

**PILOT DEVIATION APPROVAL RESOLUTION
MICRO BIRD, INC. PROJECT**

A regular meeting of County of Clinton Industrial Development Agency (the “Agency”) was convened in public session at the Butcher Block restaurant located at 15 Booth Drive in the City of Plattsburgh, Clinton County, New York on February 10, 2025 at 11:00 o’clock a.m., local time.

The meeting was called to order by the (Vice) Chairperson of the Agency and, upon roll being called, the following members of the Agency were:

PRESENT:

Trent Trahan	Chairperson
David Hoover	Vice Chairperson
Michael E. Zurlo	Secretary
Mark Leta	Assistant Secretary
John VanNatten	Member
Joey Trombley	Member

ABSENT:

Keith Defayette	Treasurer
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AGENCY STAFF PRESENT INCLUDED THE FOLLOWING:

Molly F. Ryan	Executive Director
Toni Moffat	Executive Assistant
Dorothy Brunell	Administrative Assistant
Christopher C. Canada, Esq.	Agency Counsel
Shannon Wagner, Esq.	Agency Counsel

The following resolution was offered by J. Trombley, seconded by D. Hoover, to wit:

Resolution No. 02-25-01

RESOLUTION AUTHORIZING A DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY IN CONNECTION WITH THE PROPOSED PAYMENT IN LIEU OF TAX AGREEMENT TO BE ENTERED INTO BY THE AGENCY IN CONNECTION WITH THE MICRO BIRD, INC. PROJECT.

WHEREAS, County of Clinton Industrial Development Agency (the “Agency”) is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the “Enabling Act”) and Chapter 225 of the 1971 Laws of New York, as amended, constituting Section 895-f of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the “Act”) to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of

the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to acquire, construct, reconstruct and install one or more “projects” (as defined in the Act), or to cause said projects to be acquired, constructed, reconstructed and installed, and to convey said projects or to lease said projects with the obligation to purchase; and

WHEREAS, Corporation Micro Bird, Inc., a Canadian Corporation, (the “Applicant”), submitted an application (the “Application”) to the Agency, a copy of which Application is on file at the office of the Agency, requesting that the Agency consider undertaking a project (the “Project”) for the benefit of the Company (as hereinafter defined), said Project to consist of the following: (A) (1) the acquisition of a leasehold interest in three (3) parcels of land containing an aggregate of approximately 59.14 acres and located at 260 Banker Road and elsewhere on Banker Road (Tax Map Nos.: 205.-4-13; 205.-4-2; and 205.-2-5.2) in the Town of Plattsburgh, Clinton County, New York (the “Land”), together with an existing manufacturing and warehouse facility (the “Existing Facility”), (2) the reconstruction and renovation of the Existing Facility, and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other tangible personal property (collectively, the “Equipment”) (the Land, the Existing Facility, and the Equipment hereinafter, collectively, referred to as the “Project Facility”), all of the foregoing to be (a) with respect to the Land and the Existing Facility (i) owned by Valiant Real Estate USA Inc., a business corporation organized and existing pursuant to the laws of the State of Delaware (the “Owner”), and (ii) leased to Micro Bird USA LLC, a limited liability company organized and existing pursuant to the laws of the State of Delaware (the “Operating Company,” and, collectively with the Applicant and the Owner, the “Company”), (b) with respect to the Equipment, owned by the Operating Company, and (c) operated by the Operating Company as a manufacturing and warehousing facility for the manufacture and storage of shuttle buses and other directly and indirectly related activities; (B) the granting of certain “financial assistance” (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the “Financial Assistance”); and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency; and

WHEREAS, by resolution adopted by the members of the Agency on December 9, 2024 (the “Public Hearing Resolution”), the Agency authorized a public hearing to be held pursuant to Section 859-a of the Act with respect to the Project. Pursuant to Section 859-a of the Act, the Executive Director of the Agency caused a copy of the certified Public Hearing Resolution to be sent via certified mail return, receipt requested on December 20, 2024 to the chief executive officers of the County and of each city, town, village and school district in which the Project Facility is to be located (collectively, the “Affected Tax Jurisdictions”); and

WHEREAS, pursuant to the authorization contained in the Public Hearing Resolution, the Executive Director of the Agency (A) caused notice of a public hearing of the Agency (the “Public Hearing”) pursuant to Section 859-a of the Act, to hear all persons interested in the Project and the financial assistance being contemplated by the Agency with respect to the Project, to be mailed on December 20, 2024 to the chief executive officers of the Affected Tax Jurisdictions, (B) caused notice of the Public Hearing to be posted on December 20, 2024 on a public bulletin board located at the Town of Plattsburgh Town Hall located at 151 Banker Road in the Town of Plattsburgh, Clinton County, New York and on the Agency’s website, (C) caused notice of the Public Hearing to be published on December 20, 2024 in the Press Republican, a newspaper of general circulation available to the residents of Clinton County, New York, (D) conducted the Public Hearing on December 30, 2024 at 9:30 o’clock a.m., local time at the Town of Plattsburgh Town Hall located at 151 Banker Road in the Town of Plattsburgh, Clinton County, New York, and (E) prepared a report of the Public Hearing (the “Public Hearing Report”) fairly summarizing the views presented at such Public Hearing and caused copies of said Public Hearing Report to be made available to the members of the Agency; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law, Chapter 43-B of the Consolidated Laws of New York, as amended (the “SEQR Act”) and the regulations (the “Regulations”) adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively with the SEQR Act, “SEQRA”), by resolution adopted by the members of the Agency on January 13, 2025, the Agency determined (A) to conduct an uncoordinated review of the Project, (B) that the Project constitutes an “Unlisted action” which will not have a significant effect on the environment and, therefore, that an environmental impact statement is not required to be prepared with respect to the Project, and (C) as a consequence of the foregoing, to prepare a negative declaration with respect to the Project; and

WHEREAS, in connection with the Project, the Company has requested that the Agency deviate from its uniform tax exemption policy (the “Policy”) with respect to the terms of the proposed payment in lieu of tax agreement (the “Payment in Lieu of Tax Agreement”) to be entered into by the Agency with respect to the Project Facility; and

WHEREAS, pursuant to Section 874(4) of the Act and the Policy, prior to taking final action on such request for a deviation from the Policy, the Agency must give the chief executive officers of the County and each city, town, village and school district in which the Project Facility is located (collectively, the “Affected Tax Jurisdictions”) written notice of the proposed deviation from the Policy and the reasons therefor prior to the meeting of the Agency at which the members of the Agency shall consider whether to approve such proposed deviation; and

WHEREAS, on January 31, 2025, the Executive Director of the Agency caused a letter (the “PILOT Deviation Notice Letter”) to be mailed to the chief executive officers of the Affected Tax Jurisdictions pursuant to Section 874(4) of the Act and the Policy, a copy of which PILOT Deviation Notice Letter is attached hereto as Exhibit A; and

WHEREAS, by the PILOT Deviation Notice Letter the Executive Director notified the chief executive officers of the Affected Tax Jurisdictions of the proposed deviation from the Policy and further notified said chief executive officers that the members of the Agency would consider whether to approve such proposed deviation at this meeting;

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF COUNTY OF CLINTON INDUSTRIAL DEVELOPMENT AGENCY, AS FOLLOWS:

Section 1. The Agency hereby finds and determines as follows:

(A) The Agency has considered any and all responses from the Affected Tax Jurisdictions to the PILOT Deviation Notice Letter.

(B) The Agency has reviewed and responded to all written comments received from any Affected Tax Jurisdiction with respect to the proposed deviation.

(C) The Agency has given all representatives from an Affected Tax Jurisdictions in attendance at this meeting the opportunity to address the members of the Agency regarding the proposed deviation.

Section 2. Based upon (A) the findings and determinations in Section 1 above, (B) any comments received at the Public Hearing, (C) input received at this meeting from the Affected Tax Jurisdictions with respect to the proposed deviation, (D) the Agency’s knowledge of the Project, (E) the

recommendations of Agency staff, and (F) such further investigation of the Project and the effect of the proposed deviation as the Agency has deemed appropriate, the Agency hereby determines to deviate from the Agency's uniform tax exemption policy with respect to the terms of the proposed Payment in Lieu of Tax Agreement to be entered into by the Agency with respect to the Project Facility for the reasons set forth in the PILOT Deviation Notice Letter. Based upon the aforementioned, the Agency hereby approves a deviation from the Policy, the terms of the approved deviation to be as described in the attached PILOT Deviation Notice Letter.

Section 3. Upon preparation by counsel to the Agency of the Payment in Lieu of Tax Agreement with respect to the Project Facility reflecting the terms of this resolution, and approval of same by the Chairperson, Vice Chairperson, or Executive Director of the Agency, the Chairperson, Vice Chairperson, or Executive Director of the Agency is hereby authorized, on behalf of the Agency, to execute and deliver the Payment in Lieu of Tax Agreement, and, where appropriate, the Secretary of the Agency is hereby authorized to affix the seal of the Agency thereto and to attest the same, all in such form as is approved by the Chairperson, Vice Chairperson, or Executive Director, the execution thereof by the Chairperson, Vice Chairperson, or Executive Director to constitute conclusive evidence of such approval.

Section 4. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for by the provisions of the Payment in Lieu of Tax Agreement, and to execute and deliver all such additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of the Payment in Lieu of Tax Agreement binding upon the Agency.

Section 5. This resolution shall take effect immediately.

The question of the adoption of the foregoing resolution was duly put to a vote on roll call, which resulted as follows:

Trent Trahan	VOTING	Yes
David Hoover	VOTING	Yes
Michael E. Zurlo	VOTING	Yes
Mark Leta	VOTING	Yes
Keith Defayette	VOTING	Excused
John VanNatten	VOTING	Yes
Joey Trombley	VOTING	Yes

The foregoing resolution was thereupon declared duly adopted.

[Remainder of page left blank intentionally]

STATE OF NEW YORK)
) SS.:
COUNTY OF CLINTON)

I, the undersigned (Assistant) Secretary of County of Clinton Industrial Development Agency (the "Agency"), DO HEREBY CERTIFY that I have compared the foregoing annexed extract of the minutes of the meeting of the members of the Agency, including the resolution contained therein, held on February 10, 2025 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such resolution contained therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this 10th day of February, 2025.


(Assistant) Secretary

(SEAL)

EXHIBIT A
PILOT DEVIATION LETTER



Molly Ryan
 Executive Director
 137 Margaret Street, Suite 208
 Plattsburgh, NY 12901
 E: molly.ryan@clintoncountyny.gov
 O 518.565.4627
 C 518.593.3762
 F 518.565.4616

January 31, 2025

**CERTIFIED MAIL
 RETURN RECEIPT REQUESTED**

The Honorable Mark R. Henry
 County Legislative Chairperson
 Clinton County
 6 Church Street
 Chazy, New York 12921

Dustin Relation, Superintendent
 Beekmantown Central School District
 37 Eagle Way
 West Chazy, New York 12992

Michael E. Zurlo, County Administrator
 Clinton County Government Center
 137 Margaret Street, Suite 208
 Plattsburgh, New York 12901

Padraic Bean, Board President
 Beekmantown Central School District
 37 Eagle Way
 West Chazy, New York 12992

Michael S. Cashman, Town Supervisor
 Town of Plattsburgh
 151 Banker Road
 Plattsburgh, New York 12901

Chelsea McDonald, District Clerk
 Beekmantown Central School District
 37 Eagle Way
 West Chazy, New York 12992

RE: Proposed Deviation from Uniform Tax Exemption Policy by
 County of Clinton Industrial Development Agency
 in connection with its Micro Bird, Inc. Project

Ladies and Gentlemen:

This letter is delivered to you pursuant to Section 874(4)(c) of the General Municipal Law (the "Act") and Section 8 of the Uniform Tax Exemption Policy (the "Policy") of the County of Clinton Industrial Development Agency (the "Agency").

In December, 2024, the Agency received an application (the "Application") from Corporation Micro Bird, Inc., a Canadian Corporation, (the "Applicant"), which Application requested that the Agency consider undertaking a project (the "Project") for the benefit of the Company (as hereinafter defined), said Project to consist of the following: (A) (1) the acquisition of a leasehold interest in three (3) parcels of land containing an aggregate of approximately 59.14 acres and located at 260 Banker Road and elsewhere on Banker Road (Tax Map Nos.: 205.-4-13; 205.-4-2; and 205.-2-5.2) in the Town of Plattsburgh, Clinton County, New York (the "Land"), together with an existing manufacturing and warehouse facility (the "Existing Facility"), (2) the reconstruction and renovation of the Existing Facility, and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other tangible personal property (collectively, the "Equipment") (the Land, the Existing Facility, and the Equipment hereinafter, collectively, referred to as the "Project Facility"), all of the foregoing to be (a) with respect to the Land and the Existing Facility (i) owned by Valiant Real Estate USA Inc., a business corporation organized and

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 Michael S. Cashman, Town Supervisor
 Dustin Relation, Superintendent
 Padraic Bean, Board of Education President
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existing pursuant to the laws of the State of Delaware (the "Owner"), and (ii) leased to Micro Bird USA LLC, a limited liability company organized and existing pursuant to the laws of the State of Delaware (the "Operating Company," and, collectively with the Applicant and the Owner, the "Company"), (b) with respect to the Equipment, owned by the Operating Company, and (c) operated by the Operating Company as a manufacturing and warehousing facility for the manufacture and storage of shuttle buses and other directly and indirectly related activities; (B) the granting of certain "financial assistance" (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the "Financial Assistance"); and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency.

In connection with the Application, the Company has made a request (the "PILOT Request") that the Agency enter into a payment in lieu of tax agreement (the "Proposed PILOT Agreement") which terms would deviate from the Policy. Capitalized terms not otherwise defined herein are defined in the Policy.

The Proposed PILOT Agreement would not provide any abatements for any special assessments levied on the Project Facility. The Proposed PILOT Agreement would be for a term of fifteen (15) years and would provide for an abatement of real property taxes as follows: (1) full abatement of real property taxes on the Land, the Existing Facility and any portion of the Equipment assessable as real property pursuant to the New York Real Property Tax Law (collectively, the "Improvements") in years one (1) through five (5) of the Proposed Pilot Agreement; (2) partial abatement of real property taxes on the Land, the Existing Facility and the Improvements in years six (6) through fifteen (15) of the Proposed PILOT Agreement with the Company making payments in each year (collectively referred to hereinafter as "PILOT Payments") as a payment to each affected tax jurisdiction (collectively, the "Affected Tax Jurisdictions") as follows:

Proposed PILOT Year	Percentage of Normal Taxes due on Land, Existing Facility, and Improvements
1-5	0%
6	50%
7	55%
8	60%
9	65%
10	70%
11	75%
12	80%
13	85%
14	90%
15	95%
16 and thereafter	100% (Normal Taxes)

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The Policy provides that, for a facility similar to the Project Facility, payments in lieu of taxes will normally be determined as follows: the Company would have the benefit of: (1) a one-hundred percent (100%) abatement of real property taxes on the Improvements and any additions to the Existing Facility in years one (1) through five (5) of the payment in lieu of tax agreement; and (2) a fifty percent (50%) abatement of real property taxes on the Improvements and any additions to the Existing Facility in year six (6) with a five percent per year increase over the term of the remaining ten years of the payment in lieu of tax agreement.

The purpose of this letter is to inform you of the PILOT Request and that the Agency is considering whether to grant the PILOT Request and to approve a Proposed PILOT Agreement conforming to the terms outlined above.

In connection with the Agency's review and consideration of the PILOT Request and its review of any comments received pursuant to this letter, *the actual amount of the PILOT Payments may be larger or smaller.*

The Agency expects to consider whether to approve the terms of the Proposed PILOT Agreement at its meeting scheduled for February 10, 2025 beginning at 11:00 a.m., local time at the Butcher Block restaurant located at 15 Booth Drive in the City of Plattsburgh, Clinton County, New York (the "Meeting"). This letter is forwarded to you for purposes of complying with Section 874 of the Act and Section 8 of the Policy, which require the Agency to deliver a written notice to the Affected Tax Jurisdictions prior to the Agency taking final action with respect to the Proposed PILOT Agreement (if said Proposed PILOT Agreement may deviate from the provisions of the Policy).

The Agency considered the following factors in considering the proposed deviation:

1. **The nature of the Project:** The Project involves (a) the acquisition of a leasehold interest in three (3) parcels of land containing an aggregate of approximately 59.14 acres and located at 260 Banker Road and elsewhere on Banker Road (Tax Map Nos.: 205.-4-13; 205.-4-2; and 205.-2-5.2) in the Town of Plattsburgh, Clinton County, New York (the "Land"), together with an existing manufacturing and warehouse facility (the "Existing Facility"), (b) the reconstruction and renovation of the Existing Facility, and (c) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other tangible personal property (collectively, the "Equipment") (the Land, the Existing Facility, and the Equipment hereinafter, collectively, referred to as the "Project Facility"), all of the foregoing to be (1) with respect to the Land and the Existing Facility (i) owned by Valiant Real Estate USA Inc., a business corporation organized and existing pursuant to the laws of the State of Delaware (the "Owner"), and (ii) leased to Micro Bird USA LLC, a limited liability company organized and existing pursuant to the laws of the State of Delaware (the "Operating Company," and, collectively with the Applicant and the Owner, the "Company"), (2) with respect to the Equipment, owned by the Operating Company, and (3) operated by the Operating Company as a manufacturing and warehousing facility for the manufacture and storage of shuttle buses and other directly and indirectly related activities.

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2. **The present use of the property:** The property is currently owned and occupied by an existing bus manufacturer. The existing operator has announced its intention to cease operations at the property which would leave the property vacant and underutilized.

3. **The economic condition of the area at the time of the request of the Company and the economic multiplying effect that the Project will have on the area:** At the time of filing the Application, the economic condition of the area in which the Project is located is generally average. However, upon cessation of operations by the existing operator of the property, the economic condition of the area would be expected to deteriorate due to the loss of so many full-time equivalent (FTE) employment positions.

4. **The extent to which the Project will create or retain permanent, private sector jobs and the number of jobs to be created or retained and the salary range of such jobs:** As indicated above, the property is currently owned and operated by an existing manufacturer. The existing operator employs approximately over three-hundred (300) employees. The termination of operations of the existing operator will result in the loss of all of those FTE positions. However, by undertaking the Project, the Company has estimated that it will employ approximately three-hundred fifty (350) FTE employees by year five (5) of the Project with a total annual payroll of approximately \$20 million.

5. **The estimated value of new tax exemptions to be provided:** The estimated values of new tax exemptions to be provided are as follows:

- a. Sales tax exemption is estimated at \$80,000;
- b. Real property tax exemption is estimated at \$1,600,000; and
- c. Mortgage recording tax exemption is estimated at \$100,000.

6. **The economic impact of the Proposed PILOT Agreement on Affected Tax Jurisdictions:** The economic impact of the Proposed PILOT Agreement is positive as the Project will result in the retention of valuable and necessary FTE employment opportunities in Clinton County, New York. Additionally, the undertaking of the Project will prevent the property from being left vacant and becoming blighted and underutilized.

7. **The impact of the Proposed PILOT Agreement on existing and proposed businesses and economic development projects in the vicinity:** The Project will result in approximately \$24,025,000 of private sector investment in the community along with approximately \$2,500,000 of state grant funding support. The undertaking of the Project will help maintain a strong employee and consumer base in the community which will continue to support local businesses and other areas.

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8. **The amount of private sector investment generated or likely to be generated by the Proposed PILOT Agreement:** The Company has estimated that the undertaking of the Project will result in approximately \$24,025,000 of private sector investment.

9. **The effect of the Proposed PILOT Agreement on the environment:** The majority of the Project improvements will be undertaken inside the Existing Facility. Therefore, the Project is intended to be minimally invasive and have small to no impacts on the environment and community.

10. **Project Timing:** The Project is due to start in February, 2025 and is expected to be completed in April, 2025.

11. **The extent to which the Proposed PILOT Agreement will require the provision of additional services including, but not limited to, additional educational, transportation, police, emergency medical or fire services:** None anticipated.

12. **Anticipated tax revenues:** Based on the PILOT Payment schedule, the Company is expected to pay approximately \$1,281,031 of PILOT Payments over a fifteen (15) year period on property which would be left vacant but-for the completion of the Project.

13. **Host Community Agreement:** The Company may enter into a host community agreement or agreements (each an "HCA") with any Affected Tax Jurisdiction, pursuant to which annual payments, in addition to or in lieu of PILOT Payments, would be made to such Affected Tax Jurisdiction.

14. **The extent to which the Proposed Pilot Agreement will provide a benefit (economic or otherwise) not otherwise available within the municipality in which the Project Facility is located:** The Project will reduce the potential burden on the Affected Tax Jurisdictions in the event the property was left vacant upon the termination of operations by the existing manufacturer. Additionally, as previously discussed, the project will maintain vital FTE employment positions in the community.

The Agency will consider the Proposed PILOT Agreement (and the proposed deviation from the Policy) at the Meeting. The Agency would welcome any written comments that you might have on this proposed deviation from the Policy. In accordance with Section 874(4)(c) of the Act, prior to taking final action at the Meeting, the Agency will review and respond to any written comments received from any Affected Tax Jurisdiction with respect to the proposed deviation. The Agency will also allow any representative of any affected tax jurisdiction present at the Meeting to address the Agency regarding the proposed deviation.

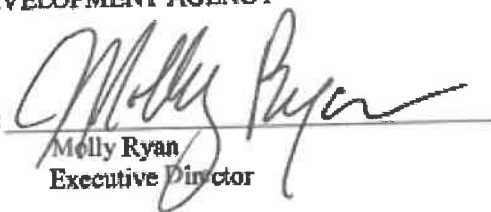
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If you have any questions or comments regarding the foregoing, please do not hesitate to contact me at the above telephone number.

Very truly yours,

COUNTY OF CLINTON INDUSTRIAL
DEVELOPMENT AGENCY

By:



Molly Ryan
Executive Director