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James H. Gilroy, Jr. of counsel  
(1921-2008)

August 16, 2018

**Via Electronic Mail**

Oneida County Industrial Development Agency  
Attn: Shawna Papale, Executive Director  
584 Phoenix Drive  
Rome, New York 13441

Re: 99 Otis Street, LLC and New York State Technology Enterprise Corporation  
2018 Real Estate Lease

Dear Shawna:

In reviewing the IDA application for benefits in connection with the above referenced project, I am requesting that the Agency make certain amendments to page 9 of the application under item 6(j).

At the time of filing the application, 99 Otis Street, LLC ("99 Otis") did not have in place all of the anticipated financing. 99 Otis now has in place construction/permanent financing with M&T Bank in the amount Three Million and 00/100 (\$3,000,000.00) Dollars and Economic Development Financing with Economic Development Growth Enterprises ("EDGE") in the amount of Five Hundred Twenty Five Thousand and 00/100 (\$525,000.00) Dollars and with Mohawk Valley Economic Development District ("MVEDD") in the amount of Three Hundred Thousand and 00/100 (\$300,000.00) Dollars. Accordingly, the amount of the requested mortgage tax exemption is understated and should be replaced with the figure Twenty Eight Thousand Six Hundred Eighty Seven and 00/100 (\$28,687.00) Dollars.

Also, I note that there are some corrections on the requested PILOT payments Schedule for years 15-20. 99 Otis would ask that the PILOT payments for years 15-20 be revised on the application as follows:

Exemption Year 15	\$25,256
Exemption Year 16	\$27,766
Exemption Year 17	\$28,321
Exemption Year 18	\$28,888
Exemption Year 19	\$29,466
Exemption Year 20	\$30,055

Accordingly, the total estimated value for Real Property tax abatement should be One Million Four Hundred Fifty Five Thousand Six Hundred Eighty One and 72/100 (\$1,455,681.72) Dollars (not One Million Four Hundred Fifty Eight Thousand Four Hundred Twenty Six and 00/100 (\$1,458,426.00) Dollars). I would appreciate if you would request that these changes to the assistance requested in the application of August 2017 be revised in accordance with the foregoing.

Thank you for your kind attention to this.

Best regards.

Very truly yours,

SAUNDERS KAHLER, L.L.P.

Camille T. Kahler

CTK/tnd

Cc: Steven J. DiMeo (via Electronic Mail)  
Laura Roberto (via Electronic Mail)  
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