

## **Niagara County Industrial Development Agency**

6311 Inducon Corporate Dr. - Sanborn, New York 14132

**Industrial Development Agency Projects:** The Niagara County Industrial Development Agency was created by a special Act of the New York State Legislature and is governed by Article 18-A of the General Municipal Laws of the State of New York. The Agency is a non-for profit Development Corporation that is authorized to enter in to lease agreements for the purposes of providing certain tax benefits; sales tax, mortgage recording and real property tax exemptions. The Industrial development Agency is not a commercial lender.

### **Lease / Lease - Sale / Lease Agreement**

**Who is involved:**

- 1) Company & Company Attorney
- 2) Niagara County I.D.A. & Attorney
- 3) Commercial Lender & (Bank) Attorney

**Qualifying Criteria:** The types of projects that qualify for assistance include manufacturing and warehousing, commercial office, tourist destination and health care facilities. A Lease / Lease Agreement has no limit on the amount of fixed assets being financed, there are no regulations governing the “useful life” of the asset and the types of assets that can be financed include new and existing buildings, new and used equipment, production and material handling equipment, storage / racking systems, furniture, fixtures and lab equipment and a range of other assets.

**Process:** A lease (sale) / lease transaction is a three party agreement by and between the company, commercial lender and the industrial development agency. While the building and equipment is carried on the company’s books as an asset and serves as collateral for the lender, nominal title to the project is in the name of the Agency, through the lease, for the purposes of providing the tax benefits, the Agency is not a commercial lender.

1. Company submits an application for assistance and Environmental Assessment Form to the Agency were it is reviewed by the staff and council for eligibility and compliance (Application and EAF should be submitted by the first Wednesday of the month).
2. The application is presented to the Project Review Committee for acceptance and scheduling of the required public hearing. It is then formally accepted by the Board of Directors at its’ regularly scheduled meeting (Second Thursday of the month).
3. The Agency conducts the required public hearing within the community were the project is to be located 30 days after notice in the news paper (the hearing is on the nature and location of the project and benefits being proposed, it is not an environmental review).
4. After the Hearing the Agency passes a Notice of Environmental Determination and Inducement Resolution. This “Resolution” is the official “start” date of the project.
5. On a **Lease (Sale) / Lease Agreement** the participating lender (bank), company and Agency can, under ideal circumstances, close the transaction with in **45 to 60 days**.

**Benefits:** Availability of all applicable sales, mortgage recording and property tax exemptions,

- fewer restrictions on what fixed assets can be included,
- minimum project threshold to realize economic benefits is approximately \$250,000,
- a \$2,000,000 manufacturing project could receive approximately \$825,000 in benefits.

**Cost:** As an example, a \$2,000,000 Lease Agreement would take approximately 60 days to close with N.C.I.D.A. Administrative & Agency Council fees costing about \$39,000.

***The Niagara County Industrial Development Agency does not discriminate on the basis of race, color, religion, sex, sexual orientation, marital status, age, national origin, disability or status as a disabled or Vietnam Veteran or any other characteristic protected by law.***

## **Application for Assistance Introduction**

I. Each applicant/business seeking financial assistance through the Niagara County Industrial Development Agency must complete and return the accompanying Application and Environmental Assessment forms, and the items listed below. This information is necessary to determine project and/or applicant eligibility.

- a. Application
- b. Environmental Assessment
- c. Certificate of Incorporation for the Applicant Company
- d. Financial Statements for Last Three (3) Years (to be reviewed w/ NCIDA Project Manager)
- e. Financial Projections for Next Three (3) Years (to be reviewed w/ NCIDA Project Manager)
- f. Site Plan (Check w/ NCIDA Project Manager)
- g. Marketing and Economic Feasibility Studies (Check w/ NCIDA Project Manager)

II. Information provided by applicant will be treated confidentially until such time as the Agency takes action on the request. In accordance with Article 6 of the Public Officers Law, all records in possession of the Agency are open to public inspection and copy. If disclosure of financial statements and/or marketing studies would cause substantial injury to the competitive position of the applicant, the applicant should identify what information needs to be kept confidential.

III. The Niagara County Industrial Development Agency has a one thousand dollar (\$1,000.00) non-refundable application fee that must accompany the application submission. Additionally, the applicant is responsible for all public hearing expenses.

IV. At the time of the project closing, project applicant is required to pay certain costs associated with the project financing, including, but not limited to, Agency costs actually incurred, an Agency fee of one and one-quarter percent (1.25%) of the face value of the Bond issue, Agency Counsel fees, bond counsel fees and related costs.

V. Four (4) original copies of the Application and Environmental Assessment and a single copy of the checklist items should be returned to the Niagara County Industrial Development Agency at 6311 Inducon Corporate Drive, Sanborn, New York 14132.

**Niagara County Industrial Development Agency**  
6311 Inducon Corporate Dr. - Sanborn, New York 14132  
(716) 278-8760 Fax (716) 278-8769

**Application for Assistance**

Please answer all questions on the **Niagara County Industrial Development Agency Application and Environmental Assessment Form**. Information submitted as part of this application will not be made public prior to the passage of an Official Action Resolution by the Agency. After such action, this information may be subject to disclosure under the New York State Freedom of Information Act.

Prior to application submission, this project was reviewed with **Lawrence Witul** of the Niagara County Industrial Development Agency and assigned Project Number .

**I. Company Data**

- A. Company Name: Ah-Shay Enterprises, LLC  
Address: 256-3<sup>rd</sup> St. #21, Niagara Falls, NY 14303
- Telephone: **15102969424** Fax: 18664592904  
Email: winngil@msn.com Website: \_\_\_\_\_  
IRS Identification No.: **030565179**

Company official completing this application and authorized to respond on behalf of the company:

Name: Winn Gilmore Title: CEO  
c/o  
848-54<sup>th</sup> St.  
Oakland, CA 9408

Or  
932 Cleveland Ave.  
Niagara Falls, NY 14305

- B. Company Owners, Officers, Directors and Partners: List name and home address, title and other principal business affiliations.  
N/A

- C. Legal Counsel: Atty. Mort Abramowitz  
Address: 256-3<sup>rd</sup> St. Niagara Falls, NY14303  
Telephone: **17162853031** Fax: **17162820502**  
Email: mabramo722@aol.com

- D. Accountant (Firm): **Jennifer Stewart, Financial Fitness Center**  
Address: 295 27th Street  
Oakland, CA 94612  
Telephone: 510-653-1914 Fax: 510-653-4915  
Email: jennifer@finfit.biz

- E. Principal Bank of Account: HSBC
- F. Type of Business     Corporation             Sub Chapter S     Partnership  
 Sole Proprietorship             Other LLC
- G. Is Company authorized to do business in New York State?            Yes  No
- H. Principal Stockholders with 5% or more of stock outstanding in the company:

<u>Name</u>	<u>Address</u>	<u>% of Holding</u>
Winn Gilmore	256-3 <sup>rd</sup> St., NF, NY 14303	100
_____	_____	_____
_____	_____	_____

- I. List subsidiary, associate, and/or affiliated companies of applicant.

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

- J. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation?            Yes  No

**Ah-Shay Enterprises, LLC, is involved in a legal claim involving an insurance company, to be settled soon, regarding commercial property owned by the LLC at 1548 Pierce Ave., NF, NY.**

Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)?            Yes  No

Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt?            Yes  No

*If the answer to any of the above questions is yes, please, furnish details in a separate attachment.*

- K. Identify the assistance being requested of the Agency:

- (1)  Bond financing for new project; estimated amount            \$ \_\_\_\_\_  
 (2)  Bond/project refinancing; estimated amount            \$ \_\_\_\_\_  
 (3)  Lease/sale back  
 (4)  Assignment of lease  
 (5)  Exemption from Sales Tax; estimated benefit            \$65,300  
 (6)  Exemption from Mortgage Tax; estimated benefit            \$14,000  
 (7)  Exemption from Real Property Tax; estimated benefit            \$500,800

If you have selected (5),(6) or (7), indicate whether you are seeking a deviation from the Agency's uniform tax exemption policy: Yes ; No . If the answer is yes, please furnish details in a separate attachment.

(8)  Other (please furnish details in a separate attachment)

## II. Business Data

### A. Company Background

1. Describe when and where was the company established?  
Ah-Shay Enterprises was established in 2005 in Niagara Falls, New York.
2. Describe the type of business  
Ah-Shay Enterprises, LLC, was established to purchase, improve, and lease real estate in Niagara Falls, New York.
3. Description of Present Facilities: Ah-Shay Enterprises, LLC is headquartered in Niagara Falls, New York. The LLC owns several properties, including the vacant and partially-occupied properties to be developed in this Project. At present, the CEO is the sole employee of the LLC. The LLC anticipates income during the calendar year 2008 from its Project developments, leases, and franchise businesses.

Lot size:            Number of buildings: \_\_\_\_\_

Square footage of facilities: \_\_\_\_\_

Owns   OR    Rents present facilities

4. What is the present employment of the company?

# Full Time 1   # Part Time

Estimated annual payroll:    \$

5. Approximate annual sales:    \$ \_\_\_\_\_

6. Describe primary markets.

7. Provide a brief description of the company and its history.

Ah-Shay Enterprises is an LLC located within the Niagara Falls, New York, Renewal Community (RC) and the New York State Empire Zone (EZ). The Company purchases, improves, and leases property within the Niagara Falls, New York area. The company will also operate franchises that will offer employment opportunities and business presence to, among others, RC- and EZ-designated individuals and businesses. When possible, the Company will use green technology and building techniques to create and rehabilitate properties in underserved communities.

B. Provide types of business activity and approximate square feet of each for company's present facility:

	Square Feet
<b>Manufacturing/Processing</b>	
<b>Warehousing</b>	
<b>Research &amp; Development</b>	
<b>Commercial</b>	10,708 sq. ft.
<b>Retail*</b>	
<b>Office</b>	
<b>Other (specify)</b>	

\* A retail business activity shall mean (i) sales by a registered vendor under article twenty-eight of the New York tax law primarily engaged in the retail sale of tangible personal property, as defined in subparagraph (i) of paragraph four of subdivision (b) of section eleven hundred one of the tax law; or (ii) sales of a service to such customers.

**C. Describe principal goods, products and/or services of the company:**

The primary products will be :

1. Newly constructed, green, professional services office space within the downtown area of Niagara Falls, New York, with most direct and immediate impact upon the Municipal Complex being constructed across the street from the 950 Cleveland Commercial Complex
2. Copy, printing, and mail services provided by a franchise located within the 950 Cleveland Commercial Complex
3. Coffee, smoothies, and sundries provided by a franchise located within the 950 Cleveland Commercial Complex
4. Free Wi-Fi services to visitors and tenants of the immediate environ
5. Satellite, professional office space in the newly renovated 932 Cleveland Mixed-Use Suite

**III. Project Data**

**A. Location of Proposed Project:**

1. Physical Address of proposed Project Site:

Address: **950 Cleveland Avenue**  
 City, Town, Village: **Niagara Falls**  
 County: **Niagara**

2. New York State Empire Zone Tax Incentives.

In addition to financial incentives that the Niagara County Industrial Development Agency can provide with respect to the proposed Project, the Project may also be eligible for New York State tax benefits (sales tax, income tax, and real property tax benefits and credits) under the New York State Empire Zone Program. Empire

Zone tax benefits can be utilized concurrently with Niagara County Industrial Development Agency benefits and incentives.

**Is the proposed Project Site located in an Empire Zone?**

Yes       No       Unsure

**3. New York State Brownfield Cleanup Program Tax Incentives**

New York State provides for significant refundable New York State tax credits with respect to cleanup and construction (buildings and equipment) costs, real property tax expenses, and insurance costs related to remediating and developing a Brownfield/contaminated property. In addition, New York State provides for a release of liability with respect to such contamination located in, on or emanating from the Brownfield Site. New York State Brownfield Cleanup Program tax credits can be utilized concurrently with Niagara County Industrial Development Agency benefits and incentives.

Under the New York Brownfield Cleanup Program, a Brownfield or a Brownfield Site is any real property, the redevelopment or reuse of which may be complicated by the presence or potential presence of a hazardous waste, petroleum, pollutant, or contaminant (collectively, "contaminants").

**Is the proposed Project Site located on a site where the known or potential presence of a contaminant(s) is complicating the development/use of the property?**

Yes       No       Unsure

**Has a Phase I Environmental Assessment been prepared or will one be prepared with respect to the proposed Project Site?**

Yes       No       Unsure

**Have any other studies or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?**

Yes       No       Unsure

**B. Existing Project Facilities:**

1. Parcel Size: .36 Acres      OR      \_\_\_\_ ft. x \_\_\_\_ ft.

2. Are there existing buildings on the Project site? Yes ; No .

a. If yes, indicate the number of buildings on the site: **1**. Also, please briefly identify each existing building and indicate the approximate size (in square feet) of each such existing building:

Building Description	Size
<b>1 2-story vacant residential unit</b>	
<b>1 2-story unit; one story occupied</b>	

b. Are the existing buildings in operation? Yes ; No . If yes, describe present use of present buildings:

Building	Use
<b>932-4 Cleveland Ave</b>	<b>Residential (one of two units occupied)</b>

c. Are the existing buildings abandoned? Yes ; No . About to be abandoned? Yes ; No . If yes, describe:

932-4 Cleveland Avenue is 50% occupied. This plan includes converting the building into mixed-use space, with one unit being residential and the other, commercial. Please see previously submitted architectural drawings for details.  
2006-10<sup>th</sup> St. is currently an unoccupied two-story residential building. This plan includes demolishing the building. The then-vacant land on which the now-vacant property exists will then be included in the footprint for the 950 Cleveland Avenue Commercial Complex.

d. Attach photograph of present buildings.

3. Identify present landowner. Ah-Shay Enterprises, LLC

4. Present zoning of site: C1

Are there any variances or special permits affecting the Project site?  
 Yes  No .

If yes, list below and attach copies of all such variances or special permits.  
Please see the previously submitted variances approved by the City of Niagara Falls.

5. Provide Tax Map (section/block/lot) number(s):  
932 Cleveland Ave.: 144.46-2-30  
936 Cleveland Ave.: 144.46-2-29  
940 Cleveland Ave.: 144.46-2-28

944 Cleveland Ave.:	144.46-2-27
950 Cleveland Ave.:	144.46-2-26
2006-10 <sup>th</sup> St.:	144.46-2-25

6. List current assessed value: \$10,900 .00  
 List current annual property tax payment: \$1615.76
7. Identify school district pertaining to Proposed Project location:  
Niagara Falls School District

**C. Proposed Project Facility and Equipment**

1. Does part of the Project consist of the acquisition or construction of a new building or buildings? Yes; No.

If yes, indicate number and size of new buildings:

Ah-Shay Enterprises, LLC, will construct one two-story, 10,708 sq. ft. commercial building at 950 Cleveland Avenue.

Please see previously submitted architectural drawings and approved City plans for new construction of 950 Cleveland Avenue.

2. Does part of the Project consist of additions and/or renovations to existing buildings located on the Project site? Yes; No.

3. If yes, indicate the buildings to be expanded or renovated, the size of any expansions and the nature of expansion and/or renovation:

Ah-Shay Enterprises, LLC, will renovate the currently existing two-story duplex structure at 932-934 Cleveland Avenue to become a mixed-use residential-commercial property. The first story will be commercial; the second, residential.

Please see previously submitted architectural drawings and approved City plans for renovating 932-4 Cleveland Avenue to become a mixed-use residential-commercial site.

3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed or expanded:

The Cleveland Avenue Complex will consist of eight, with the potential for 12, commercial tenant spaces. There will be three businesses on the first floor (including two franchises owned by one of the Company's sub-LLCs), and a minimum of four commercial tenant spaces on the second floor.

The eight office spaces will be triple-net leased. Leases will span five years. These newly created, uniquely green commercial spaces will lease for approximately \$8 to \$10 per square foot (\$8-10/sq. ft.). The Cleveland Avenue Complex's excellent location- literally across the street from the planned \$45 million Niagara Falls Municipal Complex- will enhance its desirability to attorneys and doctors, and to other professionals needing temporary office space.

Outfitted with Wi-Fi, the unique architectural design, green features, and excitement to be generated by the arrival of its two anchor tenants- Maui Wowi coffee/smoothies and AlphaGraphics printing/publishing and mail services- means that the above square foot lease cost estimate is conservative.

4. Will machinery and equipment be acquired and installed?

New:  No  Yes Type Office equipment, computer systems; coffee/smoothie franchise equipment; copy shop franchise equipment; accounting hardware/software

Used:  No  Yes Type Coffee/smoothie franchise equipment; building maintenance equipment

Describe the principal uses to be made by the Company of the Equipment to be acquired or installed:

All equipment will be used in the daily operations of the two-story commercial complex and the two Company-owned franchises that will operate on the premises

5. Project Use

a. What are the principal products to be produced at the Project?

The primary products will be :

6. Newly constructed, green, professional services office space within the downtown area of Niagara Falls, New York, with most direct and immediate impact upon the Municipal Complex being constructed across the street from the 950 Cleveland Commercial Complex
7. Copy, printing, and mail services provided by a franchise located within the 950 Cleveland Commercial Complex
8. Coffee, smoothies, and sundries provided by a franchise located within the 950 Cleveland Commercial Complex
9. Free Wi-Fi services to visitors and tenants of the immediate environ
10. Satellite, professional office space in the newly renovated 932 Cleveland Mixed-Use Suite

5. Project Use

b. What are the principal activities to be conducted at the Project?

	%		%
Warehousing		Manufacturing	
Processing		Pollution control	
Office		Research & Development	
Retail*		Commercial	<b>100</b>
Recreational		Other:	

\* A retail business activity shall mean (i) sales by a registered vendor under article twenty-eight of the New York tax law primarily engaged in the retail sale of tangible personal property, as defined in subparagraph (i) of paragraph four of subdivision (b) of section eleven hundred one of the tax law; or (ii) sales of a service to such customers.

c. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes ; No .

**If yes, please see Addendum A attached hereto.**

d. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes  No  If yes, please explain: \_\_\_\_\_

e. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes  No

If yes, please provide detail: \_\_\_\_\_

i. If the answer to either question (d) or question (e) is yes, indicate whether any of the following apply to the Project:

(1) Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes  No

If yes, please provide detail: \_\_\_\_\_

- (2) Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes   
No

If yes, please provide detail: \_\_\_\_\_

6. Is this a single phase or multi-phase project?  Single  Multi

Phase I Activities: Construct, renovate, occupy, lease, and operate the Project sites at 950 Cleveland Avenue and 932 Cleveland Avenue, Niagara Falls, NY.

Phase II Activities: \_\_\_\_\_

Phase III Activities: \_\_\_\_\_

- D. Utilities and services presently serving site. Provide name of utility provider.

Gas:	Size:
Electric:	Power:
Water:	Size:
Sewer:	Size:
Other (specify):	

- E. What is your project timetable? (Provide dates)

- Start date: acquisition or construction of facilities: December 2007
- Completion of project facilities: July 2008
- Project occupancy – starting date of operations: July 2008

- F. Have any contracts or purchases been made, committed and/or executed toward the project?  No  Yes,

If yes, please provide detail: Architect is Native Arc Architects; Legal is Atty. Mort Abramowitz; Engineering is Advanced Design Group. No contracts for actual construction, demolition, or renovation have been signed.

- G. Has any work toward the completion of the project been initiated?  No  Yes,

If yes, please provide detail: \_\_\_\_\_

- H. Will the project require any government actions, permits or clearances (other than IDA requirements)? If yes, please provide the following details:

Action	Issuing Agency	Date of Issuance

- I. Include any site plans, drawings or blueprints that have been developed.  
Please see the previously submitted architectural drawings for the 950 Cleveland Avenue and 932 Cleveland Avenue project.

- J. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes ; No . If yes, please complete the following for each existing or proposed tenant or subtenant:  
Ah-Shay Enterprises, LLC, will lease spaces within the 950 Cleveland Avenue to future tenants. In addition, the Company will lease two of the eight commercial spaces for two franchises to be owned by a Company subsidiary.

Sublessee name: TBD  
Present Address: \_\_\_\_\_  
Address: \_\_\_\_\_  
Employer's ID No.: \_\_\_\_\_

Sublessee is:  Corporation  Partnership  Sole Proprietorship

Relationship to Company: \_\_\_\_\_

Percentage of Project to be leased or subleased: \_\_\_\_\_%

Use of Project intended by Sublessee: \_\_\_\_\_

Date of lease or sublease to Sublessee: \_\_\_\_\_

Term of lease or sublease to Sublessee: 5 years/tenant lease space

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project?  
Yes  No .

**If yes, please provide on a separate attachment:** (a) details, and (b) the answers to questions III(D)(6)(c) through (f) with respect to each such sublessee.

- K. Describe the reasons why this project is necessary and what effect it will have on your company: \_\_\_\_\_

#### IV. Employment Impact

- A) Will Niagara County contractors and / or sub contractors be utilized for the construction project? Yes  No .
- B) What is the estimated number of construction jobs to be created at the project site from Niagara County: 25, Erie County 15, Other Areas \_\_\_\_\_,

- C) Indicate below the number of people presently employed at the Project site and the number that will be employed at the Project site at end of the first and second years after the Project has been completed (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant.

TYPE OF EMPLOYMENT				
	PROFESSIONAL OR MANAGERIAL	SKILLED OR SEMI- SKILLED	UNSKILLED	TOTALS
Present Full Time	1			
Present Part Time				
Present Seasonal				
First Year Full Time	3	4	2	
First Year Part Time			2	
First Year Seasonal		2		
Second Year Full Time	4	8		
Second Year Part Time			4	
Second Year Seasonal		1	1	

#### V. Project Cost Data

- A. Give breakdown of project costs:

Land	\$
Buildings: Acquisition	\$25000
Renovation	\$200000
New Construction	\$1,300,000
Demolition	\$25000
Utilities and Road	\$20000
Site work and preparation	\$40000
Acquisition of machinery & equipment	\$75000
Installation	\$
Architectural and engineering fees	\$233000
Legal fees	\$ 100000
Interest during construction	\$
Other	\$50000
<b>TOTAL</b>	<b>\$2068000</b>

Have any of these expenditures been incurred to date?  No  Yes If yes, identify: To date, Ah-Shay Enterprises, LLC, has incurred a portion of the Architectural and Engineering fees, Acquisition fees, Legal fees, and Operating expenses.

B. Summary of Financing

<b>Total Project Costs</b>	<b>\$2068000</b>
<b>Amount of Bond or Leaseback financing</b>	<b>\$568000</b>
<b>Amount of Conventional financing</b>	<b>\$1300000</b>
<b>Equity</b>	<b>\$200000</b>

C. Will any part of the project be financed with funds of the company?  No  Yes, If yes, please provide detail:

Item	\$

D. Will other forms of government financing be used to undertake the project:  No  Yes  
If yes, please provide detail:

Program	Amount	Status
<b>SBA</b>	<b>TBD</b>	<b>Discussing with lender</b>

E. Have financial institutions or potential bond purchasers been approached?  No  Yes

If yes, please provide detail: \_\_\_\_\_  
 Mr. Albert Erni  
 Relationship Manager  
 M & T Bank  
 1 M & T Plaza  
 Buffalo, NY 14203  
 Phone 716.842.2392

F. List capital expenditures of the company:

	Past 3 years	Next 3 years
<b>Real Property</b>	<b>\$50000</b>	<b>\$3000000</b>
<b>Buildings</b>	<b>\$1000</b>	<b>\$100000</b>
<b>Equipment</b>	<b>\$10000</b>	<b>\$295000</b>

VI. Financial and Feasibility Data

A. Describe the need or demand for the product or services to be provided as a result of the project: According to US Census data, the City of Niagara Falls' population fell 10.3% from 1990 to 2000. From 2000 to 2003, it declined an additional 2.9%. In 2000, only 12.5% of the population over 24 years of age had received a BA degree. In 1999, 19.5% of the population lived below the poverty level.<sup>1</sup> For decades, the City has experienced emigration, as its work-force-aged and youth population sought employment and improved living conditions in more attractive environments. Between 1960 and 1990, industries began to leave the area and subsequently Niagara Falls' population dropped by one-third as its manufacturing base

declined. The remaining work-force-age population is often under- or unemployed. The oft-noted correlation between educational, income, and crime level is in evidence in this once-thriving community once called "The Honeymoon Capital of the World".

Simultaneously, the City has not built a new multi-story office complex in over a decade. Even in its heyday, area industry was based on chemical and heavy metals companies. To date, the City has over a dozen designated Brownfield sites.

### ***Ah-Shay Enterprises' Contribution to a Solution***

As an environmental steward, Ah-Shay Enterprises is keenly aware of the necessity to leave small environmental footprints while incubating the entrepreneurial horsepower to uncover and implement today's and tomorrow's sustainable technology. By combining these forces, the Company believes that entrepreneurship will be viewed as smart: financially, competitively, creatively, and environmentally.

The Company owns undeveloped and developed property directly across the street from the planned (groundbreaking scheduled for fourth quarter 2007) Niagara Falls, NY, Municipal Complex that will house a courthouse, police station, and additional government offices. The Company will develop a LEED-certified green, two-story commercial complex on Company-owned property at 950 Cleveland Avenue. Called the 950 Cleveland Commercial Complex (henceforth referred to as "the Complex"), this eight-unit commercial enterprise has already been approved by the Niagara County Site Plan Review Board, the Niagara Falls City Zoning Board of Appeals, and the Niagara Falls City Site Plan Review Board. The Company will lease six of the eight commercial spaces, preferably to other RC and/or EZ enterprises. The Company will run operate franchises in the other two commercial spaces. Lauded in the local media for its focus on sustainability and for bringing the first new development to the Main Street, Niagara Falls, area in decades, the Complex has garnered extensive grass roots and local government support and excitement.

From site construction through revenue-generating phases, the Complex will mirror the City's efforts at retaining and creating employment; investing, long-term, in distressed neighborhoods; and rehabilitating properties in underserved communities. Ah-Shay Enterprises will employ at least 50% of the labor force from within these sectors of the local Niagara Falls community:

- low-income
- senior
- veteran
- disabled
- under-represented (e.g., gender, national origin/ancestry)
- rehabilitating

The Company will use energy-saving, renewable, green technology when possible. This ensures a lesser environmental footprint, decreased energy costs, increased standard of living and work, and increased publicity owing to the Complex's uniqueness and user-friendliness.

The Company will employ professionals from within the local Niagara Falls business community and from various greening industries to advise in planning, budgeting, permitting, and constructing the Complex.

B. Has the company utilized bond financing before? No Yes.

If yes, describe when, where and amount: \_\_\_\_\_

- C. Provide any marketing, economic and/or feasibility studies that have been developed, particularly for tourist destination facilities.

There is no direct competition for the products being offered in the current marketplace. With the imminent development of the Municipal Complex literally across the street from this proposed Project, there will be a marked increase in automobile, pedestrian, and other business travel to the immediate vicinity. Furthermore, this will be the first green professional building in Western New York. These facts, when added to the robust and creative architectural design of the Project, will enable the LLC to lease space for between \$8-10/sq/ ft. With a vacancy rate of 20%, lease income, alone, will generate over \$600,000 year. This does not include income from the franchises, themselves.

Please see the Business Plan for details, including market studies and tourist and visitor projections, especially as relates to the coffee/smoothie franchise.

- D. The following information will be required by the Agency and returned once an action of the Agency has been taken:
1. Financial statements for the last three (3) years;
  2. Projections for the next three (3) years including Balance Sheets, Profit and Loss Statements, Cash Flow Statements by quarters, etc.

## VII. Financial Assistance Expected From The Agency

- A. Tax Benefits.

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes  No

If yes, is the real property tax exemption being sought consistent with the Agency's Uniform Tax Exemption Policy? Yes  No

2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes  No

If yes, what is the approximate amount of financing to be secured by mortgages? **\$1,300,000**

3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes  No .

If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? **\$580100**.

4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of each exemption.

- a. N.Y.S. Sales and Compensating Use Taxes: **\$65300**
- b. Mortgage Recording Taxes: **\$14000**

- c. Real Property Tax Exemptions: \$500800
- d. Other (please specify):
 

<u><b>Renewal Community Tax Incentives</b></u>	<u><b>\$TBD</b></u>
<u><b>Empire Zone Tax Incentives</b></u>	<u><b>\$TBD</b></u>

5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency’s Uniform Tax-exemption Policy?  
 Yes  No .

If yes, please explain how the request of the applicant differs from the Agency’s Uniform Tax-Exemption Policy: \_\_\_\_\_

**VIII. Representations By The Applicant**

The applicant understands and agrees with the Agency as follows:

- A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the “DOL”) and with the administrative entity (collectively with the DOL, the “JTPA Entities”) of the service delivery area created by the federal job training partnership act (Public Law 97-300) (“JTPA”) in which the Project is located.
- B. First Consideration for Employment: In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.
- C. Annual Sales Tax Filings: In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.
- D. Annual Employment Reports: The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site.
- E. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described: **Winn Gilmore, CEO, Ah-Shay Enterprises, LLC**

## CERTIFICATION

(to be executed by the principal of the applicant and acknowledged by a notary public)

- I. **Winn Gilmore** deposes and says that he/she is the \_\_\_\_\_ **CEO** of Ah-Shay Enterprises, LLC, named in the attached Application (the "Applicant"); that he/she has read the foregoing Application and knows the contents thereof, and that the same is true to his/her knowledge.
- II. The grounds for deponent's belief relative to all matters in the Application which are not stated upon his/her own personal knowledge, are investigations which deponent has caused to be made concerning the subject matter of the Application, as well as information acquired by deponent in the course of his/her duties as an officer of and from the books and papers of said corporation or other entity.
- III. As an officer of the Applicant deponent acknowledges and agrees that the Applicant shall be and is responsible for all costs incurred by the Agency and all legal counsel for the Agency, including its general counsel and/or bond/transaction counsel, whether or not the Application, the proposed project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the proposed project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the proposed project described herein and (C) any further action taken by the Agency with respect to the proposed project; including without limiting the generality of the foregoing, all causes of action and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing.
- IV. By executing and submitting this Application, the Applicant covenants and agrees to pay the following fees to the Agency and the Agency's general counsel and/or the Agency's bond/transaction counsel, the same to be paid at the times indicated:
  - (a) The sum of **1,000** as a non-refundable processing fee, plus the sum of \_\_\_\_\_ if Agency assistance in retaining professionals is requested, to be paid upon submission of the Application;
  - (b) Unless otherwise agreed to by the Agency, an amount equal to \_\_\_\_\_ of the total project costs to be paid at transaction closing;
  - (c) All fees, costs and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel and/or the Agency's bond/transaction counsel, thus note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's general counsel and the Agency's bond/transaction counsel; and (2) other consultants retained by the Agency in connection with the proposed project; with all such charges to be paid by the applicant at the closing.

- V. By executing and submitting this Application, and in the event the closing does not occur, the Applicant further covenants and agrees to pay the following fees to the Agency and the Agency's general counsel and/or the Agency's bond/transaction counsel:
- (a) If the Applicant fails to conclude or consummate the necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable proper or requested action, or withdraws, abandons, cancels, or neglects the Application, the Applicant shall pay to the Agency, its agents, or assigns, upon presentation of an invoice, a sum of one and one quarter percent (1.25%) of (i) the amount of bond financing requested; or (ii) the amount on which the financial assistance for the proposed project was determined, and upon presentation of an invoice, all actual costs involved with respect to the Application, including but not necessarily limited to fees of the Agency's general counsel and/or the Agency's bond/transaction counsel; or
  - (b) If the Applicant is unable to find buyers willing to purchase the bond issue requested, or if the Applicant is unable to facilitate the sale/leaseback transaction, then upon presentation of an invoice, all actual costs involved with respect to the Application, up to that date and time, incurred by the Agency including but not necessarily limited to fees of the Agency's general counsel and/or the Agency's bond/transaction counsel.
- VI. The Applicant acknowledges and agrees that all payment liabilities to the Agency and the Agency's general counsel and/or the Agency's bond and/or transaction counsel as expressed in Sections IV and V are obligations that are not dependent on final documentation of the transaction contemplated by this Application.
- VI. The cost incurred by the Agency and paid by the Applicant, including bond/transaction counsel fees and the Agency's general counsel's fees and the processing fees, may be considered as a costs of the project and included in the financing of costs of the proposed project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.
- VI. The Applicant is aware and acknowledges that according to the New York Public Officer's Law, Article 6, Freedom of Information, the public has the right to request information about the project and the Applicant, and that in accordance with Public Officer's Law Article 7, all meetings of the Agency are open to the public.

The Applicant and the individual executing this Application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations made in this Application and, if applicable, made in Addendum A, when acting hereon and hereby represents that the statements made herein and therein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein or therein not misleading.

\_\_\_\_\_  
 (name of corporation or entity)

\_\_\_\_\_  
(name of officer)

\_\_\_\_\_  
(title)

NOTARY

Sworn to before me this \_\_\_\_ day of \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
(Signature)

## ADDENDUM A

### Niagara County Industrial Development Agency Application for Assistance

#### Retail Project Certification

The undersigned, hereby certifies the following:

1. An application for financial assistance from the Niagara County Industrial Development Agency (the "Agency") has been submitted by ***Winn Gilmore***, (the "Applicant") with respect to a certain Project, as described in the Application for Assistance, (the "Application") to which this Addendum is heretofore attached.
2. The Applicant, by its undersigned Authorized Representative, understands and agrees that Section 862 of the New York General Municipal Law provides for a prohibition on the types of projects that can benefit from the assistance of an Industrial Development Agency with respect to *a project where facilities or property that are primarily used in making retail sales to customers who personally visit such facilities constitute more than one-third of the total project cost*. The Applicant, by its undersigned Authorized Representative, understands and acknowledges the following:
  - a. Less than One-third Project costs. Financial assistance of the agency may be provided in respect of *any project where facilities or property that are primarily used in making retail sales to customers who personally visit such facilities constitute less than one-third of the total project cost*.
  - b. Destination project. Financial assistance may be provided to a project that is a tourism destination project (defined as a location or facility which is likely to attract a significant number of visitors from outside the economic development region as defined under New York economic development law, in which the project is located) *even if the project or facilities that are primarily used in making retail sales to customers who personally visit such facilities constitute more than one-third of the total project cost*.
  - c. Not-for-profit operations. Financial assistance may be provided to a project that is operated by not-for-profit corporation *even if the project or facilities that are primarily used in making retail sales to customers who personally visit such facilities constitute more than one-third of the total project cost*.
  - d. Retaining jobs within the state. Financial assistance may be provided to a project where *facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities to obtain such goods or services constitute more than one-third of the total project cost*, where the project occupant would, but for the assistance provided by the agency, locate the related jobs outside the state.
  - e. Unique services. Financial assistance may be provided to a project where *facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities to obtain such goods or services constitute more than one-third of the total project cost* where the predominant purpose of the project would be to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the city, town, or village within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services.
  - f. Highly distressed area. Financial assistance may be provided to a project where *facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities to obtain such goods or services constitute more than one-third of the total project cost*, where the project is located in a highly distressed area. A "Highly distressed area" shall mean (a) a census tract or tracts

or block numbering areas or areas or such census tract or block numbering area contiguous thereto which, according to the most recent census data available, has (i) a *poverty rate* of at least twenty percent for the year to which the data relates or at least twenty percent of households receiving public assistance; and (ii) an *unemployment rate* of at least 1.25 times the statewide unemployment rate for the year to which the data relates; or (b) a city, town, village or county within a city with a population of one million or more for which: (i) the ratio of the full value property wealth, as determined by the comptroller for the year nineteen hundred ninety, per resident to the statewide average full value property wealth per resident; and (ii) the ratio of the income per resident; as shown in the nineteen hundred ninety census to the statewide average income per resident; are each fifty-five percent or less of the statewide average; or (c) an area which was designated an Empire Zone.

3. The Applicant, by its undersigned Authorized Representative, understands and agrees that projects authorized pursuant to Section 2(d),(e), and (f), above, *shall not be approved unless the Agency shall find, after the public hearing* required by New York General Municipal Law, that undertaking the Project will serve the public purposes of the New York General Municipal Law by preserving permanent, private sector jobs or increasing the overall number of permanent, private sector jobs in the state. Where the Agency makes such a finding, *prior to providing financial assistance to the Project by the Agency, the chief executive officer of the municipality for whose benefit the agency was created shall confirm the proposed action of the agency.*
4. The Applicant, by its undersigned Authorized Representative, hereby represents that the project as described in the Application meets the following retail sale exceptions, as noted below and as described in Section 2, above, and further, acknowledges and understand that the approval of the chief executive officer of the municipality for whose benefit the agency was created may be necessary in order for the Agency to provide financial assistance to the Project:

Less than one-third project costs     Destination Project     Retaining jobs within the state  
 Unique Services     Highly distressed area

5. The Applicant, by its undersigned Authorized Representative, hereby acknowledges that it has provided the Agency, as described on Schedule A attached hereto, with the appropriate project costs, market study, business plan, and census tract data, as appropriate, to support the conclusions with respect to the retail exception(s) as represented above in Section 4.

The Applicant, by its undersigned Authorized Representative has read the foregoing and knows the contents thereof and that the same is true to the Applicant's knowledge.

Applicant: \_\_\_\_\_  
By:  
Name:  
Title:  
Date:

**Schedule A**

1. What percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? \_\_\_\_\_%

2. If the answer to the prior question is more than 33.33%, indicate whether any of the following apply to the Project:

(a) Will the Project be operated by a not-for-profit corporation?

Yes ; No . If yes, please explain:

(b) Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located?

Yes ; No . If yes, please explain:

(c) Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York?

Yes ; No . If yes, please explain:

(d) Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonable accessible to the residents of the city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services?

Yes ; No . If yes, please provide detail:

(e) Will the Project be located in one of the following: (i) an area designed as an Empire Zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (a) a poverty rate of at least 20% for the year in which the data relates, or (b) at least 20% of households receiving public assistance, and (c) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates?

Yes ; No . If yes, please explain: The Project is located within the New York State Empire Zone and the Niagara Falls Renewal Community.

(f) If the answers to any of subdivisions (a) through (e) of question (2) is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York?

Yes  No  If yes, please explain: **The Project will provide professional, skilled, and semi-skilled employment within the Empire Zone and Renewal Community classifications. Please see the attached Business Plan for details.**

---

<sup>i</sup> Source: U.S. Census Bureau, Census 2000 Summary File 3, Matrices P30, P32, P33, P43, P46, P49, P50, P51, P52, P53, P58, P62, P63, P64, P65, P67, P71, P72, P73, P74, P76, P77, P82, P87, P90, PCT47, and PCT52