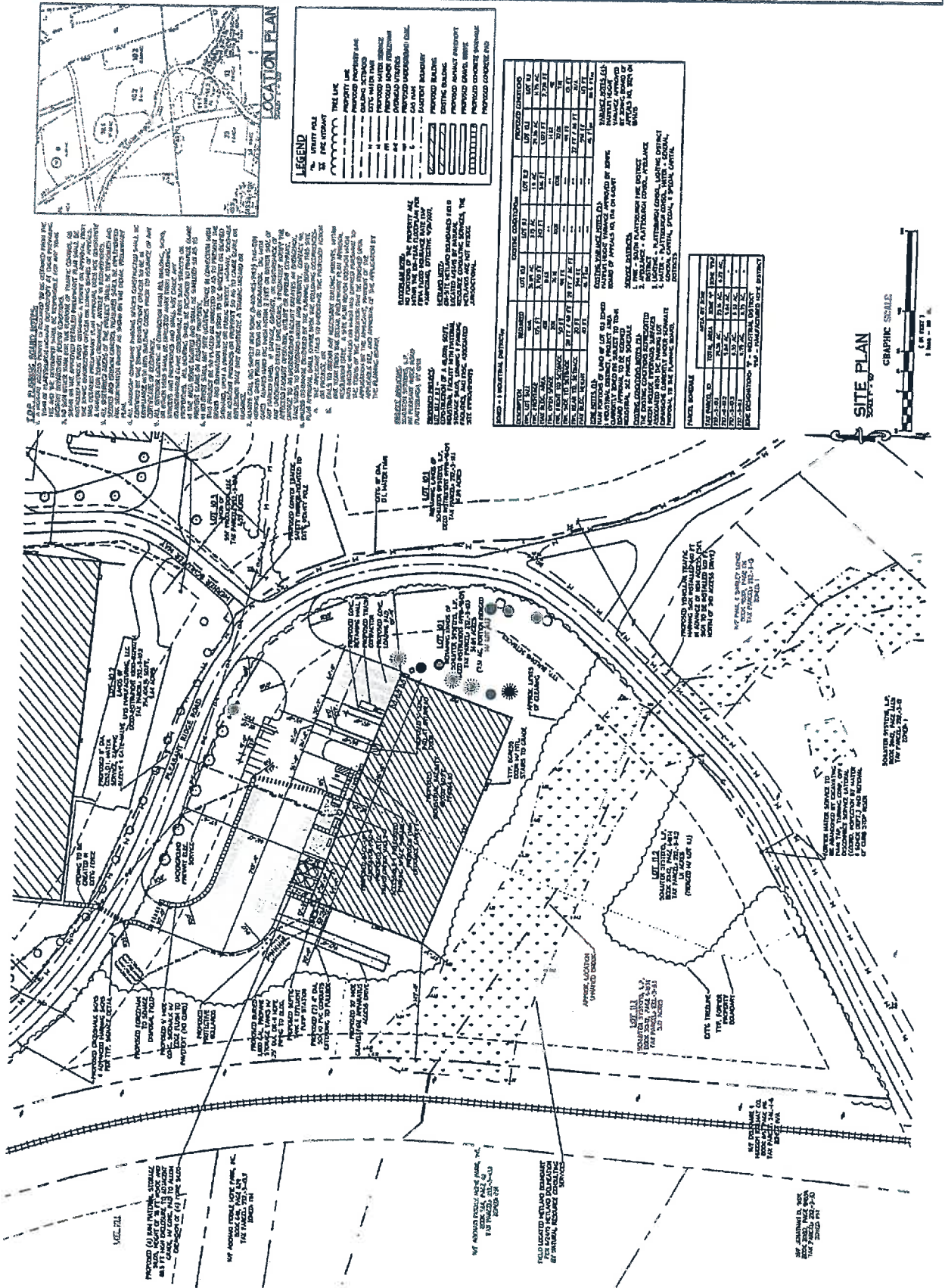
The products to be manufactured at the new facility are a key component of the installation process for the solutions provided by Schluter Systems. The profiles, exterior systems, shower systems, building panels, membranes, floor warming and modular screed systems will have products specifically designed and produced for their needs during the installation process. Schluter's systems warranties available for Schluter's customers will provide a guarantee of the complete installation systems for tiles and stone.

The product being produced at this facility is new to Schluter's line of products and its success is expected to impact our present warehouses resulting in the expansion to warehouse facility on the main campus at a later date. Our products are sold throughout North America and can be seen on DIY programs.

On the short term aspect for jobs, two main vendors will be on site to assembly the production line and build the facility, respectively. As usual, general contractors tend to hire the local labor force for the construction phase of the project which will begin in May, 2016 and will end by January, 2017. We have emphasized the need for local labor.

On the long term aspect for jobs, six positions will be created at the beginning of operation with a potential growth to ten to twelve total job opportunities. This increment of production could be supported by a second shift using the same production capabilities in place. The market reaction to the new products would determine the need of more employees on site. Those positions will be available for a Plant Manager, Quality Control Technician, Forklift Driver and Plant Operators and Shipping and Receiving Clerks. The jobs which are established for this new facility will reinforce the staffing at our existing warehouse and the likelihood of additional jobs will be the result of the success of the project.

Access to natural gas remains an issue that limits our growth as we need to provide natural gas to the western side of our acreage for this expansion project and other planned developments for the future. We are currently working with NYSEG on increasing our capacity for natural gas service.



TOP PLANNING NOTES:

1. THE SITE PLAN IS BASED ON THE INFORMATION PROVIDED BY THE CLIENT AND THE INFORMATION OBTAINED FROM THE FIELD SURVEY. THE CLIENT IS RESPONSIBLE FOR THE ACCURACY OF THE INFORMATION PROVIDED.

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LEGEND

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TABLE 1 - EXISTING CONDITIONS

ITEM	DESCRIPTION	AREA (SQ. FT.)	AREA (SQ. YD.)
1	EXISTING BUILDING	10,000	111.11
2	EXISTING DRIVEWAY	5,000	55.56
3	EXISTING PARKING LOT	15,000	166.67
4	EXISTING FENCE	1,000	11.11
5	EXISTING TREES	2,000	22.22
6	EXISTING UTILITIES	1,000	11.11
7	EXISTING EASEMENTS	1,000	11.11
8	EXISTING SETBACKS	1,000	11.11
9	EXISTING ADJACENT PROPERTY	1,000	11.11
10	EXISTING ADJACENT ROAD	1,000	11.11

TABLE 2 - PROPOSED CONDITIONS

ITEM	DESCRIPTION	AREA (SQ. FT.)	AREA (SQ. YD.)
1	PROPOSED BUILDING	20,000	222.22
2	PROPOSED DRIVEWAY	10,000	111.11
3	PROPOSED PARKING LOT	30,000	333.33
4	PROPOSED FENCE	2,000	22.22
5	PROPOSED TREES	4,000	44.44
6	PROPOSED UTILITIES	2,000	22.22
7	PROPOSED EASEMENTS	2,000	22.22
8	PROPOSED SETBACKS	2,000	22.22
9	PROPOSED ADJACENT PROPERTY	2,000	22.22
10	PROPOSED ADJACENT ROAD	2,000	22.22

NOTES:

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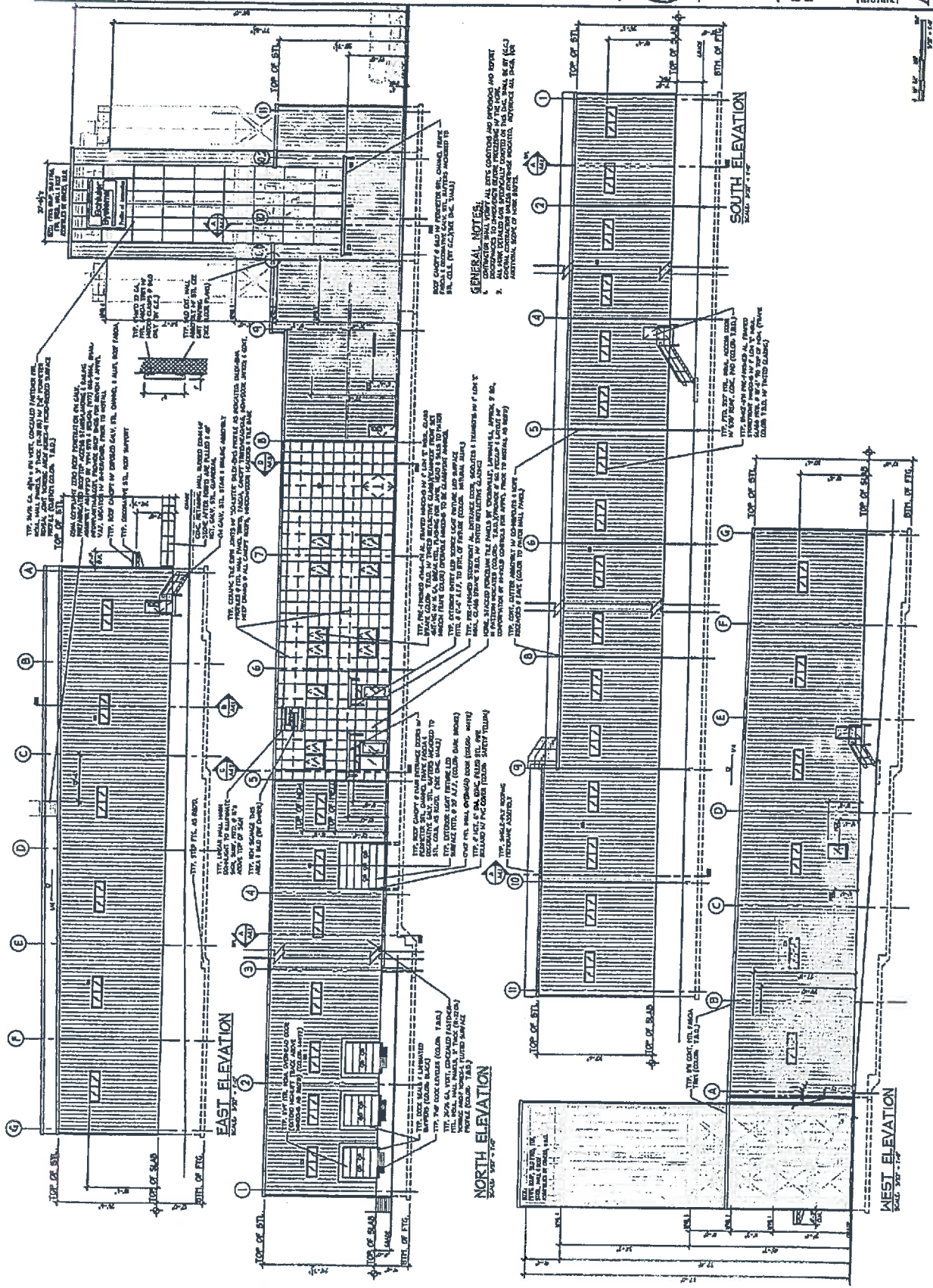
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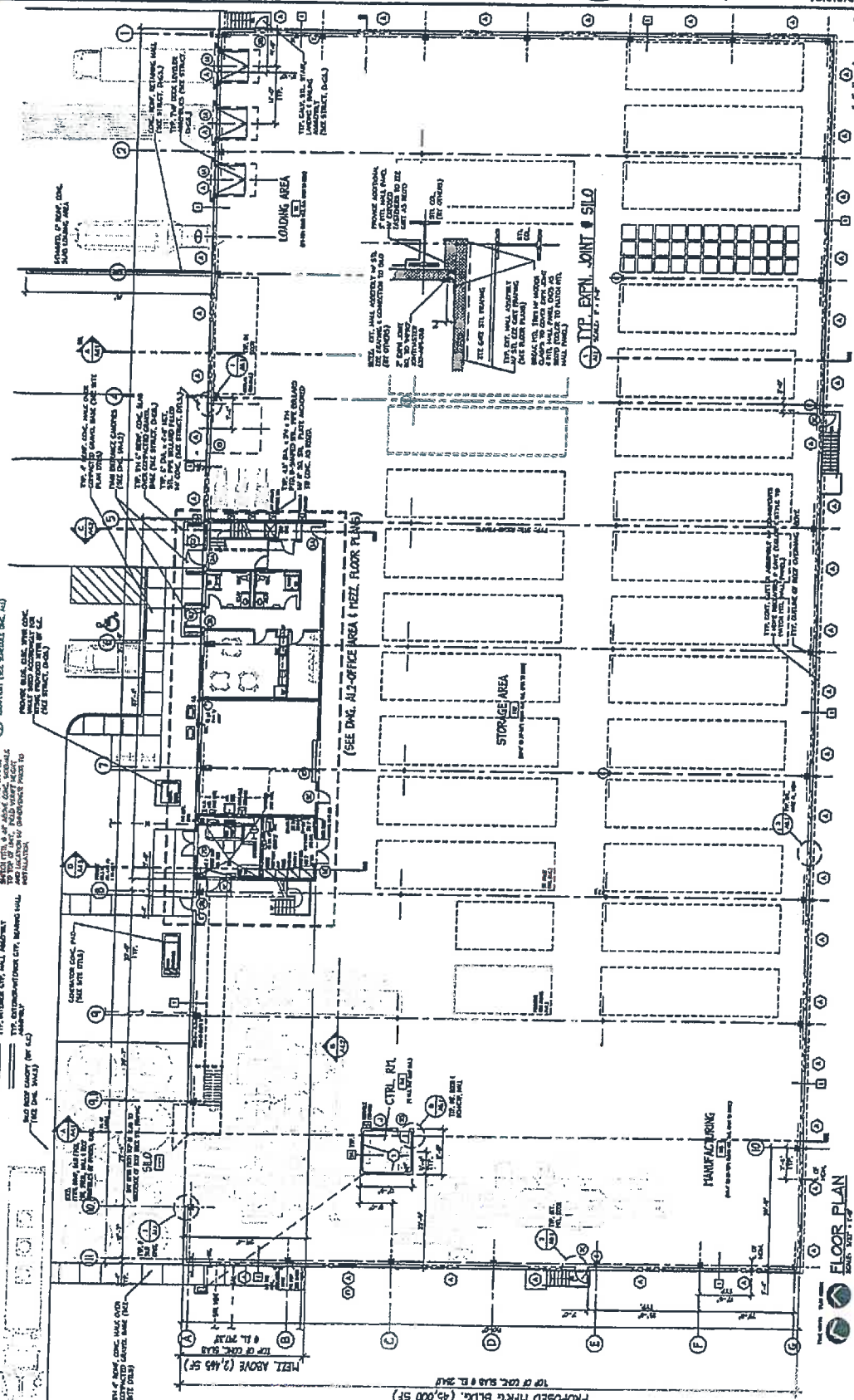
GENERAL NOTES:

1. ALL CITY CONDITIONS AND APPROVED AND REVISED CONTRACTS SHALL BE PRESENTED TO THE CITY ENGINEER FOR APPROVAL BEFORE PROCEEDING WITH THE WORK.
2. GENERAL CONTRACTOR SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE CITY ENGINEER.
3. PROVIDE FIVE (5) COPIES OF ALL DRAWINGS TO THE CITY ENGINEER FOR REVIEW AND APPROVAL.
4. PROVIDE ALL NECESSARY MATERIALS AND LABOR FOR THE WORK.
5. ALL MATERIALS AND LABOR SHALL BE PROVIDED BY THE CONTRACTOR.
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10. ALL MATERIALS AND LABOR SHALL BE PROVIDED BY THE CONTRACTOR.

LEGEND:

- 1. ROOF, INTERIOR, EXTERIOR, AND BASEMENT WALLS (SEE SCHEDULE Dwg. 101)
- 2. ROOF, INTERIOR, EXTERIOR, AND BASEMENT WALLS (SEE SCHEDULE Dwg. 101)
- 3. ROOF, INTERIOR, EXTERIOR, AND BASEMENT WALLS (SEE SCHEDULE Dwg. 101)
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- 10. ROOF, INTERIOR, EXTERIOR, AND BASEMENT WALLS (SEE SCHEDULE Dwg. 101)

- EQUIPMENT SCHEDULE (BY OWNER)**
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 10. EQUIPMENT SCHEDULE (BY OWNER)



SCHULTER SYSTEMS L.P.
2015 INDUSTRIAL FACILITY
INTEGRATED SOLUTIONS FOR PLASTIC EXTRUSION

Architectural & Engineering DESIGN Associates P.C.
10000 N. 10th Ave., Suite 100
Phoenix, AZ 85020
Phone: 602.998.1100
Fax: 602.998.1101
www.schulter.com

PROJECT TITLE: 2015 INDUSTRIAL FACILITY
PROJECT NO.: 10000
DATE: 10/10/14
DESIGNED BY: [Signature]
CHECKED BY: [Signature]
APPROVED BY: [Signature]

SCALE: 1/8" = 1'-0"

NOTES:

REVISIONS:

DATE:

BY:

FOR:

PROJECT NO.:

DATE:

BY:

FOR:

PROJECT NO.:

DATE:





















BY:

FOR:

PROJECT NO.:

DATE:

LEGEND:

	1. THE EXTENSIVE MAIL ASSEMBLY FOR THE BULK MAILING.
	2. THE EXTENSIVE MAIL ASSEMBLY FOR THE BULK MAILING.
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	20. THE EXTENSIVE MAIL ASSEMBLY FOR THE BULK MAILING.

[illegible][illegible][illegible][illegible][illegible][illegible][illegible]

STORAGE AREA
100'-0" x 100'-0"

CORR. BATH RM.
12'-0" x 12'-0"

STORAGE AREA
100'-0" x 100'-0"

STORAGE AREA
100'-0" x 100'-0"

2ND FLOOR
NEW YORK CITY POLICE DEPARTMENT

Architectural floor plan of the first floor of a building. The plan shows various rooms including a Hall, several Classrooms (CLAS.), a Library, a Music Room, a Gymnasium, and a Cafeteria. Dimensions are provided for the overall building (30'-0" by 60'-0") and individual rooms. A note indicates "LINEAR 1/2 TON".

[illegible]

Floor plan of the second floor of the building. The plan shows a large central hall (12' x 12') and several smaller rooms. The rooms and their dimensions are:

- Room 1: 12' x 12'
- Room 2: 12' x 12'
- Room 3: 12' x 12'
- Room 4: 12' x 12'
- Room 5: 12' x 12'
- Room 6: 12' x 12'
- Room 7: 12' x 12'
- Room 8: 12' x 12'
- Room 9: 12' x 12'
- Room 10: 12' x 12'
- Room 11: 12' x 12'
- Room 12: 12' x 12'
- Room 13: 12' x 12'
- Room 14: 12' x 12'
- Room 15: 12' x 12'
- Room 16: 12' x 12'
- Room 17: 12' x 12'
- Room 18: 12' x 12'
- Room 19: 12' x 12'
- Room 20: 12' x 12'
- Room 21: 12' x 12'
- Room 22: 12' x 12'
- Room 23: 12' x 12'
- Room 24: 12' x 12'
- Room 25: 12' x 12'
- Room 26: 12' x 12'
- Room 27: 12' x 12'
- Room 28: 12' x 12'
- Room 29: 12' x 12'
- Room 30: 12' x 12'
- Room 31: 12' x 12'
- Room 32: 12' x 12'
- Room 33: 12' x 12'
- Room 34: 12' x 12'
- Room 35: 12' x 12'
- Room 36: 12' x 12'
- Room 37: 12' x 12'
- Room 38: 12' x 12'
- Room 39: 12' x 12'
- Room 40: 12' x 12'
- Room 41: 12' x 12'
- Room 42: 12' x 12'
- Room 43: 12' x 12'
- Room 44: 12' x 12'
- Room 45: 12' x 12'
- Room 46: 12' x 12'
- Room 47: 12' x 12'
- Room 48: 12' x 12'
- Room 49: 12' x 12'
- Room 50: 12' x 12'
- Room 51: 12' x 12'
- Room 52: 12' x 12'
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- Room 61: 12' x 12'
- Room 62: 12' x 12'
- Room 63: 12' x 12'
- Room 64: 12' x 12'
- Room 65: 12' x 12'
- Room 66: 12' x 12'
- Room 67: 12' x 12'
- Room 68: 12' x 12'
- Room 69: 12' x 12'
- Room 70: 12' x 12'
- Room 71: 12' x 12'
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- Room 80: 12' x 12'
- Room 81: 12' x 12'
- Room 82: 12' x 12'
- Room 83: 12' x 12'
- Room 84: 12' x 12'
- Room 85: 12' x 12'
- Room 86: 12' x 12'
- Room 87: 12' x 12'
- Room 88: 12' x 12'
- Room 89: 12' x 12'
- Room 90: 12' x 12'
- Room 91: 12' x 12'
- Room 92: 12' x 12'
- Room 93: 12' x 12'
- Room 94: 12' x 12'
- Room 95: 12' x 12'
- Room 96: 12' x 12'
- Room 97: 12' x 12'
- Room 98: 12' x 12'
- Room 99: 12' x 12'
- Room 100: 12' x 12'

[illegible]

10'-0"

10'-0"

FLOOR PLAN (MEZZ.)

Initial M&E Order

Four (4) cement and sand silos	\$	336,640.00	
Cement & sand scale	\$	19,710.00	
Structure	\$	256,085.00	
Compressor	\$	21,000.00	
Arcen Mixer	\$	128,980.00	
Holding Hopper	\$	16,910.00	
Central Dust Collection System	\$	82,750.00	
Power Panel	\$	23,520.00	
Prewiring	\$	6,720.00	
Computerized Batch Control System	\$	49,280.00	
Super Bag System	\$	269,935.00	
Electric Blower	\$	22,790.00	
Arodo Bagging System	\$	1,485,800.00	
Enclosure	\$	148,160.00	
Freight	\$	20,610.00	
Foundation Design	\$	12,500.00	Planning / Design Costs
Erection, Installation & Start Up	\$	434,185.00	Construction Costs
Total	\$	3,335,575.00	\$ 2,888,890.00

Change Order Additions as of 5/27/2016

Additional platforms, maintenance floor & hoist beam	\$	44,150.00	
Hitachi printer	\$	20,370.00	
Additional silo compartment	\$	52,210.00	
bagging section, opening for 2 machines	\$	7,488.00	
Bag flattener, connecting conveyor	\$	3,985.00	
pre-cut sheet for palletizer	\$	1,329.00	
pallet centering system	\$	4,830.00	
incline conveyor for pallet storage	\$	4,950.00	
increased dense phase conveying system	\$	46,340.00	
increased compressor capacity	\$	33,600.00	\$ 219,252.00
(credits)	\$	(13,752.00)	\$ 233,004.00

Change Order Additions as of 11/16/2016

Access Door	\$	4,080.00	
Stub Columns	\$	4,350.00	
Stairway and Platform	\$	6,630.00	
Freight	\$	500.00	\$ 15,560.00
TOTAL			\$ 2,904,450.00

Section C : Project Costs

10.) What is the estimated Total Project Cost? (Note: More in-depth information will be required in Part II of this application)

Category	Costs
Land	\$ 1,130,000.00
Building	\$ 5,320,600.00
Equipment	\$ 3,556,635.00
Other	\$ 25,290.00
Total:	\$ 10,032,525.00

If citing "Other," Explain: Misc costs for furniture, fixtures and lab equipment.

10a.) Both Clinton County and the CCIDA have policies that encourage the use of local labor. Is the applicant willing to consider the use of local labor? Yes ☒ or No ☐

11.) Financing Needs:

Bank Financing

Total Bank Financing Required and Term	\$ na
What amount, if any, of the costs of the project will be financed by the Company – other than from the proposed mortgage note/ bank financing?	\$ 0.00
At what time or times and in what amount is it estimated that funds will be required?	May 2016

**Note: Attach an outline of the financing package that is expected to be utilized for this project including dollar amounts and funding sources.*

-and/or-

Bond Financing

Total Bond Amount Required	\$ 0.00
What amount, if any, of the costs of the project will be financed by the Company – other than from the proposed bond issue?	\$ 0.00
Has the company made any arrangements for the marketing or the purchase of the bond or bond? Please describe:	N/A
At what time or times and in what amount it is estimated that funds will be required?	N/A

**Note: Attach an outline of the financing package that is expected to be utilized for this project including dollar amounts and funding sources*

Section D: Employment Information

12.) Please Fill In:

Note: More in-depth employment information will be required in Part II of this application

What is the average number of Construction Jobs during the construction period?	42
What is the estimated number of permanent FTE Jobs to be created by the project?	6
What is the anticipated annual payroll of FTE Jobs?	330,000
What is the applicants current level of employment in Clinton County at the time of application (in FTE)?	approx. 236
Does this project represent an Increase, Decrease or Retention of current job levels?	increase

* FTE: Any combination of (2) two or more part-time jobs that when combined together, constitute the equivalent of a job of at least 35 hours per week.

Section E: Representations and Certification by Applicant

Robert Grinnell (name of CEO of Company submitting application) deposes and says that he/she is CFO (Title) of Schluter Systems L.P., the corporation named in the Petition; that he/she has read the foregoing Application and knows the content thereof, that the same is true to his/her knowledge.

Despondent further says that the reason this verification is made by the despondent and not by Schluter Systems L.P. (company name) is because the said company is a corporation. The grounds of the despondent's belief relative to all matters in said application, which are not upon his/her own personal knowledge are investigations which despondent has caused to be made concerning the subject matter of the application as well as acquired by the despondent in the course of his/her duties, as an officer and from the books and papers of the corporation.

As an officer of said corporation (hereinafter referred to as the "applicant" deponent acknowledges and agrees that the applicant shall be and is responsible for all costs incurred by the nonprofit County of Clinton Industrial Development Agency (hereinafter referred to as the "Agency") acting on behalf of the attached application whether or not the application, the project it describes, the attendant negotiations and financial assistance is carried to successful conclusion. If, for any reason whatsoever, the applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or re-question action or withdraws, abandons, cancels, or neglects that application or if the Agency or in cases of bonds the applicant is unable to find buyers willing, upon presentation of invoice, applicant shall pay to the Agency, its agents or assigns all actual costs involved in conduct of the application, up to that date and time, including fees of Agency counsel. A non-refundable filing fee of \$1,500 is required with this application, of which, \$750 will be applied to the project closing costs (Make check payable to: County of Clinton IDA). Upon successful conclusion and sale of the required bond issue the applicant shall pay to the Agency an administrative fee set by the Agency not to exceed an amount equal to .75% of the total benefited transaction. The cost incurred by the Agency and paid by the applicant, including the Agency's counsel and the administrative fee, may be considered as a cost of the project and included as part of the resultant transaction. The applicant should also be aware that they are responsible for all fees and legal costs incurred by the IDA for re-conveyance of titles at projects end. The IDA reserves the right to visit the project site on an annual basis during the benefit period.

M. Knopf, CEO
(CEO/President of Company)

NOTARY

Sworn to before me this 21st day of March, 2017

Tabitha L. Trombley (seal)

TABITHA L. TROMBLEY
Notary Public, State of New York
No. 01PE6093755
Residing in the County of Clinton
My Commission Expires 6-9-2019

Note to Applicant:

The 2013 New York State Budget, enacted on March 28, 2013, established new recordkeeping, reporting, and recapture requirements for industrial development agency projects that receive New York State ("NYS") sales tax exemptions, including projects granted assistance by County of Clinton Industrial Development Agency ("CCIDA").

These new NYS sales tax recording and reporting requirements for industrial development agency projects include the following requirements:

1. CCIDA must keep records of the amount of sales tax benefits provided to each project and make those records available to NYS upon request.
2. CCIDA must report to NYS, within 30 days after providing financial assistance to a particular project, the amount of sales tax benefits expected to be provided to such project.
3. CCIDA must post on the internet and make available without charge copies of its resolutions and project agreements.

The legislation now requires that CCIDA to recapture NYS sales tax benefits where:

1. The project is not entitled to receive those benefits;
2. The exemptions exceed the amount authorized by CCIDA, or are claimed for unauthorized property or services; or
3. The project operator failed to use property or services in the manner required by its agreements with CCIDA.

What this means for CCIDA Projects:

1. Companies requesting a sales tax exemption from CCIDA must include in their application the value of the savings they anticipate receiving. Note that the new regulations require that CCIDA must recapture any benefit that exceeds the amount listed in a company's application. Accordingly, please ensure that you provide a realistic estimate of the sales tax exemptions which you are requesting.
2. Projects subject to recapture must remit payment within 20 days of a request from CCIDA.
3. All project agreements and resolutions will now be publicly available on CCIDA's website.
4. OCIDA's policy has always been to allow project operators to request certain information be redacted if the project can demonstrate that its release would result in substantial harm to the project's competitive position.

*Note: Per the CCIDA UTEP, all Projects receiving sales tax benefits are required to submit their ST-340s or risk losing said benefit.

PART II: COST BENEFIT ANALYSIS

Please answer all questions either by filling in blanks or by attachment

SECTION F - FINANCING STRUCTURE:

1. Tax-Exempt Financing Requested [Check all that Apply]

☒

Straight Lease Transaction

☐

Tax-Exempt Bonds

☒

Sales Tax Exemption Until completion date

☐

Mortgage Tax Abatement

☒

Real Property Tax Abatement/PILOT

☐

Other – Explain:

2. Based on the CCIDA's UTEP PILOT Scoring Criteria (see attachment C); indicate the methodology used by the applicant to determine the Type of real property tax abatement the project is eligible for (if applicable):

Type I ☐ Type II ☐ Type III ☒ Deviation ☐ (check one)

Describe: This facility brings production of new product, which will be instrumental to the continued expansion of this campus pouring over to expanding existing facilities as well. The pilot project is consistent with the Type III requirements.

SECTION G - PROJECT QUESTIONNAIRE:

1. Name of Project Beneficiary ("Company"):	Schluter Systems LP
2. Municipality Project is Located	Plattsburgh
3. School District Project is Located	Peru
4. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ 0.00
B. Value of Sales Tax Exemption Sought	\$ 56,000.00

C. Value of Real Property Tax Exemption Sought	\$ 0.00
D. Value of Mortgage Recording Tax Exemption Sought (Clinton County MRT = 1%; as of 9/1/13)	\$ 0.00

SECTION H - PROJECTED PROJECT INVESTMENT:

A. Land-Related Costs	
1. Land acquisition	\$ 0.00
2. Site preparation	\$ 175,000
3. Landscaping	\$ 20,000
4. Utilities and infrastructure development	\$ 435,000
5. Access roads and parking development	\$ 500,000
6. Other land-related costs (describe)	\$ unknown
B. Building-Related Costs	
1. Acquisition of existing structures	\$ 0.00
2. Renovation of existing structures	\$ 0.00
3. New construction costs	\$ 3,980,600.00
4. Electrical systems	\$ 530,000
5. Heating, ventilation and air conditioning	\$ 455,000
6. Plumbing	\$ 355,000
7. Other building-related costs (describe)	\$ unknown

C. Machinery and Equipment Costs	
1. Production and process equipment	\$ 1,234,320.00
2. Packaging equipment	\$ 1,485,800.00
3. Warehousing equipment	\$ 148,160.00
4. Installation costs for various equipment	\$ 434,185.00
5. Other equipment-related costs (describe)	\$ 254,170.00
Two change orders issued since initial application adding an additional \$205,500.00 and \$15,560.00 respectively to our project total.	
D. Furniture and Fixture Costs	
1. Office furniture	\$ 10,200.00
2. Office equipment	\$ 12,240.00
3. Computers	\$ 2,000.00
4. Other furniture-related costs (describe)	\$ 850 (appliances for break room)
E. Working Capital Costs	
1. Operation costs	\$ 600,000.00
2. Production costs	\$ 600,000.00
3. Raw materials	\$ 4,200,000.00
4. Debt service	\$ 0.00
5. Relocation costs	\$ 0.00
6. Skills training	\$ 20,000.00
7. Other working capital-related costs (describe)	\$ unknown

F. Professional Service Costs	
1. Architecture and engineering	\$ 500,000.00
2. Accounting/legal	\$ 0.00
3. Other service-related costs (describe)	\$ 0.00
G. Other Costs	
1. Mortgage Amount	\$ 0.00
2. _____	\$ _____
H. Summary of Expenditures	
1. Total Land Related Costs	\$ 1,130,000.00
2. Total Building Related Costs	\$ 5,320,600.00
3. Total Machinery and Equipment Costs	\$ 3,556,635.00
4. Total Furniture and Fixture Costs	\$ 25,290.00
5. Total Working Capital Costs	\$ 5,420,000.00
6. Total Professional Service Costs	\$ 500,000.00
7. Total Other Costs	\$ 0.00
TOTAL PROJECT COSTS	\$ 15,952,525.00

SECTION I - PROJECTED CONSTRUCTION EMPLOYMENT IMPACT:

1. Please provide estimates of total construction jobs at the Project:

Year	Construction Jobs (Annual wages and benefits \$40,000 and under)	Construction Jobs (Annual wages and benefits over \$40,000)
Current Year		42
Year 1		
Year 2		
Year 3		
Year 4		
Year 5		

2. Please provide estimates of total annual wages and benefits of total construction jobs at the Project:

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	\$ 0.00	\$ 0.00
Year 1	\$	\$
Year 2	\$	\$
Year 3	\$	\$
Year 4	\$	\$
Year 5	\$	\$

SECTION J - PROJECTED PERMANENT EMPLOYMENT IMPACT:

1. Please provide estimates of total existing permanent jobs (FTE) to be preserved or retained as a result of the Project: FTE: Any combination of (2) two or more part-time jobs that when combined together, constitute the equivalent of a job of at least 35 hours per week.

Year	Existing Jobs (Annual wages and benefits \$40,000 and under)	Existing Jobs (Annual wages and benefits over \$40,000)
Current Year	2	4
Year 1	0	0
Year 2	0	0
Year 3	0	0
Year 4	0	0
Year 5	0	0

2. Please provide estimates of total new permanent jobs (FTE) to be created at the Project:

Year	New Jobs (Annual wages and benefits \$40,000 and under)	New Jobs (Annual wages and benefits over \$40,000)
Current Year		
Year 1	6	0
Year 2	0	0
Year 3	0	0
Year 4	0	0
Year 5	0	0

3. Please provide estimates of total annual wages and benefits of total permanent construction jobs at the Project:

Year	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	\$ 0.00	\$ 0.00
Year 1	\$	\$
Year 2	\$	\$
Year 3	\$	\$
Year 4	\$	\$
Year 5	\$	\$

4. Provide estimates for the Creation of New Job Skills relating to permanent jobs. List the projected new job skills for the new permanent jobs to be created as a result of the undertaking of the project by the applicant

New Job Skills	Number of Positions Created	Wage Rate
Product supervisor	1	\$100,000.00*
Lab Tech	2	\$55,000.00*
Machine Operators	3	\$40,000.00*
*This rate includes a benefit package.		

**Should you need additional space, please attach a separate sheet.*

SECTION K - PROJECTED OPERATING IMPACT:

1. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1 st year following project completion)	\$ 0.00
Additional Sales Tax Paid on Additional Purchases	\$ 0.00
Estimated Additional Sales (1 st full year following project completion)	\$ 9,900,000.00
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$ unknown

2. Please provide estimates for impacts of other economic benefits expected to be produced as a result of the Project not mentioned in this application:

--

CBA QUESTIONNAIRE CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge; such responses are true, correct and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

Date Signed: March 21, 2017

Name of Person Completing Project Questionnaire on behalf of the Company.

Name: Robert R. Grindwell

Title: C.F.O.

Phone Number: _____

Signature: Robert R. Grindwell

APPLICATION ATTACHMENT A:

Acknowledgements and Yearly Filings

As a condition to issuing financial assistance to the applicant the County of Clinton Industrial Development Agency is required by the New York State Comptroller's office to obtain the following supplementary information yearly for the duration of the transaction:

1. Outstanding balance at beginning and end of year and principal payments made during year.
2. The current interest rate for bonds (for adjustable rate bonds the rate at the end of the year is needed).
3. Current year tax exemptions for county, local (towns) and school taxes.
4. PILOT (*Payment in lieu of taxes*) payments made each year to county, local and school taxing authorities.
5. Documentation and affidavits regarding the use of local construction workers in the construction phase of the Project. See Use of Local Labor Policy and Attachment D of this application.
6. Once project is authorized, report the number of full-time, part-time and seasonal workers employed in terms of FTE (as defined in this application).
7. Submit NY-45 Form (with employee identification blacked-out) showing 4Q monthly data regarding salary and employment levels. Also include an average salary.

In addition to the above, in reporting the first year the CCIDA need:

1. An amortization schedule showing the planned principal reduction each year for the life of the issue.
2. The amount exempted for:
 - (a) sales tax
 - (b) mortgage recording tax
3. Each year of construction – Sale tax and documents (ST-60, ST-340, ST-123, etc.).

This information is required by January 31st of each succeeding year and shall be submitted in writing to the County of Clinton Industrial Development Agency, 190 Banker Road, Suite 500, Plattsburgh, NY 12901. (Fax: 518-562-2232)

We have reviewed, understand and will comply with the above, as required by the New York State Comptroller's Office.

Name: Robert G. Samoil Title: C.F.O.

Date: 3/21/2017

APPLICATION ATTACHMENT B

County of Clinton IDA Fee Schedule:

Adopted: 5/13/13

Type	Cost	Description
<i>Application Fee</i>	\$1500	The Agency will charge a nonrefundable administrative application fee for finance transactions equal to \$1500 upon submission of an application by a project. \$750 is a non-refundable administrative fee. The remaining \$750 will be applied to the project's closing costs.
<i>Fee Issuances for Bonds or Straight Lease Transactions</i>	.75 of 1%	The Agency will charge said fee on the total benefited project costs. Such fee shall be payable upon the successful conclusion of the sale of obligations (bonds) or upon the execution and delivery of the documents providing financial assistance (straight lease not involving bonds). Fees are non-refundable.
<i>Issuance Fee for Refinancing</i>	½ of the Current Bond Fees	The Agency will charge ½ of the current bond fees for the refinancing of a project. Fees shall be applied towards administrative costs to the Agency and are non-refundable.
<i>Modification/Amendment Transactions Fees</i>	\$500	The Agency will charge a nonrefundable modification/amendment transaction fee per instance (post-closing) equal to \$500 upon the submission of a letter to the Agency explaining in detail the requested action to modify or amend existing documents previously executed by the Agency. Fees shall be applied towards administrative costs.
<i>Reconveyance of a Straight Lease Fees Not Involving New Financial Assistance</i>	\$500	The Agency will charge a nonrefundable reconveyance administrative fee for straight lease transactions. The project is responsible for paying all legal costs and/or other third party costs incurred by the Agency on behalf of the project. Fees shall be applied towards administrative costs to the Agency and are non-refundable.
<i>Special Meeting Fee</i>	\$500	The Agency will charge a nonrefundable administrative fee for a special meeting of the IDA held at the project's request.
<i>IDA Legal Fees</i>	Varies	The project is responsible for paying all legal costs and/or other third party costs incurred by the Agency on behalf of the project. Fees shall be applied towards administrative costs to the Agency and are non-refundable.

*The Agency Board reserves the right to determine and impose other administrative fees on Agency projects in consideration for financial assistance being granted by the Agency and/or the costs incurred by the Agency. The Agency may provide for a different application fee and/or a different administrative fee for a particular project by resolution duly adopted by the Agency Board.

APPLICATION ATTACHMENT C

CCIDA UTEP PILOT Scoring Criteria

Variable/ Threshold	Permanent Payroll Level in Terms of # of Jobs Created	% of Average County Wage	# of Potential Spin-off Jobs	Local Business Impact and/or Community Investment	Educational Benefits	Value of Real Property	Totals:
				Reviewing appropriate level yearly	Reviewing appropriate levels/year		
Level 1 (1 point)	Less than 100 jobs within 5 years	At least 75% for <u>new</u> jobs	Less than 100 verifiable Spin off jobs	Need for local industry/services is low e.g. insurance, banking, trucking Belong to Chamber	Low level such as school visits/ school-to-work	\$500k-\$1.5x10 ⁶	
Level 2 (2 pts)	100 - 300 jobs	At least 100% for <u>new</u> jobs	100-300 verifiable Spin off jobs	Use local industrial suppliers & services/raw materials/parts Or Reuse abandoned facility	Limited Support/ Learn to Earn Internships underwrite facilities or programs	\$1.5 - 5.0 x 10 ⁶	
Level 3 (3 pts)	300+ jobs within 5 years	At least 150% for <u>new</u> jobs	300+ verifiable Spin off jobs	Demonstrate synergy with local services, suppliers and manufacturers Or Reclaim brownfield/adaptive re-use of facilities.	Major support to schools and colleges Scholarships (NMSQT); internships; sponsorships underwrite faculty \$10,000	\$5.0 x 10 ⁶ +	
Totals:	1	2	1	3	2	3	12

Scoring

6 points or less - Category 1 benefits

7-11 points - Category 2 benefits

12 points or more - Category 3 benefits

*see attached letter with explanation dated August 2, 2016 to Mr. Paul Grasso.

APPLICATION ATTACHMENT D

CONSTRUCTION EMPLOYMENT AGREEMENT

Recognizing the mission of County of Clinton Industrial Development Agency (the "Agency") to promote construction employment opportunities for residents of Clinton County, New York and in consideration of the extension of financial assistance by the Agency for the project which is the subject of this application (the "Project"), Schluter Systems L.P. (the "Company") understands that it is the Agency's policy that benefiting private entities should employ New York State residents and agrees to provide the information requested below as a way to provide local construction opportunities. The Company also agrees to provide an estimate of the number, type and duration of construction jobs to be created through Agency assistance, whether employment is gained directly through the Company, its general contractor, or individual vendors.

Upon completion of the Project, the Company shall, if requested by the Agency, submit to the Agency a Construction Completion Report in which is identified names and business addresses of the prime contractor, sub-contractors and vendors engaged in the construction of the Project.

Relevant Company Information:

Company: Schluter Systems L.P.
Company representative for Contract Bids and Awards: Greg Jandolenko
Mailing Address: 194 Pleasant Ridge Road
Plattsburgh, NY 12901
Phone: 518-562-2410 Fax: _____
Email: gjandolenko@schluter.com

General Contractor, if determined:

Contractor: Luck Builders
Representative: Ron Nolland
Mailing Address: 73 Trade Road
Plattsburgh, NY 12901
Phone: 561-4321 Fax: _____
Email: ron@luckbros.com

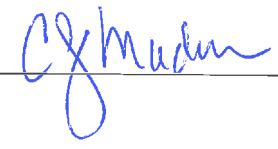
Construction start date is estimated to be 7/18/2016 with occupancy to be taken on
02/2017 (estimated)?

Construction Phase or Process	Duration of Construction Phase	# to be employed
see attached		

Construction Phase or Process	Duration of Construction Phase	# to be employed

Dated

Signed

3/21/17


Schluter Systems L.P.

Name of Applicant

CJ Madonna, Secretary to General Partner S. Systems Inc.

Printed Name and Position



PROFILE OF INNOVATION

County of Clinton Industrial Development Agency
Attn: Paul A. Grasso, Jr.
190 Banker Road, Suite 500
Plattsburgh, New York 12901

August 2, 2016

**RE: Supplemental Information for CCIDA Application for Financial Assistance
Schluter Systems L.P.
New Industrial Facility**

Dear Mr. Grasso,

Enclosed herein we offer updated and supplemental information for our *Application for Financial Assistance* which was filed with the CCIDA on April 21, 2016.

Amendment to 9.) On-site Utilities and Provider: (pg. 8)

Provider of sewer is not the Town of Plattsburgh. We plan to install a septic system at this project location.

Per the discussion we had on July 21, 2016, you requested more specific information regarding the PILOT deviation we are requesting under Attachment C – CCIDA UTEP PILOT Scoring Criteria. In speaking with the IDA we would like to provide the following information:

Jobs Created – Spin-Off Jobs – The permanent number of jobs for this **new facility is 6**, which would score at a level 1 versus a level 3. At first glance, we understood this as the total number of jobs within Schluter. We would like to take this opportunity to notify The Development Corporation that we plan to exceed 300 jobs on campus. We also agreed that the spin-off jobs would generate only a level 1; however, The Development Corporation should understand the following:

- Because of this new industrial facility, we are adding an additional 200,000 sq. feet of warehouse to the existing Schluter Systems L.P. main campus. This will generate up to 40 jobs; however, we are considering doing a separate IDA application and we do not want to submit these jobs twice.
- In addition, this will propel the expansion of the SSF Production LLC facility with new warehousing, silos, and storage capacity, creating additional jobs of which we currently do not have information for.
- Lastly, we have recently been informed that we will be bringing in another joint venture to our campus from Germany, which may be a new company separate from the companies currently on campus, which too will create new jobs within Clinton County.

Points: 1

Average County Wage – We each agree the scoring for the average county wage would be a level 2.

Points: 2

Spin Off-Jobs – Although I would agree that this will have a direct spin-off of 10 jobs, creating a level 1 rating; there are other impacts we feel need to be considered as noted above.

Points: 1

Local Business Impact and/or Community Investment – We consider the local business impact and/or community investment as a level 3. The Development Corporation questions this as a level 1 or level 2. To explain more fully, Schluter Systems L.P. holds workshops monthly, which attracts up to 70 installers from the region for a 2 night/3 day workshop. Over the course of the workshops, we place these individuals at local hotels, provide local transportation to and from our facility, and provide all meals for our guests. We utilize several local catering companies, such as My Cup of Tea, The Hungry Bear, The Homestead Restaurant and Orchard House to provide breakfast, lunch, and snacks throughout the day. Additionally, we treat our guests to dinner for both nights at high end locations such as Anthony's Restaurant and The Orchard House. The total amount of funds expended on such initiatives is significant, landing in the hundreds of thousands of dollars invested in local vendors and suppliers. In addition to the installation workshops, we host similar events for our commercial architects and top tier customers who receive similar treatment. Additionally, we host student programs at our facility with local high schools giving exposure to a manufacturing environment to students interested in developing a skilled trade.

Further, it is important to note that we support a buy local philosophy whenever possible at Schluter. All of our supplies and boxes for packaging are purchased locally from Lakeside Container. We also consistently use local office suppliers, such as W.B. Mason, for furniture and other sundry items. We also maintain this buy local philosophy within our building projects by utilizing local general contractors and subcontractors. Accordingly, we argue that the rating for this section should remain a level 3.

Points: 3

Educational Benefits – In our initial application we highlighted this with an asterisk as there was no appropriate description for our current educational benefits. First and foremost, as mentioned above we host several groups of students both through vocational school as well as employment placement agencies for youths that are considered high risk (meaning they are considering dropping out of high school) or are looking to enter manufacturing as an alternative to college. We host approximately 6 of these event a year, reaching 80-90 youths. Additionally, we have offered co-op or internship opportunities to students at Plattsburgh State University and Clarkson University to assist in the development of real-world knowledge of a manufacturing firm with global implications.

The most significant aspect of education at Schluter is through our business model which is to educate and train people within the trade (tile installers and setters) on our products and how to utilize them. These workshops were discussed in the prior section but it is important to note that the workshops offered at our campus in Plattsburgh are for those within our geographical northeast region.

Lastly, the majority of our employee base at Schluter, and our affiliated entities, are from Clinton County and the tri-county area. We hire employees at all levels within the organization for our offices to manufacturing to warehousing to management at line, middle and upper management levels. If we are able to fill positions locally to fit the skill set and capabilities needed, we do. For example, we recently hired two managers who were either laid off or lost their position due to the business closing.. All of our personnel is offered training and skills which are transferrable to other organizations in the area. Sources of employment include, job advertisements, Monster.com, local employment agencies, such as ETS as well as the Department of Labor and the Veteran Placement Program.

Given the above, we feel our educational benefits should fall within a level 2 at a minimum.

Points: 2

Value of Real Property – The project exceed \$6.9 Million includes the construction of the industrial facility and equipment. We each previously scored this.

Points: 3

Given the above information, we feel our overall score would be 12 points, justifying the Category 3 benefits for the UTEP PILOT.

Additionally, we find it important to note that Schluter has increased the natural gas capacity for the industrial park where we are situated by paying for the refurbishment and upgrade of the existing 2-inch gas line from the east side of Interstate 87 to a 4-inch line situated on the west side of the property on Pleasant Ridge Road and made available to other users within the area.

On a separate note, on July 13, 2016 we received an email from Ms. Christine Jabut requesting more information regarding the PILOT deviation requested Please see the attached spreadsheet for consideration.

We respectfully request, that The Development Corporation give every consideration to the information presented above in reviewing our eligibility for Category 3 benefits for the UTEP PILOT. Please do not hesitate to contact me directly at 518-324-3455 or cmadonna@schluter.com for additional information on any of the information contained herein.

Sincerely,



C.J. Madonna
General Counsel

CJM/rp