

**Applicant: Deployed Resources, LLC**

164 McPike Rd., City of Rome (formerly GAFB weapons storage area)

**Owners:** Richard Stapleton, Rome; Robert Napior, Brookline NH (50/50)

Manufacturer of shipping containers and custom metal fabrications used by military, disaster response, commercial, and special events customers.

**Project:**

- (1) Purchase of three buildings the company currently leases from Griffiss Local Development Corporation. Renovate all of the buildings to support manufacturing, warehousing, research and development, & light assembly;
- (2) Construction of new metals fabrication, welding, assembly, paint booth, and office facility(32,000 sf)

**Project Total: - \$7,134,696**

Land – \$50,000

Building Acquisition: \$167,000

Renovations - \$3,579,000.

New Construction - \$1,711,000

M & E - \$1,066,000

Fixtures - \$76,200

Installation - \$200,000

Legal - \$50,000

A & E - \$200,000

Fees - \$35,696

**Employment:**

Current: 30 FTE

New: 12 FTE

Construction: 50

**Incentives Request/ Estimated Values: Sale/Leaseback**

(1) Manufacturing PILOT - **\$672,463**

(2) Sales Tax Exemption: **\$188,000**

**Total Est. - \$860,463**

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# APPLICATION FOR FINANCIAL ASSISTANCE

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**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 \$500.00 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 application, SEQR form and Cost/Benefit Analysis with the above fees. Please also deliver an electronic copy of all.*

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

Deployed Resources LLC

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Name of Applicant

Number (to be provided by the agency)

### ***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 application and two copies with a check in the amount of \$1500.00 made payable to: **Oneida County Industrial Development Agency (OCIDA)**, 584 Phoenix Drive, Rome, New York 13441-1405, Attn.: Shawna M. Papale, Executive Director. \$1000 will be applied at closing against the IDA legal fees. In addition, an electronic version of the application (signed), SEQR form (signed), and Cost/benefit to [spapale@mvedge.org](mailto: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 entity which will receive the actual financial assistance from the Agency.

**Applicant**

1(a) Applicant's Legal Name: Deployed Resources LLC

1(b) Principal Address: 164 McPike Rd

Rome NY 13441

1(c) Telephone/Facsimile Numbers: 315-281-0039

Fax 315-281-0041

1(d) Email Address: rstapleton@deployedresources.com

1(e) Federal Identification Number: 22-3782088

1(f) Contact Person: Richard Stapleton

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) New York

**Applicant's Stockholders, Directors and Officers (or 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>
Richard Stapleton,	1729 North George St, ROME NY 13440	50%
Robert Napior,	3 Wadsworth Lane, Brookline NH 03033	50%

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 so, indicate name of such entity and the relationship.

Deployed Transportation LLC, Stapleton 50%/Napior 50% - NY Based  
ERJB Resources LLC - Stapleton 100% - NY Based

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:

Deployed Logistics Inc. California based corporation that Richard Stapleton and Robert Napior (2a Above) each own 16% respectively.

**Applicant's Counsel and Accountant**

3(a). Applicant's Attorney

Name/Title: Christopher Sullivan  
Firm: Rath, Young and Pignatelli PC  
Address: One Capital PLaza  
Concord NH 03022  
Telephone/Fax: 603-226-2600  
Email: cjs@rathlaw.com

3(b) Applicant's Accountant

Name/Title: Fred Kupiec  
Firm: Feldman and Company CPAs  
Address: 246 Genesee St  
Utica NY 13502  
Telephone/Fax: 315-732-5158  
Email: fkupiec@feldmancpas.com

**Business Description**

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

Veteran Owned Small Business Manufacturer of containerized facilities to support government, military, disaster response, commercial and special event customers. We manufacture purpose built shipping conatiners and custom metal fabrications to support the needs of our clients. Our clients and FederalState Government Agencies and Fortune 500 Companies. See Attached Brochure.

## **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.

As a result of our service contracts experiencing sustained growth, we have extremely urgent need to expand our manufacturing capabilities within our company. This application is to facilitate the purchase of our existing leased property located on the Griffiss Business Park (GBP). We currently lease three (3) buildings on GBP, Bldg 832, 917 and 916. This project will convert Bldg 917, our existing 32K SF warehouse, into a state of the art manufacturing facility to enable us to maximize productivity and operational efficiency. Create efficient warehouse space within Bldg 916 (8K SF) and retain our current 8K SF manufacturing facility (Bldg 832) for R&D and light assembly projects that regularly arise. We will create a 24K SF metals fabrication, welding and assembly areas, add a paint booth and creat expanded office space (8K) to accommodate the hiring of new employees. We have hired 6 new employees in 2017 and will hire 2 more before end of year and we plan to hire another 6-8 manufacturing jobs in 2018.

### **Reasons for Project**

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

Our company has experienced exponential growth over the last 3 years and we have a robust pipeline of future work. We are manufacturing in an inefficient manner due to current space restrictions and performing all related tasks in multiple smaller areas spread across multiple buildings which present challenges to quality, safety and productivity. Simply we need centralized and larger manufacturing space.

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

We are seeking a sales tax exemption on our manufacturing construction project and we are seeking a payment in lieu of taxes credit for the maximum time allowable.

6(c) Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency?

Yes or  No

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

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

We are concurrently investing in similar but smaller facilities at our Raeford NC and Jackson MS locations. If not granted Agency approval we would re-evaluate and most likely shift the bulk of our investment in our ROME NY facility to one of the other locations.

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.

We own two additional facilities, one in Jackson MS and one in Raeford NC, which we are expanding concurrently with this project in NY. If denied Agency assistance and support we will divert a substantial portion of our investment into our NC and MS locations.

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).

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.

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):**

- Manufacturing
- Industrial Assembly or Service
- Back office operations
- Research and Development
- Technology/Cybersecurity
- Warehousing
- Commercial or Recreational
- Retail
- Residential housing (specify) \_\_\_\_\_
- Pollution Control (specify) \_\_\_\_\_
- Environmental (e.g., Brownfield) (specify) \_\_\_\_\_
- Other (specify) \_\_\_\_\_

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.

<b>Assistance</b>	<b>Estimated Value</b>
<input checked="" type="checkbox"/> Real Property Tax Abatement	\$ 1,000,000 _____
<input type="checkbox"/> Mortgage Tax Exemption ( .75% )	\$ 0 _____
Amount of mortgage: \$ 0 _____	
<input checked="" type="checkbox"/> Sales and Use Tax Exemption ** ( 8.75% )	\$ 700,000 _____
<input type="checkbox"/> Issuance by the Agency of Tax Exempt Bonds	\$ 0 _____

**\*\* 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.**

**Part III: Facility Information (if project that you are applying for is a housing project please also complete questions 7(m) through 7(q))**

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

7(a) Street Address of Facility:

162 McPike Rd  
\_\_\_\_\_

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

Rome NY 13441  
\_\_\_\_\_

7(c) School District:

City of Rome  
\_\_\_\_\_

7(d) Tax Map Number(s):

224.000-0001-006.001  
\_\_\_\_\_  
\_\_\_\_\_

**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.**

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

Warehouse

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

Planned Development  
\_\_\_\_\_

7(g) 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.***

See Attached Documents - March Associates Construction Cost Estimate and Schedule.

7(h) 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.

Design/Engineering; Demolition; Bidding of Construction

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

Construction commencement: \_\_\_\_\_

Construction completion: October 2018

7(i) 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 SEQR determination. If no, please provide the status of approval:  
Approved by GLDC Board.

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

**Important: please attach Environmental Assessment Form to this Application.**

7(k) What is the useful life of the facility? 50 \_\_\_\_\_ years

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

If yes, which Empire Zone: \_\_\_\_\_

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

Provide detail.

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

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

**Part V: 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. If no, proceed to next section.

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.**

**If the answer to A is Yes AND the answer to Question B 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 or  No.

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

Yes or  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 or  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.

4. 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 \_\_\_\_\_  
\_\_\_\_\_

5. Is the project located in a Highly Distressed Area?  Yes or  No

#### Part VI: Facility (Legal Information)

8(a) With respect to the **present owner** of the facility, please give the following information:  
*(Note: the present owner is not necessarily the user of the facility, but that party which holds legal title to the facility.)*

Legal Name: Griffiss Local Development Corporation  
Address: 584 Phoenix Drive  
Rome NY 13441  
Telephone: 315-338-0393  
Balance of Mortgage: None  
Holder of Mortgage: None

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.

8(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.

8(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.

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

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

8(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>Square Feet Occupied</u>	<u>Nature of Business</u>
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8(g) Are any of the tenants related to the owner of the facility?  
 Yes  No  
If yes, please explain.

8(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 VII: Equipment

9(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.  
See Attached Equipment Purchase List

9(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.

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



**Part VIII: Employment Information**

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

Construction Jobs <sup>50</sup> \_\_\_\_\_

10(b) Estimate how many jobs will be created as a result of this project.

	Current # of jobs at proposed project location or to be relocated at project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	24	24	9	9
Part Time (PTE)	12	12	5	5
Total ***	36	36	14	14

\*\*For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column. The Labor Market Area includes the Counties of Oneida, Lewis, Herkimer, Madison and

\*\*\* By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the THREE year time period following Project completion. An FTE works 35 hours or more per week. Agency staff converts PTE jobs into FTE jobs by dividing the number of PTE jobs by two (2).

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Management	\$60,000 - 120,000	\$6-10,000
Administrative	\$40,000	\$6-10,000
Production	\$50-80,000	\$6-10,000
Independent Contractor	0	
Other	0	

Employment at other locations in Oneida County:

	Address	Address	Address
Full time			
Part Time			
Total			

Will any of the facilities described above be closed or subject to reduced activity?

Yes or  No

*\*\* If any of the facilities described above are located within the State of New York and you answered Yes to the question above you must complete Part I Question 6(e) of this Application.*

*\*\* Please note that the Agency may utilize the foregoing employment projections, among other items, to determine the Financial Assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.*

10( c) Please list the NIC codes for the jobs affiliated with this project.

**Part IX: Estimated Project Cost and Financing**

11(a) List the costs necessary for the construction, acquisition or renovation of the facility.

Acquisition of Land	50,000	
Acquisition of Building(s)	167,000	
Renovation Costs	3,579,000	
New Construction of Buildings	1,711,000	
Machinery and Equipment (other than furniture costs)	1,066,000	
Fixtures	76,200	
Installation Costs	200,000	
Fees (other than your own broker and legal fees)	0	
Legal Fees (IDA legal fees, Applicant legal fees)	50,000	
Architectural/Engineering	200,000	
Interest on Interim Financing	0	
Other (specify)		
Subtotal	7,099,200	
<b>Agency Fee<sup>1</sup></b>		
<b>Total Project Cost</b>		

<sup>1</sup>See Attached Fee Schedule (Page 19) for Agency Fee amount to be placed on this line

11(b) **Sources of Funds for Project Costs:**

Bank Financing:	\$ 0
Equity (excluding equity that is attributed to grants/tax credits)	\$ 5,000,000
Tax Exempt Bond Issuance (if applicable)	\$ 0
Taxable Bond Issuance (if applicable)	\$ 0
Public Sources (Include sum total of all state and federal grants and tax credits)	\$ 0
Identify each state and federal grant/credit:	
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
Total Sources of Funds for Project Costs:	\$ _____

**Real Estate Taxes**

12(a) For each tax parcel which comprises the facility, please provide the following information, using figures from the most recent tax year.

Tax Map #	Current Assessed Value (Land)	Current Assessed Value (Building)	Real Estate Taxes
224.000-0001-006.001			

12(b) Address of Receiver of Town and/or Village Taxes:

City of Rome

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12(c) Address of Receiver of School Taxes:

City of Rome

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12(d) Will the completion of the proposed project result in the increase of the assessment of any of the parcels named above?  Yes  No

If yes, please indicate which tax account numbers will be affected.

### Financial Information

13(a) Has the Applicant contacted any bank, financial/lending institution or private investor with respect to the financing of the proposed project?

Yes  No

If yes, please provide details.

13(b) Has the Applicant received a commitment letter for said financing?

Yes  No

If yes, please submit a copy of said commitment letter along with this Application.

13(c) Please complete the Cost/Benefit Analysis form and attach to this Application. As you begin completing the form and have questions, please call the IDA office.

## 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.:

Richard H. Steplata, being first duly sworn, deposes and says:

1. That I am the Managing Member (Corporate Office) of Deployed Resources, LLC (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 4 day of August, 2020

Rene M Hoag  
(Notary Public)

RENEE M HOAG  
Lic. #01HO6119366  
Notary Public-State of New York  
Qualified in Oneida  
My Commission Expires 11/29/2020

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: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Return the original application and two copies with a check in the amount of \$1500.00 made payable to: **Oneida County Industrial Development Agency (OCIDA)**, 584 Phoenix Drive, Rome, New York 13441-1405, Attn.: Shawna M. Papale, Executive Director. \$1000 will be applied at closing against the IDA closing fee. In addition, please send an electronic version of the application (signed), SEQR form (signed), and Cost/benefit to [spapale@mvedge.org](mailto: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 \$500. 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.

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

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**TO BE ATTACHED TO AND MADE PART OF APPLICATION TO THE  
OCIDA**

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**NAME OF APPLICANT:** Deployed Resources LLC

**DESCRIPTION OF PROJECT:** Manufacturing Renovations

**NAME OF ALL SUBLESSEES OR  
OTHER OCCUPANTS OF FACILITY:** N/A

**PRINCIPALS OR PARENT OF APPLICANT:**

**PRINCIPALS OF ANY SUBLESSEE  
OR OCCUPANT:**

**PRODUCT/SERVICES:** Manufacturing

**ESTIMATED DATE OF COMPLETION OF PROJECT:** Oct 2018

**TYPE OF FINANCING/STRUCTURE:**  Tax-Exempt Financing  
 Taxable Financing  
 Sale/Leaseback  
 Other \_\_\_\_\_

**TYPES OF BENEFITS RECEIVED:**

- Taxable Financing
- Tax-Exempt Bonds
- Sales Tax Until Completion Date
- Mortgage Tax Abatement
- Real Property Tax Abatement

**PROJECT COSTS – CAPITAL INVESTMENT**

Land	50,000	Cost per Acre	_____
Existing Building	167,000		_____
Rehab of Existing Building	3,579,000		_____
Construction of New Building	0	Cost per Sq Ft.	_____
Addition or Expansion	1,711,000	Cost per Sq Ft.	_____
Engineering and Architectural Fees	200,000		_____
Equipment	1,066,000	Cost per Sq Ft.	_____
Legal Fees			
Bank, Bond, Transaction, Company,			
Credit Provider, Trustee	50,000		_____
Finance Charges			
Title Insurance, Environmental			
Review, Bank Commitment Fee,			
Appraisals, etc.	15,000		_____
Agency Fee	35,000		_____
<b>TOTAL COST OF PROJECT</b>	<b>6,873,000</b>		_____
Job Revolving Fund Loan			_____
Other Grants or Loans			_____

**COMPANY INFORMATION**

Existing Jobs                    24 \_\_\_\_\_  
 Created Jobs (Year 3)       9 \_\_\_\_\_  
 Retained Jobs                 24 \_\_\_\_\_

**EARNINGS INFORMATION**

County Spec Average Direct Jobs     \$50,000 \$ \_\_\_\_\_  
 County Spec Average Indirect Jobs   \$50,000 \$ \_\_\_\_\_  
 County Spec Average Construction   \$50,000 \$ \_\_\_\_\_

**MULTIPLIER INFORMATION**

Indirect Job Rate 2.5  
 Sales Tax Rate (8.75%)  
 Mortgage Tax Rate            .75%

Assumed Real Property Tax Rate Per Thousand for Municipality where project is located: \_\_\_\_\_

Assumed Real Property Assessment of facility where IDA assistance is being sought: \_\_\_\_\_

Assumed NYS Income Tax rate on earnings 4.25%: \_\_\_\_\_

**Note:** \$1,000,000 in construction expenditures generates 15 person – years of employment

**CALCULATION OF BENEFITS (3 – YEAR PERIOD)**

**NYS PERSONAL INCOME TAX RECEIVED**

	<u>Total Earnings</u>	<u>Revenues</u>
Direct Jobs		
Created	_____	_____
Existing	_____	_____
Indirect Jobs		
Created	_____	_____
Existing	_____	_____
Construction		
Person Years	_____	_____
<b>TOTALS</b>	_____	_____

**TAXABLE GOODS AND SERVICES**

	<u>Spending Rate</u>	<u>Expenditures</u>	<u>State and Local Sales Tax Revenues</u> <small>(Expenditure Column x .0825)</small>
<b>Direct Jobs</b>			
Created <small>(total earnings for direct jobs created x .36)</small>	36.0%	_____	_____
Existing <small>(total earnings for direct jobs existing x .36)</small>	36.0%	_____	_____
<b>Indirect Jobs</b>			
Created <small>(total earnings for indirect jobs created x .36)</small>	36.0%	_____	_____
Existing <small>(total earnings for indirect jobs existing x .36)</small>	36.0%	_____	_____
<b>Construction</b>			
Person yrs. <small>(total earnings for construction person yrs. x .36)</small>	36.0%	_____	_____
<b>Totals</b>	_____	_____	_____

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

Real Property Taxes Paid \$ \_\_\_\_\_

**COSTS**

Real Property Taxes Abated on Improvements  
Only (3-year period) \$ \_\_\_\_\_

Mortgage Tax Abated \$ \_\_\_\_\_

Estimated Sales Tax Abated During Construction Period \$ \_\_\_\_\_

**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.

Please complete either a Short Form EAF or a Long Form EAF and 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.

<b>Part 1 - Project and Sponsor Information</b>				
Deployed Resources LLC				
Name of Action or Project: Manufacturing Expansion Building 917				
Project Location (describe, and attach a location map): McPike Rd Griffiss Business Park, ROME NY				
Brief Description of Proposed Action: Acquire Existing Building, Interior manufacturing facility renovations. machinery installations to expand manufacturing space.				
Name of Applicant or Sponsor: DEployed Resources LLC		Telephone: 315-281-0039		
		E-Mail: rstapleton@deployedresources.com		
Address: 164 McPike Rd				
City/PO: Rome		State: NY	Zip Code: 13441	
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.			<b>NO</b>	<b>YES</b>
			<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:			<b>NO</b>	<b>YES</b>
			<input checked="" type="checkbox"/>	<input type="checkbox"/>
3.a. Total acreage of the site of the proposed action?		_____ 17 acres		
b. Total acreage to be physically disturbed?		_____ >1 acres		
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		_____ 17 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 type="checkbox"/> Industrial <input type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban)				
<input checked="" type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input checked="" type="checkbox"/> Other (specify): <u>Former Air Force Base</u>				
<input type="checkbox"/> Parkland				

5. Is the proposed action, a. A permitted use under the zoning regulations?	NO	YES	N/A
	<input checked="" type="checkbox"/>	<input 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 checked="" type="checkbox"/>	<input type="checkbox"/>
	c. Are any pedestrian accommodations or bicycle routes available on or near site of the proposed action?	<input type="checkbox"/>	<input checked="" 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 checked="" type="checkbox"/>	<input 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 checked="" type="checkbox"/> Forest <input checked="" 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 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 type="checkbox"/> NO <input type="checkbox"/> YES _____ _____		



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)? If Yes, explain purpose and size: _____ _____	<b>NO</b>  <input checked="" type="checkbox"/>	<b>YES</b>  <input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe: _____ _____	<b>NO</b>  <input checked="" type="checkbox"/>	<b>YES</b>  <input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe: _____ _____	<b>NO</b>  <input type="checkbox"/>	<b>YES</b>  <input type="checkbox"/>
<b>I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE</b> Applicant/sponsor name: <u>DEPLOYED RESOURCES LLC</u> Date: <u>7/21/17</u> Signature: <u></u>		

**ESTIMATE OF PROBABLE CONSTRUCTION COST**

**Project:** Deployed Resources - Manufacturing Renovations to Building 917

**Based on Drawings:** A101

**Project No.:** 1706      **Date of Estimate:** 4/21/17

**Prepared By:** CJC      **Checked By:**



NO.	ITEM DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL	Work Schedule
<b>DIVISION 1 - GENERAL CONDITIONS</b>					
1A.	General Conditions	10%		<b>\$380,016.00</b>	
<b>DIVISION 2 - EXISTING CONDITIONS</b>					
2A.	Removals				
	<b>Office Area</b>				Jul-17
	1. VCT Flooring	3,300 SF	\$1.25	\$4,125.00	
	2. ACT Ceiling	3,300 SF	\$1.00	\$3,300.00	
	3. Partitions	1,500 SF	\$3.00	\$4,500.00	
	4. Doors	24 EA	\$100.00	\$2,400.00	
	5. Cut Window Opening	96 SF	\$125.00	\$12,000.00	
	6. Toilet Rooms	400 SF	\$10.00	\$4,000.00	
	<b>Mechanical Room</b>				
	1. Man Doors	4 EA	\$150.00	\$600.00	Jul-17
	<b>Container Welding Area</b>				
	1. Concrete Wall	600 SF	\$125.00	\$75,000.00	July-Aug 2017
	2. Remove Door	1 LS	\$1,500.00	\$1,500.00	
	3. Cut-In Second Opening	224 SF	\$125.00	\$28,000.00	
	<b>Raw Material Storage</b>				
	1. CMU Removals	200 SF	\$5.00	\$1,000.00	Aug-17
	2. Man Doors	5 EA	\$150.00	\$750.00	
	3. Cut Exterior Door Opening (24 x 14')	336 SF	\$125.00	\$42,000.00	
	<b>Classroom / Breakroom</b>				
	1. Ceilings	2,050 SF	\$1.00	\$2,050.00	Aug-17
	2. Man Doors	5 EA	\$100.00	\$500.00	
	3. Window Wall	144 SF	\$10.00	\$1,440.00	

Unless noted otherwise, this estimate does not include costs for abatement of hazardous materials, site surveys/soil testing, fees for professional services and the Owner's administrative costs.

Based on 2017 Construction Under:

Single Prime Contract

Multiple Prime Contracts

<b>ESTIMATE OF PROBABLE CONSTRUCTION COST</b>	
Project: Deployed Resources - Manufacturing Renovations to Building 917	
Based on Drawings: A101	
Project No.: 1706	Date of Estimate: 4/21/17
Prepared By: CJC	Checked By:



NO.	ITEM DESCRIPTION	QUANTITY		UNIT PRICE	TOTAL	Work Schedule
	<b>R&amp;D Storage Room</b>					Aug-17
1.	Exterior Doors	1	LS	\$2,500.00	\$2,500.00	
2.	Man Doors	8	EA	\$100.00	\$800.00	
	<b>Container Interior Fabrication</b>					Aug- Sep 2017
1.	Exterior Large Doors	6	EA	\$2,500.00	\$15,000.00	
2.	Man Doors	4	EA	\$100.00	\$400.00	
3.	Cut New Door Openings	56	SF	\$125.00	\$7,000.00	
4.	Modify Door Openings	2	EA	\$5,000.00	\$10,000.00	
	<b>Other Removals</b>					Jul- Aug 2017
1.	Roof Top AHU (Large)	1	EA	\$3,000.00	\$3,000.00	
2.	Miscellaneous Roof Top Equipment	1	LS	\$5,000.00	\$5,000.00	
	<b>Mechanical Removals</b>	31,800	SF	\$1.00	\$31,800.00	Jul-Sep 2017
	<b>Plumbing / FP Removals</b>	31,800	SF	\$0.50	\$15,900.00	Jul-Sep 2017
	<b>Electrical Removals</b>	31,800	SF	\$1.00	\$31,800.00	Jul-Sep 2017
	<b>Roofing Removals</b>	31,800	SF	\$1.50	\$47,700.00	Jul-Sep 2017
	<b>SUBTOTAL</b>				<b>\$354,065.00</b>	
	<b>DIVISION 3 - CONCRETE</b>					May-Oct 2018
3A.	Addition Footings (8 each 8' x 6')	25	CY	\$350.00	\$8,750.00	
3B.	Exterior Wall and Footings	150	CY	\$450.00	\$67,500.00	
3C.	Piers	40	CY	\$450.00	\$18,000.00	
3D.	Floor Slab (6")	13,200	SF	\$10.00	\$132,000.00	
3E.	Miscellaneous Pads	1	LS	\$2,000.00	\$2,000.00	
	<b>SUBTOTAL</b>				<b>\$228,250.00</b>	
	<b>DIVISION 4 - MASONRY - NOT USED</b>					

Unless noted otherwise, this estimate does not include costs for abatement of hazardous materials, site surveys/soil testing, fees for professional services and the Owner's administrative costs.

Based on 2017 Construction Under:

- Single Prime Contract
- Multiple Prime Contracts

<b>ESTIMATE OF PROBABLE CONSTRUCTION COST</b>	
Project: Deployed Resources - Manufacturing Renovations to Building 917	
Based on Drawings: A101	
Project No.: 1706	Date of Estimate: 4/21/17
Prepared By: CJC	Checked By:



NO.	ITEM DESCRIPTION	QUANTITY		UNIT PRICE	TOTAL	Work Schedule
<b>DIVISION 5 - METALS</b>						May-Oct 2018
5A.	Framing at Container	8	T	\$5,000.00	\$40,000.00	
5B.	Framing at Welding	4	T	\$4,000.00	\$16,000.00	
5C.	Framing at Raw Metal	2	T	\$4,000.00	\$8,000.00	
5D.	Framing at New Doors	12	T	\$4,000.00	\$48,000.00	
5E.	Building Addition Columns	20	T	\$4,000.00	\$80,000.00	
5F.	Girts	10	T	\$3,000.00	\$30,000.00	
5G.	Long Span Joists	26	EA	\$5,000.00	\$130,000.00	
5H.	Roof Deck	13,200	SF	\$4.50	\$59,400.00	
5I.	Miscellaneous Frames and Supports	1	LS	\$10,000.00	\$10,000.00	
5J.	Overhead Fall Protection System Allowance	10,000	SF	\$4.00	\$40,000.00	
<b>SUBTOTAL</b>					<b>\$461,400.00</b>	
<b>DIVISION 6 - WOOD AND PLASTIC</b>						
6A.	Miscellaneous Blocking	1	LS	\$1,500.00	\$1,500.00	
<b>DIVISION 7 - THERMAL &amp; MOISTURE PROTECTION</b>						May-Oct 2018
7A.	Perimeter Insulation	2,600	SF	\$1.25	\$3,250.00	
7B.	Siding System - Insulated Sandwich Panel	5,300	SF	\$25.00	\$132,500.00	
7C.	Roofing EPDM - R30	45,000	SF	\$12.00	\$540,000.00	
7D.	Siding Infills and Modifications	1	LS	\$5,000.00	\$5,000.00	
7E.	Gutters and Downspouts	200	LF	\$15.00	\$3,000.00	Oct-17
7F.	Sealants	1	LS	\$3,000.00	\$3,000.00	Oct-17
<b>SUBTOTAL</b>					<b>\$686,750.00</b>	

Unless noted otherwise, this estimate does not include costs for abatement of hazardous materials, site surveys/soil testing, fees for professional services and the Owner's administrative costs.

Based on 2017 Construction Under:

Single Prime Contract

Multiple Prime Contracts

**ESTIMATE OF PROBABLE CONSTRUCTION COST**

**Project:** Deployed Resources - Manufacturing Renovations to Building 917

**Based on Drawings:** A101

**Project No.:** 1706      **Date of Estimate:** 4/21/17

**Prepared By:** CJC      **Checked By:**



NO.	ITEM DESCRIPTION	QUANTITY		UNIT PRICE	TOTAL	Work Schedule
<b>DIVISION 8 - DOORS AND WINDOWS</b>						
8A.	Aluminum Entrance	1	LS	\$5,000.00	\$5,000.00	Sep Oct 2017
8B.	Exterior Man Doors	15	EA	\$2,800.00	\$42,000.00	Sep Oct 2017
8C.	Interior Man Doors	24	EA	\$2,500.00	\$60,000.00	Sep Oct 2017
8D.	Windows	96	SF	\$90.00	\$8,640.00	Sep Oct 2017
8E.	Overhead Doors					
	24 x 14 - 5	1,680	SF	\$40.00	\$67,200.00	Sep Oct 2017
	14 x 14 - 2	392	SF	\$30.00	\$11,760.00	May-Oct 2018
	<b>SUBTOTAL</b>				<b>\$194,600.00</b>	
<b>DIVISION 9 - FINISHES</b>						
						May-Oct 2018
9A.	GWB Partitions	1,200	SF	\$8.00	\$9,600.00	
9B.	VCT Flooring	3,300	SF	\$3.50	\$11,550.00	
9C.	ACT Ceiling	3,300	SF	\$3.00	\$9,900.00	
9D.	Toilet Room Finishes	400	SF	\$30.00	\$12,000.00	
9E.	Painting Interior (Existing)	1	LS	\$30,000.00	\$30,000.00	
9F.	Painting Ceiling Addition	13,200	SF	\$0.50	\$6,600.00	
9G.	Clean and Paint Exterior (Siding Existing Building)	16,000	SF	\$1.25	\$20,000.00	
9H.	Ashford Floor Sealer	13,200	SF	\$1.00	\$13,200.00	
	<b>SUBTOTAL</b>				<b>\$112,850.00</b>	
<b>DIVISION 10 - SPECIALTIES</b>						
10A.	Toilet Room Accessories	1	LS	\$2,000.00	\$2,000.00	Oct-17
10B.	Signage Allowance	1	LS	\$1,000.00	\$1,000.00	Oct-17
10C.	White Boards / Tack Boards	1	LS	\$5,000.00	\$5,000.00	Jul-18
10D.	Projector Screen	1	LS	\$1,500.00	\$1,500.00	Jul-18
	<b>SUBTOTAL</b>				<b>\$9,500.00</b>	
<b>DIVISION 11 - EQUIPMENT</b>						
11A.	Paint Spray Booth (Includes Fall Protection)	1	LS	\$60,000.00	\$60,000.00	Oct-Nov 2017
11B.	Air Compressor Allowance	1	LS	\$10,000.00	\$10,000.00	Sep-Oct 2017
	<b>SUBTOTAL</b>				<b>\$70,000.00</b>	

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Based on 2017 Construction Under:

Single Prime Contract

Multiple Prime Contracts

**ESTIMATE OF PROBABLE CONSTRUCTION COST**

Project: Deployed Resources - Manufacturing Renovations to Building 917

Based on Drawings: A101

Project No.: 1706 Date of Estimate: 4/21/17

Prepared By: CJC Checked By:



NO.	ITEM DESCRIPTION	QUANTITY		UNIT PRICE	TOTAL	Work Schedule
<b>DIVISION 12 - FURNISHINGS</b>						
12A.	Walk-Off Mats	25	SF	\$50.00	\$1,250.00	Jul-18
12B.	Window Treatments	96	SF	\$10.00	\$960.00	Jul-18
<b>SUBTOTAL</b>					<b>\$2,210.00</b>	
<b>DIVISIONS 13 &amp; 14 - NOT USED</b>						
<b>DIVISION 21 - FIRE SUPPRESSION</b>						
						Aug-Oct 2017
21A.	Existing Building System (31,800 x 50%) Reuse	15,900	SF	\$5.00	\$79,500.00	
21B.	Addition (Dry Pipe)	13,200	SF	\$6.00	\$79,200.00	
<b>SUBTOTAL</b>					<b>\$158,700.00</b>	
<b>DIVISION 22 - PLUMBING</b>						
						Aug-Oct 2017
22A.	Water Closets	3	EA	\$3,000.00	\$9,000.00	
22B.	Urinals	2	EA	\$1,500.00	\$3,000.00	
22C.	Hand Sinks	3	EA	\$1,500.00	\$4,500.00	
22D.	Shower Stalls	2	EA	\$2,000.00	\$4,000.00	
22E.	Drinking Fountain	1	EA	\$2,500.00	\$2,500.00	
22F.	Eye Wash Stations (2)	2	EA	\$1,000.00	\$2,000.00	
22G.	Hose Bibs	1	LS	\$500.00	\$500.00	
22H.	Air Compressor Piping Allowance	1	LS	\$1,500.00	\$1,500.00	
<b>SUBTOTAL</b>					<b>\$27,000.00</b>	
<b>DIVISION 23 - HVAC</b>						
						Sep-Oct 2017
23A.	Office Areas - Air Conditioning	3,300	SF	\$25.00	\$82,500.00	
23B.	Existing Assembly Area	28,000	SF	\$18.00	\$504,000.00	
23C.	Addition - Ventilation Only	13,200	SF	\$5.00	\$66,000.00	
23D.	Paint Booth Make-Up Air System	1	LS	\$75,000.00	\$75,000.00	
23E.	Controls Allowance	1	LS	\$30,000.00	\$30,000.00	
<b>SUBTOTAL</b>					<b>\$757,500.00</b>	

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Based on 2017 Construction Under:

Single Prime Contract

Multiple Prime Contracts

**ESTIMATE OF PROBABLE CONSTRUCTION COST**

Project: Deployed Resources - Manufacturing Renovations to Building 917

Based on Drawings: A101

Project No.: 1706 Date of Estimate: 4/21/17

Prepared By: CJC Checked By:



NO.	ITEM DESCRIPTION	QUANTITY		UNIT PRICE	TOTAL	Work Schedule
<b>DIVISION 26 - ELECTRICAL</b>						Aug-Oct 2017
16A.	Power Distribution 45,000 x 50%	22,500	SF	\$10.00	\$225,000.00	
16B.	Lighting (LED)	45,000	SF	\$6.00	\$270,000.00	
16C.	Special Systems	45,000	SF	\$2.00	\$90,000.00	
<b>SUBTOTAL</b>					<b>\$585,000.00</b>	
<b>DIVISION 31 - EARTHWORK</b>						May-Oct 2018
31A.	Site Preparation / Erosion Control	1	LS	\$5,000.00	\$5,000.00	
31B.	Earthwork					
	Strip Topsoil and Stock Plus	244	CY	\$10.00	\$2,440.00	
	Cuts and Fills	500	CY	\$20.00	\$10,000.00	
	Fine Grade	20,000	SF	\$0.50	\$10,000.00	
	Building Excavation	13,200	SF	\$3.00	\$39,600.00	
	Sub Slab Base	13,200	SF	\$1.00	\$13,200.00	
<b>SUBTOTAL</b>					<b>\$80,240.00</b>	
<b>DIVISION 32 - EXTERIOR IMPROVEMENTS</b>						
32A.	Pavements					Oct Nov 2017
	Concrete Aprons 24 x 24	2,800	SF	\$12.00	\$33,600.00	
	Asphalt Pavement - HD	100	CY	\$60.00	\$6,000.00	
32B.	Landscaping					Oct Nov 2017
	Seeded Lawns	500	SY	\$2.00	\$1,000.00	
<b>SUBTOTAL</b>					<b>\$40,600.00</b>	
<b>DIVISION 33 - UTILITIES</b>						
33A.	Storm Water Management - Allowance	1	LS	\$30,000.00	\$30,000.00	May-Oct 2018
<b>SUBTOTAL</b>					<b>\$4,180,181.00</b>	
<b>CONTINGENCY (10%)</b>					<b>\$418,018.10</b>	
<b>TOTAL PROBABLE CONSTRUCTION COST</b>					<b>\$4,598,199.10</b>	
<b>SAY</b>					<b>\$4,600,000.00</b>	
<b>"SOFT" AND ADMINISTRATIVE COSTS (15%)</b>					<b>\$690,000.00</b>	
<b>TOTAL PROJECT COST</b>					<b>\$5,290,000.00</b>	

Unless noted otherwise, this estimate does not include costs for abatement of hazardous materials, site surveys/soil testing, fees for professional services and the Owner's administrative costs.

Based on 2017 Construction Under:

Single Prime Contract

Multiple Prime Contracts

VENDOR:  
JOB #:  
Delivery Location: Deployed Resources Building 917 Manufacturing Facility

Date: 8 July 2017  
Purchaser:  
Delivery Date: TBD

QTY	Description	Price/ea	TOTAL \$
5	Strong Hand BuildPro Max 48" x 96" x 30" Stand Table Part # TMB59648F	\$4,591.00	\$22,955.00
30	Leveling Casters for Strong Hand tables Part # TMLC700	\$85.33	\$2,559.90
48	PTT956K Clamps	\$34.42	\$1,652.16
48	UERN5200 Clamps	\$37.92	\$1,820.16
24	T50330 Right angle brackets	\$96.00	\$2,304.00
2	Miller Dynasty 400 wireless complete TIG Welder	\$9,500.00	\$19,000.00
1	Mill/Lathe Combo machine	\$50,000.00	\$50,000.00
2	Hypertherm Power max 45XP	\$2,100.00	\$4,200.00
1	Beveling tool	\$3,500.00	\$3,500.00
2	Miller 250 Fume Extractors	\$8,000.00	\$16,000.00
1	Material Positioner	\$4,000.00	\$4,000.00
1	HASCO ERM 3620 Hydraulic CNC PRESS BRAKE 352 ton 12' capacity (up to 1/2" steel plate)	\$120,000.00	\$120,000.00
1	HASCO HSL 3613 Hydraulic Shear with 1/2" x 12' capacity	\$80,000.00	\$80,000.00
1	Lonestar Scout HD Plasma Table with Crane rails & Hypertherm Plasma cutter for up to 5' x 12' sheets	\$160,000.00	\$160,000.00
1	Scotchman Iton worker D0-70	\$30,000.00	\$30,000.00
1	RDB-250 Tube Bender 10435 with RT-2B Die Package 3450	\$14,000.00	\$14,000.00
2	Stand alone Crane for Machine Shop material handling 4,000 lb capacity	\$28,000.00	\$56,000.00
4	Large rolling tool boxes	\$1,000.00	\$4,000.00
4	Double door Metal Parts Cabinets 72" w x 84" H x 24" d	\$2,500.00	\$10,000.00
10	Double door Metal Storage cabinets 48" w x 24" d X 78" H	\$500.00	\$5,000.00
6	Flamable cabinets EAGLE 60 gallon capacity Manual Close model # 1962.(fire cabinet)	\$1,500.00	\$9,000.00
1	40' Single Sided cantilever rack for Raw metal storage room	\$15,000.00	\$15,000.00
40	Steel Racking for 916 & 917 building 48" D x 8' W x 16' H with 3 shelves and wire mesh shelf covers	\$800.00	\$32,000.00
2	Kubota RTV-X Series Side x Side Utility Vehicles	\$20,000.00	\$40,000.00
64	TandemLoc Item No: AC49000A-4PA: CASTER, CONTAINER LOCK, SWIVEL W/LOCK, 10,000 LB. CAP, URETHANE-ON-IRON.	\$1,600.00	\$102,400.00
1	TandemLoc AB42000A-1PA: Twistlock Towbar	\$2,851.56	\$2,851.56
1	Pipe Racking	\$2,000.00	\$2,000.00
18	Rolling Step ladders	\$400.00	\$7,200.00
30	100' retractable air hose reels	\$800.00	\$24,000.00
10	100' 6/4 SOOW Cord retractable reels	\$2,500.00	\$25,000.00
1	Down-Draft Pressurized Dry Filter Paint Booth GFS Model SDG2020PSB-60-B	\$200,000.00	\$200,000.00
	<b>TOTAL</b>		<b>\$1,066,442.00</b>

**Deployed Resources Environmental-Quality Policy Statement**

Deployed Resources ensures its clients are completely satisfied by providing expedient response times, excellent service, performance and reliability. Product and services are built on high quality standards, with a commitment to customer needs and other applicable requirements. Company leadership relies on objectives, training and other tools to promote continual improvement of the quality system, processes, product and service. Deployed Resources has committed to a clean, healthy environment. We provide safe, reliable, and responsive practices in an environmentally sensitive and responsible manner. We believe that a sound environmental policy contributes to our competitive strength and benefits our customers and employees. We meet and/or exceed lawful compliance and other requirements through regulatory awareness, a leave-no-trace philosophy, pollution prevention practices, and continuous improvement. To implement this policy we have developed an environmental management system that identifies goals, procedures, and measurement and analysis methods. We maximize the benefits of this policy with recycling, reusing, material substitution, improved technologies, creative management and strong operational practices. To maintain this policy we perform management review, preventative maintenance, employee training, and continual research and development. We put an emphasis on commitment and involvement from our employees and management to support this policy.