

ONEIDA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY

OCIDA



APPLICATION FOR FINANCIAL ASSISTANCE

Oneida County Industrial Development Agency

584 Phoenix Drive
Rome, New York 13441-1405
(315) 338-0393 telephone
(315) 338-5694 fax

Shawna M. Papale, Executive Director

A non-refundable Application fee of \$500 must be submitted at the time of application along with a \$1,000 Commitment fee; the \$1,000 Commitment fee will be applied to closing fees.

*Please submit the original and two (2) copies of the **signed and notarized** application, and **signed** SEQR form with the above fees. A Cost Benefit Analysis (CBA) will be completed by the Agency based on information from this application. Consult with the Agency on the CBA before submitting the final application. Please also deliver an electronic copy of all information.*

All applications must be submitted at least 10 days prior to meeting.

FGI - 2021 Expansion Phase II

Project Name

Project Number (to be provided by the agency)

Date of Submission

April 20, 2021

Note to Applicant:

The information requested by this application is necessary to determine the eligibility of your project for Agency benefits. Please answer **all** questions, inserting "none" or "not applicable" where appropriate. If you are providing an estimate, please indicate by inserting "est" after the figure. **Attach additional sheets if more space is needed for a response than is provided.**

Return the original signed and notarized application and two copies with a **check in the amount of \$1,500 made payable to: Oneida County Industrial Development Agency (OCIDA), 584 Phoenix Drive, Rome, New York 13441-1405, Attn.: Shawna M. Papale, Executive Director.** \$1,000 will be applied at closing against the IDA legal fees. In addition, an electronic version of the application (signed), and SEQR form (signed), to spapale@mvedge.org.

Upon the submission of this application to OCIDA, this applicant becomes a public document. Be advised that any action brought before the OCIDA is public information. All agendas for OCIDA are issued prior to full agency meetings and posted in public domain. **If there is information that the applicant feels is proprietary, please identify as such and that information will be treated confidentially to the extent permitted by law.**

By signing and submitting this Application, the Applicant acknowledges that it received a copy of the Uniform Tax Exemption Policy and the Oneida County IDA Penalty for Failure to Meet Employment Levels as adopted by the Agency and Agency Memorandums pertaining to the benefits of projects financed through the Agency.

A project financed through the Agency involves the preparation and execution of significant legal documents. Please consult with an attorney before signing any documents in connection with the proposed project. You will receive an engagement letter from the OCIDA legal counsel. You will be asked to sign the engagement letter acknowledging you will be responsible for all legal fees of OCIDA legal counsel and that you understand the process. Should you not close and legal services have been rendered by the OCIDA legal counsel, your company will be responsible for those costs.

If your project requires a public hearing, a representative of the applicant is required to be present. A date will be coordinated by the OCIDA legal counsel.

If you have questions how to calculate your company's IDA application fee please consult with the Memorandum to Companies Sale – Leaseback Transactions or please contact the IDA Executive Director.

Part I: Applicant Information

Note: In responding to the following questions, please keep in mind that the Applicant will be party to all of the documents and is the individual or if entity will be formed which will receive the actual financial assistance from the Agency.

Applicant

1(a) Applicant's Legal Name: The Fountainhead Group, Inc.
1(b) Principal Address: 23 Garden Street
New York Mills, New York 13417

1(c) Telephone/Facsimile Numbers: Phone: 315-736-0037
Facsimile: 315-768-4220

1(d) Email Address: mwuest@thefgi.com

1(e) Federal Identification Number: 04-3686486

1(f) Contact Person: Mary Wuest

1(g) Is the Applicant a Corporation: If Yes, Public Private
If public, on which exchange is it listed?

- Subchapter S
- Sole Proprietorship
- General Partnership
- Limited Partnership
- Limited Liability Corporation/Partnership
- Single-Member LLC (name and EIN below):

Name: _____
EIN #: _____

- DISC
- Other(specify) _____

1(h) State of Organization (if applicable) Delaware

Applicant's Stockholders, Members, Directors and Officers, Partners

2(a) Provide the following information with respect to parties with 15% or more in equity holdings:

<u>Name</u>	<u>Address</u>	<u>Percentage of Ownership</u>
John F. Romano	32 Oakwood Drive, New Hartford, NY 13413	80.0%

2(b) Is the Applicant, or any of the individuals listed in 2(a) above, related directly or indirectly to any other entity by more than 50% common ownership? **If Yes**, indicate name of such entity and the relationship. Yes No

Auto Specialist	51%
PARCO Properties, Inc.	89%
Stecdunco LLC	100%
Midwest Blow Molding	100%
Solo Scientific	70%

2(c) Is the Applicant affiliated with any other entity, directly or indirectly, other than as listed in the response to 2(a) above? **If Yes**, please indicate name and relationship of such other entity and the address thereof: Yes No

Applicant's Counsel and Accountant

3(a) Applicant's Attorney

Name/Title: Courtney Wellar, Esq.
Firm: _____
Address: 1234 James St, Unit 4
Syracuse, New York 13203
Telephone/Fax: 315-457-3046
Email: cwellar@outlook.com

3(b) Applicant's Accountant

Name/Title: Victor Vaccaro/Partner
Firm: Dannible & McKee. LLP
Address: 221 S. Warren Street
Syracuse, New York 13202
Telephone/Fax: 315-472-9127 P/315-472-0026 F
Email: vvaccaro@dmcpas.com

Business Description

4(a) Describe the nature of your business and principal products and/or services.
Attach additional sheets if necessary.

The company was founded in 1888 by D.B. Smith to invent agricultural sprayers. In 1973, the Fountainhead Group Inc. (FGI) purchased the company and continues to operate today with two manufacturing facilities located in NY state. FGI is a global operation with offices and/or manufacturing capabilities in NY, OH, China and IL. The company is a leading innovator in liquid applicator technologies and designs, manufactures, assemblies and distributes a variety of compressed air sprayers for both the consumer and commercial lawn and garden markets utilizing several licenses for branding such as Roundup, Husqvarna, Scotts, Black & Decker, DeWalt and Craftsman. The company is also a leader in the manufacture of insect foggers for consumer and professional markets utilizing Black Flag, Cutter and Repel brands. The company is also a leader in manufacturing Indian & FEDCO Fire Pumps to support the forestry industry.

Part II: Project Information

5(a) Explain your project in detail. This description should include explanation of all activities which will occur due to this project. Attach additional sheets if necessary.

To support the significant growth achieved over the last several years and to support future growth, the company developed a strategic plan that would allow them to meet those growth initiatives. The key component of the plan was the need for warehouse space (the company currently leases space in three locations). The company made an exhaustive search for space over the last several years but was unable to find contiguous warehouse space in the surrounding area. We hoped to expand our warehouse space in Oneida county but an adequate site could not be identified. As a result, we began the process of constructing a 195,000 square foot warehouse in Herkimer county which is Phase 1 of our expansion. The new warehouse will replace current leased spaces in Oneida & Oswego county as well as allow us to move into Phase II of the plan. The Expansion Phase II project will allow us to repurpose 75,000 square feet of warehouse space freed up by Phase I at the NYM's facility to expand FGI's manufacturing, assembly, and research and development to increase capacity, improve process flow, reduce scrap, etc. The continued investment in R&D allows us to maintain a leadership role in the lawn & garden market. The project will include the purchase of new equipment and upgrades to existing equipment, office renovations, and improvements to the ventilation system in the manufacturing space.

Reasons for Project

6(a) Please explain in detail why you want to undertake this project.

This expansion is critical to our success. This project enables FGI to expand its manufacturing space by 75,000 SF at 23 Garden St, NYM, NY, by moving its warehouse distribution to a single location to a newly constructed warehouse in Herkimer county. This allows us to reconfigure the current warehouse space in NYM to manufacturing and assembly to increase capacity and improve product flow, minimize scrap, etc. which are necessary to remain competitive and viable. Furthermore, by retaining 185 jobs in the New York Mills facility (216 in all of New York), the project preserves entry-level employment and advancement opportunities for our region's most vulnerable populations. The regional plan for economic sustainability and social mobility depends upon employers like us, who invest in future of our refugee population and underemployed workers.

The company currently has over 50 temporary positions filled through various local agencies. This project will help to secure the transition of approx 20% (or 10 positions) of those positions into full-time employment through the company as well as create an additional 7 positions for a total increase of 17 positions in New York Mills.

6(b) Why are you requesting the involvement of the Agency in your project?

This project requires substantial capital investments. The PILOT will offer a reduction in property taxes helping us to finance the expansion and increase employment by approximately 17 employees. The additional positions will include professional, administrative and production jobs.

6(c) Please confirm by checking the box below, if there is the likelihood that the Project would not be undertaken **BUT FOR** the Financial Assistance provided by the Agency.

Yes No

If the Project could be undertaken without Financial Assistance provided by the Agency, ("**No**" is checked above) then provide a statement in the space provided below indicating why the Agency should approve the requested assistance:

Without the PILOT, we will need to limit our capital expenditures and our research & development in the upcoming years. We are currently considered a subject matter expert in the field by such companies as ACE, LOWES and HOME Depot as a result of the new and innovative products we bring to market. A cut back in R&D could impact our position.

How will the Applicant's plans be affected or scaled back if Agency approval is not granted?

Without the PILOT, we will need to limit our capital expenditures and our research & development in the upcoming years. We are currently considered a subject matter expert in the field by such companies as ACE, LOWES and HOME Depot as a result of the new and innovative products we bring to market. A cut back in R&D could impact the company's growth over the next several years.

6(d) Is the proposed project reasonably necessary to discourage the Applicant from removing such other plant or facility to a location outside the State of New York?

Yes No **If yes, please explain briefly.**

6(e) Will financing by the Agency result in the removal or abandonment of a plant or other facility of the applicant or any related entity presently located in another area of New York State?

Yes No

If Yes, is the proposed project reasonably necessary to preserve the competitive position of the Applicant in its respective industry? Yes No

If Yes, please provide a statement and evidence supporting the same. Include the name of all taxing jurisdictions in which the abandoned facility or plant lies, and whether Applicant has had any discussions with said taxing jurisdictions regarding the abandonment. Please provide as much detail as possible.

6(f) Has the Applicant or any related entity previously secured financial assistance in Oneida County (whether through the Agency, the Empire State Development Corporation, or any other entity) ? Yes No

If Yes, please explain (indicate date of benefit, location of facility and outstanding balance).

2018 - \$2,400,000 grant from the Empire State Development Corporation for the construction of a new warehouse (Phase I) and for improvements at New York Mills facility (Phase II). The new warehouse construction should begin in May 2021. This was moved to Herkimer county.
 2009 - PILOT for 23 Garden st, NYM, NY (amendment to 1993 PILOT)
 1993 - PILOT for 23 Garden St, NYM, NY

6(g) Has the Applicant or any related entity secured financial assistance anywhere within the United States within the last 90 days or does the Applicant or any related entity anticipate receiving financial assistance within the next 90 days? Yes No
If Yes, please explain.

2018, \$2,400,000 grant from the Empire State Development Corporation to construct new warehouse.
 Future assistance:
 Herkimer County IDA - 200,000 square foot warehouse (Phase I of the project) will provide a PILOT, mortgage tax relief and sales tax exemptions on the construction

6(h) Check all categories best describing the type of project for all end users at project site (you may check more than one; if checking more than one indicate percentage of square footage the use represents):

Please provide percentage of sq. footage for each use (if more than one category):

<input checked="" type="checkbox"/> Manufacturing	50	%
<input checked="" type="checkbox"/> Industrial Assembly or Service	25	%
<input checked="" type="checkbox"/> Back office operations	15	%
<input checked="" type="checkbox"/> Research and Development	0	%
<input checked="" type="checkbox"/> Technology/Cybersecurity	0	%
<input checked="" type="checkbox"/> Warehousing	10	%
<input type="checkbox"/> Commercial or Recreational		%
<input type="checkbox"/> Retail		%
<input type="checkbox"/> Residential housing (specify) _____		%
<input type="checkbox"/> Pollution Control (specify) _____		%
<input type="checkbox"/> Environmental (e.g., Brownfield) (specify) _____		%
<input type="checkbox"/> Other (specify ie; renewable energy) _____		%

6(i) Check all categories best describing the **scope of the project**:

- Acquisition of land
- Acquisition of existing building
- Renovations to existing building
- Construction of addition to existing building
- Demolition of existing building or part of building
- Construction of a new building
- Acquisition of machinery and/or equipment
- Installation of machinery and/or equipment
- Other (specify) _____

6(j) Please indicate the financial assistance you are requesting of the Agency, and provide the estimated value of said assistance. Attach a sheet labeled Annual PILOT that shows the annual utilization of the Real Property Tax Abatement by year and by taxing jurisdiction (PLEASE CONSULT WITH IDA STAFF ON PILOT CALCULATIONS).

<u>Assistance Requested</u>	<u>Estimated Values</u>
<input checked="" type="checkbox"/> Real Property Tax Abatement (value of PILOT savings)	\$ <u>554,000</u>
<input type="checkbox"/> Mortgage Tax Exemption (.75%) \$ _____	
Amount of mortgage: \$ _____	
<input checked="" type="checkbox"/> Sales and Use Tax Exemption ** (8.75%) \$ <u>97,475</u>	
Value of goods/services to be exempted from sales tax: \$ <u>1,114,000</u>	
<input type="checkbox"/> Issuance by the Agency of Tax Exempt Bonds(bond dollar value)\$ _____	

TOTAL EXEMPTION ASSISTANCE REQUESTED: \$ 651,475

Is the financial assistance requested by the Applicant consistent with the IDA's Uniform Tax Exemption Policy? Yes No

If No, please provide a written statement describing the financial assistance being requested and detailing the reasons the IDA should consider deviating from its Policy.

We are requesting a standard manufacturing PILOT on the entire assessed value. This project enables FGI to expand its manufacturing space by 75,000 SF at 23 Garden St, NYM, NY. This allows us to reconfigure the current warehouse space in NYM to manufacturing and assembly to increase capacity and improve product flow, minimize scrap, etc. which are necessary to remain competitive and viable. By retaining 185 jobs in the New Mills facility (216 in all of New York), the project preserves entry-level employment and advancement opportunities for our region's most vulnerable populations.

**** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents will include a covenant by the Applicant that the estimate, above, represents the maximum amount of sales and use tax benefit currently authorized by the Agency with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered. It is the responsibility of the applicant to inform the IDA within 10 days if the project amount changes.**

The Fountainhead Group, Inc
PILOT Calculation
4/20/21

Year	Full Tax	%	PILOT	Savings
1	\$186,663	50%	\$93,332	\$93,332
2	\$191,330	55%	\$105,231	\$86,098
3	\$196,113	60%	\$117,668	\$78,445
4	\$201,016	65%	\$130,660	\$70,355
5	\$206,041	70%	\$144,229	\$61,812
6	\$211,192	75%	\$158,394	\$52,798
7	\$216,472	80%	\$173,177	\$43,294
8	\$221,884	85%	\$188,601	\$33,283
9	\$227,431	90%	\$204,688	\$22,743
10	\$233,117	95%	\$221,461	\$11,656
	<u>\$2,091,257</u>		<u>\$1,537,440</u>	<u>\$553,817</u>

Part III: Facility Information

Attach copies of the most recent real property tax bills. Include copies for all taxing jurisdictions for the site/ facility that IDA assistance is being sought.

Facility (Physical Information) If multiple locations please provide information on all.

7(a) Street Address of Facility:

23 Garden Street

7(b) City, Town and/or Village (list ALL incorporated municipalities):

Village of New York Mills, Town of Whitestown

7(c) School District:

New York Mills

7(d) For what purpose was the facility site most recently used (i.e., light manufacturing, heavy manufacturing, assembly, etc.)?

Manufacturing, Assembly, Warehousing, R&D, Office

7(e) Zoning Classification of location of the project:

Manufacturing

7(f) Please describe in detail the facility to be acquired, constructed or renovated (including number of buildings, square footage, number of floors, type of construction,) and attach plot plans, photos or renderings, if available. If there are infrastructure improvements (water, sewer, gas, electrical, etc.) please provide details along with who will carry out those improvements and who will fund them. ***Please be as specific as possible.***

The Facility is a 160,000± sf, single-story building located on a 11.92± acre parcel of land. The project will involve the renovation of 75,000± sf of the building to reconfigure the current warehouse space in NYM to manufacturing to increase capacity and improve product flow, minimize scrap, etc. which are necessary to remain competitive and viable.

7(g) Has construction or renovation commenced? Yes No

If Yes, please describe the work in detail that has been undertaken to date, including the date of commencement.

If No, indicate the estimated dates of commencement and completion:

Construction Commencement: July 1, 2021

Construction completion: June 30, 2024

7(h) Will the construction or operation of the facility or any activity which will occur at the site require any local ordinance or variance to be obtained or require a permit or prior approval of any state or federal agency or body (other than normal occupancy and/or construction permits)?

Yes No

If Yes, please describe.

Has the Project received site plan approval from the Planning Department?

Yes No N/A

If Yes, please provide the Agency with a copy of the planning department approval along with the related State Environmental Quality Review (SEQR) determination. If no, please provide the status of approval:

7(i) Will the project have a significant effect on the environment? Yes No

Important: please attach and sign Part 1 of either the the long or short Environmental Assessment Form to this Application.

7(j) What is the useful life of the facility? 50 years

7(k) Is the site in a former Empire Zone? Yes No

If Yes, which Empire Zone: Oneida County

Is project located in a Federal HUB Zone or distressed area: Yes No

Provide detail.

This Page for Housing Projects Only

Part IV: Housing Project Questionnaire

Complete the following questions only if your project is a Housing Project. Please reference the Oneida County Industrial Development Agency Uniform Tax Exemption and Agency Benefits Policy Market Rate Rental Housing Development Initiatives. (Add additional pages as needed).

7(l) Describe the housing project to be constructed or renovated in detail (type of housing, number of units, etc.):

7(m) Describe how you will change the current use of the facility or property being utilized for the project. To assist the IDA in their determination of an eligible vacant urban infill site project please provide an extensive explanation as well as photos of what is being removed or replaced with the new construction.

7(n) Will the project have any impact on the existing infrastructure or upgrades to the current infrastructure (water, sewer, electrical, gas, etc.)? If yes please provide detail and who you are working with at the applicable organization.

7(o) If your project is a multi-use facility please provide details of the project, project square footage breakdown of non-housing to housing usage, detail the job creation and retention associated with the non-housing component.

7(p) Does the project provide a community benefit? If yes provide detail substantiating (reference the IDA policy).

This Page for Community Solar Projects Only

Part V: Community Solar Project Questionnaire

Complete the following questions only if your project is Community Solar. Please specifically reference ALL of the parameters outlined in Part 1-C (1-7) of the OCIDA Uniform Tax Exemption Policy (Community Solar) contained within this application and respond to the questions as they relate to the parameters of the policy. Attach additional pages as needed.

8(a) Describe the project in detail (MW total capacity; battery storage unit or facility, etc.):

8(b) Has the applicant provided written communication to any of the affected taxing jurisdictions notifying of its intent to construct the facility? Yes No

If YES, have any of the jurisdictions responded within 60 days of receipt of the written communication responded that they will require a contract for a payment in lieu of taxes?

Yes No

If YES, please explain and provide a copy of the communications and also the written response(s):

8(c) Will the applicant be applying for **NYS RPTL 487** with any taxing jurisdiction? Yes No

8(d) Will there be a Host Community Agreement? Yes No

*** If there is no Host Community Agreement please attach letters of support from each affected taxing jurisdiction.**

8(e) Has a facility decommissioning plan been accepted by the host community? Yes No

*** Please provide a copy of the accepted plan and evidence of acceptance.**

8(f) Has provision been made to reserve funds for facility decommissioning, either through bond posting or establishment of an escrow account? Yes No

***Please provide a copy of evidence for provision of reserve funds for decommissioning.**

8(g) Has the project received or is it seeking any tax credits from any local, state or federal entity? Yes No

If YES, please explain in detail in 12(d) on Page 21.

ALL APPLICANTS MUST ANSWER PART VI-A.

Part VI: Retail Project Questionnaire

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

- A. Will any portion of the project (including that portion of the cost to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

Yes or No If the answer is YES, please continue below.
If the answer is NO, proceed to Section Part VII - Facility (Legal Info)

For purposes of Question A, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

- B. What percentage of the cost of the Project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project? _____%. **If the answer is less than 33% do not complete the remainder of the retail determination and proceed to next section Part VII Facility (Pg 15)**

If the answer to A above is Yes AND the answer to B above is greater than 33.33%, indicate which of the following questions below apply to the project:

1. Will the project be operated by a not-for-profit corporation Yes No

2. Is the Project location or facility likely to attract a significant number of visitors from outside Oneida County?

Yes No

If **yes**, please provide a third party market analysis or other documentation supporting your response.

3. Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services?

Yes No

If **yes**, please provide a third party market analysis that demonstrates that a majority of the project's customers are expected to come from outside of Oneida County and the project will not directly compete with existing businesses located in Oneida County.

Part VII: Facility (Legal Information)

9(a) With respect to the **present owner** of the land or facility, please give the following information and provide a brief statement regarding the status of the acquisition.

(Note: the present owner is not necessarily the user of the facility, but that party which holds legal title to the facility.)

Legal Name: Parco Properties, Inc.
Address: 23 Garden Street
New York Mills, New York 13417
Telephone: 315-736-0037
Balance of Mortgage: \$2,742,740
Holder of Mortgage: Tompkins Trust Company, Ithaca, NY

If the Applicant is not the present owner of the facility, please attach any written agreements and contracts concerning the acquisition of the real property and/or equipment.

Parco Properties, Inc. is a related entity to the applicant and owns the real estate which is leased to the applicant for its operation.

9(b) Is there a legal relationship, directly or indirectly, by virtue of common control or through related persons, between the Applicant and the present owner of the facility?
 Yes No. If Yes, please explain.

Parco Properties, Inc. is a related entity to the applicant and owns the real estate, which is leased to the Applicant for its op

9(c) Will a related real estate holding company, partnership or other entity, be involved in the ownership structure of the transaction?
 Yes No. If Yes, please explain.

Parco Properties, Inc. is a related entity to the applicant and owns the real estate, which is leased to the Applicant for its op

9(d) Will the title owner of the facility/property also be the user of the facility?
 Yes No If Yes, please explain.

The Applicant currently occupies the facility.

9(e) Is the Applicant currently a tenant in the facility? Yes No

9(f) Are you planning to use the entire proposed facility?
 Yes No

If **No**, please give the following information with respect to tenant(s) which will remain in the facility after the completion of the project, including the square footage the Applicant will occupy:

<u>Name of Tenant</u>	<u>Floors Occupied</u>	<u>Sq. Ft. Occupied</u>	<u>Nature of Business</u>
The Fountainhead Group Inc		160,000	manufacturing & assembly

9(g) Are any of the tenants related to the owner of the facility?
 Yes No **If Yes**, please explain.

Common ownership between Fountainhead Group and Parco

9(h) Will there be any other users utilizing the facility?
 Yes No

If Yes, please explain. Provide detail of the contractual arrangement including any financial exchange for the use of the site or property.

Part VIII: Equipment

10(a) List the principal items or categories of equipment to be acquired as part of the project. If you are requesting sales tax exemption it is important to be as detailed as possible. (If a complete list is not available at time of application, as soon as one is available but prior to final authorizing resolution, please submit a detailed inventory of said equipment to be covered.) Attach a sheet if needed.

List attached.

10(b) Please provide a brief description of any equipment which has already been purchased or ordered, attach all invoices and purchase orders, list amounts paid and dates of expected delivery. Attach a sheet if needed.

No equipment has been ordered.

10(c) What is the useful life of the equipment? _____ 15 _____ years

Part IX: Employment Information

"FTE" shall mean a full time employee that has a minimum of thirty-five (35) scheduled hours per week, or any combination of two or more part-time employees that work a minimum of fifteen (15) scheduled hours per week, when combined together, constitute the equivalent of a minimum of thirty-five (35) scheduled hours per week, and whose workplace location is the project facility. For this purpose an employee shall include a leased employee regularly retained by the company.

11(a) Estimate how many construction jobs will be created or retained as a result of this project.

5

11(b) 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 or No **If Yes**, explain below.

This will help to preserve the existing 216 employees in New York. We also plan to increase our employee positions in New York by 17 over the next three years as this project is completed. Included in the 17 employees are 10 positions currently filled by temporary employees.

11(c) Have you experienced any employment changes (+ or -) in the last three (3) years?

Yes or No **If Yes**, explain below.

Due too increase product demand, employment has increased by 50+ employees since December, 2017. From 142 to 216, an increase of 48%.

11(d) Job Information related to project ***

Estimate below how many jobs will be created and retained as a result of this project, if OCIDA

assistance is granted. **PLEASE MAKE SURE PART-TIME EMPLOYEES ARE TURNED INTO FULL TIME EQUIVALENTS (FTE) IN THE TOTALS ON THE BOTTOM-See Pg. 19.**

Number of Jobs BEFORE Project	Location 1	Location 2	Location 3	Location 4	Location 5	Total
Address in NYS	23 Garden St, New York Mills	3512 Bleachery Ave, Chadwicks	161 Kenneth Dodge Dr, Frankfort			
Full-Time Company	166	16	32			
Full-Time Independent Contractors						
Full-Time Leased						
A. Total Full-Time BEFORE	166	16	32			
Part-Time Company	4					
Part-Time Independent Contractors						
Part-Time Leased						
B. Total Part-Time BEFORE	2					
Total FTE BEFORE*	168	16	32			

*For **Total FTE BEFORE** add full-time employees (line A) plus part-time employees that have been converted to FTE (line B).

	Number of Jobs AFTER Project (within 3 years of project completion)	Location 1	Location 2	Location 3	Location 4	Location 5	Total
	Full-time Company	183	16	32			
	Full-Time Independent Contractors						
	Full-Time Leased						
A.	Total Full-Time AFTER	183	16	32			
	Part-Time Company	4					
	Part-Time Independent Contractors						
	Part-Time Leased						
B.	Total Part-Time AFTER	2					
	Total FTE AFTER *	185	16	32			

**For Total FTE AFTER add full-time employees (line A) plus part-time employees that have been converted to FTE (line B).*

Estimate the number of residents from the Labor Market Area** in which the Project is located that will fill the jobs created within three years of project completion	Location 1	Location 2	Location 3	Location 4	Location 5	Total
Full-Time	15					
Part-Time						
Total AFTER	15					

** Labor Market Area includes Oneida, Lewis, Herkimer, and Madison Counties

Provide Any Notes To Job Information Below

SALARY AND BENEFITS	Retained Jobs		Created Jobs	
	Average Annual Salary per employee	Average Fringe Benefits (as a percentage of wages)	Average Annual Salary per employee	Average Fringe Benefits (as a percentage of wages)
Management	\$ 187,828	30 %	\$ 0	30 %
Administrative	\$ 74,169	30 %	\$ 58,333	30 %
Production	\$ 36,653	30 %	\$ 36,545	30 %
Independent Contractor	\$	%	\$	%
Other	\$	%	\$	%
Overall Weighted Average	\$ 53,205	30 %	\$ 44,235	30 %

*** By statute, Agency staff must project the number of Full-Time Jobs that would be retained and created if the request for Financial Assistance is granted. "FTE" shall mean a full time employee that has a minimum of thirty-five (35) scheduled hours per week, or any combination of two or more part-time employees that work a minimum of fifteen (15) scheduled hours per week, when combined together, constitute the equivalent of a minimum of thirty-five (35) scheduled hours per week, and whose workplace location is the project facility. For this purpose an employee shall include a leased employee regularly retained by the company.

11(e) Please list NAICS codes for the jobs affiliated with this project:

333111

Part X: Estimated Project Cost and Financing

12(a) List the costs necessary for preparing the facility.

LAND Acquisition	\$	
Existing Building(s) ACQUISITION	\$	
Existing Building(s) RENOVATION	\$	814,000
NEW Building(s) CONSTRUCTION	\$	
Site preparation/parking lot construction	\$	
Machinery & Equipment that is TAXABLE	\$	
Machinery & Equipment that is TAX-EXEMPT	\$	7,089,000
Furniture & Fixtures	\$	300,000
Installation costs	\$	
Architectural & Engineering	\$	
Legal Fees (applicant, IDA, bank, other counsel)	\$	50,000
Financial (all costs related to project financing)*	\$	
Permits (describe below)	\$	
Other (describe below)	\$	
Subtotal	\$	8,253,000
Agency Fee ¹	\$	41,265
Total Project Cost	\$	8,294,265

* **Bank fees, title insurance, appraisals, interest, environmental reviews, etc.**

¹ **See Attached Fee Schedule (Page 26) for Agency Fee amount to be placed on this line.**

Permit/Other Information

12(b) Has the Applicant contacted any bank, financial institution or private investor with respect to financing the proposed project? Yes No **If Yes**, please provide details below.

12(c) Has the Applicant received a commitment letter for said financing? **If Yes**, please provide a copy along with this application. Yes No

The Fountainhead Group Inc
Investments at NYM
4/19/21

	Total	Building	Mfg	Office
Ventilation System	\$480,000	\$480,000		
Replace Unit Heatersw/radiant heat tubes	\$95,000	\$95,000		
Office furniture	\$300,000			\$300,000
Mfg upgrades to existiing warehouse space	\$519,000		\$519,000	
Parking lot upgrade		\$25,000		
LED interior lighting		\$80,000		
Particle Exhaust System for grinders		\$60,000		
Electrical projects and upgrades		\$74,0 00		
Building improvements	\$239,000			
Upgrades to existing blow molders & other equipmen1	\$870,000		\$870,000	
Production molds	\$450,000		\$450,000	
New blow molder	\$1,700,000		\$1,700,000	
Ancillary 4 head equipment	\$700,000		\$700,000	
Repatriation of backpack manufacturing	\$350,000		\$350,000	
Other tooling	\$500,000		\$500,000	
New product development	\$500,000		\$500,000	
Research & Development prjects	\$500,000		\$500,000	
Automation	\$1,000,000		\$1,000,000	
	\$8,203,000	\$814,000	\$7,089,000	\$300,000
Legal, etc.	\$50,000			
	\$8,253,000			
Agency fee	41,265			
	\$8,294,265			
		10%	86%	4%

12(d) Sources of Funds for Project Costs

Bank Financing: ----- \$ 5,949,570
 Equity (excluding equity that is attributed to grants/tax credits) -- \$ 2,344,695
 Tax Exempt Bond Issuance (if applicable) ----- \$ _____
 Taxable Bond Issuance (if applicable) ----- \$ _____
 Public Sources (Include sum total of all state and federal tax credits and grants) Break out individually below.----- \$ _____

Identify each Public state and federal grant/credit:

Comments:

Source	<input type="text"/>	\$	<input type="text"/>	
Source	<input type="text"/>	\$	<input type="text"/>	
Source	<input type="text"/>	\$	<input type="text"/>	
Source	<input type="text"/>	\$	<input type="text"/>	

Total Sources of Funds for Project Costs: \$ 8,294,265

Part XI: Real Estate Taxes

13(a) For each tax parcel which comprises the facility, and for which assistance is being sought, please provide the following information using figures from the most recent tax year. If an increase in the assessment is anticipated due to the proposed project, please indicate the new estimated assessment amount in the **POST- PROJECT** column. Attach copies of the most recent tax bills for all jurisdictions.

Tax Map Parcel #	Current Land Assessment	Current Building Assessment	Current Total Assessment	Current Total Taxes Amount (\$)	Estimated Post-Project Assessment
317.010-1-53.1		\$ 1,733,000		\$ 126,125	\$ 1,733,000
317.010-1-53.1/60		\$ 1,217,200		\$ 60,461	\$ 1,217,200

13(b) Will the entirety of each tax parcel be subject to the PILOT? YES NO

13(c) If the entirety of each parcel will not be subject to the PILOT, will the municipality require a subdivision? YES NO

***If a subdivision is required, it is the responsibility of the Applicant to complete subdivision approval prior to commencement of the PILOT Agreement, and to provide the Agency with the tax parcel number(s) assigned.**

13(c) Address of Receiver of Town and/or Village Taxes (include all jurisdictions):

Town of Whitestown, Receiver of Taxes, 8539 Clark Mills Rd, Whitesboro, NY 13492

Amy Topor as Tax Collector, 1 Maple St, New York Mills, NY 13417.

13(d) Address of Receiver of School Taxes:

Town of Whitestown, Receiver of Taxes, 8539 Clark Mills Rd, Whitesboro, NY 13492

Comments

13(e) Please consult with Agency staff to complete a Cost/Benefit Analysis form to attach to this Application.

REPRESENTATIONS AND CERTIFICATION BY APPLICANT

The undersigned requests that this Application be submitted for review to the Oneida County Industrial Development Agency (the "Agency") and its Board of Directors.

Approval of the Application can be granted solely by this Agency's Board of Directors. The undersigned acknowledges that Applicant shall be responsible for all costs incurred by the Agency and its counsel in connection with the attendant negotiations whether or not the transaction is carried to a successful conclusion.

The Applicant further understands and agrees with the Agency as follows:

1. **Annual Sales Tax Filings.** 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 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.
2. **Annual Employment, Tax Exemption & Bond Status 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 as well as tax exemption benefits received with the action of the Agency. For Applicants not responding to the Agency's request for reports by the stated due date, a \$500 late fee will be charged to the Applicant for each 30-day period the report is late beyond the due date, up until the time the report is submitted. Failure to provide such reports as provided in the transaction documents will be an Event of Default under the Lease (or Leaseback) Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Annual Employment, Tax Exemption & Bond Status Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.
3. **Absence of Conflict of Interest.** The Applicant has consulted the Agency website of the list of the Agency 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 herein after described (if none, state "none"):
4. **Hold Harmless.** Applicant hereby releases the Agency and its members, officers, servants, agents and employees from, 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 attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate 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, or if the Agency or the Applicant are unable to reach final

agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

5. The Applicant acknowledges that the Agency has disclosed that the actions and activities of the Agency are subject to the Public Authorities Accountability Act signed into law January 13, 2006 as Chapter 766 of the 2005 Laws of the State of New York.
6. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). **Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.**
7. The Applicant acknowledges that it has been provided with a copy of the Agency's recapture policy (the "Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture of Agency financial assistance so provided and/or previously granted.
8. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

9. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
10. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
11. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.
12. The Applicant and the individual executing this Application on behalf of the Applicant acknowledge that the Agency will rely on the representations made herein when acting on this Application and hereby represent that the statements made herein 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 not misleading.

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

Daniel O'Toole, being first duly sworn, deposes and says:

1. That I am the President & COO (Corporate Office) of The Fountainhead Group Inc. (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read the attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete.


(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this 22 day of April, 20 22
Laurie Rose
(Notary Public)

LAURIE ROSE
Notary Public, State of New York
Appointed in Herkimer County
Reg. No. 01MU6070216
Commission Exp. Aug. 12, 20 22

If the application has been completed by or in part by other than the person signing this application for the applicant please indicate who and in what capacity:

By: Mary Wuest
Name: Mary Wuest
Title: VP Finance
Date: 4/21/21

Return the original signed and notarized application and two copies with a check in the amount of \$1,500 made payable to: **Oneida County Industrial Development Agency (OCIDA)**, 584 Phoenix Drive, Rome, New York 13441-1405, Attn.: Shawna M. Papale, Executive Director. \$1,000 will be applied at closing against the IDA closing fee. In addition, please send an electronic version of the application (signed), and SEQR form (signed), to spapale@mvedge.org.

Agency Fee Schedule

Commitment Fee: \$1,000 – due following the initial inducement but prior to scheduling of the public hearing; this amount is non-refundable if the applicant fails to close on the project before the IDA. Upon closing with the IDA this amount is applied to the closing fees.

Bond Fees: ½ of 1% of total bond amount

IDA Agency Fee: PILOT, Mortgage Recording Exemption, Sales Tax Exemption:

- Up to a \$1.0 Million project - \$5,000
- Above \$1.0 Million project up to \$10.0 Million project – ½ of 1% of total project cost.
- Above \$10.0 Million project – ½ of 1% of total project cost up to \$10.0 Million plus incremental increase of ¼ of 1% of total project above \$10.0 Million.

Transaction Counsel/Agency Counsel fee:

Set by Bond/Transaction Counsel based upon the nature and complexity of the transaction. This applies to bond and non-bond transactions (leasebacks, sale-leasebacks, etc).

Transaction Counsel/Agency Counsel fees for bond transactions typically will not exceed 2% of the bond amount or project costs. Transaction Counsel/Agency Counsel fees for a sale-leaseback/lease-leaseback transaction are typically \$8,500 to \$10,000 if no commercial financing is involved or \$10,000 to \$12,000 if commercial financing is involved. You will receive an engagement letter with a quote based upon the scope of your project.

Annual Fee:

For the term in which the property remains in the IDA's name, an annual lease payment is due in the amount of \$750. The first payment is due at closing and subsequent payments are due each January 1. For annual fees not paid and delinquent, a late charge of \$50 per month will be levied until such time the fee plus late charges are paid.

Other fees:

If Applicant requests the IDA enter into subsequent transactions following closing (i.e., a facility refinance), the IDA will charge a closing fee equal to 1/8 of one percent of the total reissuance, redemption, new or revised mortgage, refinancing, spreading agreement or other transaction with a minimum payment due of \$500. Applicant will also be responsible to pay any legal fees the IDA incurs in connection with said transaction.

Revised 7-12-16

Please complete EITHER a Short Environmental Assessment Form (EAF) or Full Environmental Assessment Form (EAF) and submit the applicable form with your application. Consult with your project engineer or architect if you have any questions which form is appropriate for your project.

Short Environmental Assessment Form

Part 1 - Project Information

Instructions for Completing

Part 1 - Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 - Project and Sponsor Information							
Name of Action or Project: FGI-2021 Expansion Phase II							
Project Location (describe, and attach a location map): 23 Garden St., New York Mills, NY 13417							
Brief Description of Proposed Action: To support the significant growth achieved over the last several years and to support future growth, the company developed a strategic plan that would allow them to meet those growth initiatives. Phase I is the construction of a 195,000 square foot warehouse in Herkimer county which is currently underway. This warehouse will replace current leased spaces in Oneida & Oswego county as well as allow us to move into Phase II of the plan. The Expansion Phase II project will allow us to repurpose 75,000 square feet of warehouse space freed up by Phase I at the NYM's facility to expand FGI's manufacturing and assembly to increase capacity, improve process flow, reduce scrap, etc. The project will include the purchase of new equipment and upgrades to existing equipment, office expansion and renovations, improvements to the ventilation system in the manufacturing space.							
Name of Applicant or Sponsor: The Fountainhead Group, Inc.		Telephone: <small>315-736-0037</small>					
		E-Mail: <small>mwuest@thefgi.com</small>					
Address: 23 Garden Street							
City/PO: New York Mills		State: New York	Zip Code: 13417				
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 50%; text-align: center;">NO</th> <th style="width: 50%; text-align: center;">YES</th> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table>	NO	YES	<input checked="" type="checkbox"/>	<input type="checkbox"/>
NO	YES						
<input checked="" type="checkbox"/>	<input type="checkbox"/>						
2. Does the proposed action require a permit, approval or funding from any other governmental Agency? If Yes, list agency(s) name and permit or approval:			<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 50%; text-align: center;">NO</th> <th style="width: 50%; text-align: center;">YES</th> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table>	NO	YES	<input checked="" type="checkbox"/>	<input type="checkbox"/>
NO	YES						
<input checked="" type="checkbox"/>	<input type="checkbox"/>						
3.a. Total acreage of the site of the proposed action?		11.92 _____ acres					
b. Total acreage to be physically disturbed?		0 _____ acres					
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		11.92 _____ acres					
4. Check all land uses that occur on, adjoining and near the proposed action.							
<input type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input checked="" type="checkbox"/> Industrial <input checked="" type="checkbox"/> Commercial <input checked="" type="checkbox"/> Residential (suburban)							
<input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other (specify): _____							
<input type="checkbox"/> Parkland							

5. Is the proposed action, a. A permitted use under the zoning regulations?	NO	YES	N/A
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Consistent with the adopted comprehensive plan?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area? If Yes, identify: _____	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Are public transportation service(s) available at or near the site of the proposed action?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
c. Are any pedestrian accommodations or bicycle routes available on or near site of the proposed action?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements? If the proposed action will exceed requirements, describe design features and technologies: _____	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply? If No, describe method for providing potable water: _____	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities? If No, describe method for providing wastewater treatment: _____	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
12. a. Does the site contain a structure that is listed on either the State or National Register of Historic Places?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Is the proposed action located in an archeological sensitive area?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody? If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply: <input type="checkbox"/> Shoreline <input type="checkbox"/> Forest <input type="checkbox"/> Agricultural/grasslands <input type="checkbox"/> Early mid-successional <input type="checkbox"/> Wetland <input type="checkbox"/> Urban <input type="checkbox"/> Suburban			
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
16. Is the project site located in the 100 year flood plain?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes, a. Will storm water discharges flow to adjacent properties? <input checked="" type="checkbox"/> NO <input type="checkbox"/> YES	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? If Yes, briefly describe: <input checked="" type="checkbox"/> NO <input type="checkbox"/> YES			

<p>18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)?</p> <p>If Yes, explain purpose and size: _____</p> <p>_____</p> <p>_____</p>	<p>NO</p> <p><input checked="" type="checkbox"/></p>	<p>YES</p> <p><input type="checkbox"/></p>
<p>19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility?</p> <p>If Yes, describe: _____</p> <p>_____</p> <p>_____</p>	<p>NO</p> <p><input checked="" type="checkbox"/></p>	<p>YES</p> <p><input type="checkbox"/></p>
<p>20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste?</p> <p>If Yes, describe: _____</p> <p>_____</p> <p>_____</p>	<p>NO</p> <p><input checked="" type="checkbox"/></p>	<p>YES</p> <p><input type="checkbox"/></p>
<p>I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE</p> <p>Applicant/sponsor name: <u>The Fountainhead Group, Inc.</u> Date: <u>4/21/21</u></p> <p>Signature: <u><i>[Handwritten Signature]</i>, President & COO</u></p>		

The Fountainhead Group Inc
Property Tax Payments
2020 Property Taxes

Location	Company	Parcel ID	Period	Type	Amount
23 Garden St	Parco Properties Inc.	317.010-1-53.1/60	7/1/20-6/30/21	School	\$42,911.12
23 Garden St	Parco Properties Inc.	317.010-1-53.1	7/1/20-6/30/21	School	\$61,093.95
Railroads & lands	Parco Properties Inc.	15.1	6/1/20-5/31/21	Village	\$82.44
23 Garden St	Parco Properties Inc.	317.010-1-53.1	6/1/20-5/31/21	Village	\$40,043.50
23 Garden St	Parco Properties Inc.	317.010-1-53.1	1/1/20-12/31/20	County	\$24,987.05
23 Garden St	Parco Properties Inc.	317.010-1-53.1/60	1/1/20-12/31/20	County	\$17,550.05
					<u>\$186,668.11</u>

Parco Properties Inc. is a related entity to the applicant and owns real estate which is leased to the applicant for its operation.

NEW YORK MILLS UFS DISTRICT

Bill No. 000850
 Sequence No. 851
 Page No. 1 of 1

* For Fiscal Year 07/01/2020 to 06/30/2021

* Warrant Date 09/04/2020

MAKE CHECKS PAYABLE TO:

TOWN OF WHITESTOWN
 RECEIVER OF TAXES
 8539 CLARK MILLS RD.
 WHITESBORO, NY 13492
 (315) 736-9061

Parco Properties, Inc.
 23 Garden St
 New York Mills, NY 13417

TO PAY IN PERSON

TOWN OF WHITESTOWN
 RECEIVER OF TAXES
 8539 CLARK MILLS RD.
 WHITESBORO, NY 13492
 (315) 736-9061

SWIS S/B/L ADDRESS & LEGAL DESCRIPTION & CK DIGIT

307007 317.010-1-53.1/60

Address: 23 Garden St
 Village of: New York Mills
 School: N.y.mills Union Free
 NYS Tax & Finance School District Code: 430
 449 - Other Storag Roll Sect. 1
 Parcel Acreage: 0.01
 Account No.
 Bank Code

Estimated State Aid: SCHL 4,609,508

PROPERTY TAXPAYER'S BILL OF RIGHTS

The Total Assessed Value of this property is:
 The Uniform Percentage of Value used to establish assessments in your municipality was:
 The assessor estimates the Full Market Value of this property as of July 1, 2019 was:

1,217,200
 58.00
 2,098,621

If you feel your assessment is too high, you have the right to seek a reduction in the future. A publication entitled "Contesting Your Assessment in New York State" is available at the assessor's office and on-line: www.tax.ny.gov. Please note that the period for filing complaints on the above assessment has passed.

Exemption	Value	Tax Purpose	Full Value Estimate	Exemption	Value	Tax Purpose	Full Value Estimate
-----------	-------	-------------	---------------------	-----------	-------	-------------	---------------------

PROPERTY TAXES

Taxing Purpose	Total Tax Levy	% Change From Prior Year	Taxable Assessed Value or Units	Rates per \$1000 or per Unit	Tax Amount
Village Of New York Mills					
School Tax	8,019,400	2.8	1217,200.00	35.251701	42,908.37
Collection Fee					2.75

PARTIAL PAYMENTS: 1ST PAYMENT MUST BE AT LEAST 50% OF TOTAL DUE 9/1-09/30. BALANCE DUE PLUS 5% PENALTY BY 10/30. AFTER 10/30 PAY TO COMM. OF FINANCE, 800 PARK AVE. UTICA, NY 13501 WITH 5% PENALTY BY 12/4 OR U.S. POSTMARK BY 12/01. UNPAIDS ADDED TO 2021 TOWN & COUNTY BILL PLUS 7% PENALTY.

PENALTY SCHEDULE	Penalty/Interest	Amount	Total Due
Due By: 09/30/2020	0.00	42,911.12	42,911.12
10/30/2020	2,145.42	42,911.12	45,056.54

TOTAL TAXES DUE \$42,911.12

Apply For Third Party Notification By: 07/15/2021

Taxes paid by CA CH

RETURN THE ENTIRE BILL WITH PAYMENT AND PLACE A CHECK MARK IN THIS BOX [] IF YOU WANT A RECEIPT OF PAYMENT. THE RECEIVER'S STUB MUST BE RETURNED WITH PAYMENT.

**NEW YORK MILLS UFS DISTRICT
 RECEIVER'S STUB**

Bill No. 000850
307007 317.010-1-53.1/60
 Bank Code

Village of: New York Mills
 School: N.y.mills Union Free
 Property Address: 23 Garden St

Pay By: 09/30/2020	0.00	42,911.12	42,911.12
10/30/2020	2,145.42	42,911.12	45,056.54

Parco Properties, Inc.
 23 Garden St
 New York Mills, NY 13417

**TOTAL TAXES DUE
 \$42,911.12**

NEW YORK MILLS UFS DISTRICT

* For Fiscal Year 07/01/2020 to 06/30/2021

* Warrant Date 09/04/2020

Bill No. 000849
Sequence No. 850
Page No. 1 of 1

MAKE CHECKS PAYABLE TO:

TOWN OF WHITESTOWN
RECEIVER OF TAXES
8539 CLARK MILLS RD.
WHITESBORO, NY 13492
(315) 736-9061

TO PAY IN PERSON

TOWN OF WHITESTOWN
RECEIVER OF TAXES
8539 CLARK MILLS RD.
WHITESBORO, NY 13492
(315) 736-9061

Parco Properties, Inc.
23 Garden St
New York Mills, NY 13417

SWIS S/B/L ADDRESS & LEGAL DESCRIPTION & CK DIGIT

307007 317.010-1-53.1
Address: 23 Garden St
Village of: New York Mills
School: N.y.mills Union Free
NYS Tax & Finance School District Code: 430
449 - Other Storag Roll Sect. 1
Parcel Acreage: 11.92
Account No. 030770
Bank Code

Estimated State Aid: SCHL 4,609,508

PROPERTY TAXPAYER'S BILL OF RIGHTS

The Total Assessed Value of this property is:

1,733,000

The Uniform Percentage of Value used to establish assessments in your municipality was:

58.00

The assessor estimates the Full Market Value of this property as of July 1, 2019 was:

2,987,931

If you feel your assessment is too high, you have the right to seek a reduction in the future. A publication entitled "Contesting Your Assessment in New York State" is available at the assessor's office and on-line: www.tax.ny.gov. Please note that the period for filing complaints on the above assessment has passed.

Exemption	Value	Tax Purpose	Full Value Estimate	Exemption	Value	Tax Purpose	Full Value Estimate
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PROPERTY TAXES

Taxing Purpose	Total Tax Levy	% Change From Prior Year	Taxable Assessed Value or Units	Rates per \$1000 or per Unit	Tax Amount
Village Of New York Mills					
School Tax	8,019,400	2.8	1733,000.00	35.251701	61,091.20
Collection Fee					2.75

PARTIAL PAYMENTS: 1ST PAYMENT MUST BE AT LEAST 50% OF TOTAL DUE 9/1-09/30. BALANCE DUE PLUS 5% PENALTY BY 10/30. AFTER 10/30 PAY TO COMM. OF FINANCE, 800 PARK AVE. UTICA, NY 13501 WITH 5% PENALTY BY 12/4 OR U.S. POSTMARK BY 12/01. UNPAIDS ADDED TO 2021 TOWN & COUNTY BILL PLUS 7% PENALTY.



Property description(s): Parco Properties

PENALTY SCHEDULE	Penalty/Interest	Amount	Total Due
Due By: 09/30/2020	0.00	61,093.95	61,093.95
10/30/2020	3,054.56	61,093.95	64,148.51

TOTAL TAXES DUE \$61,093.95

Apply For Third Party Notification By: 07/15/2021

Taxes paid by _____ CA_CH

RETURN THE ENTIRE BILL WITH PAYMENT AND PLACE A CHECK MARK IN THIS BOX [] IF YOU WANT A RECEIPT OF PAYMENT. THE RECEIVER'S STUB MUST BE RETURNED WITH PAYMENT.

**NEW YORK MILLS UFS DISTRICT
RECEIVER'S STUB**

Bill No. 000849
307007 317.010-1-53.1
Bank Code

Village of: New York Mills
School: N.y.mills Union Free
Property Address: 23 Garden St

Pay By: 09/30/2020	0.00	61,093.95	61,093.95
10/30/2020	3,054.56	61,093.95	64,148.51

Parco Properties, Inc.
23 Garden St
New York Mills, NY 13417

TOTAL TAXES DUE \$61,093.95

VILLAGE OF NEW YORK MILLS

Bill No. 001205
 Sequence No. 1299
 Page No. 1 of 1

* For Fiscal Year 06/01/2020 to 05/31/2021 * Warrant Date 05/01/2020

MAKE CHECKS PAYABLE TO:

AMY A. TOPOR
 AS TAX COLLECTOR
 1 MAPLE STREET
 NEW YORK MILLS, NY 13417
 (315) 736-9212

Parco
 501 Main St
 Utica, NY 13501

TO PAY IN PERSON

AMY A. TOPOR
 AS TAX COLLECTOR
 1 MAPLE STREET
 NEW YORK MILLS, NY 13417
 (315) 736-9212

SWIS S/B/L ADDRESS & LEGAL DESCRIPTION & CK DIGIT

307007 15.100

Address: railroads & lands
Village of: New York Mills
School: N.y.mills Union Free
NYS Tax & Finance School District Code:
 843 - Non-ceil. rr **Roll Sect. 7**
Parcel Acreage: 0.00
Account No.
Bank Code

Estimated State Aid: VILL 28,737

PROPERTY TAXPAYER'S BILL OF RIGHTS

The Total Assessed Value of this property is: 1,750
 The **Uniform Percentage of Value** used to establish assessments in your municipality was: 13.30
 The assessor estimates the **Full Market Value** of this property as of January 1, 2020 was: 13,158

If you feel your assessment is too high, you have the right to seek a reduction in the future. A publication entitled "Contesting Your Assessment in New York State" is available at the assessor's office and on-line: www.tax.ny.gov. Please note that the period for filing complaints on the above assessment has passed.

<u>Exemption</u>	<u>Value</u>	<u>Tax Purpose</u>	<u>Full Value Estimate</u>	<u>Exemption</u>	<u>Value</u>	<u>Tax Purpose</u>	<u>Full Value Estimate</u>
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PROPERTY TAXES

<u>Taxing Purpose</u>	<u>Total Tax Levy</u>	<u>% Change From Prior Year</u>	<u>Taxable Assessed Value or Units</u>	<u>Rates per \$1000 or per Unit</u>	<u>Tax Amount</u>
Village Of Nymills	1,083,929	2.0	1,750.00	47.110000	82.44

<u>Due By:</u>	<u>Penalty/Interest</u>	<u>Amount</u>	<u>Total Due</u>
07/01/2020	0.00	82.44	82.44
07/31/2020	4.12	82.44	86.56
08/31/2020	4.95	82.44	87.39
09/30/2020	5.77	82.44	88.21

TOTAL TAXES DUE \$82.44

Apply For Third Party Notification By: 05/15/2021
 Taxes paid by _____ CA CH

RETURN THE ENTIRE BILL WITH PAYMENT AND PLACE A CHECK MARK IN THIS BOX [] IF YOU WANT A RECEIPT OF PAYMENT. THE RECEIVER'S STUB MUST BE RETURNED WITH PAYMENT.

**VILLAGE OF NEW YORK MILLS
 RECEIVER'S STUB**

Bill No. 001205
307007 15.100
 Bank Code

Village of: New York Mills
 School: N.y.mills Union Free
 Property Address: railroads & lands

Parco
 501 Main St
 Utica, NY 13501

<u>Pay By:</u>	<u>07/01/2020</u>	<u>07/31/2020</u>	<u>08/31/2020</u>	<u>09/30/2020</u>
	0.00	4.12	4.95	5.77
	82.44	82.44	82.44	82.44
	82.44	86.56	87.39	88.21

TOTAL TAXES DUE \$82.44

VILLAGE OF NEW YORK MILLS

Bill No. 000959
 Sequence No. 1033
 Page No. 1 of 1

* For Fiscal Year 06/01/2020 to 05/31/2021 * Warrant Date 05/01/2020

MAKE CHECKS PAYABLE TO:

AMY A. TOPOR
 AS TAX COLLECTOR
 1 MAPLE STREET
 NEW YORK MILLS, NY 13417
 (315) 736-9212

Parco Properties Inc
 23 Garden St
 New York Mills, NY 13417

TO PAY IN PERSON

AMY A. TOPOR
 AS TAX COLLECTOR
 1 MAPLE STREET
 NEW YORK MILLS, NY 13417
 (315) 736-9212

SWIS S/B/L ADDRESS & LEGAL DESCRIPTION & CK DIGIT

307007 317.010-1-53.1
 Address: 23 Garden St
 Village of: New York Mills
 School: N.y.mills Union Free
 NYS Tax & Finance School District Code:
 449 - Other Storag Roll Sect. 1
 Parcel Acreage: 11.92
 Account No. 030770
 Bank Code

Estimated State Aid: VILL 28,737

PROPERTY TAXPAYER'S BILL OF RIGHTS

The Total Assessed Value of this property is: 850,000
 The Uniform Percentage of Value used to establish assessments in your municipality was: 13.30
 The assessor estimates the Full Market Value of this property as of January 1, 2020 was: 6,390,977
 If you feel your assessment is too high, you have the right to seek a reduction in the future. A publication entitled "Contesting Your Assessment in New York State" is available at the assessor's office and on-line: www.tax.ny.gov. Please note that the period for filing complaints on the above assessment has passed.

Exemption	Value	Tax Purpose	Full Value Estimate	Exemption	Value	Tax Purpose	Full Value Estimate
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PROPERTY TAXES

Taxing Purpose	Total Tax Levy	% Change From Prior Year	Taxable Assessed Value or Units	Rates per \$1000 or per Unit	Tax Amount
Village Of Nymills	1,083,929	2.0	850,000.00	47.110000	40,043.50

Handwritten signature and initials

Property description(s): 3.422	Parco Properties	Penalty/Interest	Amount	Total Due
PENALTY SCHEDULE				
Due By: 07/01/2020		0.00	40,043.50	40,043.50
07/31/2020		2,002.18	40,043.50	42,045.68
08/31/2020		2,402.61	40,043.50	42,446.11
09/30/2020		2,803.05	40,043.50	42,846.55

TOTAL TAXES DUE \$40,043.50

Apply For Third Party Notification By: 05/15/2021
 Taxes paid by _____ CA CH

RETURN THE ENTIRE BILL WITH PAYMENT AND PLACE A CHECK MARK IN THIS BOX [] IF YOU WANT A RECEIPT OF PAYMENT. THE RECEIVER'S STUB MUST BE RETURNED WITH PAYMENT.

VILLAGE OF NEW YORK MILLS RECEIVER'S STUB

Bill No. 000959
 307007 317.010-1-53.1
 Bank Code

Village of: New York Mills
 School: N.y.mills Union Free
 Property Address: 23 Garden St

Parco Properties Inc
 23 Garden St
 New York Mills, NY 13417

Pay By:	07/01/2020	0.00	40,043.50	40,043.50
	07/31/2020	2,002.18	40,043.50	42,045.68
	08/31/2020	2,402.61	40,043.50	42,446.11
	09/30/2020	2,803.05	40,043.50	42,846.55
				TOTAL TAXES DUE \$40,043.50

86.3% OF CO. BUDGET DUE TO STATE & FED. MANDATES

2020 TOWN & ONEIDA CO. TAX BILL / WHITESTOWN

Bill No. 003692
 Sequence No. 3693
 Page No. 1 of 1

* For Fiscal Year 01/01/2020 to 12/31/2020

* Warrant Date 12/31/2019

MAKE CHECKS PAYABLE TO:

TOWN OF WHITESTOWN,
 RECEIVER OF TAXES
 8539 CLARK MILLS ROAD
 WHITESBORO, NY 13492
 (315) 736-9061

TO PAY IN PERSON

TOWN OF WHITESTOWN
 RECEIVER OF TAXES
 8539 CLARK MILLS ROAD
 WHITESBORO, NY 13492
 (315) 736-9061

Parco Properties, Inc.
 23 Garden St
 New York Mills, NY 13417

SWIS S/B/L ADDRESS & LEGAL DESCRIPTION & CK DIGIT

307007 317.010-1-53.1

Address: 23 Garden St
 Village of: New York Mills
 School: N.y.mills Union Free

NYS Tax & Finance School District Code:

449 - Other Storang Roll Sect. 1
 Parcel Acreage: 11.92
 Account No. 030770
 Bank Code

Estimated State Aid: CNTY 81,689,055
 TOWN 374,300

PROPERTY TAXPAYER'S BILL OF RIGHTS

The Total Assessed Value of this property is:

The Uniform Percentage of Value used to establish assessments in your municipality was:

The assessor estimates the Full Market Value of this property as of July 1, 2018 was:

1,733,000
 61.00
 2,840,984

If you feel your assessment is too high, you have the right to seek a reduction in the future. A publication entitled "Contesting Your Assessment in New York State" is available at the assessor's office and on-line: www.tax.ny.gov. Please note that the period for filing complaints on the above assessment has passed.

Exemption	Value	Tax Purpose	Full Value Estimate	Exemption	Value	Tax Purpose	Full Value Estimate
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PROPERTY TAXES

Taxing Purpose	Total Tax Warrant	% Change From Prior Year	Taxable Assessed Value or Units	Rates per \$1000 or per Unit	Tax Amount
County	77,343,380	0.4	1733,000.00	10.444547	18,100.40
Town General	1,713,244	1.2	1733,000.00	2.523982	4,374.06
Highway Townwide	984,139	7.7	1733,000.00	1.449851	2,512.59

RECEIVED JAN 5 3 2020

Property description(s): Parco Properties

PENALTY SCHEDULE	Penalty/Interest	Amount	Total Due
Due By: 01/31/2020		24,987.05	24,987.05

TOTAL TAXES DUE \$24,987.05

Apply For Third Party Notification By: 07/15/2020

Taxes paid by _____ CA CH

RETURN THE ENTIRE BILL WITH PAYMENT AND PLACE A CHECK MARK IN THIS BOX [] IF YOU WANT A RECEIPT OF PAYMENT. THE RECEIVER'S STUB MUST BE RETURNED WITH PAYMENT.

2020 TOWN & ONEIDA CO. TAX BILL / WHITESTOWN

Bill No. 003692

RECEIVER'S STUB

307007 317.010-1-53.1

Village of: New York Mills
 School: N.y.mills Union Free
 Property Address: 23 Garden St

Bank Code

Pay By: 01/31/2020 24,987.05 24,987.05

Parco Properties, Inc.
 23 Garden St
 New York Mills, NY 13417

TOTAL TAXES DUE \$24,987.05

86.3% OF CO. BUDGET DUE TO STATE & FED. MANDATES
2020 TOWN & ONEIDA CO. TAX BILL / WHITESTOWN

Bill No. 003693
 Sequence No. 3694
 Page No. 1 of 1

* For Fiscal Year 01/01/2020 to 12/31/2020

* Warrant Date 12/31/2019

MAKE CHECKS PAYABLE TO:

TOWN OF WHITESTOWN,
 RECEIVER OF TAXES
 8539 CLARK MILLS ROAD
 WHITESBORO, NY 13492
 (315) 736-9061

Parco Properties, Inc.
 23 Garden St
 New York Mills, NY 13417

TO PAY IN PERSON

TOWN OF WHITESTOWN
 RECEIVER OF TAXES
 8539 CLARK MILLS ROAD
 WHITESBORO, NY 13492
 (315) 736-9061

SWIS S/B/L ADDRESS & LEGAL DESCRIPTION & CK DIGIT

307007 317.010-1-53.1/60

Address: 23 Garden St
Village of: New York Mills
School: N.y.mills Union Free

NYS Tax & Finance School District Code:

449 - Other Storang **Roll Sect. 1**
Parcel Acreage: 0.01
Account No.
Bank Code

Estimated State Aid: CNTY 81,689,055
 TOWN 374,300

1,217,200

61.00

1,995,410

PROPERTY TAXPAYER'S BILL OF RIGHTS

The Total Assessed Value of this property is:

The **Uniform Percentage of Value** used to establish assessments in your municipality was:

The assessor estimates the **Full Market Value** of this property as of **July 1, 2018** was:

If you feel your assessment is too high, you have the right to seek a reduction in the future. A publication entitled "Contesting Your Assessment in New York State" is available at the assessor's office and on-line: www.tax.ny.gov. Please note that the period for filing complaints on the above assessment has passed.

<u>Exemption</u>	<u>Value</u>	<u>Tax Purpose</u>	<u>Full Value Estimate</u>	<u>Exemption</u>	<u>Value</u>	<u>Tax Purpose</u>	<u>Full Value Estimate</u>
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PROPERTY TAXES

<u>Taxing Purpose</u>	<u>Total Tax Warrant</u>	<u>% Change From Prior Year</u>	<u>Taxable Assessed Value or Units</u>	<u>Rates per \$1000 or per Unit</u>	<u>Tax Amount</u>
County	77,343,380	0.4	1217,200.00	10.444547	12,713.10
Town General	1,713,244	1.2	1217,200.00	2.523982	3,072.19
Highway Townwide	984,139	7.7	1217,200.00	1.449851	1,764.76

RECEIVED JAN 9 3 2020

PENALTY SCHEDULE

<u>Due By:</u>	<u>Penalty/Interest</u>	<u>Amount</u>	<u>Total Due</u>
01/31/2020		17,550.05	17,550.05

TOTAL TAXES DUE

\$17,550.05

Apply For Third Party Notification By: 07/15/2020

Taxes paid by _____ CA CH

RETURN THE ENTIRE BILL WITH PAYMENT AND PLACE A CHECK MARK IN THIS BOX [] IF YOU WANT A RECEIPT OF PAYMENT. THE RECEIVER'S STUB MUST BE RETURNED WITH PAYMENT.

2020 TOWN & ONEIDA CO. TAX BILL / WHITESTOWN

Bill No. 003693

Village of: New York Mills
 School: N.y.mills Union Free
 Property Address: 23 Garden St

RECEIVER'S STUB

307007 317.010-1-53.1/60

Bank Code

Pay By: 01/31/2020

17,550.05 17,550.05

Parco Properties, Inc.
 23 Garden St
 New York Mills, NY 13417

TOTAL TAXES DUE
\$17,550.05



The Fountainhead Group, Inc.

April 21, 2021

Oneida County Industrial Development Agency
584 Phoenix Drive
Rome, NY 13441-1405
Attention: Shawna Papale, Executive Director

Dear Shawna & the OCIDA:

Attached is our application for a PILOT on the existing manufacturing plant at 23 Garden St, New York Mills, NY 13417. As you know, the company currently leases 100,000 SF of warehouse space on Bleecker St, Utica, NY, from time-to-time leases 30,000+ SF on Broad St, Utica, NY, and 100,000 SF in Volney, NY in Oswego county along with utilizing 75,000 SF of space at the New York Mills facility. This arrangement is less than ideal as it is inefficient, costly and more difficult to manage with inventory spread across several locations. The company made an exhaustive search for space over the last several years but was unable to find contiguous warehouse space in the surrounding area. We hoped to expand our warehouse space by constructing a new warehouse in Oneida county but an adequate site could not be identified. We are now beginning the process of constructing a new 200,000 SF warehouse in Herkimer county that will allow us to consolidate the several locations listed above into one efficient facility. We expect construction to begin in May 2021. This is Phase I of our overall strategic plan.

Once the warehouse is completed and our finished goods inventory is consolidated at that location, we expect to free up the 75,000 SF of space at the New York Mills facility to expand manufacturing and assembly capacity which is Phase II. This expansion will entail the purchase of additional manufacturing equipment such as a new blow molder and supporting equipment as well as tooling requirements, etc. More importantly, we expect to increase our current employment level by 17 positions. We currently have 50+ temporary positions being filled now and with the upgrade, we expect to transition 10 of those positions to full-time positions along with 7 additional positions to support the continued growth of the company.

The company is a leading innovator in liquid applicator technologies and designs, manufactures, assemblies and distributes a variety of compressed air sprayers for both the consumer and

THE FOUNTAINHEAD GROUP, INC.

D.B. SMITH & CO.

**23 GARDEN STREET
New York Mills, NY 13417**

Telephone (315) 7360037
Fax: (315) 7684220

www.TheFountainheadGroup.com

BURGESS PRODUCTS

commercial lawn and garden markets utilizing several licenses for branding such as Roundup, Husqvarna, Scotts, Black & Decker, DeWalt and Craftsman. The company is also a leader in the manufacture of insect foggers for consumer and professional markets utilizing Black Flag, Cutter and Repel brands. The company is also a leader in manufacturing Indian & FEDCO Fire Pumps to support the forestry industry. We enjoy that position as a direct result of our investment in research and development. We spend over \$2 million per year on research and development.

Both Phase I and Phase II of our strategic plan are cost intensive. The PILOT on our existing plant will help to ensure we are able to continue to support our research and development goals over the next several years.

Very truly yours,



Mary Wuest
VP Finance

THE FOUNTAINHEAD GROUP, INC.

D.B. SMITH & CO.

**23 GARDEN STRET
New York Mills, NY 13417**

Telephone (315) 7360037
Fax: (315) 7684220

www.TheFountainheadGroup.com

BURGESS PRODUCTS

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
COST/BENEFIT ANALYSIS
Required by §859-a(3) of the
New York General Municipal Law

Fountainhead

23-Apr-21

Name of Applicant: The Fountainhead Group, Inc.

Description of Project: Real Estate owner: PARCO Properties, Inc.
Building Renovation & Equipping

Name of All Sublessees or Other Occupants of Facility: Applicant

Principals or Parent of Applicant: John Romano, 80% owner; Others all less than 15%
89% owner of PARCO Properties, Inc.

Products or Services of Applicant to be produced or carried out at facility: Liquid applicator/sprayer manufacturer

Estimated Date of Completion of Project: Jun-24

Type of Financing/ Structure: _____ Tax-Exempt Financing
_____ Taxable Financing
X Sale/ Leaseback
_____ Other

Type of Benefits being Sought by Applicant: _____ Taxable Financing
_____ Tax-Exempt Bonds
X Sales Tax Exemption on Eligible Expenses Until Completion
_____ Mortgage Recording Tax Abatement
X Real Property Tax Abatement

Project Costs

Land Acquisition	\$ -
Existing Building(s) ACQUISITION	\$ -
Existing Building(S) RENOVATION	\$ 814,000
NEW Building(s) CONSTRUCTION	\$ -
Installation Costs	\$ -
Site Preparation/Parking Lot Construction	\$ -
Machinery & Equipment (other than furniture)	\$ 7,089,000
Furniture & Fixtures	\$ 300,000
Architectural & Engineering	\$ -
Legal Fees (applicant, IDA, bank, other counsel)	\$ 50,000
Financial (all costs related to project financing)	\$ -
Permits	\$ -
Other	\$ -
Agency Fee	\$ 41,265
TOTAL COST OF PROJECT	\$ 8,294,265

Assistance Provided by the Following:

EDGE Loan:	
MVEDD Loan:	
Grants - Please indicate source & Amount:	\$ -
Other Loans - Please indicate source & Amount:	

Company Information

		Average Salary of these Positions
Existing Jobs	168	\$ 53,205
Created Jobs FTE (over three years)	17	\$ 44,235
Retained Jobs	185	\$ 53,205

Earnings Information for Oneida County

Average Salary of Direct Jobs for Applicant	\$ 53,205
Average of County Indirect Jobs	\$ 25,000
Average of Construction Jobs	\$ 32,000

Note: \$1,000,000 in construction expenditures generates 15 person - years of employment
Construction Person Years of Employment:

Calculation of Benefits (3 Year Period)

	Total Earnings	Revenues
Direct Jobs		
Created	\$ 2,713,455	\$ 115,322
Existing	\$ 26,815,320	\$ 1,139,651
Indirect Jobs		
Created	\$ 3,187,500	\$ 135,469
Existing	\$ 31,500,000	\$ 1,338,750
Construction - only one year		
Person Years	\$ 130,240	\$ 5,535
TOTALS Calculation of Benefits (3 Yr Period)	\$ 64,346,515	\$ 2,734,727

TAXABLE GOODS & SERVICES

		Spending Rate	Expenditures	State & Local Sales Tax Revenues
Direct Jobs	Created	36%	\$ 976,844	\$ 95,242
	Existing	0.36	\$ 9,653,515	\$ 941,218
Indirect Jobs	Created	0.36	\$ 1,147,500	\$ 111,881
	Existing	0.36	\$ 11,340,000	\$ 1,105,650
Construction - only one year	Person Years	0.36	\$ 46,886	\$ 4,571
TOTAL TAXABLE GOODS & SERVICES			\$ 23,164,745	\$ 2,258,563

Local (3 year) real property tax benefit (assuming 60% of jobs existing and created own a residence) with an average assessment of \$80,000 and the remainder of jobs existing created pay real property taxes through rent based on an average assessment per apartment of \$50,000.

			Municipality
Tax Rate for School District where facility is located:	\$ 35.251701		New York Mills 20-21
Tax Rate for Municipality where facility is located:	\$ 13.120550		Village of NY Mills 20-21
Tax Rate for County:	\$ 14.435141		County & Whitestown 2020
	Total Rate:	62.807392	
Real Property Taxes Paid:	\$ 790,117		

Village rate adjusted for Equaliation Rate difference

COSTS: IDA BENEFITS

Real Property Taxes Abatement	\$ 553,817
Mortgage Tax Abated (.75%)	\$ -
Estimated Sales Tax Abated During Construction Period (8.75%)	\$ 97,475
Total:	\$ 651,292

NOTE: If there is a tax-exempt financing of all or a portion of the project cost, there is a neutral cost/benefit because of lower interest rates by reason of exclusion of interest from gross income of bondholders for purposes of Federal and State income taxes. Taxable financing carries the same cost/benefit for State Income Tax purposes. Such cost/benefits cannot be quantified.