

**County of Clinton Industrial Development Agency
Report of the Public Hearing
Regarding Schluter Systems, L.P.
June 4, 2024**

The public hearing was called to order by Molly Ryan, Executive Director of the County of Clinton Industrial Development Agency at 10:00 a.m., at the Plattsburgh Town Hall located at 151 Banker Road, Plattsburgh, New York.

Present: Molly Ryan, Executive Director of the County of Clinton IDA
Dorothy Brunell, Administrative Assistant, County of Clinton IDA
Garry Douglas, President & CEO, North Country Chamber of Commerce
Bradley Van Brunt, Jr., Chief Operating Officer, Schluter Systems, L.P.
Terry Beyer, Director of Production, Schluter Systems, L.P.
Michael Cashman, Supervisor, Town of Plattsburgh

My name is Molly F. Ryan, and I am the Executive Director of County of Clinton Industrial Development Agency (the "Agency") in connection with the project which is the subject of this public hearing.

Today I am holding this Public Hearing to allow citizens to make a statement, for the record, relating to the involvement of the Agency with a project (the "Proposed Project") for the benefit of Schluter Systems L.P., a New York State limited partnership (the "Company").

The Proposed Project consists of the following: (A) (1) the acquisition of a leasehold interest in an approximately 43.3 acre parcel of land located at 26 Irish Settlement Road (tax map no.: 232.-3-18) in the Town of Plattsburgh, Clinton County, New York (the "Land"), (2) the construction on the Land of an approximately 433,800 square foot manufacturing and warehousing facility (the "Facility") and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other tangible personal property (collectively, the "Equipment") all of the foregoing to be owned and operated by the Company as a manufacturing and warehousing facility 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.

I intend to provide general information on the Agency's general authority and public purpose to provide assistance to this Proposed Project. I will then open the comment period to receive comments from all present who wish to comment on either the Proposed Project or the Financial Assistance contemplated by the Agency with respect to the Proposed Project.

Amount of Financial Assistance Being Considered by the Agency

However, before discussing the general information and opening the hearing for public comments, I would like to first describe some details regarding the Proposed Project, as outlined in the initial application submitted to the Agency by the Company in March, 2024, as amended in May, 2024 (the "Application").

Pursuant to the Application, the Company represented the following:

1. That the Project will create at least 48 FTE jobs following the second year of operation of the Project Facility. The creation of these jobs will increase local tax revenue and consumer spending in the community.

2. That the Company would not undertake the Project without the assistance being offered by the Agency.

3. That the Company understands and recognizes that the assistance being offered by the Agency is subject to “claw-back” under the Agency’s Policy Respecting Recapture of Project Benefits if the Company does not complete the Project or maintain the required employment levels.

The estimated costs of the Project are equal to approximately \$279,600,000 and the estimated benefits being considered by the Agency are described briefly as follows:

1. Sales Tax Exemption: \$6,700,000; and
2. Real Property Tax Exemption \$3,450,000.

Legal Authorization and Powers of the Agency

The provisions of Chapter 1030 of Laws of 1969 of New York, constituting Title I of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York as amended, and Chapter 225 of the 1971 Laws of the State of New York, as amended, codified as Section 895-f of said General Municipal Law (collectively, the “Act”), authorize the Agency to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining and equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others.

Purpose of this Public Hearing

Pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the “Act”), prior to the Agency providing any “financial assistance” (as defined in the Act) of more than \$100,000 to any project, the Agency, among other things, must hold a public hearing pursuant to Section 859-a of the Act with respect to said project. Since the proposed “financial assistance” to be provided by the Agency with respect to the Proposed Project may exceed \$100,000, then prior to providing any “financial assistance” (as defined in the Act) of more than \$100,000 to the Proposed Project, the Agency must hold a public hearing on the nature and location of the Project Facility and the proposed “financial assistance” to be provided by the Agency with respect to the Proposed Project.

After consideration of the Application, the members of the Agency adopted a resolution on May 13, 2024 (the “Public Hearing Resolution”) authorizing the Executive Director of the Agency to conduct this Public Hearing with respect to the Proposed Project pursuant to Section 859-a(2) of the Act.

The Executive Director of the Agency caused notice of this Public Hearing to be (A) mailed on May 20, 2024 to the chief executive officers of Clinton County, the Town of Plattsburgh and the Peru Central School District and (B) published on May 22, 2024 in the Press Republican, a newspaper of general circulation available to the residents of Town of Plattsburgh, Clinton County, New York. In addition, the Executive Director of the Agency caused notice of this Public Hearing to be posted on (A) May 20, 2024 on the Agency’s website and (B) May 22, 2024 on a public bulletin board located at the Plattsburgh Town Hall located at 151 Banker Road in the Town of Plattsburgh, Clinton County, New York.

Copies of the notice of this Public Hearing are available on the table.

Now, unless there is any objection, I am going to suggest waiving the full reading of the notice of this Public Hearing, and instead request that the full text of the notice of this Public Hearing be inserted into the record of this Public Hearing.

Public Hearing Notice

Notice is hereby given that a public hearing pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the "Act") will be held by the County of Clinton Industrial Development Agency (the "Agency") on the 4th day of June, 2024 at 10:00 o'clock a.m., local time, at the Plattsburgh Town Hall located at 151 Banker Road, Plattsburgh, New York in the Town of Plattsburgh, Clinton County, New York in connection with the following matter:

Schluter Systems L.P., a New York State limited partnership (the "Company"), submitted an application (the "Application") to the Agency, a copy of which Application is on file at the office of the Agency, which Application requested that the Agency consider undertaking a project (the "Project") for the benefit of the Company, said Project consisting of the following: (A) (1) the acquisition of a leasehold interest in an approximately 43.3 acre parcel of land located at 26 Irish Settlement Road (tax map no.: 232.-3-18) in the Town of Plattsburgh, Clinton County, New York (the "Land"), (2) the construction on the Land of an approximately 433,800 square foot manufacturing and warehousing facility (the "Facility") and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other tangible personal property (collectively, the "Equipment") all of the foregoing to be owned and operated by the Company as a manufacturing and warehousing facility 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.

The Agency is considering whether (A) to undertake the Project, and (B) to provide certain exemptions from taxation with respect to the Project, including (1) exemption from mortgage recording taxes with respect to any documents, if any, recorded by the Agency with respect to the Project in the office of the County Clerk of Clinton County, New York or elsewhere, (2) exemption from deed transfer taxes on any real estate transfers, if any, with respect to the Project, (3) exemption from sales taxes relating to the acquisition, construction, renovation and installation of the Project Facility, and (4) in the event that the Project Facility would be subject to real property taxation if owned by the Company but shall be deemed exempt from real property taxation due to the involvement of the Agency therewith, exemption from real property taxes (but not including special assessments and special ad valorem levies), if any, with respect to the Project Facility, subject to the obligation of the Company to make payments in lieu of taxes with respect to the Project Facility. If any portion of the Financial Assistance to be granted by the Agency with respect to the Project is not consistent with the Agency's uniform tax exemption policy, the Agency will follow the procedures for deviation from such policy set forth in Section 874(4) of the Act prior to granting such portion of the Financial Assistance.

If the Agency determines to proceed with the Project, the Project Facility will be acquired, constructed, reconstructed and installed by the Agency and will be leased (with an obligation to purchase) or sold by the Agency to the Company or its designee pursuant to a project agreement (the "Agreement") requiring that the Company or its designee make certain payments to the Agency.

The Agency has not yet made a determination pursuant to Article 8 of the Environmental Conservation Law (the "SEQR Act") regarding the potential environmental impact of the Project.

The Agency will at said time and place hear all persons with views on either the location and nature of the proposed Project, or the Financial Assistance being contemplated by the Agency in connection with the proposed Project. A copy of the Application filed by the Company with the Agency with respect to the Project, including an analysis of the costs and benefits of the Project, is available for public inspection during business hours at the offices of the Agency. A transcript or summary report of the hearing will be made available to the members of the Agency.

Additional information can be obtained from, and written comments may be addressed to: Molly Ryan, Executive Director, County of Clinton Industrial Development Agency, 137 Margaret Street, Suite 209, Plattsburgh, New York 12901; Telephone: (518) 565-4600.

Dated: May 20, 2024.

The comments received today at this Public Hearing will be presented to the members of the Agency at or prior to the meeting at which the members of the Agency will consider whether to approve the undertaking of the Proposed Project by the Agency and the granting by the Agency of any "financial assistance" in excess of \$100,000 with respect to the Proposed Project.

Written Comments

The notice of this Public Hearing indicated that written comments could be addressed to: Molly F. Ryan, the Executive Director of the Agency. A letter was received from the Peru Central School District prior to this Public Hearing requesting a Host Community Agreement for the Schuler Systems, L.P. Project rather than a traditional PILOT agreement. Terms of the Host Community Agreement are being negotiated between the Company and the school district.

Remarks by the Company

I will now introduce Bradley Van Brunt, Jr., of the Company, who will describe the Proposed Project in further detail. B. Van Brunt advised the Company is proposing a \$280,000,000 Project that involves construction of a 430,000 square foot manufacturing facility. B. Van Brunt indicated the Company's need to get construction underway as soon as possible. He stated the support of the IDA is important to the Project. B. Van Brunt further advised the Project is not just about adding jobs, but will also ensure the retention of 130 existing jobs. B. Van Brunt advised that if this Project cannot be constructed in Plattsburgh with reasonable incentives, the Company will go forward at another location in another state, which would mean the loss of 130 existing jobs at the Schluter Systems' Plattsburgh location. B. Van Brunt expressed his appreciation for the IDA's support and indicated that the Company would like to keep Plattsburgh as the Company's home headquarters; however, the ultimate decision will be made based on what is best for the Company financially. B. Van Brunt indicated that he would be happy to answer any questions.

Open Public Hearing to the Floor for Comments

I will now open this Public Hearing for public comment at 10:07 o'clock, a.m.

By way of operating rules, if you wish to make a public comment, please raise your hand, and I will call on you. Please wait to be recognized, once recognized, please stand and state your name and address for the record.

Please keep your comments to three (3) minutes so that all those present today may have a chance to comment for the record. If your comments mirror those of someone who has already spoken, you may

so indicate and then relinquish the podium to another speaker so that all views represented at this hearing may be heard.

When everyone has had the opportunity to speak, I will conclude this Public Hearing. A record of this Public Hearing will be prepared and reviewed by the members of the Agency in connection with the Agency's consideration of the Proposed Project.

Again, the purpose of this Public Hearing is to solicit public comment. We are not here to answer questions. However, we will in the course of this Public Hearing consider questions if we have the information to answer the questions and there is sufficient time to consider such questions.

I will now ask if there is anyone in attendance who wishes to comment on either on the nature and location of the Project Facility or the proposed "financial assistance" being contemplated by the Agency with respect to the Proposed Project.

Michael Cashman, Plattsburgh Town Supervisor, stated that the Town of Plattsburgh is very proud to have Schluter Systems located within the Town of Plattsburgh. He indicated Schluter Systems is a legacy Company, who has time and time again demonstrated their support to the community. M. Cashman stated Schluter Systems is also a phenomenal employer. M. Cashman indicated his enthusiastic support of the Project and expressed his hope that the CCIDA Board will approve the requested Project benefits being requested by the Company.

Garry Douglas, President and CEO of the North Country Chamber of Commerce, expressed the Chamber's strong support of the Project and encourages the full approval from the CCIDA for the Project in order to make it feasible. G. Douglas advised that Schluter Systems has two additional Projects planned that will follow the one being discussed today which demonstrates the Company's desire to make an incredible investment in the community. G. Douglas stated that the Company has continuously expanded over the past 15 years. G. Douglas indicated that the Company maintains a very low profile; however, they are the second largest private sector employer within the seven county northern New York region. G. Douglas hopes that with the support of the community, Schluter Systems will continue to grow and become the largest private sector employer in the area. G. Douglas expressed this thanks to the CCIDA for their anticipated support of the Project.

Formal closure of the public hearing

So, if there are no further comments, I will now close this Public Hearing at 10:12 o'clock, a.m.

Thank you for attending.



Dorothy Brunell
Administrative Assistant, County of Clinton IDA