

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
JULY 11, 2023
8:00 A.M.**

PLANNING DEPARTMENT CONFERENCE ROOM

MEETING NOTES

PRESENT:

MIKE FITZGERALD, CHAIRMAN
SUE COLLINS, VICE CHAIRMAN
JOSEPH GILLIS, SECRETARY
TODD RULISON, TREASURER
JOSEPH SEMIONE, MEMBER
DAVID D'AMORE, MEMBER
JAMES MRAZ, EXECUTIVE DIRECTOR
KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC (ZOOM)
WARREN GREENE, FULTON COUNTY CENTER FOR REGIONAL GROWTH
CHRIS STANKES, PLANNER
TRAVIS MITCHELL, ENVIRONMENTAL DESIGN PARTNERSHIP

I. MINUTES FROM JUNE 13, 2023 MEETING:

MOTION : Accept as presented.
MADE BY : Dave D'Amore
SECONDED : Sue Collins
VOTE : Unanimous

II. BUDGET REPORT:

MOTION : Accept as presented.
MADE BY : Todd Rulison
SECONDED : Joe Semione
VOTE : Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Joe Semione

IDA DISCUSSION: Joe Semione approved the Monthly Bank Reconciliation Reports.

C. Governance Committee:

- No report.

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FULTON COUNTY CENTER FOR REGIONAL GROWTH (FCCRG) REPORTS:

1. Fulton County Report:
2. FCCRG Report: (See attached.) Warren Greene

IDA DISCUSSION: Warren Greene reviewed the CRG's monthly report that was attached to the Agenda. He stated that the NYS Baseball Hall of Fame will have its grand opening on July 29th. He stated several ex major league players and Bob Costas are scheduled to attend. He invited IDA Board members to attend this event.

V. OLD BUSINESS:

A. Nexus Renewables:

- Nexus has submitted payments to National Grid for National Grid to conduct its Coordinated Electric System Interconnection Review (CESIR) of its proposed solar project at Tryon.
- National Grid takes 60 business days to complete a CESIR.
- Nexus is expecting to receive National Grid's approval of the interconnect in 3rd quarter of 2023.
- Once interconnect approval is received, Nexus will obtain quotes to construct solar project.

IDA DISCUSSION: Jim Mraz reviewed the information on the Agenda. He asked if there were any questions? There were none.

B. Winstanley Enterprises Project:

1. Tryon Electric Service:

- Participated in MS Teams meeting with National Grid and Winstanley Enterprises to discuss what options are available to bring more power to Tryon.
- 2 options identified.
- Preferred option is to construct a distribution level substation along CR107 and have three (3) dedicated 13.2 kw circuits run to Tryon.

IDA DISCUSSION: Jim Mraz reviewed the information on the Agenda. He asked if there were any questions. There were none.

C. Back-up Generator Project:

- Punchlist was prepared and submitted to Koval.
- Once punchlist is complete, final payment will be processed.

D. Vireo Health Project:

1. Sales Tax Exemptions:

- a) On July 13, 2021, the IDA Board approved granting up to \$2,251,520 in sales tax exemptions.
- b) On August 9, 2022, the IDA Board authorized increasing the total sales tax exemptions available from \$2,251,520 to \$3,284,534 contingent upon Vireo signing either a standard Lease or an Agent and Equipment Lease.
- c) On May 9, 2023, the IDA Board authorized extending from May 31, 2023 to October 31, 2023 the deadline for using sales tax exemptions. This approval was granted contingent upon Vireo signing an Agent and Equipment Lease and paying the balance of the Administrative Fee owed the IDA.
- d) To date, the Lease has not been executed.

E. Existing Mission Statement:

1. Existing Mission Statement:

“The IDA’s mission is to create and promote economic growth and prosperity for both residents and entrepreneurs in Fulton County. The IDA’s role in Fulton County’s Economic Development Program is to develop and maintain an inventory of shovel-ready sites for new and expanding businesses, offer financial incentives, as may be required, to encourage the creation of new and retention of existing jobs and expand the County’s tax base. In doing so, the IDA strives to make Fulton County a desirable place to live and do business.”

2. Potential New Mission Statements:

- a. “We incentivize opportunities.”
- b. “We incentivize sites.”
- c. “We incentivize development.”
- d. “We offer opportunities for development.”
- e. “We offer sites and incentives.”

IDA DISCUSSION: Jim Mraz reviewed the information on the Agenda. Dave D'Amore stated that this discussion about shortening the IDA's existing Mission Statement came out of that IDA conference he, Greg and Scott recently attended. He stated there was a discussion there about how some Mission Statements are too wordy and the message gets lost in those wordy Mission Statements. The discussions talked about simplifying Mission Statements and to focus on what the intent of the IDA is. He stated these potential new Mission Statements may better serve as a "tagline" to support the Mission Statement. He stated the intent would be to simplify what the purpose of the IDA is. Joe Semione stated that IDA's existing Mission Statement is five (5) lines long. He stated he thinks that it clearly explains what the role the IDA is. Dave D'Amore stated that the other reason for coming up with a "tagline" was to try and change the image of the IDA being working with just industrial projects and that the IDA does incentivize other types of projects. Todd Rulison stated that he likes the idea of using this as a "tagline." Mike Fitzgerald also liked the idea of using a tagline. Jim Mraz stated that using this as a tagline could be incorporated into the IDA's letterhead, posted on the IDA's website and other potential uses. Mike Fitzgerald suggested that the tagline read: "We incentivize development opportunities." All present liked that idea.

IDA ACTION:

MOTION: To create an IDA tagline of "We incentivize development opportunities."

MADE BY: Mike Fitzgerald

SECONDED: Dave D'Amore

VOTE: Unanimous

VII. NEW BUSINESS:

VIII. OTHER BUSINESS:

A. Board Training:

1. Uniform Tax Exemption Policy (UTEP):

a. Review Handout on the Types of PILOT's other IDA's are offering:

b. Project Types Proposed to be Added to UTEP:

1. "Adaptive Reuse Project" shall mean a qualified project that involves adapting or rehabilitating old sites or structures for new purposes that promotes development of existing infrastructure, creates new economic activity and helps eliminate neighborhood blight.
2. "Affordable Housing" shall mean a qualified project whereby the purchase price or rent of the housing is determined by income levels in region and involves subsidies or government assistance.
3. "Qualified Projects" shall include projects eligible for financial assistance (as defined by Section 854IX) of New York General Municipal Law) and shall include such industrial projects (i.e., manufacturing, re-manufacturing, assembly, processing, product research and development, etc.) and non-industrial projects (i.e., warehouse, distribution, qualified retail, commercial, office, housing, hotel, tourist destination, adaptive reuse, etc.).

4. **“Senior Housing Project”** shall mean a multi-family housing structure where at least 90% of the units are rented to and occupied by persons 60 years of age or older. No benefits will be provided for units not available for rent as senior rental housing.
5. **“Tourist Destination Project”** shall mean a qualified project that will attract or service a significant number of tourists or is linked to other tourist destination projects. A tourist is a customer of the project who resides outside of Fulton County.

IDA DISCUSSION: Jim Mraz reviewed the types of projects listed on the Agenda. He stated he’s recommending that these project types be added to the IDA’s UTEP. In addition, the UTEP would then be modified to state that these specific types of projects could receive IDA incentives. All present agreed to have these definitions added to the IDA’s UTEP.

Jim Mraz then discussed how other IDA’s UTEP’s deal with providing different types of PILOT’s for different types of projects. He stated Fulton County’s UTEP identifies one (1) type of PILOT that being 485b that would be offered to all types of projects. He stated the IDA’s UTEP affords the ability to deviate from that one (1) PILOT if the need arose. He then referenced the attachment to the Agenda titled “Payment in Lieu of Tax Agreements.” He stated this handout shows how other County IDA’s have different types of PILOT’s for different types of projects. Jim Mraz reviewed this handout. Upon completing the review of that handout, Jim Mraz asked Board members if they preferred to keep their UTEP as written or to have the UTEP modified to identify different types of PILOT’s for different types of projects? Dave D’Amore stated having different PILOT’s for different types of projects affords applicants the opportunity to calculate the value of a PILOT for a particular type of project before having to apply to the IDA. At present, if an entity desires a PILOT different than the 485b currently offered in the IDA’s UTEP, the applicant cannot estimate the value of a different PILOT until such time as the IDA Board reviews the request for a deviation from the 485-b model. He stated he preferred having breakout different PILOT’s for different projects. Mike Fitzgerald stated he also felt different PILOT’s should be spelled out for different projects. He stated that Brownfield projects should also be identified in the IDA’s UTEP as a specific project. Joe Gillis agreed stating that the IDA should be incentivizing Brownfield projects. After further discussion, it was the unanimous consensus of all IDA members present to have the Executive Director add Brownfield projects as a definition to the IDA’s UTEP. In addition, the Executive Director will come back to the IDA Board at the next meeting identifying a proposed list of projects to have separate PILOT schedules:

B. Executive Session:

1. Upon a majority vote of its total membership, taken in an open meeting pursuant to a motion identifying the general area or areas of the subject or subjects to be considered, a public body may conduct an executive session for the below enumerated purposes only, provided, however, that no action by formal vote shall be taken to appropriate public moneys:
 - i. matters which will imperil the public safety if disclosed;
 - ii. any matter which may disclose the identity of a law enforcement agent or informer;
 - iii. information relating to current or future investigation or prosecution of a criminal offense which would imperil effective law enforcement if disclosed;
 - iv. discussions regarding proposed, pending or current litigation;
 - v. collective negotiations pursuant to article fourteen of the civil service law;

- vi. the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation;
- vii. the preparation, grading or administration of examinations;
- viii. **the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.**

MOTION: To go into Executive Session to discuss the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

MADE BY : Joe Semione
 SECOND : Mike Fitzgerald
 VOTE : Unanimous

TIME : 8:42 a.m.

MOTION : To go out of Executive Session.

MADE BY : Dave D'Amore
 SECOND : Todd Rulison
 VOTE : Unanimous

TIME : 10:00 a.m.

IX. NEXT MEETING:

Tuesday
 August 8, 2023
 8:00 a.m.

X. CLOSE MEETING:

MOTION : To close the meeting.
 MADE BY : Sue Collins
 SECONDED : Joe Semione
 VOTE : Unanimous

TIME : 10:00 a.m.

Fulton County Center for Regional Growth

July 2023

Business Marketing / Business Leads / Business Inquires

1. CRG has assisted 15 businesses through the Microenterprise Grant program since January of 2023. The current program should be closed out in July, then we should be in a position to apply for another grant.

Microenterprise Grants to-date in 2023:

• Fulton County Auto	\$20,000	Gloversville
• Sacandaga Outdoor Equipment	\$20,000	Northampton
• Adirondack Massage Therapist	\$ 8,000	Gloversville
• TM Squared	\$20,000	Gloversville
• VICE Bar & Grill	\$20,000	Johnstown
• Dig It Dogs	\$20,000	Gloversville
• Mainly House Stuff	\$ 8,000	Gloversville
• Olan & Sons Property Care	\$15,000	Gloversville
• Marissa Mae's Confections	\$20,000	Johnstown
• City Buzz Connects	\$25,000	Johnstown
• The Meat Locker BBQ & Burgers	\$25,000	Johnstown
• DeJong Bros Excavation	\$25,000	Broadalbin
• ADK Stove	\$15,000	Caroga Lake
• Slate A Rustic Tavern	\$25,000	Caroga Lake
• Trailside Deli	\$15,000	Stratford

2. CRG's Countywide EPA Assessment Program:
A total of 47 properties are on our list. Of these, 18 were submitted to the EPA for Phase 1 approval and of those, 14 Phase 1s were completed. The Brownfield Taskforce then narrowed the 14 sites down to 3 priority sites for Phase 2s. Work Plans are now complete for two Phase 2 sites that were chosen based on remaining grant funds. Anticipating work to start July - August.

Additionally, we are in the process soliciting EPA Technical Assistance Grants to work with a planning consultant to create conceptual site plans for advancing their redevelopment.

3. CRG received one site RFP for a project called Project Apollo. With this project both the IDA and CRG determined our site in the Johnstown Industrial Park did not have what was required from the RFP.

4. The property CRG has under option on route 30A, called the Johnstown Commerce Park, is moving along. The entire section in Fulton County is zoned M-1 Manufacturing. CRG submitted a Grant Agreement to HUD and will start moving on the HUD environmental review process.
5. CRG's Fulton County Small Business Symposium was a success. There were 25 businesspeople, 19 vendors, 5 elected officials (3 supervisors - 2 from Gloversville, 1 from Town of Johnstown), Johnstown City Clerk, County Treasurer, 2 CRG Board members, and CRG's accountant in attendance.
6. CRG was invited to and moderated a breakout/training session, "**Tools and Best Practices for Site Development**", at the recent New York State Economic Development Council Annual Meeting in Cooperstown. This year's annual event was the largest to date. The Fulton County IDA might consider becoming an active member.
7. Also, at this year's New York State Economic Development Council Annual Awards Banquet, The Mohawk Valley Brownfield's Developer Summit Event received The NYSEDC Excellence in Marketing Award.

The award recognizes an organization that has achieved measurable results telling its story about a project, redevelopment, rebranding, or community-based initiative that serves the mission of NYSEDC to promote the economic development of the state and its communities, encourage sound practices in the conduct of regional and statewide development programs, and develop education programs that enhance the professional development skills of NYSEDC members.

Both the Mohawk Valley Economic Development District and Fulton County Center for Regional Growth accepted the award.

8. Gloversville Loan Fund closed on the Sage & Cedar Loan. Sage & Cedar is a start-up in Downtown Gloversville.
9. CRG was asked by NYS ESD to host an informational session on the CFA Process Round 13. The Zoom meeting was held on Tuesday June 27 at 10:30AM.
10. CRG's 6-County JDA Agriculture Loan Fund received an application for funding. The application is in the early stages and under review.
11. CRG is in the process of setting up a HUB Zone meeting. Gloversville is in what's called the HUB Zone where qualified businesses bidding on Government contracts can have a good advantage in the bidding process.

12. CRG anticipates closing on the sale of 34 West Fulton Street next month.
13. CRG has sales contracts on their properties on East Fulton Street and Washington Street in the City of Gloversville.
14. CRG recently toured several sites in the city of Gloversville with a housing/mixed-use developer.
15. CRG closed a second loan under the newly established City of Johnstown Loan Fund.

16. CRG's Gloversville DDS recently attended an economic development class put on by NYS Economic Development Council in conjunction with the International Economic Development Council. This is the first in a series of classes and testing required to become a nationally recognized certified Economic Developer (CEcD).

Two recent events put on by the GDDS are Food Truck Fridays (first and third Fridays in June, July, and August), a big hit and a Gloversville Community Walk that was held three times during NYS Path Through History Weekend.

The Gloversville Downtown Development Specialist (GDDS) continues to meet with DRI project awardees as well as working on other downtown-related activities such as the Local Waterfront Revitalization Program, the Brownfield Opportunity Area (BOA), and the "Crescent Area" of the city.

17. CRG's Google My Business stats showed 23 new people visited the CRG website and 227 people found CRG using the Google search page.
18. Microenterprise business training classes began a few weeks ago on Zoom and the last training session concluded on June 26. The class was opened to other counties since all the sessions were online. There were 62 people registered for the classes.
19. The Expertise Project CRG introduced to the county recently toured two businesses this month. One was CT Male Associates' main office and two of their work sites, a church, and a water treatment facility. The second toured site was the Townsend Leather facility.

CRG recently met with the Northville seniors who participated in the Expertise Project. The seniors had an opportunity to present the results of their work.

20. CRG's Gala was held Thursday, June 29 in the Incubator. The music was great, and it was a very good time. Thank you to those of you who attended.

PAYMENT IN LIEU OF TAX AGREEMENTS

1. SARATOGA COUNTY:

A. PILOT'S FOR MANUFACTURING PROJECTS:

1. NEW FACILITIES:

Any new assessment resulting from improvements financed with Agency assistance shall be exempt from local, county and school property taxes at a rate of 50-100% for a 5-year period. The percentage of abatement from years 6 through 10 will be from 0 to 100% as determined by the Board based on its review of the public benefits demonstrated by the project.

In cases where a full 10-year abatement is granted beginning in year 11 and continuing for the term of the PILOT Agreement the company shall pay annual local, county and school taxes as if the property were on the taxable roll. This will not apply when real property tax abatements are granted for a term exceeding ten years.

2. EXISTING FACILITIES:

Existing buildings shall continue to be subject to local, county and school taxes based on the current assessment. Any increase in assessment resulting from improvements financed with Agency assistance may be exempted from local, county and school taxes at the annual rate and term as determined by the Board using the formula for new facilities above and its review of the project criteria.

Upon completion of the abatement period and continuing for the term of the PILOT agreement, the company shall pay annual local, county and school taxes as if the property were on the taxable roll.

B. PILOT'S FOR COMMERCIAL PROJECTS:

Eligible commercial service sector projects include those in which the principle user of the facility seeking financial assistance serves a market area broader than Saratoga County or provides services within Saratoga County that are not adequately provided for by existing local facilities.

Eligible Determination

A favorable determination of the eligibility of commercial service projects for a tax incentive is made upon evidence of the following factors:

1. Demonstration that Industrial Development Agency assistance will induce the location or expansion of the project in Saratoga County.
2. Demonstration of the need for the project and the economic benefits it represents.
3. Demonstration that the project will not cause substantial disruption of existing employment at similar facilities in Saratoga County.
4. Demonstration that the project will provide employment for Saratoga County residents or provide a service which is demonstrated to be in the best interest of the public and the taxpayer.
5. Demonstration that the project involves the development of new facilities.

Any new assessment resulting from improvements financed with Agency assistance shall be exempt from local, county and school property taxes at a rate of 0 – 100% for years 1 through 10 of such assessments as determined by the Board based on its review of the project benefit criteria above.

C. PILOT'S FOR COMMERCIAL-RETAIL PROJECTS:

Only those commercial retail facilities enumerated in Section 862 of the General Municipal Law will be considered eligible for financial assistance.

Eligible facilities may be granted a partial abatement on any assessment attributed to improvements financed with Agency assistance. The abatement for local, county and school tax purposes will be limited to 50% of assessment in year #1, 40% in year #2, 30% in year #3, 20% in year #4, and 10% in year #5. Thereafter all real property taxes will be calculated on 100% of the property's assessment.

2. MONTGOMERY COUNTY:

A. PILOT'S FOR NEW CONSTRUCTION:

- a. Industrial project (manufacturing, assembly, R & D, processing, distribution, warehousing, etc.) consisting of new construction will receive the following tax abatement: years 1-5, 75%; years 6-10, 50%; years 11-15, 25%..
- b. Commercial projects (wholesale, office, insurance, etc.) consisting of new construction will receive the following tax abatements: years 1-5, 50% and years 6-10, 25%.
- c. Retail projects will receive no tax abatements.

B. PILOT'S FOR PURCHASE OF EXISTING FACILITIES:

- a. Industrial projects consisting of the purchase of an existing facility will have taxes frozen at the amount (annual property tax liability) in place at the time of purchase for the first 5 years subsequent to the purchase. In year 6-10, any tax increase in the amount of annual property taxes, over the above frozen amount, will be abated by 50%.
- b. Commercial projects consisting of the purchase of an existing facility will have taxes frozen at the amount (annual property tax liability) in place at the time of purchase for the first 3 years subsequent to the purchase. In years 4 and 5, any tax increase in the amount of annual local property taxes, over the above the frozen amount, will be abated by 50%. In years 6-10, any tax increase in the amount of annual local property taxes, over above the frozen amount, will be abated by 25%.
- c. Retail projects will receive no tax abatements.

C. PILOT'S FOR IMPROVEMENTS OF EXISTING FACILITY CURRENTLY:

- a. Any project, industrial or commercial, which consists of capital improvements to the facility, will have taxes frozen at that amount (annual property tax liability) in place prior to improvements for the first 3 years. In year 4 and 5, any tax increase in the amount of annual property taxes, over the above frozen amount, will be abated 50% and years 6-10, 25%.
- b. Retail projects will receive no tax abatements.

D. PILOT'S FOR LEASED FACILITIES:

- a. In any lease transaction (new construction, existing building, etc.) industrial or commercial, the policies stated in Sections A, B and C will apply so long as the tax abatement benefits are passed on to the tenant/occupant. Both the beneficial owner and the tenant/occupant must certify in writing that all tax advantages provided by the MCIDA are accruing to the benefits of the tenant/occupant.
- b. Retail projects will pay 100% of Real Property Taxes.

3. ONEIDA COUNTY:

A. PILOT'S FOR INDUSTRIAL AND MANUFACTURING PROJECTS:

The Company shall pay a percentage of the taxes that would otherwise be payable if the project was not tax exempt, to each taxing jurisdiction in which the project is located, as follows:

1. 33 1/3% of such taxes through the fifth (5th) year of the exemption;
2. 66 2/3% of such taxes from the sixth (6th) through tenth (10th) year of the exemption;
3. 100% of such taxes after the tenth (10th) year of the exemption.

B. RETAIL PROJECTS:

The Company shall pay a percentage of the taxes that would otherwise be payable if the project was not tax exempt, to each taxing jurisdiction in which the project is located, as follows:

1. 50% of such taxes through the second (2nd) year of the exemption;
2. 75% of such taxes from the third (3rd) through the fifth (5th) year of the exemption;
3. 100% of such taxes after the fifth (5th) year of the exemption.

C. OTHER NON-INDUSTRIAL/COMMERCIAL PROJECTS:

The Company shall pay a percentage of the taxes that would otherwise be payable if the project was not tax exempt, to each taxing jurisdiction in which the project is located, as follows:

1. 50% of such taxes through the second (2nd) year of the exemption;
2. 75% of such taxes from the third (3rd) through the fifth (5th) year of the exemption;
3. 100% of such taxes after the fifth (5th) year of the exemption.

4. CATTARAUGUS COUNTY:

A. PILOT'S FOR REGULAR MANUFACTURING PROJECT:

Tax Year	Percentage of Exemption
1 through 15	100%
16 and thereafter	0%

B. PILOT'S FOR ENHANCED MANUFACTURING FACILITY:

If a project qualifies as an Enhanced Manufacturing Facility, (1) the Initial Period shall be twenty years, and (2) the percentage of exemption in each tax year shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1 through 15	100%
16	85%
17	70%
18	55%
19	40%
20	25%
21 and thereafter	0%

C. PILOT'S FOR TOURISM DESTINATION FACILITY:

If a project qualifies as a Tourism Destination Facility, (1) the Initial Period shall be fourteen years, and (2) the percentage of exemption in each tax year shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1 through 10	100%
11	80%
12	60%
13	40%
14	20%
15 and thereafter	0%

D. PILOT'S FOR RESIDENTIAL FACILITY:

If the project qualifies as a Residential Facility, (1) the Initial Period shall be zero years, and (2) the percentage of exemption in each tax year shall be 0%.

E. PILOT'S FOR RETAIL FACILITY:

If the project qualifies as a Retail Facility, (1) the Initial Period shall be ten years, and (2) the percentage of exemption in each tax year shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1	50%
2	45%
3	40%
4	35%
5	30%
6	25%
7	20%
8	15%
9	10%
10	5%
11 and thereafter	0%

F. PILOT'S FOR QUALIFIED COMMERCIAL FACILITY (RENOVATION):

If a project qualifies as a Qualified Commercial Facility which is being renovated, but does not include any new construction, (1) the Initial Period shall be six years, and (2) the percentage of exemption in each tax year shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1	60%
2	50%
3	40%
4	30%
5	20%
6	10%
7 and thereafter	0%

G. PILOT'S FOR QUALIFIED COMMERCIAL FACILITY (NEW CONSTRUCTION):

If a project qualifies as a Qualified Commercial Facility and involves new construction, (1) the Initial Period shall be ten years, and (2) the percentage of exemption in each tax year shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1	100%
2	90%
3	80%
4	70%
5	60%

6	50%
7	40%
8	30%
9	20%
10	10%
11 and thereafter	0%

H. PILOT'S FOR BROWNFIELD REDEVELOPMENT PROJECT:

If a project qualifies as a Brownfield Redevelopment Project, (1) the Initial Period shall be fourteen years, and (2) the percentage of exemption in each tax year shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1 through 10	100%
11	80%
12	60%
13	40%
14	20%
15 and thereafter	0%

I. PILOT'S FOR ADAPTIVE REUSE PROJECT:

If a project qualifies as an Adaptive Reuse Project, (1) the Initial Period shall be ten years, (2) the Existing Assessment shall be frozen for a ten-year period, and (3) the percentage of exemption in each tax year with respect to the New Assessment shall be as set forth in the following table:

Tax Year	Percentage of Exemption
1 through 5	100%
6 through 8	75%
9 through 10	50%
11 and thereafter	0%

5. CHEMUNG COUNTY:

A. PILOT'S FOR STANDARD/COMMERCIAL – TAXABLE BONDS/SALE LEASEBACK PROJECTS:

Tax Year	Abatement – New Construction/Renovation
1 – 10	50%
11	100%

B. PILOT'S FOR MANUFACTURING – TAX EXEMPT & TAXABLE/SALE LEASEBACK PROJECTS:

Tax Year	Abatement – New Construction/Renovation
1 – 15	50%
16	100%

C. PILOT'S FOR RETAIL/TOURIST DESTINATION PROJECTS:

Tax Year	Abatement – New Construction/Renovation
1	50%
2	45%
3	40%
4	35%
5	30%
6	25%
7	20%
8	15%
9	10%
10	5%
11	0%

6. ALLEGANY COUNTY:

A. PILOT'S FOR ALL PROJECTS NOT INCLUDED IN THE 2 OTHER CATEGORIES BELOW:

Year	Real Property Tax Exemption
1 – 5	100%
6	50%
7	40%
8	30%
9	20%

10	10%
11 and thereafter	0% (Full Taxes Paid)

B. PILOT'S FOR ADAPTIVE REUSE PROJECTS:

Year	Real Property Tax Exemption
1 – 5	100%
6 - 10	50%
11 – 15	25%
16 and thereafter	0% (Full Taxes Paid)

C. PILOT'S FOR QUALIFIED TOURISM DESTINATION PROJECTS:

Year	Real Property Tax Exemption
1 – 5	100%
6 - 10	75%
11 – 15	50%
16 and thereafter	0% (Full Taxes Paid)

7. WYOMING COUNTY:

A. PILOT'S FOR ALL PROJECTS NOT INCLUDED IN THE 2 CATEGORIES BELOW:

Year	Real Property Tax Exemption
1 – 5	100%
6	80%
7	60%
8	40%
9	20%
10	10%
11 and thereafter	0% (Full Taxes Paid)

B. PILOT'S FOR ADAPTIVE REUSE PROJECTS:

Year	Real Property Tax Exemption
1 – 5	100%
6 - 10	50%
11 – 15	25%
16 and thereafter	0% (Full Taxes Paid)

C. PILOT'S FOR QUALIFIED TOURISM DESTINATION PROJECTS:

Year	Real Property Tax Exemption
1 – 5	100%
6 - 10	75%
11 – 15	50%
16 and thereafter	0% (Full Taxes Paid)

8. WAYNE COUNTY:

A. PILOT'S FOR NEW CONSTRUCTION:

New construction for the facility (as described in the IDA application) will be 100% exempt on the value added because of the IDA project (the “Added Value”) for the 1st 5 years and 50% exempt on the value added because of the IDA project for the 2nd 5 years. This provision does not include assessments on land or any existing improvements (the “Base Value”), which will be frozen for the term of the PILOT Agreement.

B. PILOT'S FOR RENOVATIONS TO AN EXISTING BUILDING:

An existing facility that is being renovated and/or enlarged will have its current Base Value frozen at that level for the 10-year exemption period (the “Base Value”) and will be 100% exempt on the Added Value for the 1st 5 years and 50% exempt on the Added Value created by the IDA project for the 2nd 5 years.

9. ST. LAWRENCE COUNTY:

A. PILOT'S:

- The Agency maintains a policy for the provision of real property tax abatements for qualified projects. The abatement provided applies to value added by construction or renovation; provided, however, in no event will the involvement by the Agency result in revenue to the affected taxing jurisdictions in any tax year less than the revenues received in the tax year preceding involvement by the Agency.
- Unless otherwise agreed to by the local taxing jurisdictions, the period of exemption will not exceed ten (10) years. The Agency’s policy applies to both industrial (including, but not limited to manufacturing, re-manufacturing, assembly, processing, product research and development, warehousing and distribution) and non-

manufacturing projects (including, but not limited to qualified retail, office, hotel, nursing home, extended care facilities and health care facilities).

- The abatement for industrial projects in the first five (5) years after project completion, i.e. issuance of a Certificate of Occupancy will be 100%; in years six (6) through ten (10) the abatement will be 50% of what the taxes would otherwise be on the improvements.
- For non-industrial projects, the abatement will be whatever the developer and local taxing jurisdictions agree upon.

10. OSWEGO COUNTY:

A. PILOT'S:

Year	Manufacturing	Non-Manufacturing
1	75	60
2	75	60
3	75	50
4	75	50
5	75	40
6	60	40
7	60	30
8	60	30
9	60	20
10	60	10
11	50	No Exemption
12	50	
13	40	
14	40	
15	30	
16	30	
17	20	
18	20	
19	10	
20	10	
21	No Exemption	