

WEST DACKS II, LLC

and

LODGING KIT COMPANY, INC.

and

ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

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PAYMENT-IN-LIEU-OF-TAX AGREEMENT

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Oneida County Industrial Development Agency  
2025 Real Estate Lease  
(Lodging Kit Company, Inc. Facility)

Oneida County, Village of Boonville, Town of Boonville,  
Adirondack Central School District

Tax Account Nos.: 33.006-4-58  
33.006-4-59  
33.010-1-19  
33.010-1-20  
33.010-1-25.1

## PAYMENT-IN-LIEU-OF-TAX AGREEMENT

THIS PAYMENT-IN-LIEU-OF-TAX AGREEMENT, dated as of February 1, 2025, is by and among **WEST DACKS II, LLC**, a limited liability company duly organized, validly existing and in good standing under the laws of the State of New York with offices at 210 Grove Street, Boonville, New York 13309 (the "Company"), **LODGING KIT COMPANY, INC.**, a corporation duly organized, validly existing and in good standing under the laws of the State of New York, with offices at 210 Grove Street, Boonville, New York 13309 (the "Sublessee") and **ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**, an industrial development agency and a public benefit corporation of the State of New York having its principal office at 584 Phoenix Drive, Rome, New York 13441 (the "Agency").

### W I T N E S S E T H:

WHEREAS, the Agency is authorized and empowered by the provisions of Title 1 of Article 18-A of the General Municipal Law, Chapter 99 of the Consolidated Laws of New York, as amended, (the "Enabling Act"), and Chapter 372 of the Laws of 1970 of the State of New York, as amended, constituting Section 901 of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of, among others, industrial facilities for the purpose of promoting, attracting and developing economically sound commerce and industry in order to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the Company has requested the Agency assist in (a) acquisition and renovation of a 181,345± square foot building (the "Existing Improvements") situated on a 49.95± acre parcel of land located at 210 Grove Street, Village of Boonville, Town of Boonville, Oneida County, New York (the "Land"); (b) construction of a 2,300± square foot addition to the Existing Improvements (the "Addition" and together with the Existing Improvements, the "Improvements"); and (c) acquisition and installation of equipment in the Improvements (the "Equipment"), all to be used for the purpose of supplying household and linen supplies to the commercial lodging industry (the Land, the Improvements and the Equipment referred to collectively as the "Facility" and the acquisition of the Land, construction of the Addition, renovation of the Existing Improvements, and the equipping of the Improvements is referred to collectively as the "Project"); and

WHEREAS, in order to induce the Company to develop the Facility, the Agency is willing to acquire a leasehold interest in the Facility and lease the Facility back to the Company for its operation; and

WHEREAS, the Agency has agreed to accept a leasehold interest in the Facility in order to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, the Company leases the Facility to the Agency pursuant to a Lease Agreement dated as of February 1, 2025 (the "Lease Agreement"); and

WHEREAS, the Agency leases the Facility back to the Company pursuant to a Leaseback Agreement dated as of February 1, 2025 (the "Leaseback Agreement"); and

WHEREAS, the Company subleases a 103,000± square foot portion of the Facility (the "Lodging Kit Facility") to Lodging Kit Company, Inc. (the "Sublessee") for its operation pursuant to a Sublease Agreement dated as of February 1, 2025 (the "Sublease Agreement"); and

WHEREAS, the Company intends to further sublease the balance of the Facility (the "Non-Project Facility") to a tenant or tenants to be identified from time to time (collectively, the "Non-Project Sublessees" and together with the Sublessee, the "Sublessees") for uses not related to the Project; and

WHEREAS, the Facility will be exempt from real property taxes, general property taxes, general school district taxes, general assessments, service charges or other governmental charges of a similar nature levied and/or assessed upon the Facility or the interest therein of the Company or the occupancy thereof by the Company and the Sublessee commencing March 1, 2025, the taxable status date, (the "Exempt Taxes"), because the Agency has acquired a leasehold interest in the Facility and the Facility is used for a purpose within the meaning of the applicable Constitutional and statutory provisions, including the Enabling Act, provided, however, such exemption does not extend to special assessments or ad valorem levies; and

WHEREAS, the Company understands that it, as lessee of the Facility leased by the Agency, will, in fact, have Exempt Taxes to pay (or to cause the Sublessee to pay) under the provisions of this Agreement in the form of PILOT

Payments (defined below) from the first date of the Exemption Term (as that date is determined by the parties and described herein) through the term of the Leaseback Agreement (the "Exemption Term"); and

WHEREAS, each year of the Exemption Term is more particularly set forth on Schedule B attached hereto (each year being referred to as an "Exemption Year"); and

WHEREAS, the Agency, the Sublessee and the Company deem it necessary and proper to enter into an agreement making provision for payments-in-lieu-of-taxes and such assessments by the Company (or the Sublessee) to the Town of Boonville, the Village of Boonville, or any existing incorporated village or any village which may be incorporated after the date hereof, within which the Facility is or may be, wholly or partially located, the County of Oneida, the Adirondack Central School District and appropriate special districts (hereinafter each a "Taxing Authority" and collectively the "Taxing Authorities") in which any part of the Facility is or is to be located; and

WHEREAS, all defined terms herein as indicated by the capitalization of the first letter thereof and not otherwise defined herein shall have the meanings ascribed to such terms as set forth in the Leaseback Agreement.

NOW, THEREFORE, to provide for certain payments to the Taxing Authorities, and for other good and valuable consideration, the receipt of which is hereby acknowledged, the parties hereto agree as follows:

1. The Company shall pay (or shall cause the Sublessee to pay) to each Taxing Authority:

(a) all taxes that are due with respect to the Facility prior to the Exemption Term, no later than the last day during which such payments may be made without penalty; and

(b) all special assessments and ad valorem taxes coming due and payable during the term of the Lease Agreement and the Leaseback Agreement for which the Facility is not exempt, no later than the last day during which such payments may be made without penalty.

2. (a) The Company shall pay (or shall cause the Sublessee to pay) an amount in lieu of the Exempt Taxes (the "PILOT Payments") during each Exemption Year as follows:

With respect to the Lodging Kit Facility (56% of the Facility Assessment):

- i. One-third of Exempt Taxes years one through and including five;
- ii. Two-thirds of Exempt Taxes years six through and including ten; and
- iii. One hundred percent of Exempt Taxes after year ten.

With respect to the Non-Project Facility (44% of the Facility Assessment):

- i. One hundred percent of Exempt Taxes, through and after year ten.

(b) Anything in this Agreement to the contrary, notwithstanding, this Agreement shall terminate on the date on which the Leaseback Agreement shall terminate and the Agency shall terminate its leasehold interest in the Facility pursuant to the Leaseback Agreement. The benefits under this Agreement are subject to the terms and conditions of a certain Job Retention, Creation and Recapture Agreement dated as of February 1, 2025.

(c) Anything in this Agreement to the contrary, notwithstanding, upon the failure of the Company or the Sublessee in making any payment when due hereunder and upon failure to cure such default within thirty (30) days of receipt of notice as herein provided, shall constitute an Event of Default under Section 7.1(a)(vi) of the Leaseback Agreement, and the Agency may take any one or all remedial steps afforded it in Section 7.2 of the Leaseback Agreement; provided, however, nothing in this Agreement shall be deemed to limit any other rights and remedies the Agency may have hereunder or under any other Transaction Document.

3. The Company will make (or will cause the Sublessee to make) PILOT Payments to each Taxing Authority hereunder for each Exemption Year by making the required payment to such Taxing Authority no later than the last day during which such Exempt Taxes could otherwise be made without penalty as if the Agency did not have a leasehold or other interest in the Facility. PILOT Payments that are delinquent under this Agreement shall be subject to a late penalty of five percent (5%) of the amount due which shall be paid by the Company (or the Sublessee) to the affected Taxing Authority at the time the PILOT Payment is paid. For each month, or part thereof, that the PILOT Payment is delinquent beyond the first month, interest shall accrue to and be paid to the affected Taxing Authority on the total amount due plus a late payment penalty in the amount of one percent (1%) per month until the payment is made. Anything herein to the contrary, notwithstanding, upon the failure of the Company in making any payment (or causing any payment to be made) when due hereunder and upon failure to cure such default within

thirty (30) days of receipt of notice as herein provided, the Agency shall have the right to terminate the Leaseback Agreement and this PILOT Agreement, and the Company shall henceforth pay one hundred (100%) percent of the Exempt Taxes, together with all costs of collection, including but not limited to attorneys' fees. Nothing herein contained shall be deemed to limit any other rights and remedies the Agency may have hereunder or under any other Transaction Document.

4. The PILOT Payments to be made by the Company or the Sublessee pursuant to this Agreement are intended to be in lieu of all Exempt Taxes that would have to be paid on the Facility leased to the Company by the Leaseback Agreement if the Agency did not have a leasehold or other interest in the Facility.

5. If by reason of a change in the Constitution or laws of the State of New York, or an interpretation of the Constitution or the laws of the State of New York by the Court of Appeals (or such lower court from which the time to appeal has expired) of the State of New York, or for any other reason, the Company is required to pay any tax which the payments specified herein are intended to be in lieu of, the Company or the Sublessee may deduct the aggregate of any such payments made by it from the amount herein agreed to be paid in lieu of such taxes and need only pay the difference. Furthermore, inasmuch as the PILOT Payments herein agreed to be made by the Company or the Sublessee are intended to be in lieu of all Exempt Taxes, it is agreed that said payments shall not, as to any Exemption Year, be in an amount greater than would be payable for such year for such Exempt Taxes, in the aggregate, by a private corporation on account of its ownership of the Facility.

6. This Agreement shall be binding upon the successors and assigns of the parties.

7. It is the intent of the parties that the Company will have all the rights and remedies of a taxpayer with respect to any real property or other tax, service charge, special benefit, ad valorem levy, assessment or special assessment or service charge because of which, or in lieu of which, the Company or the Sublessee is obligated to make a payment hereunder, as if and to the same extent as if the Agency did not have a leasehold or other interest in the Facility. It is the further intent of the parties that the Company will have all of the rights and remedies of a taxpayer as if and to the same extent as if the Agency did not have a leasehold or other interest in the Facility with respect to any proposed assessment or change in assessment concerning the property, or any portion thereof, whether through an assessor, board of assessment review, court of law, or otherwise and likewise will be entitled to protest before and be heard by such assessor, board of assessment review, court of law or otherwise and will be entitled to

take any and all appropriate appeals or initiate any proceedings to review the validity or amount of any assessment or the validity or amount of any taxes that would have been payable but for the provisions hereof. In the event, however, that a court of competent jurisdiction shall enter an order or judgment determining or declaring that, by reason of the Agency's interest in the Facility, the Company does not have the right to bring a proceeding to review such assessment under the Real Property Tax Law or any other law, then the Company shall have the right to contest such assessment in the name and as the agent of the Agency, and the Agency agrees to cooperate with the Company in all respects in any such proceeding at the sole cost and expense of the Company. If the Company intends to file a petition to change the assessment of the Facility it must first provide at least forty-five (45) days advance written notice to the Agency and to each Taxing Authority in accordance with Chapter 799 of the Laws of 2022. The Company shall notify the Agency of the outcome of any such proceedings and the Agency reserves the right, in its sole discretion, to determine whether it is appropriate to amend this PILOT Agreement to preserve the original intention of the provision of financial assistance. The Company shall provide the Agency with copies of all documents relating to a change in assessment to allow the Agency to determine whether such change in assessment impacts the original intention of the parties under this Agreement. Notwithstanding anything herein to the contrary, for so long as this Agreement is in effect, the Company hereby unconditionally and irrevocably waives its right, if any, to apply for and/or receive the benefit of any other real property tax exemption with respect to the Facility, including, without limitation, any real property tax exemption that may be available under Section 485-b and Section 485-e of the Real Property Tax Law.

8. All amounts payable by the Company or the Sublessee hereunder will be paid to the respective Taxing Authorities and will be payable in such lawful money of the United States of America as at the time of payment is legal tender for the payment of public and private debts, including a check payable in such money.

9. (a) If any term or provision hereof should be for any reason held or adjudged to be invalid, illegal or unenforceable by any court of competent jurisdiction, such term or provision will be deemed separate and independent and the remainder hereof will remain in full force and effect and will not be invalidated, impaired or otherwise affected by such holding or adjudication.

(b) This Agreement may not be effectively amended, changed, modified, altered or terminated except by an instrument in writing executed by the parties hereto.

(c) All notices, certificates or other communications hereunder shall be in writing and shall be sufficiently given and shall be deemed given when (i) mailed by United States registered or certified mail, postage prepaid, return receipt requested or (ii) when delivered by a commercial overnight courier that guarantees next day delivery and provides a receipt, to the Agency, the Sublessee or the Company, as the case may be, addressed as follows:

To the Agency: Oneida County Industrial Development Agency  
584 Phoenix Drive  
Rome, New York 13441-4105  
Attn.: Chairman

With a Copy To: Bond, Schoeneck & King, PLLC  
501 Main Street  
Utica, New York 13501  
Attn.: Linda E. Romano, Esq.

To the Company: West Dacks II, LLC  
210 Grove Street  
Boonville, New York 13309  
Attn.: Kent Martin, Vice President

With a Copy To: Hancock Estabrook LLP  
1800 AXA Tower I  
100 Madison Street  
Syracuse, New York 13202  
Attn.: Daniel K. Mannion, Esq.

To the Sublessee: Lodging Kit Company, Inc.  
210 Grove Street  
Boonville, New York 13309  
Attn.: Kent Martin, Vice President

With a Copy To: Hancock Estabrook LLP  
1800 AXA Tower I  
100 Madison Street  
Syracuse, New York 13202  
Attn.: Daniel K. Mannion, Esq.




provided, that the Agency, the Sublessee or the Company may, by notice given hereunder to the other, designate any further or different addresses to which subsequent notices, certificates or other communications to them shall be sent.

(e) This Agreement shall be governed by and construed in accordance with the laws of the State of New York.


[Signature page follows]

IN WITNESS WHEREOF, the parties have executed this **PILOT Agreement** as of the date first above written.

WEST DACKS II, LLC

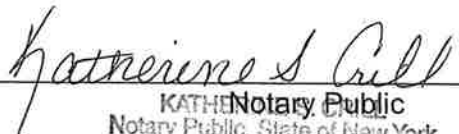
By:   
Kent Martin  
Vice President

LODGING KIT COMPANY, INC.

By:   
Kent Martin  
Vice President

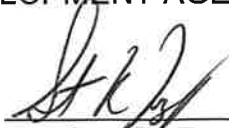
STATE OF NEW YORK        )  
  : ss.:  
COUNTY OF ONEIDA        )

On the 26 day of February 2025 before me, the undersigned a notary public in and for said state, personally appeared **Kent Martin**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their capacity, and that by his/her/their signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.

  
KATHERINE S. CRILL  
Notary Public  
Notary Public, State of New York  
Qualified in Oneida County  
No. 01CP6050614  
My Commission Expires May 14, 2027

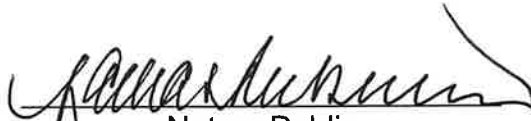
SECOND SIGNATURE PAGE TO PILOT AGREEMENT  
(WEST DACKS II, LLC/LODGING KIT COMPANY, INC.)

ONEIDA COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

By:   
\_\_\_\_\_  
Stephen R. Zogby  
Chairman

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

On the 21<sup>st</sup> day of February 2025 before me, the undersigned a notary public in and for said state, personally appeared **Stephen R. Zogby**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.

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



**SCHEDULE A**

**COUNTY OF ONEIDA**

Receiver of Taxes  
800 Park Avenue  
Rome, New York 13501

**TOWN OF BOONVILLE**

Receiver of Taxes  
13149 State Route 12  
Boonville, New York 13309

**VILLAGE OF BOONVILLE**

Receiver of Taxes  
13149 State Route 12  
Boonville, New York 13309

**ADIRONDACK CENTRAL SCHOOL DISTRICT**

110 Ford Street  
Boonville, New York 13309  
Attn.: District Treasurer

**SCHEDULE B**

**EXEMPTION YEARS**

<b>Exemption Year (Assessment Roll Year)</b>	<b>Village Taxes</b>	<b>School Taxes</b>	<b>County/Town Taxes</b>
Year One (03/2025)	06/01/2025 – 05/31/2026	07/01/2025 – 06/30/2026	01/01/2026 – 12/31/2026
Year Two (03/2026)	06/01/2026 – 05/31/2027	07/01/2026 – 06/30/2027	01/01/2027 – 12/31/2027
Year Three (03/2027)	06/01/2027 – 05/31/2028	07/01/2027 – 06/30/2028	01/01/2028 – 12/31/2028
Year Four (03/2028)	06/01/2028 – 05/31/2029	07/01/2028 – 06/30/2029	01/01/2029 – 12/31/2029
Year Five (03/2029)	06/01/2029 – 05/31/2030	07/01/2029 – 06/30/2030	01/01/2030 – 12/31/2030
Year Six (03/2030)	06/01/2030 – 05/31/2031	07/01/2030 – 06/30/2031	01/01/2031 – 12/31/2031
Year Seven (03/2031)	06/01/2031 – 05/31/2032	07/01/2031 – 06/30/2032	01/01/2032 – 12/31/2032
Year Eight (03/2032)	06/01/2032 – 05/31/2033	07/01/2032 – 06/30/2033	01/01/2033 – 12/31/2033
Year Nine (03/2033)	06/01/2033 – 05/31/2034	07/01/2033 – 06/30/2034	01/01/2034 – 12/31/2034
Year Ten (03/2034)	06/01/2034 – 05/31/2035	07/01/2034 – 06/30/2035	01/01/2035 – 12/31/2035