

**Inducement Resolution  
Booz Allen Hamilton, Inc.  
2020 Equipment Lease**

RESOLUTION OF THE ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TOWARD APPOINTING BOOZ ALLEN HAMILTON, INC., THE PRINCIPALS OF BOOZ ALLEN HAMILTON, INC., AND/OR AN ENTITY FORMED OR TO BE FORMED ON BEHALF OF ANY OF THE FOREGOING AS AGENT OF THE AGENCY IN CONNECTION WITH AN AMENDED LEASE-LEASEBACK TRANSACTION, AUTHORIZING THE EXECUTION AND DELIVERY OF AN INDUCEMENT AGREEMENT AND MAKING CERTAIN FINDINGS AND DETERMINATIONS WITH RESPECT TO THE PROJECT.

WHEREAS, Booz Allen Hamilton Inc., on behalf of itself, its principals, or an entity to be formed on behalf of any of the foregoing (collectively, the "Company") has applied to the Agency to enter into a transaction in which the Agency will assist in buildout of the first floor of a 32,110± square foot building (the "Existing Improvements"), comprised of 14,000± square feet (the "Improvements") situated on a 5.00± acre parcel of land located at 99 Otis Street, Griffiss Business and Technology Park, City of Rome, Oneida County, New York (the "Land") and acquisition and installation of machinery, equipment, furnishings, fixtures, apparatus, building materials and other tangible personal property in the Improvements (the "Equipment"), all for the purpose of supporting the aerospace market (the Land, the Improvements and the Equipment are referred to collectively as the "Facility" and the constructing, reconstructing, improving, maintaining, equipping and furnishing of the Improvements is referred to as the "Project"); and

WHEREAS, the Agency owns the Land and Existing Improvements, pursuant to Article 18-A of the General Municipal Law of the State of New York and Chapter 372 of the Laws of 1970 of the State of New York, as may be amended from time to time (collectively, the "Act") and leases the same to 99 Otis Street, LLC (the "Landlord") pursuant to a Lease Agreement dated as of November 20, 2018 (the "Lease Agreement"), and the Landlord subleases the Improvements to the Company pursuant to a Sublease Agreement dated as of \_\_\_\_\_, 2019 (the "Sublease Agreement"); and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities,

health, general prosperity and economic welfare of the people of the State of New York;  
and

WHEREAS, the Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from sales and use taxes on materials and/or equipment acquired and installed in connection with the Project, the value of which is estimated at \$200,000.00 but shall not exceed \$220,000.00, which is consistent with the Agency's Uniform Tax Exemption Policy (the "Financial Assistance"), to be more particularly described in a Final Authorizing Resolution to be adopted by the Agency prior to the closing of the transactions described herein; and

WHEREAS, the Lease Agreement contemplates the buildout of the Facility, and title to all improvements made by the Company to the Existing Improvements will vest in the Agency and shall become subject to the Lease Agreement with the Landlord; and

WHEREAS, the Company will lease to the Agency the Equipment pursuant to an Equipment Lease Agreement (the "Equipment Lease Agreement"); and

WHEREAS, the Agency will lease the Equipment back to the Company pursuant to an Equipment Leaseback Agreement (the "Equipment Leaseback Agreement"); and

WHEREAS, as a condition to the Financial Assistance, the Company will commit to retaining 158 full time employees at the Company's other facilities in the City of Rome, creating 60 full time employees at the Facility within three years and maintaining all 218 full time employees in the City of Rome for the full term of the Sublease Agreement; and

WHEREAS, the Agency has given due consideration to the application of the Company and to representations by the Company that the proposed Project and proposed lease transaction, is either an inducement to the Company to maintain and expand its operations in the County or is necessary to maintain the competitive position of the Company in its industry; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively, the "SEQR Act" or "SEQRA"), the Agency constitutes a "State Agency"; and

WHEREAS, to aid the Agency in determining whether the Facility may have a significant effect upon the environment, the Company has prepared and submitted to the Agency an Environmental Assessment Form and related documents (the

"Questionnaire") with respect to the Facility, a copy of which is on file at the office of the Agency; and

WHEREAS, the Agency has completed its environmental review and determined for purposes of SEQRA that there are no adverse environmental impacts as a result of the Project and therefore, a Negative Declaration has been adopted.

NOW, THEREFORE, BE IT RESOLVED by the Oneida County Industrial Development Agency (a majority of the members thereof affirmatively concurring) that:

Section 1. (a) The buildout and equipping of the Facility in furtherance of the Project and the Agency's financial assistance therefor, will promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the County and the people of the State of New York and improve their standard of living, and thereby serve the public purposes of the Act and the same is, therefore, approved.

(b) It is desirable and in the public interest for the Agency to enter into a lease transaction, for the purpose of providing financial assistance for the buildout and equipping of the Facility in furtherance of the Project, as reflected in the Application and as amended from time to time prior to the closing of the amended lease-leaseback transaction.

Section 2. The form and substance of a proposed inducement agreement (in substantially the form presented to this meeting) by and between the Agency and the Company setting forth the undertakings of the Agency and the Company with respect to the closing of the lease transaction, and the development of the Project (the "Agreement") is hereby approved. The Chairman of the Agency is hereby authorized, on behalf of the Agency, to execute and deliver the Agreement, with such changes in terms and form as the Chairman shall approve. The execution thereof by the Chairman shall constitute conclusive evidence of such approval.

Section 3. The Company is herewith and hereby appointed the agent of Agency for the purposes of the Project. The Company is hereby empowered to delegate its status as agent of the Agency to agents, subagents, contractors, subcontractors, materialmen, suppliers, vendors and such other parties as the Company may choose in furtherance of the Project. The terms and conditions for the

appointment of the Company as agent of the Agency for the purposes described in this resolution are set forth in the form of the attached letter addressed to the Company, marked as **Exhibit A** to this resolution. The form of such letter is incorporated herein by reference and is approved and adopted by the Agency, and the Chairman or Executive Director of the Agency or any other duly authorized official of the Agency are authorized to execute and deliver such letter to the Company. The Agency hereby appoints the agents, subagents, contractors, subcontractors, materialmen, vendors and suppliers of the Company as agents of the Agency solely for purposes of making sales or leases of goods, services, and supplies to the Project, and any such transaction between any agent, subagent, contractor, subcontractor, materialmen, vendor or supplier, and the Company, as agent of the Agency shall be deemed to be on behalf of the Agency and for the benefit of the Project. The Company shall indemnify the Agency with respect to any transaction of any kind between and among the agents, subagents, contractors, subcontractors, materialmen, vendors and/or suppliers and the Company, as agent of the Agency.

Section 4. Subject to the conditions set forth in Section 4.02 of the Agreement, the Agency shall (a) acquire a leasehold interest in the Equipment pursuant to the Equipment Lease; (b) lease the Equipment to the Company pursuant to the Equipment Leaseback Agreement, (c) assist the Company in its buildout and equipping of the Facility in furtherance of the Project and (d) provide financial assistance with respect thereto.

Section 5. The law firm of Bond, Schoeneck & King, PLLC is appointed "Transaction Counsel" in connection with the amended lease-leaseback transaction.

Section 6. Counsel to the Agency and Transaction Counsel are hereby authorized to work with counsel to the Company and others to prepare, for submission to the Agency, all documents necessary to effect the lease transaction.

Section 7. The Chairman of the Agency is hereby authorized and directed (i) to distribute copies of this resolution to the Company and (ii) to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 8.

This resolution shall take effect immediately.

STATE OF NEW YORK    )  
  : ss. ;  
COUNTY OF ONEIDA    )

I, the undersigned Secretary of the Oneida County Industrial Development Agency DO HEREBY CERTIFY THAT:

I have compared the foregoing copy of a resolution of the Oneida County Industrial Development Agency (the "Agency"), with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of such resolution and of the proceedings of the Agency in connection with such matter.

Such resolution was passed at a meeting of the Agency duly convened in public session on June 27, 2019 at eight a.m., local time, at Rome, New York which the following members were:

Members Present: Ferris Betrus, Michael Fitzgerald, David Grow, Kirk Hinman, Mary Faith Messenger, Eugene Quadraro, Steve Zogby.

EDGE Staff Present: S. DiMeo, S. Papale, M. Carney, T. Fitzgerald

Others Present: Linda Romano, Bond, Schoeneck & King; Rome Mayor Jackie Izzo; Mark Levitt and Jenna Peppenelli, Levitt & Gordon; David Hill, The Rome Sentinel; Tom Halstead, IBOE Local 158; Teresa Lynch and Tracy Coffman, Booz Allen Hamilton; Alex Figueras, Arthur Wood, Melissa Hudson, Wendy Schrader, Emily Keeney, and Charlie Otto, Mid-State Development Corporation/Vernon Downs; Michael Mullis, JM Mullis, Inc; Georges Bahri, Arco Design/Build; Teresa Bakner and Michelle Kennedy, Whiteman Osterman & Hanna; Steve Flint, Assured Information Security

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

Voting Aye

F. Betrus  
D. Grow  
K. Hinman  
M. Fitzgerald  
M.F. Messenger  
E. Quadraro  
S. Zogby

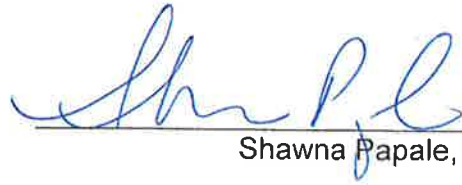
Voting Nay

and, therefore, the resolution was declared duly adopted.

The Agreement and the Application are in substantially the form presented to and approved at such meeting.

I FURTHER CERTIFY that (i) all members of the Agency had due notice of said meeting, (ii) pursuant to Sections 103a and 104 of the Public Officers Law (Open Meetings Law), said meeting was open to the general public and public notice of the time and place of said meeting was duly given in accordance with such Sections 103a and 104, (iii) the meeting in all respects was duly held, and (iv) there was a quorum present throughout.

IN WITNESS WHEREOF, I have hereunto set my hand this 14th day of May 2020.

A handwritten signature in blue ink, appearing to read "Shawna Papale", is written over a horizontal line. The signature is cursive and stylized.

Shawna Papale, Secretary



**EXHIBIT A**

**NOTICE OF PUBLIC HEARING**

NOTICE IS HEREBY GIVEN that a public hearing pursuant to Article 18-A of the New York State General Municipal Law, will be held by the Oneida County Industrial Development Agency (the "Agency") on the 14th day of August 2019 at 11:00 a.m., local time, at 584 Phoenix Drive, City of Rome, Oneida County, New York in connection with the following matters:

Booz Allen Hamilton Inc., on behalf of itself, its principals, or an entity to be formed on behalf of any of the foregoing (collectively, the "Company") has applied to the Agency to enter into a transaction in which the Agency will assist in renovations to the first floor of a 32,110± square foot building, comprised of 14,000± square feet (the "Improvements") situated on a 5.00± acre parcel of land located at the southwest corner of Hangar Road and Otis Street, Griffiss Business and Technology Park, City of Rome, Oneida County, New York (the "Land") and acquisition and installation of equipment in the Improvements (the "Equipment"), all for the purpose of supporting the aerospace market (the Land, the Improvements and the Equipment are referred to collectively as the "Facility" and the construction and equipping of the Improvements is referred to as the "Project"). The Facility will be initially operated and/or managed by the Company.

The Agency owns the Land and leases it to 99 Otis Street, LLC (the "Landlord") pursuant to a Lease Agreement, and the Landlord subleases the Facility to the Company pursuant to a Sublease Agreement. At the end of the lease term with the Landlord, the Agency will terminate its leasehold interest. The Agency contemplates that it will provide financial assistance to the Project in the form of exemptions from sales tax, which financial assistance is consistent with the Agency's Uniform Tax Exemption Policy.

A representative of the Agency will be at the above-stated time and place hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Company or the location or nature of the Facility. A copy of the Application for Financial Assistance filed by the Company with the Agency, including an analysis of the costs and benefits of the proposed Project, is available for public inspection at the offices of the Agency, 584 Phoenix Drive, Rome, New York.

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

Dated: \_\_\_\_\_, 2019

By: /s/ Shawna M. Papale, Executive Director

**LEGAL NOTICE  
NOTICE OF PUBLIC  
HEARING**

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ONEIDA COUNTY  
INDUSTRIAL

DEVELOPMENT AGENCY

Dated: July 30, 2019

By: /s/ Shawna M. Papale,

Executive Director

**State of New York }  
County of Oneida } ss:**

I, Michele Taylor,  
being sworn, says he/she is, and during the time hereinafter mentioned, was  
Legal Advertising Representative of the Rome Daily Sentinel,  
a newspaper printed and published in the County of Oneida, aforesaid; and that  
the annexed printed Notice was inserted and published in said Newspaper  
once/ commencing

on the 2nd day of August, 20 19

to wit: August 2nd

August 2nd, 20 19

Michele Taylor

Sworn to before me this 2nd day of August, 20 19

Eileen M. Pierson Notary Public

EILEEN M. PIERSON  
NOTARY PUBLIC, STATE OF NEW YORK  
No. 01PI6360556  
Qualified in Oneida County  
My Commission Expires June 19, 2021

Re: ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

STATE OF NEW YORK )  
 ) SS:  
COUNTY OF ONEIDA )

Laura S. Ruberto, being duly sworn, deposes and says:

On July 31, 2019 she deposited in a post office box regularly maintained by the United States Government in the City of Utica, New York, a copy of the Notice of Public Hearing to be held on the 14th day of August 2019 at 11:00 AM local time, at 584 Phoenix Drive, City of Rome, Oneida County, New York 13441 relating to the **Booz Allen Hamilton, Inc. Facility**, copies of said Notices are attached hereto and made a part hereof, to the following parties at their respective addresses set forth below:

Anthony J. Picente, Jr.  
Oneida County Executive  
Oneida County Office Building  
800 Park Avenue  
Utica, New York 13501

Paul Fitzpatrick, President  
Board of Education  
Rome City School District  
409 Bell Road  
Rome, New York 13440

Jacqueline M. Izzo, Mayor  
City of Rome  
198 North Washington Street  
Rome, New York 13440

Peter C. Blake  
Superintendent of Schools  
Rome City School District  
409 Bell Road  
Rome, New York 13440

  
Laura S. Ruberto

Sworn to before me this 3<sup>rd</sup>  
day of August 2019

  
\_\_\_\_\_  
Notary Public

LINDA E. ROMANO  
Notary Public, State of New York  
ONEIDA COUNTY  
Commission Expires Jan. 27, 2020

Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Secretary/  
Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

**OCIDA**



584 Phoenix Drive, Rome, New York 13441  
(315) 338-0393, fax (315) 338-5694  
[info@mvedge.org](mailto:info@mvedge.org); [www.mvedge.org](http://www.mvedge.org)

David C. Grow, Chairman  
Michael Fitzgerald, Vice Chairman  
Mary Faith Messenger, Treasurer

Ferris Betrus Jr.  
Kirk Hinman  
Eugene Quadraro  
Steven Zogby

July 31, 2019

Mr. Anthony J. Picente, Jr.  
Oneida County Executive  
Oneida County Office Building  
800 Park Avenue  
Utica, New York 13501

**Re: *Booz Allen Hamilton, Inc.***

Dear Sir:

On August 14, 2019 at 11:00 a.m., local time, at 584 Phoenix Drive, Rome, New York, the Oneida County Industrial Development Agency (the "Agency") will conduct a public hearing regarding a project for Booz Allen Hamilton, Inc. Attached is a copy of the Notice of Public Hearing describing the project and the financial assistance contemplated by the Agency. The Notice has been submitted to the *Daily Sentinel*, Rome, New York for publication.

You are welcome to attend such hearing at which time you will have an opportunity, both orally and in writing, to present your views with respect to the project. We are providing this notice to you, pursuant to Chapters 356 and 357 of the Laws of 1993, as the chief executive officer of an affected tax jurisdiction within which the project is located.

Should you desire to discuss this matter or if you have any questions concerning this notice please feel free to contact Shawna Papale at the Agency at telephone number 315-338-0393.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

By:

  
Shawna M. Papale, Executive Director

Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Secretary/  
Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

**OCIDA**



584 Phoenix Drive, Rome, New York 13441  
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[info@mvedge.org](mailto:info@mvedge.org); [www.mvedge.org](http://www.mvedge.org)

David C. Grow, Chairman  
Michael Fitzgerald, Vice Chairman  
Mary Faith Messenger, Treasurer

Ferris Betrus Jr.  
Kirk Hinman  
Eugene Quadraro  
Steven Zogby

July 31, 2019

Jacqueline M. Izzo, Mayor  
City of Rome  
198 North Washington Street  
Rome, New York 13440

**Re: *Booz Allen Hamilton, Inc.***

Dear Madam:

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ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

By:

  
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Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Secretary/  
Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
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David C. Grow, Chairman  
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Eugene Quadraro  
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July 31, 2019

Paul Fitzpatrick, President  
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Rome City School District  
409 Bell Road  
Rome, New York 13440

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Should you desire to discuss this matter or if you have any questions concerning this notice please feel free to contact Shawna Papale at the Agency at telephone number 315-338-0393.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

By:

  
Shawna M. Papale, Executive Director

c: Peter C. Blake, Superintendent of Schools  
David Dreidel, Director of Business and Finance

## NOTICE OF PUBLIC HEARING

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ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

Dated: July 30, 2019

By: /s/ Shawna M. Papale, Executive Director



EXHIBIT B

MINUTES OF PUBLIC HEARING

Oneida County Industrial Development Agency  
2019 Real Estate Lease Amendment  
Booz Allen Hamilton, Inc. Facility

1. Mark Kaucher, representing the Oneida County Industrial Development Agency (the "Agency"), called the hearing to order.
2. Mr. Kaucher also recorded the minutes of the hearing.
3. Mr. Kaucher then described the proposed project and related financial assistance as follows:

Booz Allen Hamilton Inc., on behalf of itself, its principals, or an entity to be formed on behalf of any of the foregoing (collectively, the "Company") has applied to the Agency to enter into a transaction in which the Agency will assist in renovations to the first floor of a 32,110± square foot building, comprised of 14,000± square feet (the "Improvements") situated on a 5.00± acre parcel of land located at the southwest corner of Hangar Road and Otis Street, Griffiss Business and Technology Park, City of Rome, Oneida County, New York (the "Land") and acquisition and installation of equipment in the Improvements (the "Equipment"), all for the purpose of supporting the aerospace market (the Land, the Improvements and the Equipment are referred to collectively as the "Facility" and the construction and equipping of the Improvements is referred to as the "Project"). The Facility will be initially operated and/or managed by the Company.

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4. Mr. Kaucher then opened up the hearing for comments from the floor for or against the proposed financial assistance and the location and nature of the Facility. Attached is a listing of the persons heard and a summary of their views.

*Mark Kaucher*

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Mark Kaucher

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

I, the undersigned Secretary of the Oneida County Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the foregoing copy of the minutes of a public hearing held by the Oneida County Industrial Development Agency (the "Issuer") on \_\_\_\_\_, 2019 at \_\_\_\_\_ a.m. local time, at 584 Phoenix Drive, Rome, New York 13441 with the original thereof on file in the office of the Issuer, and that the same is a true and correct copy of the minutes in connection with such matter.

I FURTHER CERTIFY that (i) pursuant to Title 1 of Article 18-A of the New York General Municipal Law, said hearing was open to the general public, and public notice of the time and place of said hearing was duly given in accordance with such Title 1 of Article 18-A, (ii) the hearing in all respects was duly held, and (iii) members of the public had an opportunity to be heard.

IN WITNESS WHEREOF, I have hereunto set my hand as of May 14, 2020.

  
\_\_\_\_\_  
Secretary

EXHIBIT C

(To be copied onto IDA letterhead and delivered  
to the Company, when appropriate.)

\_\_\_\_\_ 2019

Teresa J. Lynch, Senior Associate  
Booz Allen Hamilton, Inc.  
8283 Greensboro Drive  
McLean, Virginia 22102

RE: *Oneida County Industrial Development Agency  
2019 Equipment Lease-Leaseback  
(Booz Allen Hamilton, Inc. Project)*

Dear Ms. Lynch:

Pursuant to a resolution duly adopted on June 27, 2019, Oneida County Industrial Development Agency (the "Agency") appointed Booz Allen Hamilton Inc. and/or an entity formed or to be formed on its behalf (collectively, the "Company") its agent in connection with a transaction in which the Agency will assist in the buildout of the first floor of a 32,110± square foot building (the "Existing Improvements"), comprised of 14,000± square feet (the "Improvements") situated on a 5.00± acre parcel of land located at 99 Otis Street, Griffiss Business and Technology Park, City of Rome, Oneida County, New York (the "Land") and acquisition and installation of machinery, equipment, furnishings, fixtures, apparatus, building materials and other tangible personal property in the Improvements (the "Equipment"), all for the purpose of supporting the aerospace market (the Land, the Improvements and the Equipment are referred to collectively as the "Facility" and the constructing, reconstructing, improving, maintaining, equipping and furnishing of the Improvements is referred to as the "Project").

This appointment includes authority to purchase on behalf of the Agency all Equipment to be incorporated into and made an integral part of the Facility in connection with the Project, and the following activities as they relate to any construction, reconstruction, improvement, maintenance, equipping, furnishing and completion of the Project, whether or not any Equipment described below is incorporated into or becomes an integral part of the Facility: (i) all purchases, leases, rentals and other uses of Equipment in connection with Project construction, reconstruction, improvement, maintenance, equipping, furnishing and completion (ii) all purchases, rentals, uses or consumption of Equipment and services of every kind and description used in connection with the Project and (iii) all purchases, leases, rentals and uses of Equipment (including installation costs), installed or placed in, upon or under such building, including all repairs and replacements of such Equipment.

The Agency will appoint the Company as its only direct agent for the Project. The agency appointment includes the power of the Company to delegate such agency appointment, in whole or in part, to agents, subagents, contractors, subcontractors, materialmen, suppliers and vendors of the Company and to such other parties as the Company chooses so long as they are engaged, directly or indirectly, in the activities hereinbefore described. Please advise the Executive Director of the Agency if you wish to appoint a contractor or other subagent, and the Agency will issue an ST-60 to that party.

In exercising this agency appointment, you and each of your properly appointed agents and subagents must claim the sales tax exemption for all purchases by giving your vendors New York State Form ST-123. The supplier or vendor should identify the Facility on each bill or invoice as the "**Booz Allen Hamilton, Inc. Facility**" and indicate thereon that the Company, its agents, subagents, contractors and subcontractors acted as agent for the Agency in making the purchase.

You and each of your agents, subagents, contractors and/or subcontractors claiming a sales tax exemption in connection with the Facility must complete a New York State Department of Taxation and Finance Form ST-60. Original copies of each completed Form ST-60 must be delivered to the Agency within five (5) days of the appointment of each of your agents, subagents, contractors or subcontractors. Any agent, subagent, contractor or subcontractors of the Company which delivers completed Form ST-60 to the Agency will be deemed to be the agent, subagent, contractor or subcontractor of the Agency for purposes of constructing and equipping the Facility, and shall only then be authorized to use Form ST-123 as described above. Failure to comply with these requirements may result in loss of sales tax exemptions for the Facility.

It is important to note that contractors and subcontractors who have not been appointed subagent cannot use the sales tax exemption for equipment rental, tools, supplies and other items that do not become part of the finished project. Contractors and subcontractors must be appointed as agent or sub-agent of the Agency to use the Agency sales tax exemption for these purchases. Contractors and subcontractors who have not been appointed a subagent and are making purchases that would otherwise be exempt outside of the Agency's interest in the Facility must claim the sales tax exemption for renovation materials by giving their vendors a completed "Contractor Exempt Purchase Certificate" (Form ST-120.1) checking box (a).

The aforesaid appointment of the Company as agent of the Agency for the purposes of the project shall expire at the earlier of (a) the completion of such activities and improvements, or (b) June 27, 2020, provided, however, such appointment may be extended at the discretion of the Agency, upon the written request of the Company if such activities and improvements are not completed by such time, and further provided that the Agency shall not unreasonably withhold its consent to the extension of such appointment.

Based upon representations made by the Company, the value of the sales tax to be abated relating to the Project is estimated at \$200,000.00; the value of sales tax exemptions authorized by the Agency is not to exceed \$220,000.00. The Agency is

required by law to recapture any New York State sales tax exemptions claimed by the Company that exceed (a) \$100,000.00 between June 27, 2019 and the date of the public hearing; or (b) \$220,000.00 for purchases made relating to the Project in the aggregate.

You should be aware that the New York State General Municipal Law requires you to file an Annual Statement (Form ST-340) with the New York State Department of Taxation and Finance regarding the value of sales tax exemptions you, your agents, consultants or subcontractors have claimed pursuant to the authority we have conferred on you with respect to the Project. We are providing a form of a worksheet for you to track all exempt purchases made in completing the Project, using Forms ST-123 or Form ST-120.1. Please provide the Agency with a copy of Form ST-340 along with your annual report to the Agency and this worksheet. The penalty for failure to file such statement, or to provide a copy to the Agency, is the removal of your authority to act as an agent.

If, for some reason, this transaction never closes, you will be liable for payment of the sales tax, if applicable and you are not otherwise exempt, on all materials purchased.

Please sign and return a copy of this letter for our files. The Agency will issue and deliver Form ST-60 to you upon receipt of this signed agency appointment letter. The Agency reserves the right to issue a revised agency appointment letter with respect to the process for utilizing and reporting exemptions hereunder.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

By: 

Name Shawna M. Papale

Title: Executive Director

ACCEPTED & AGREED:

BOOZ ALLEN HAMILTON, INC.

By: \_\_\_\_\_

Name:

Title:

Anthony J. Picente Jr.  
County Executive

Shawna M. Papale  
Secretary/Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY



584 Phoenix Drive,  
Rome, New York 13441-4105  
(315) 338-0393, fax (315) 338-5694  
[info@mvedge.org](mailto:info@mvedge.org) [www.mvedge.org](http://www.mvedge.org)

David C. Grow  
Chairman

Michael Fitzgerald  
Vice Chairperson

Mary Faith Messenger  
Treasurer

Ferris Betrus, Jr.  
Kirk Hinman  
Eugene Quadraro  
Stephen Zogby

October 18, 2019

Stephen Bell, Director of Corporate Tax  
Booz Allen Hamilton Inc.  
8283 Greensboro Drive  
McLean, Virginia 22102

RE: *Oneida County Industrial Development Agency  
2019 Equipment Lease-Leaseback  
(Booz Allen Hamilton Inc. Project)*

Dear Mr. Bell:

Pursuant to a resolution duly adopted on June 27, 2019, Oneida County Industrial Development Agency (the "Agency") appointed Booz Allen Hamilton Inc. and/or an entity formed or to be formed on its behalf (collectively, the "Company") its agent in connection with a transaction in which the Agency will assist in the build-out of the first floor of a 32,110± square foot building, comprised of 14,000± square feet (the "Improvements") situated on a 5.00± acre parcel of land located at 99 Otis Street, Griffiss Business and Technology Park, City of Rome, Oneida County, New York (the "Land") and acquisition and installation of equipment and furniture in the Improvements (the "Equipment"), all for the purpose of supporting the aerospace market (the Land, the Improvements and the Equipment are referred to collectively as the "Facility" and the renovation and equipping of the Improvements is referred to as the "Project").

This appointment includes authority to purchase on behalf of the Agency all materials to be incorporated into and made an integral part of the Facility in connection with the Project, and the following activities as they relate to any construction, renovation, equipping and completion of any buildings, whether or not any materials, equipment or supplies described below are incorporated into or become an integral part of such buildings: (i) all purchases, leases, rentals and other uses of tools, machinery and equipment in connection with construction, renovation and equipping (ii) all purchases, rentals, uses or consumption of supplies, materials and services of every kind and description used in connection with construction, renovation and equipping and (iii) all purchases, leases, rentals and uses of equipment, machinery, and other tangible personal property (including installation costs), installed or placed in, upon or under such building, including all repairs and replacements of such property.

The Agency will appoint the Company as its only direct agent for the Project. The agency appointment includes the power of the Company to delegate such agency appointment, in whole or in part, to agents, subagents, contractors, subcontractors, materialmen, suppliers and vendors of the Company and to such other parties as the Company chooses so long as they are engaged, directly or indirectly, in the activities hereinbefore described. Please advise the Executive Director of the Agency if you wish to appoint a contractor or other subagent, and the Agency will issue an ST-60 to that party.

In exercising this agency appointment, you and each of your properly appointed agents and subagents must claim the sales tax exemption for all purchases by giving your vendors New York State Form ST-123. The supplier or vendor should identify the Facility on each bill or invoice as the "**Booz Allen Hamilton Inc. Facility**" and indicate thereon that the Company, its agents, subagents, contractors and subcontractors acted as agent for the Agency in making the purchase.

You and each of your agents, subagents, contractors and/or subcontractors claiming a sales tax exemption in connection with the Facility must complete a New York State Department of Taxation and Finance Form ST-60. Original copies of each completed Form ST-60 must be delivered to the Agency within five (5) days of the appointment of each of your agents, subagents, contractors or subcontractors. Any agent, subagent, contractor or subcontractors of the Company which delivers completed Form ST-60 to the Agency will be deemed to be the agent, subagent, contractor or subcontractor of the Agency for purposes of constructing and equipping the Facility, and shall only then be authorized to use Form ST-123 as described above. Failure to comply with these requirements may result in loss of sales tax exemptions for the Facility.

It is important to note that contractors and subcontractors who have not been appointed subagent cannot use the sales tax exemption for equipment rental, tools, supplies and other items that do not become part of the finished project. Contractors and subcontractors must be appointed as agent or sub-agent of the Agency to use the Agency sales tax exemption for these purchases. Contractors and subcontractors who have not been appointed a subagent and are making purchases that would otherwise be exempt outside of the Agency's interest in the Facility must claim the sales tax exemption for renovation materials by giving their vendors a completed "Contractor Exempt Purchase Certificate" (Form ST-120.1) checking box (a).

The aforesaid appointment of the Company as agent of the Agency to renovate and equip the Facility shall expire at the earlier of (a) the completion of such activities and improvements, or (b) October 18, 2020, provided, however, such appointment may be extended at the discretion of the Agency, upon the written request of the Company if such activities and improvements are not completed by such time, and further provided that the Agency shall not unreasonably withhold its consent to the extension of such appointment.

Based upon representations made by the Company, the value of the sales tax to be abated relating to the renovation and equipping of the Facility is estimated at \$200,000.00; the value of sales tax exemptions authorized by the Agency is not to exceed \$220,000.00. The Agency is required by law to recapture any New York State sales tax exemptions claimed by the Company that exceed (a) \$100,000.00 between June 27, 2019 and the



date of the public hearing; or (b) \$220,000.00 for purchases made relating to the Project in the aggregate.

**Pursuant to a resolution duly adopted on September 27, 2019, the Agency authorized a partial exemption issued prior to closing the lease-leaseback transaction. The value of the sales tax exemption issued under this letter is limited to \$72,187.50 and the Agency will issue a letter for the full value of the exemption at the closing of the lease-leaseback transaction.**

You should be aware that the New York State General Municipal Law requires you to file an Annual Statement (Form ST-340) with the New York State Department of Taxation and Finance regarding the value of sales tax exemptions you, your agents, consultants or subcontractors have claimed pursuant to the authority we have conferred on you with respect to the Project. We are providing a form of a worksheet for you to track all exempt purchases made in completing the Project, using Forms ST-123 or Form ST-120.1. Please provide the Agency with a copy of Form ST-340 along with your annual report to the Agency and this worksheet. The penalty for failure to file such statement, or to provide a copy to the Agency, is the removal of your authority to act as an agent.

If, for some reason, this transaction never closes, you will be liable for payment of the sales tax, if applicable and you are not otherwise exempt, on all materials purchased.

Please sign and return a copy of this letter for our files. The Agency will issue and deliver Form ST-60 to you upon receipt of this signed agency appointment letter. The Agency reserves the right to issue a revised agency appointment letter with respect to the process for utilizing and reporting exemptions hereunder.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

By: 

Name Shawna M. Papale  
Title: Executive Director

ACCEPTED & AGREED:

BOOZ ALLEN HAMILTON INC.

By: 

Name: Stephen Bell

Title: Principal, Director of Tax

Re: ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

STATE OF NEW YORK )  
 ) SS:  
COUNTY OF ONEIDA )

Laura S. Ruberto, being duly sworn, deposes and says:

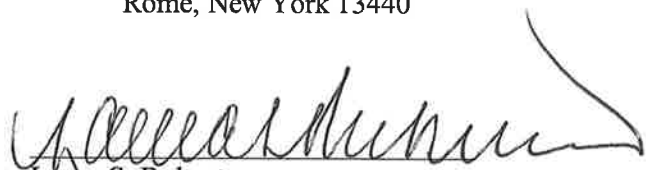
On July 31, 2019 she deposited in a post office box regularly maintained by the United States Government in the City of Utica, New York, a copy of the Notice of Public Hearing to be held on the 14th day of August 2019 at 11:00 AM local time, at 584 Phoenix Drive, City of Rome, Oneida County, New York 13441 relating to the **Booz Allen Hamilton, Inc. Facility**, copies of said Notices are attached hereto and made a part hereof, to the following parties at their respective addresses set forth below:

Anthony J. Picente, Jr.  
Oneida County Executive  
Oneida County Office Building  
800 Park Avenue  
Utica, New York 13501

Paul Fitzpatrick, President  
Board of Education  
Rome City School District  
409 Bell Road  
Rome, New York 13440

Jacqueline M. Izzo, Mayor  
City of Rome  
198 North Washington Street  
Rome, New York 13440

Peter C. Blake  
Superintendent of Schools  
Rome City School District  
409 Bell Road  
Rome, New York 13440

  
Laura S. Ruberto

Sworn to before me this 3<sup>rd</sup>  
day of August 2019

  
Notary Public

LINDA E. ROMANO  
Notary Public, State of New York  
ONEIDA COUNTY  
Commission Expires Jan. 27, 2020

Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Secretary/  
Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

**OCIDA**



584 Phoenix Drive, Rome, New York 13441  
(315) 338-0393, fax (315) 338-5694  
[info@mvedge.org](mailto:info@mvedge.org); [www.mvedge.org](http://www.mvedge.org)

David C. Grow, Chairman  
Michael Fitzgerald, Vice Chairman  
Mary Faith Messenger, Treasurer

Ferris Betrus Jr.  
Kirk Hinman  
Eugene Quadraro  
Steven Zogby

July 31, 2019

Mr. Anthony J. Picente, Jr.  
Oneida County Executive  
Oneida County Office Building  
800 Park Avenue  
Utica, New York 13501

**Re: *Booz Allen Hamilton, Inc.***

Dear Sir:

On August 14, 2019 at 11:00 a.m., local time, at 584 Phoenix Drive, Rome, New York, the Oneida County Industrial Development Agency (the "Agency") will conduct a public hearing regarding a project for Booz Allen Hamilton, Inc. Attached is a copy of the Notice of Public Hearing describing the project and the financial assistance contemplated by the Agency. The Notice has been submitted to the *Daily Sentinel*, Rome, New York for publication.

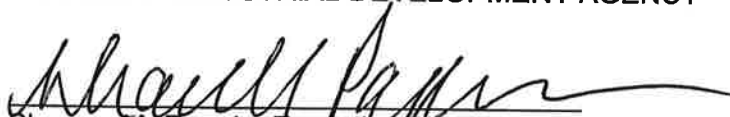
You are welcome to attend such hearing at which time you will have an opportunity, both orally and in writing, to present your views with respect to the project. We are providing this notice to you, pursuant to Chapters 356 and 357 of the Laws of 1993, as the chief executive officer of an affected tax jurisdiction within which the project is located.

Should you desire to discuss this matter or if you have any questions concerning this notice please feel free to contact Shawna Papale at the Agency at telephone number 315-338-0393.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

By:

  
Shawna M. Papale, Executive Director

Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Secretary/  
Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
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David C. Grow, Chairman  
Michael Fitzgerald, Vice Chairman  
Mary Faith Messenger, Treasurer

Ferris Betrus Jr.  
Kirk Hinman  
Eugene Quadraro  
Steven Zogby

July 31, 2019

Jacqueline M. Izzo, Mayor  
City of Rome  
198 North Washington Street  
Rome, New York 13440

**Re: *Booz Allen Hamilton, Inc.***

Dear Madam:

On August 14, 2019 at 11:00 a.m., local time, at 584 Phoenix Drive, Rome, New York, the Oneida County Industrial Development Agency (the "Agency") will conduct a public hearing regarding a project for Booz Allen Hamilton, Inc. Attached is a copy of the Notice of Public Hearing describing the project and the financial assistance contemplated by the Agency. The Notice has been submitted to the *Daily Sentinel*, Rome, New York for publication.

You are welcome to attend such hearing at which time you will have an opportunity, both orally and in writing, to present your views with respect to the project. We are providing this notice to you, pursuant to Chapters 356 and 357 of the Laws of 1993, as the chief executive officer of an affected tax jurisdiction within which the project is located.

Should you desire to discuss this matter or if you have any questions concerning this notice please feel free to contact Shawna Papale at the Agency at telephone number 315-338-0393.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

By:

  
Shawna M. Papale, Executive Director

Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Secretary/  
Executive Director

Jennifer Waters  
Assistant Secretary

ONEIDA COUNTY INDUSTRIAL  
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Ferris Betrus Jr.  
Kirk Hinman  
Eugene Quadraro  
Steven Zogby

July 31, 2019

Paul Fitzpatrick, President  
Board of Education  
Rome City School District  
409 Bell Road  
Rome, New York 13440

**Re: *Booz Allen Hamilton, Inc.***

Dear Sir:

On August 14, 2019 at 11:00 a.m., local time, at 584 Phoenix Drive, Rome, New York, the Oneida County Industrial Development Agency (the "Agency") will conduct a public hearing regarding a project for Booz Allen Hamilton, Inc. Attached is a copy of the Notice of Public Hearing describing the project and the financial assistance contemplated by the Agency. The Notice has been submitted to the *Daily Sentinel*, Rome, New York for publication.

You are welcome to attend such hearing at which time you will have an opportunity, both orally and in writing, to present your views with respect to the project. We are providing this notice to you, pursuant to Chapters 356 and 357 of the Laws of 1993, as the chief executive officer of an affected tax jurisdiction within which the project is located.

Should you desire to discuss this matter or if you have any questions concerning this notice please feel free to contact Shawna Papale at the Agency at telephone number 315-338-0393.

Very truly yours,

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

By:

  
Shawna M. Papale, Executive Director

c: Peter C. Blake, Superintendent of Schools  
David Dreidel, Director of Business and Finance

## NOTICE OF PUBLIC HEARING

NOTICE IS HEREBY GIVEN that a public hearing pursuant to Article 18-A of the New York State General Municipal Law, will be held by the Oneida County Industrial Development Agency (the "Agency") on the 14th day of August 2019 at 11:00 a.m., local time, at 584 Phoenix Drive, City of Rome, Oneida County, New York in connection with the following matters:

Booz Allen Hamilton Inc., on behalf of itself, its principals, or an entity to be formed on behalf of any of the foregoing (collectively, the "Company") has applied to the Agency to enter into a transaction in which the Agency will assist in renovations to the first floor of a 32,110± square foot building, comprised of 14,000± square feet (the "Improvements") situated on a 5.00± acre parcel of land located at the southwest corner of Hangar Road and Otis Street, Griffiss Business and Technology Park, City of Rome, Oneida County, New York (the "Land") and acquisition and installation of equipment in the Improvements (the "Equipment"), all for the purpose of supporting the aerospace market (the Land, the Improvements and the Equipment are referred to collectively as the "Facility" and the construction and equipping of the Improvements is referred to as the "Project"). The Facility will be initially operated and/or managed by the Company.

The Agency owns the Land and leases it to 99 Otis Street, LLC (the "Landlord") pursuant to a Lease Agreement, and the Landlord subleases the Facility to the Company pursuant to a Sublease Agreement. At the end of the lease term with the Landlord, the Agency will terminate its leasehold interest. The Agency contemplates that it will provide financial assistance to the Project in the form of exemptions from sales tax, which financial assistance is consistent with the Agency's Uniform Tax Exemption Policy.

A representative of the Agency will at the above-stated time and place hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Company or the location or nature of the Facility. A copy of the Application for Financial Assistance filed by the Company with the Agency, including an analysis of the costs and benefits of the proposed Project, is available for public inspection at the offices of the Agency, 584 Phoenix Drive, Rome, New York.

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

Dated: July 30, 2019

By: /s/ Shawna M. Papale, Executive Director

## Oneida County Industrial Development Project Memo

**Date:** October 14, 2019

**Applicant:** **Booz Allen Hamilton**

**Project Name:** **99 Otis Street Office Fit-out**

**Project Address:** 99 Otis St. Rome, NY

### **REQUEST**

The company is requesting:

- (1) Pre-Agency-closing sales tax exemption status on required expenditures over the next 45-day period for furniture (\$500,000 estimated) and construction fit-out materials (\$250,000).

Total estimated interim sales tax exemption value, including 10% overage allowance: **\$72,187.50**

### **Total Overall Project Incentives Estimated Value**

- (1) **Sales Tax Exemption: \$ 220,000 including 10% overage allowance**