



# Policy Committee

April 7, 2022  
9:00 a.m.

Via Conferencing & Livestreaming

1. Call Meeting to Order
2. Approval of the March 3, 2022 Policy Committee Meeting Minutes (Pages 2-4)
3. Project Matrix (Page 5)
4. Project Presentation (Staff – Company Q&A)
  - a) Workspport, Ltd. (Pages 6-41)
5. RPNY Solar 2, LLC/Bullis Road Solar Project – Local Labor Request (Pages 42-104)
6. MWBE Update
7. Adjournment – Next Meeting **May 5, 2022 at 9:00 a.m.**

**MINUTES OF A MEETING OF THE  
POLICY COMMITTEE OF THE  
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

- DATE:** March 3, 2022
- LIVE STREAMED:** This meeting is being live-audio streamed and made accessible on the Agency's website at [www.ecidany.com](http://www.ecidany.com).
- PRESENT:** Denise Abbott; Hon. April Baskin; Rev. Mark E. Blue; Johanna Coleman; Colleen DiPirro; Hon. William Krebs; Richard Lipsitz, Jr.; Brenda W. McDuffie; Hon. Glenn R. Nellis; Laura Smith; Lavon Stephens; Paul Vukelic and Maria Whyte
- EXCUSED:** Hon. Bryon W. Brown and David J. State
- OTHERS PRESENT:** John Cappellino, President & CEO; Beth O'Keefe, Vice President of Operations; Mollie Profic, Chief Financial Officer; Atiqah Abidi, Assistant Treasurer; Grant Lesswing, Director of Business Development; Andrew Federick, Business Development Officer; Sean Fallon, Project Manager; Robbie Ann McPherson, Director, Marketing & Communications; Brian Krygier, Director of Information Technology; Carrie Hocieniec, Operations Assistant; Pat Smith, Senior Bookkeeper and Robert G. Murray, Esq., General Counsel/Harris Beach PLLC
- GUESTS:** Lisa Hicks on behalf of the City of Buffalo; Seth Piccirillo on behalf of the BNP and Matt Connors on behalf of Sinatra & Company and 471 Elmwood Avenue, LLC

There being a quorum present at 9:04 a.m., the Meeting of the Policy Committee was called to order by Mr. Lipsitz.

**MINUTES**

The minutes of the February 3, 2022 Policy Committee meeting were presented. Upon motion made by Mr. Nellis to approve of the minutes, and seconded by Ms. Abbott, the aforementioned Policy Committee meeting minutes were unanimously approved.

**PROJECT PRESENTATIONS**

471 Elmwood Group, LLC, 471 Elmwood Avenue, Buffalo, New York 14222. Ms. O'Keefe presented this proposed sales tax only benefit project involving the adaptive reuse of this historic 2-story brick building within the Elmwood Village. The project will offer 5,500 sq.

ft. of first floor commercial/retail space and 5,500 sq. ft. of second floor residential units with parking in the rear of the building.

At this point in time, Ms. Smith joined the meeting.

Ms. O’Keefe confirmed that 471 Elmwood Group, LLC is seeking \$122,500 in incentives including sales tax exemption benefits. Total payroll is projected at \$1.7M for the direct and indirect jobs created including 20 construction jobs. The resulting cost benefit is 1:15 so for every \$1 of incentives the community benefit is \$15 in payroll & tax revenue. For Erie County, every \$1 of incentives provides \$26 in community benefits.

General discussion ensued. Mr. Krebs and Ms. Smith expressed their support for the project.

Ms. O’Keefe stated that in exchange for providing the sales and use tax benefits, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

**Draft Recapture Material Terms**

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total Project Amount = \$3,590,000 85% = \$3,051,500
Employment	Coincides with recapture period	Create 85% of Projected Jobs Projected = 1 FTE 85% = 1 FTE Recapture Employment = 0
Local Labor	Construction Period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with recapture period	Adherence to policy
Unpaid Tax	Coincides with recapture period	Adherence to policy
Recapture Period	2 years after project completion	Recapture of state and local sales taxes

Ms. Whyte moved and Ms. McDuffie seconded to recommend the project as proposed be forwarded to the members of the ECIDA for approval. Mr. Lipsitz called for the vote and the project was then unanimously approved.

**PROJECT MATRIX**

Mr. Cappellino reviewed the Agency’s 2022 Tax Incentives Project Matrix.

At this point in time, Ms. Whyte left the meeting.

Mr. Lipsitz directed that the report be received and filed.

**MWBE UPDATE**

Mr. Cappellino provided an update on the draft MWBE Policy to the Committee members.

At this point in time, Mr. Vukelic joined the meeting.

**UNIFORM TAX EXEMPT POLICY AMENDMENT**

Mr. Cappellino noted the Amended and Restated Countywide Uniform Tax Exemption Policy (“UTEP”) was approved by the ECIDA Board at the February 2022 meeting and advised that the Amherst IDA Board had also approved the amended UTEP as well. The Hamburg, Lancaster and Clarence IDAs will be approving the amended UTEP at their respective March, 2022, IDA Board meetings.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:27 a.m.

Dated: March 3, 2022

\_\_\_\_\_  
Gerald Manhard, Assistant Secretary



**Workspport**  
**\$ 15,006,887**  
**PRIVATE INVESTMENT INDUCEMENT RESOLUTION**

**ELIGIBILITY**

Project Title: Workspport – West Seneca

- NAICS Section –

Project Address 2500 N America Dr. West Seneca, NY 14224  
(West Seneca Central School District)

**COMPANY INCENTIVES**

- Approximately \$72,625 in sales tax savings
- Up to 3/4 of 1% of the final mortgage amount estimated at \$30,937

**Agency Request**

A sales tax and mortgage recording tax in connection with renovation and equipping of a portion of a 222,000 sq ft facility for manufacturing, warehousing, and office use.

**JOBS & ANNUAL PAYROLL**

- Current Jobs: 0
- Annual Payroll: \$ 0
- Projected new jobs: 11 FTE (6 FT, 10 PT)
- Est. salary/yr. of jobs created: \$58,333(FT), \$35,000 (PT)
- Construction Jobs: 30

Land & Building Acquisition	\$ 8,125,000
Renovation	\$ 1,300,000
Manufacturing Equipment	\$ 5,276,887
Non- Manufacturing Equipment	\$ 180,000
Soft Costs/Other	\$ 125,000
<b>Total Project Cost</b>	<b>\$15,006,887</b>
<b>85%</b>	<b>\$12,755,854</b>

**Company Description**

Workspport Ltd was founded in 2011 with a passion for making products better, simpler and more beautiful bringing innovation to an innovation-less market. Starting as a producer of tonneau covers for pickup trucks, Workspport has evolved to position itself as an innovator in its space. Over the past 5 years Workspport has been working on its hybrid energy system, TerraVis, a portable solar powered generation system capable of forming personal microgrids for pickup trucks. Developing the technology that makes up the TerraVis system is the first step in the Company’s strategy to increase its market share through innovation in the automotive and clean tech sectors. Currently, Workspport’s top shareholders, in order include: Steven Rossi (15.3%) and Prasad Kikkani (12.12%).

**Project Description**

Workspport currently operates in North America with its corporate HQ in Ontario Canada. Workspport is in the process of onshoring their production from Yantian China to West Seneca, NY with a plan to purchase an existing currently idle 222,000 sq ft facility. At this facility, the company plans to manufacture both their conventional tonneau covers as well as to produce its newer products, including an advanced hard tonneau cover, a collapsible soft cover and the TerraVis System – its most highly anticipated product to date. This product is expected to drastically minimize electric pickup truck owners’ reliance on the grid, which Workspport feels is becoming dangerously over relied upon. The company plans to add 6 FT and 10 PT jobs. A tenant employing 3 FT workers, will operate from the facility during their short-term lease (expiring 12/31/22).

**PROJECTED COMMUNITY BENEFITS\***

- Term: 2 yrs from project completion
  - NET Community Benefits: \$ 7,048,712
  - Spillover Jobs: 33
- Total Payroll: \$ 6,703,534

**INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)\***

Incentives: \$ 103,562  
Community Benefit: \$ 6,930,599  
Cost: Benefit Ratio  
• 1:67

\* Cost Benefit Analysis Tool powered by MRB Group

## Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

### Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	
	Sales	72,625
	Mortgage Recording	30,937
	Total	103,562
	Discounted at 2%	103,562

### Benefit: Projected Community Benefit\*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	4,333,516
			Payroll Permanent	2,304,523
		Public	Property Taxes	0
			Sales Taxes & Other Municipal	65,491
	New York State	Public	Income Taxes	298,712
			Sales Taxes	46,467
				Total Benefits to EC + NYS***
			Discounted at 2%	6,930,599

\* Cost Benefit Analysis Tool powered by MRB Group \*\*includes direct & indirect \$ over project period \*\*\*may not sum to total due to rounding

Discounted Cost	\$ 103,562
Discounted Benefit	\$6,930,599
Ratio	1:67

**Conclusion:** The Cost Benefit for this project is: 1:67. For every \$1 in costs (incentives), this project provides \$ 67 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$133 in benefits to the community.**

**Draft Recapture Material Terms**

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$15,006,887 85% = \$12,755,854
Employment	Coincides with 10-year PILOT	Maintain Base = Create 85% of Projected Projected = 11 FTE 85% = 9 Recapture Employment = 9
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with recapture period	Adherence to Policy
Unpaid Tax	Coincides with recapture period	Adherence to Policy
<u>Recapture Period</u>	2 years after project completion	Recapture of mortgage recording, state and local sales taxes

Recapture applies to:

State and Local Sales Taxes  
Mortgage Recording Tax

**Recapture**

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to \$12,755,854 or greater than 85% of the anticipated project amount; ii) company has created 11 FTE, iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

**Project ECIDA History**

- 3/21/22: Public hearing held.
- 4/27/22: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 4/27/22: Lease/Leaseback Inducement Resolution presented to the Board of Directors



# Erie County Industrial Development Agency MRB Cost Benefit Calculator

Date: March 18, 2022  
 Project Title: Worksport  
 Project Location: 2500 North America Drive, West Seneca, NY 14224



## Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

\$15,006,887

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		30	27	56
Earnings		\$2,792,655	\$1,540,861	\$4,333,516
Local Spend		\$6,753,099	\$4,781,169	\$11,534,268

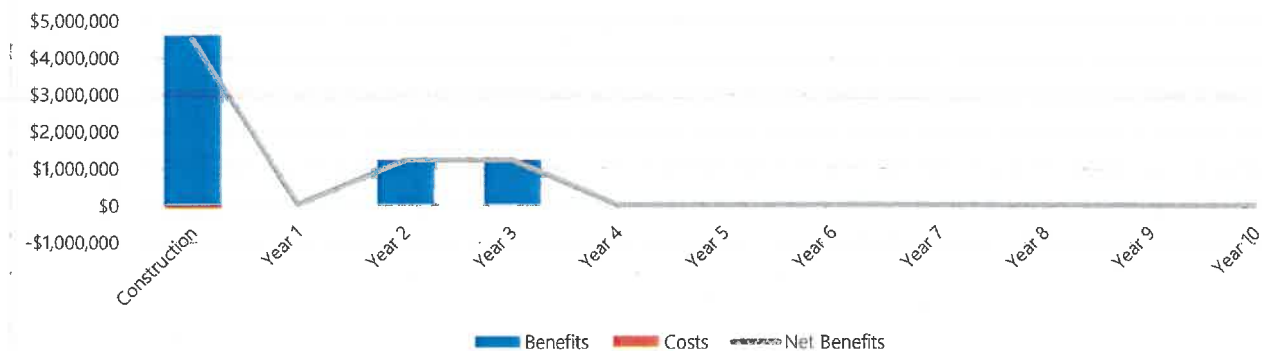
  

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		11	6	17
Earnings		\$1,283,326	\$1,021,200	\$2,304,526

Aggregate over life of the PILOT

Figure 1

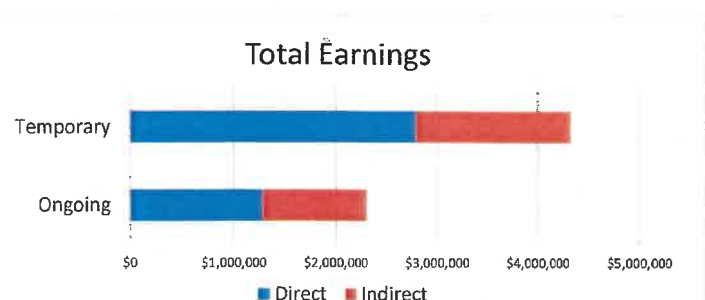
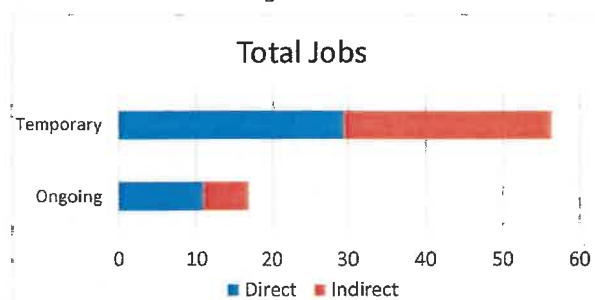
Net Benefits



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



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Ongoing earnings are all earnings over the life of the PILOT.

# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$72,625	\$72,625
Local Sales Tax Exemption	\$39,425	\$39,425
State Sales Tax Exemption	\$33,200	\$33,200
Mortgage Recording Tax Exemption	\$30,937	\$30,937
Local Mortgage Recording Tax Exemption	\$10,312	\$10,312
State Mortgage Recording Tax Exemption	\$20,625	\$20,625
<b>Total Costs</b>	<b>\$103,562</b>	<b>\$103,562</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$6,703,534</b>	<b>\$6,591,204</b>
To Private Individuals	\$6,638,043	\$6,526,839
Temporary Payroll	\$4,333,516	\$4,333,516
Ongoing Payroll	\$2,304,526	\$2,193,323
Other Payments to Private Individuals	\$0	\$0
To the Public	\$65,491	\$64,365
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$36,022	\$36,022
Ongoing Jobs - Sales Tax Revenue	\$19,156	\$18,232
Other Local Municipal Revenue	\$10,313	\$10,110
<b>State Benefits</b>	<b>\$345,178</b>	<b>\$339,396</b>
To the Public	\$345,178	\$339,396
Temporary Income Tax Revenue	\$195,008	\$195,008
Ongoing Income Tax Revenue	\$103,704	\$98,700
Temporary Jobs - Sales Tax Revenue	\$30,335	\$30,335
Ongoing Jobs - Sales Tax Revenue	\$16,132	\$15,353
<b>Total Benefits to State &amp; Region</b>	<b>\$7,048,712</b>	<b>\$6,930,599</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$6,591,204	\$49,737	133:1
State	\$339,396	\$53,825	6:1
<b>Grand Total</b>	<b>\$6,930,599</b>	<b>\$103,562</b>	<b>67:1</b>

\*Discounted at 2%

## Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

**PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits\*\*\* and Percentage of Project Costs financed from Public Sector sources**

**\*\* The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

**PILOT Estimate Table Worksheet-Workspport**

Dollar Value of New Construction & Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000
\$1,300,000	1,314000**	12.870886	21.888533	45.681571

\*Apply equalization rate to value

\*\*Value shown is the current assessed value of the property at 2500 North America Dr, W Seneca. Project costs are limited to renovation with no additional sq ft planned and likely no/little affect on property value. Workspport is planning to investigate 485b through the Town of W Seneca. No ECIDA PILOT being contemplated.

**\*\*\* Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

**Percentage of Project Costs financed from Public Sector Table Worksheet:**

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$15,006,887	n/a	\$72,625	\$30,937	NYPA, ESD and 485b benefits are TBD.

**Calculate %**

**(Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs:   0.7%**

**WORKSPORT: EVALUATIVE CRITERIA  
MANUFACTURING/WAREHOUSE/DISTRIBUTION**

Wage Rate (above median wage for area)	Worksport will be creating 6 FT and 10 PT jobs (11 FTE) with average wages as follows: Avg wage FT: \$58,333 Avg. wage PT: \$35,000
Regional Wealth Creation (% sales/customers outside area)	100% of estimated sales outside the area: <ul style="list-style-type: none"> <li>• 3% outside Erie County but in NYS</li> <li>• 93% outside NYS</li> <li>• 4% outside USA</li> </ul>
In Region Purchases (% of overall purchases)	4% of purchases of annual supplies, raw materials, and vendor services to be purchased from firms within Erie County.
Research & Development Activities	No research & development activities are planned for this site.
Investment in Energy Efficiency	Combined with an energy incentive from NYPA (application in process), all production machines being purchased will be new, energy-efficient machines consuming partially green electricity.
Locational Land Use Factors, Brownfields or Locally Designated Development Areas	The production facility is within an M1 Manufacturing District of West Seneca.
LEED/Renewable Resources	N/A
Retention/Flight Risk	The company's other site options include Ontario, Mexico and other sites in the USA (not exclusively in NYS).
MBE/WBE Utilization	See attached MBE/WBE Utilization worksheet supplied by Worksport and the accompanying their EEO & Anti-Discrimination Policy.
Workforce Access – Proximity to Public Transportation	The facility is located in close proximity to NFTA bus route #2.

Additional Note: Letter of Support provided by Gary Dickson, Town Supervisor (W. Seneca)

DATE OF INDUCEMENT: 4/27/22

# MBE/WBE Utilization



ECIDA encourages applicants to utilize MBE/WBE contractors for their projects. Describe your company's internal practices that promote MBE/WBE hiring and utilization:

Workspport has an anti-discrimination policy that combats hiring biases by instructing those in hiring positions to not discriminate against a candidate's race, gender, sex, nationality, age, disabilities, religion, etc. Workspport's current staff consists mostly of women and minority groups, as Workspport solely focuses on a candidates' ability to complete his or her work.

Workspport applies the same hiring logic to its contractors and intends to do so in the USA as well. Workspport intends to focus on hiring general contractors that have their own strong women and minority vendor policies, and it intends to find women and minority-led contractors through whatever available job boards and contractor postings are available, such as the Workforce Investment Board.

TOWN OF WEST SENECA



Gary A. Dickson  
Supervisor's Office

TOWN SUPERVISOR  
Gary A. Dickson  
TOWN COUNCIL  
Joseph J. Cantafio  
Jeffrey A. Piekarec  
Susan K. Kims  
Robert J. Breidenstein

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March 16, 2022

Mr. John Cappellino  
Chief Executive Officer  
Erie County Industrial Development Agency 95 Perry Street, Suite 403  
Buffalo NY 14203

Re: Workspport Ltd

Dear Mr. Cappellino,

The Town of West Seneca supports the application by Workspport Ltd for their project located at 2500 North America Drive, West Seneca. This facility will be used to manufacture truck covers and for light shipping. The added employment and eventual increased property taxes will benefit the town. If you have any questions, please do not hesitate to contact me.

A handwritten signature in black ink, appearing to read "Gary A. Dickson", is written over a horizontal line.

Gary A. Dickson  
Town Supervisor  
Town of West Seneca  
1250 Union Road  
West Seneca, NY 14224  
716-558-3203  
gdickson@twсны.org

**PUBLIC HEARING SCRIPT**

**Workspport Ltd. and/or Individual(s) or  
Affiliate(s), Subsidiary(ies), or Entity(ies)  
formed or to be formed on its behalf  
Project**

Public Hearing to be held on March 21, 2022 at 9:00 a.m.,  
at the Town of West Seneca Community Center & Library, Community Room,  
1300 Union Road, West Seneca, New York 14224

**ATTENDANCE:**

Grant Lesswing – ECIDA  
Susan Kims – West Seneca Resident  
Cheri Forsythe – WSCC

**☒ 1. WELCOME: Call to Order and Identity of Hearing Officer.**

*Hearing Officer:* Welcome. This public hearing is now open; it is 9:05 a.m. My name is Andrew Federick. I am the Business Development Officer of the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency’s website at [www.ecidany.com](http://www.ecidany.com).

**☒ 2. PURPOSE: Purpose of the Hearing.**

*Hearing Officer:* We are here to hold the public hearing on the Workspport, Ltd. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf project. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Friday, March 11, 2022.

**☒ 3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.**

*Hearing Officer:* The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 2500 N. America Drive, Town of West Seneca, Erie County, New York (the “Land”), (ii) the renovation on the Land of an approximately 222,000 square-foot facility to be utilized for manufacturing, warehousing and offices with extra space/acres to allow for expansion in the future (the “Improvements”), and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the “Equipment”; and, together with the Land and the Improvements, the “Facility”).

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits and mortgage recording tax exemption benefits (in compliance with Agency's uniform tax exemption policy).

**4. FORMAT OF HEARING:** Review rules and manner in which the hearing will proceed.

*Hearing Officer:* All those in attendance are required to register by signing the sign-in sheet at the front of the room; you will not be permitted to speak unless you have registered. Everyone who has registered will be given an opportunity to make statements and/or comments on the Project.

If you have a written statement or comment to submit for the record, you may leave it at this public hearing, submit it on the Agency's website or deliver it to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes on April 26, 2022. There are no limitations on written statements or comments.

**5. PUBLIC COMMENT:** Hearing Officer gives the Public an opportunity to speak.

*Hearing Officer:* If anyone is interested in making a statement or comment, please raise your hand, state your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

*Hearing Officer:* Note that no one in attendance wished to make a statement or comment.

**6. ADJOURNMENT:**

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:08 a.m.



**SIGN IN SHEET  
PUBLIC HEARING**

March 21, 2022 at 9:00 a.m., at the Town of West Seneca Community Center & Library,  
Community Room, 1300 Union Road, West Seneca, New York 14224  
regarding:

**Workspport Ltd. and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 2500 N. America Drive, Town of West Seneca, Erie County, New York

Name	Company and/or Address	X box to speak/ comment
Grant Lesswing	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Susan Kims		
Cheri Forsythe	WSCC 1300 Union Road West Seneca, New York 14224	

Erie County IDA Public Hearing – March 21, 2022  
Workspport Ltd.

Workspport Ltd is a manufacturer of tonneau covers – the covers that sit on the top of pickup truck beds to protect the bed’s contents from environmental and physical damage as well as theft. Workspport has manufactured its goods in China while operating from Canada since its current ownership began in 2011, but it is now looking to bring its manufacturing to the USA; specifically, Workspport sees itself making a home for itself in West Seneca, NY.

In the interest of lowering production costs, freight costs, and exposure to geopolitical risks, Workspport sees North American manufacturing as the logical evolution of our company. As international ocean freight, trucking, and last mile delivery prices all keep rising, we need to cut costs where possible in order to maintain competitive. By on-shoring manufacturing, not only will we be able to lower many of our production and freight costs, but we will have direct supervision over our manufacturing process, which is critical towards our sustainable growth and maintenance of our current and developing business relationships.

We have sought manufacturing facilities in Ontario, northern Mexico, and northern USA – each presenting their own pros and cons. We see the northern USA as the best mix of low production costs, low taxes, and close proximity to our current network of distributors, personnel, and third-parties. New York, specifically, is a fantastic location given Workspport’s 3PL distributor in Buffalo and close proximity to Workspport’s Canadian office. And while the location is great, the building itself is even better; 222,000 square feet is enough room to not only begin production but also to grow into over several years. We already know several renovation projects we will need to complete, including a few large ones that will be dealt with over the next few years. For the most part, however, the building already has what we’re looking for: ample manufacturing room, offices, truck doors, and even an Automated Storage/Retrieval System. The building is in a fantastic location and will meet our needs for many years to come.

The facility we are seeking to purchase is expected to cost \$8.125M (approximately, as a potential and slight discount is still being discussed). Workspport has already invested \$1.28M into manufacturing equipment and machinery, and we intend to invest an additional \$4M over the next few years into building repairs – primarily the roof and the Automated Storage/Retrieval System. Aside from those two big projects, we intend to invest \$700k into building renovations in year 1 and an additional \$600k into building renovations in subsequent years. These costs aggregate to more than \$15M. Between our mortgage and local intended year 1 spends, we would greatly benefit from mortgage and sales tax incentives. Such incentives would greatly benefit our financial health and allow us to invest more readily into renovations and repairs – investing right back into the greater Erie County community. Further, lower costs would allow us to grow more quickly, allowing us to hire more part time and full time workers for our new facility.

Given the higher costs we face as a publicly traded company approaching its growth stage, we have enough money to begin operations but not enough to comfortably and sustainably invest in best-in-class employees, contractors, and third-party services. Without adequate sales tax incentives, we will invest in ourselves and employees at a slower rate than we otherwise would. Whether or not we receive incentives, we intend to make West Seneca our new home. We’ve had the pleasure of working with many of you in the ECIDA as well as members of the Town of West Seneca. Steven Rossi and Christopher Bernaudo had

a great time visiting your town last month, and our employees and shareholders are all excited for this great opportunity. We thank you for considering us for your incentives program, and we hope to get to know you and other West Seneca and Erie County organizations much better in proceeding years.

Thank you,

A handwritten signature in black ink, consisting of several overlapping loops and a long horizontal tail extending to the right.



## Workspport

[Instructions and Insurance Requirements Document](#)

### Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

#### Applicant Information - Company Receiving Benefit

<b>Project Name</b>	West Seneca
<b>Project Summary</b>	Workspport Ltd. is a publicly-traded manufacturer and seller of tonneau covers. Tonneau covers are either soft (vinyl) or hard (metal, typically aluminum) covers that sit firmly on the top of a truck bed to protect a truck bed's contents from theft and environmental/physical damage. Workspport operates primarily in North America and, as such, is in the process of onshoring production from Yantian China to West Seneca, NY. There, we are purchasing an existing, currently idle 222,000 square foot production facility to manufacture both our conventional tonneau covers as well as our highly-anticipated Terravis COR and SOLIS, which are products designed to harness and store solar energy and even feed that energy into the primary battery of an EV - increasing EV mileage.
<b>Applicant Name</b>	Steven Obadiah
<b>Applicant Address</b>	123 W Nye LN STE
<b>Applicant Address 2</b>	129
<b>Applicant City</b>	Carson City
<b>Applicant State</b>	Nevada
<b>Applicant Zip</b>	89706
<b>Phone</b>	(516) 508-6190
<b>Fax</b>	
<b>E-mail</b>	sobadiah@workspport.com
<b>Website</b>	<a href="https://workspport.com/">https://workspport.com/</a>
<b>NAICS Code</b>	441310

#### Business Organization

<b>Type of Business</b>	Public Corporation
<b>Year Established</b>	2011
<b>State in which Organization is established</b>	Nevada

#### Individual Completing Application

<b>Name</b>	Steven Obadiah
<b>Title</b>	Business Development Manager

**Address** 13130 Whistler Mountain Rd  
**Address 2**  
**City** Delray Beach  
**State** Florida  
**Zip** 33446  
**Phone** (516) 508-6190  
**Fax**  
**E-Mail** sobadiah@workspport.com

Company Contact (if different from individual completing application)

**Name**  
**Title**  
**Address**  
**Address 2**  
**City**  
**State**  
**Zip**  
**Phone**  
**Fax**  
**E-Mail**

Company Counsel

**Name of Attorney** Will Hart  
**Firm Name** Carmel, Milazzo & Feil LLP  
**Address** 55 W 39th St  
**Address 2** 18th floor  
**City** New York  
**State** New York  
**Zip** 10018  
**Phone** (212) 658-0458  
**Fax**  
**E-Mail** whart@cmfllp.com

Benefits Requested (select all that apply)

**Exemption from Sales Tax** Yes  
**Exemption from Mortgage Tax** Yes  
**Exemption from Real Property Tax** No  
**Tax Exempt Financing\*** No

\* (typically for not-for-profits & small qualified manufacturers)

Applicant Business Description

**Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.**

Workspport Ltd has been in operations since 2011. It began as a tonneau cover manufacturer with manufacturing operations located in China. Over the proceeding years, Workspport partnered with several private labels as well as distributors, driving revenue up through 2019. Its product line included soft and hard tonneau covers, albeit not many variations. Workspport was traded on the Over-The-Counter market for several years, and it raised a lot of capital in 2021 through several equity deals, including one that allowed Workspport to uplist onto the Nasdaq market. During 2020 and 2021, Workspport focused on reengineering its products to enhance user experience as well as lower production/shipping costs. Additionally, Workspport began searching for manufacturing facilities in North America, seeking to automate and onshore much of its manufacturing process. It has now found a building in West Seneca, NY, in which it can host much of its manufacturing - automating basic tasks while creating jobs for production floor workers, technicians, and more. Currently, Workspport's top shareholders, in order, include: Steven Rossi - 15.3% Prasad Bikkani - 12.12% Leonite Capital LLC - 8.41% Wesley Van De Wiel - 8.31% Directors (including William Caragol, Ambassador Ned L. Siegel, and Craig Loverock) - 15.66% Workspport has consulting agreements with consultants and advisors, some of which include equity payments. Workspport will now begin producing in New York its newer products, including an advanced hard tonneau cover, a collapsable soft cover, and the Terravis System - it's most highly-anticipated product to date. The Terravis System includes a tonneau cover with solar panels on it as well as a portable power station, transforming ICE vehicles to microgrids while increasing the mileage of EVs. This product is expected to drastically minimize electric pickup truck owners' reliance on the grid, which Workspport feels is becoming dangerously over-relied upon.

<b>Estimated % of sales within Erie County</b>	0 %
<b>Estimated % of sales outside Erie County but within New York State</b>	3 %
<b>Estimated % of sales outside New York State but within the U.S.</b>	93 %
<b>Estimated % of sales outside the U.S.</b>	4 %

(\*Percentage to equal 100%)

**For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?**

4

**Describe vendors within Erie County for major purchases**

PPE suppliers, building contractors, building inspectors

## Section II: Eligibility Questionnaire - Project Description & Details

### Project Location

**Address of Proposed Project Facility**

2500 N America Dr, West Seneca, NY 14224

**Town/City/Village of Project Site**

West Seneca

**School District of Project Site**

West Seneca Central School District

**Current Address (if different)**

**Current Town/City/Village of Project Site (if different)**

**SBL Number(s) for proposed Project**

146800 135.09-3-1.12

**What are the current real estate taxes on the proposed Project Site**

117,288

**If amount of current taxes is not available, provide assessed value for each.**

Land

\$ 0

Building(s)

\$ 0

If available include a copy of current tax receipt.

**Are Real Property Taxes current at project location?**

Yes

**If no please explain**

\*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

**Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?**

Yes

**If No, indicate name of present owner of the Project Site**

**Does Applicant or related entity have an option/contract to purchase the Project site?**

Yes

**Describe the present use of the proposed Project site (vacant land, existing building, etc.)**

Existing manufacturing facility, not in use

**Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)**

Workspport is a manufacturer of tonneau covers and innovator of clean energy power solutions for mobile power grids and electric vehicles. Tonneau covers are soft (vinyl) or hard (metal, typically aluminum) covers that sit firmly on truck beds to protect goods within the truck bed from theft and environmental/physical damage. The building is a 222,000 square foot facility. This facility is meant for us to grow into, as we want to be able to manufacture in West Seneca for the long foreseeable future. We only intend to use 36% of the facility for manufacturing, currently. Another 14% and 11% will be used for warehousing and offices, respectively. The remaining 39% is extra space/acres that we plan on growing into, which would include expanding the facility and paying for additional renovations in a few years. For now, we will be investing in basic renovations and potentially expensive repairs as needed (like the roof, for example). We already purchased all the necessary production machinery for phase 1 of our production onshoring effort, and we will be transporting the machinery to the Seneca facility after ownership of the building is transferred. In addition to production machinery, we will need to purchase construction materials for building renovations and PPE as well as staffing, contracting, and general consulting services - most if not all of which will be sourced locally. We will use the building for manufacturing as well as minor shipping and receiving, but not distribution. We will be the only tenants, although we may lease out some space in the future. To operate the facility, by year 2 of the project, we plan to hire 1 plant manager, 2 health and safety coordinators, 1 factory floor supervisor, 2 manufacturing engineers, 1 shipping and receiving clerk, 1 facility maintenance technician, and 8 floor workers. 6 of those positions will be salaried, full-time positions. These are conservative employment numbers, and we expect them to increase sharply in the following years if our products gain the traction we believe they're capable of. We can only safely predict demand for our conventional tonneau covers. Our clean energy solution products could grow to be the dominating employment factor in our business's future.

**Municipality or Municipalities of current operations**

Ontario, Canada

**Will the Proposed Project be located within a Municipality identified above?**

No

**Will the completion of the Project 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?**

No

**If the Proposed Project is located in a different Municipality within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?**

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

**Is the project reasonably necessary to prevent the project occupant from moving out of New York State?**

Yes

**If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available**

We investigated a few facilities in Canada, but we strongly preferred a NY-based facility for logistical and price reasons. This is the only NY facility, however, that we have examined and like. So if we were not to move into this specific facility, we would continue looking for facilities in Ontario, northern US states, and Mexico.

**Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?**

Yes

**If yes, please indicate the Agency and nature of inquiry below**

Through Invest Buffalo Niagara, we made contact with Empire State Development and New York Power Authority for financial assistance and electricity incentives, respectively. The \$ amount for each assistance program cannot be determined at this time, as our applications are currently being reviewed.

**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:**



Even once we are profitable, we will be facing a highly-consolidated tonneau cover market in which the top competitor owns 16 brands, whereas we are only 1. We are also looking for any financial assistance in order to begin spending money to grow sustainably rather than heavily budget each of our spending channels, as we have enough money to begin operations but not enough to invest in best-in-class employees, contractors, and third-party services, which would be critical in our hiring and expansion efforts. Additionally, we truly believe that our Terravis System and NPEV system (non-parasitic electric vehicle charging station designed to provide EV owners green electricity, independent of the grid) will lower citizens' reliance on the grid and build a more sustainable future. We see this as a matter of when, not if. The more funding that we acquire now, the faster we can accelerate our production timelines and begin distributing our products across NA, bringing much-needed relief to municipalities' grids. NYC, for example, struggles to provide enough electricity to its residents on hot summer days. That shortcoming will only worsen as more people purchase electric vehicles, and we provide one of the few feasible solutions to this highly foreseeable problem. To summarize, New York state is a great target for a new facility for Workspport, logistically and in price. However, without this specific facility in West Seneca, Workspport would need to reassess its options, which include Ontarian, Mexican, and USA plants (preferably but not exclusively in NY State). Without this tax incentive, our budget will be constrained particularly hard in years 1 and 2 of the project, which will negatively impact our ability to hit the market hard with our products and decelerate our growth, both financially and in employment. With this incentive, we will be able to more quickly expand our facility and headcount - much of which will be high-salary and technical in nature should our clean energy products prove successful.

**Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)**

Workspport has a healthy balance sheet with \$25-30M in cash and cash equivalents with little to no debt. However, at least \$4M of this will be used as a downpayment on the West Seneca facility, and an additional \$11.5M will be used for the remainder of the principal payment, interest payments, manufacturing machinery (already purchased), renovations, PPE investments, etc. over the first 5 years of operations. We also have several third parties that we work with to promote our products, assist in R&D, and more, and these additional expenses are increasing our cash burn rate. We are facing all-time-high shipping prices, both internationally and for last-mile delivery, and those prices may very well further increase as a result of European tensions. As a result, we strongly hope to turn profitable this year or in 2023 in order to not burn through too much of our capital and find ourselves in an unfavorable or dangerous financial position, which would be detrimental to our growth. Even once we are profitable, we will be facing a highly-consolidated tonneau cover market in which the top competitor owns 16 brands, whereas we are only 1. We are also looking for any financial assistance in order to begin spending money to grow sustainably rather than heavily budget each of our spending channels, as we have enough money to begin operations but not enough to invest in best-in-class employees, contractors, and third-party services, which would be critical in our hiring and expansion efforts. Lastly, due to the above scenario, we need to find a relatively inexpensive facility to purchase and state/country from which to operate. Without financial incentives, it is possible that a Mexican facility would be less expensive, although of course less advantageous, logistically.

**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**

No

**If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?**

Our production timelines will be lengthened, hurting our financial position and restricting our access to equity capital. For Erie County, jobs will likely be created at a slower pace after year 1. Or if not, we may need to invest less in other important areas within our business, which might indirectly hurt job growth across the entire company.

**Will project include leasing any equipment?**

No

If yes, please describe equipment and lease terms.

Site Characteristics

**Is your project located near public transportation?**

Yes

**If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)**

It is a 6-minute walk from the 2 bus line.

**Has a project related site plan approval application been submitted to the appropriate planning department?**

No

**If Yes, include the applicable municipality's and/or planning department's approval resolution, the related State Environmental Quality Review Act ("SEQR") "negative declaration" resolution, if applicable, and the related Environmental Assessment Form (EAF), if applicable.**

**If No, list the ECIDA as an "Involved Agency" on the related EAF that will be submitted to the appropriate municipality and/or planning department for site plan approval.**

**Will the Project meet zoning/land use requirements at the proposed location?**

Yes

**Describe the present zoning/land use**

The production facility is currently idle. It resides on plot M1 - 226, which is within an M1 Manufacturing District of West Seneca.

**Describe required zoning/land use, if different**

We will be manufacturing within the facility and transporting goods to our 3PL partner nearby, which is within the scope of the M1 Manufacturing District's zoning laws. We will be applying for a permit.

**If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements**

**Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?**

No

**If yes, please explain**

**Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?**

Yes

If yes, please provide a copy.

**Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?**

No

If yes, please provide copies of the study.

**If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?**

Yes

**If yes, describe the efficiencies achieved**

Aside from one Emmegi Quadra L1 machine, all of the machines we are purchasing are new, efficient machines that run on electricity rather than any dirty energy fuel. Combined with an energy incentive we hopefully receive from NYPA, our production machines will be new, energy-efficient machines consuming partially green electricity.

You may also attach additional information about the machinery and equipment at the end of the application.

**Does or will the company or project occupant perform research and development activities on new products/services at the project location?**

No

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

Select Project Type for all end users at project site (you may check more than one).

For purposes of the following, 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.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

<b>Retail Sales</b>	No	<b>Services</b>	No
---------------------	----	-----------------	----

Please check any and all end uses as identified below.

- |   |                           |                                     |
|---|---------------------------|-------------------------------------|
| <b>Yes Acquisition of Existing Facility</b> | <b>No Assisted Living</b> | <b>No Back Office</b>               |
| <b>No Civic Facility (not for profit)</b>   | <b>No Commercial</b>      | <b>No Equipment Purchase</b>        |
| <b>No Facility for the Aging</b>            | <b>No Industrial</b>      | <b>No Life Care Facility (CCRC)</b> |
| <b>No Market Rate Housing</b>               | <b>No Mixed Use</b>       | <b>No Multi-Tenant</b>              |



**5.) Manufacturing Equipment**

\$ 5,276,887

**6.) Infrastructure Work**

\$ 0

**7.) Non-Manufacturing Equipment: (furniture, fixtures, etc.)**

\$ 180,000

**8.) Soft Costs: (Legal, architect, engineering, etc.)**

\$ 50,000

**9.) Other Cost**

\$ 75,000

**Explain Other Costs** Other costs is training over the span of first 5 years of operation. All above costs are over 5 year period. Breakdown attached in this application.

**Total Cost** \$ 15,006,887

Construction Cost Breakdown:

<b>Total Cost of Construction</b>	\$ 1,300,000 (sum of 2, 3, 4 and 6 in Project Information, above)
<b>Cost of materials</b>	\$ 650,000
<b>% sourced in Erie County</b>	100%

Sales and Use Tax:

<b>Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit</b>	\$ 830,000
<b>Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):</b>	\$ 72,625

\*\* 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 may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize 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.

**Project refinancing estimated amount, if applicable (for refinancing of existing debt only)** \$ 0

**Have any of the above costs been paid or incurred as of the date of this Application?** Yes

**If Yes, describe particulars:** We already purchased the first \$1,276,887 of our production machinery as well as put \$400,000 down on the property

Sources of Funds for Project Costs:

<b>Equity (excluding equity that is attributed to grants/tax credits):</b>	\$ 10,881,887
<b>Bank Financing:</b>	\$ 4,125,000
<b>Tax Exempt Bond Issuance (if applicable):</b>	\$ 0
<b>Taxable Bond Issuance (if applicable):</b>	\$ 0
<b>Public Sources (Include sum total of all state and federal grants and tax credits):</b>	\$ 0
<b>Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)</b>	0

**Total Sources of Funds for Project Costs:** \$15,006,887  
**Have you secured financing for the project?** No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

**Mortgage Amount (include sum total of construction/permanent/bridge financing).** 4,125,000  
**Lender Name, if Known**  
**Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):** \$30,937

Real Property Tax Benefit:

**Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency’s PILOT benefit (485-a, 485-b, other):** We're going to seek 485-b exemption with West Seneca

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

**ECIDA encourages applicants to utilize MBE/WBE contractors for their projects. Describe your company’s internal practices that promote MBE/WBE hiring and utilization**

Workspport's anti-discrimination policy requires all hiring to be based on merit, and hiring managers are expected to evaluate candidates equally regardless of name, race, sex, gender, age, disability, religion, or any other characteristic besides merit and skill. With this policy in place, we've amassed a team that is mostly people of color and women so far. For its USA hires, Workspport plans to utilize local hiring boards such as the Workforce Investment Board in order to hire a diverse pool of employees. Further, Workspport plans to prioritize third party teams and general contractors with their own women and minority vendor policies.

**Is project necessary to expand project employment?**

Yes

**Is project necessary to retain existing employment?**

No

**Will project include leasing any equipment?**

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location)

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genessee.

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 TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

Current # of jobs at proposed project location or to be	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon	Estimate number of residents of the Labor Market Area in which the project is located
---	--	--	---

	relocated at project location		24 months (2 years) after Project completion	that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	0	0	6	6
Part time	0	0	10	10
Total	0	0	16	

Salary and Fringe Benefits for Jobs to be Retained and Created

Category of Jobs to be Retained and/or Created	# of Employees Retained and/or Created	Average Salary for Full Time	Average Fringe Benefits for Full Time	Average Salary for Part Time (if applicable)	Average Fringe Benefits for Part Time (if applicable)
Management	1	\$ 65,000	\$ 6,500	\$ 0	\$ 0
Professional	7	\$ 57,000	\$ 5,700	\$ 35,000	\$ 3,500
Administrative	0	\$ 0	\$ 0	\$ 0	\$ 0
Production	8	\$ 0	\$ 0	\$ 35,000	\$ 3,500
Independent Contractor	0	\$ 0	\$ 0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	\$ 0	\$ 0

\*\* 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.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address			
Full time	0	0	0
Part time	0	0	0
Total	0	0	0

Payroll Information

**Annual Payroll at Proposed Project Site upon completion**

700,000

**Estimated average annual salary of jobs to be retained (Full Time)**

0

**Estimated average annual salary of jobs to be retained (Part Time)**

0

**Estimated average annual salary of jobs to be created (Full Time)**

58,333

**Estimated average annual salary of jobs to be created (Part Time)**

35,000

**Estimated salary range of jobs to be created**

From (Full Time)	45,000	To (Full Time)	65,000
From (Part Time)	35,000	To (Part Time)	35,000

## Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

### General Background Information

#### **Address of Premises**

2500 N America Dr., West Seneca, NY 14224

#### **Name and Address of Owner of Premises**

2500 N America Dr., West Seneca, NY 14224

#### **Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)**

The facility is located just north of Aurora Expy and a couple of blocks south of Buffalo Creek. The surrounding area is mostly vacant brush and tree-covered land in addition to other corporate facilities. The immediate property also contains 3.57 acres of wetlands, mostly isolated to a patch along the property's western front.

#### **Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises**

The facility was built in 2004 for production and shipping purposes. The facility has not since been renovated. Workpsort intends to manufacture and store goods in this facility, primarily, although it will also be utilizing the facility's 16 truck doors.

#### **Describe all known former uses of the Premises**

Production and shipping

#### **Does any person, firm or corporation other than the owner occupy the Premises or any part of it?**

No

#### **If yes, please identify them and describe their use of the property**

#### **Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?**

No

#### **If yes, describe and attach any incident reports and the results of any investigations**

#### **Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?**

No

#### **If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances**

#### **Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?**

No

#### **If yes, describe in full detail**

### Solid And Hazardous Wastes And Hazardous Substances

#### **Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?**

No

**If yes, provide the Premises' applicable EPA (or State) identification number**

**Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?**

No

**If yes, please provide copies of the permits.**

**Identify the transporter of any hazardous and/or solid wastes to or from the Premises**

NA

**Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years**

NA

**Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?**

No

**If yes, please identify the substance, the quantity and describe how it is stored**

Discharge Into Waterbodies

**Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges**

NA

**Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site**

NA

**Is any waste discharged into or near surface water or groundwaters?**

No

**If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste**

Air Pollution

**Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?**

No

**If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source**

**Are any of the air emission sources permitted?**

No

**If yes, attach a copy of each permit.**

Storage Tanks

**List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks**

NA



**Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?**

No

**If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved**

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

**Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.**

**Have there been any PCB spills, discharges or other accidents at the Premises?**

No

**If yes, relate all the circumstances**

**Do the Premises have any asbestos containing materials?**

No

**If yes, please identify the materials**

## Section IV: Facility Type - Single or Multi Tenant

### Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

#### For Single Use Facility

**Occupant Name** Worksport Ltd  
**Address** 7299 E Danbro Crescent, Mississauga, ON L5N 6P8, Canada  
**Contact Person** Steven Obadiah  
**Phone** (888) 554-8789  
**Fax**  
**E-Mail** info@worksport.com  
**Federal ID #** 65-0782227  
**SIC/NAICS Code** 441310

SS

## Section V: Tenant Information

### PART 1 TO BE COMPLETED BY LESSEE (DEVELOPER)

**Tenant Name**

Sonwil Distribution

**Property Address:**

2500 N America Dr

**City/Town/Village**

West Seneca

The following information is an outline relative to the potential client and their proposed contract to sublease space in the above reference facility

**Amount of space to be leased (square feet)**

30,000

**What percentage of the building does this represent?**

20

**Are terms of lease:**

GROSS

**If GROSS lease, please explain how Agency benefits are passed to the tenant**

Lessee is not obligated to pay any additional expenses including real estate taxes, insurance (other than on the Lessee's personal property) liens, charges or expenses of any nature whatsoever in connection with the ownership and operation of the Premises. The Lessor shall be obligated to maintain the general exterior structure of the Premises and, in addition, shall maintain all major systems such as the heating, plumbing and electrical, and shall maintain the parking area and shall also provide snow removal and ground maintenance of the grounds and lands surrounding the Premises, except as hereinafter set forth. The Lessor will maintain, at their expense, casualty insurance insuring the leased Premises against loss by fire and negligence. The Lessee shall provide and maintain personal liability and property damage insurance as a lessee and will designate the Lessor as an "also named insured". The Lessee shall provide the Lessor with a copy of such insurance certification or policy prior to the effective date of this Lease, at least to the limits of \$2,000,000.00.

**Estimated date of occupancy**

12/31/2022

### PART 2 TO BE COMPLETED BY PROPOSED TENANT

**Company Name:**

Sonwil Distribution

**Local Contact Person:**

Eric Enciso

**Title:**

President

**Current Address:**

Sonwil Distribution Center, Inc. 2732 Transit Rd. West Seneca NY 14224

**Phone:**

(716) 206-1800

**Fax:**

(716) 684-6996

**E-Mail:**

dcdimitroff@sonwil.com

**Website:**

www.sonwil.com

**Company President/General Manager:**

Eric Enciso

**Number of employees moving to new project location:**

**Full-Time:**

3

**Part-Time:**

0

**Total:**

3

**Please describe briefly the nature of the business in which the proposed tenant is/will be engaged. This should include NAICS Code; type of business and products or services; percent of total sales in Erie County and the United States:**

Warehousing & Distribution (NAICS code 4931). 85% of sales are generated from Erie County operations whereas the other 15% is revenue generated in other states.

Attach additional information as necessary.

**History of Company (i.e. start-up, recent acquisition, publicly traded)**

Privately held, under same Family ownership for 80 years

**Please list the square footage which the proposed tenant will lease at the Project location**

30,000

**Please list the square footage which the proposed tenant leases at its present location(s)**

70,000

**Describe the economic reason for either the increase or decrease in leased space.**

Sonwil has been leasing space from J&M Distributing Company Inc and will continue doing so under Workspport.

**Will the project result in a relocation and/or abandonment of other tenant/user(s) facilities in Erie County, or New York State?**

No

**If owned, what will happen to the existing facility once vacated?**

Sonwil also owns a building just up the road from 2500 N America Drive, so Sonwil will continue operating from their primary building even after vacating 2500 N America Drive.

**If leased, when does lease expire?**

12/31/1969

**Are any of the proposed tenant's current operations located in facilities which have received an Industrial Development Agency benefit?**

Yes

**If yes, please provide details as to location, and amount of leased space, how long leased?**

Sonwil did not receive ECIDA benefits at their N America Dr facility that they own. However, they did at one time receive benefits at their 315 Ship Canal Pkwy warehouse which expired in 2018 or 2019.

## **Section VI: Retail Determination**

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.

Please answer the following:

**Will any portion of the project (including that portion of the costs 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?**

No

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

## **Section VII: Adaptive Reuse Projects**

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

**Are you applying for tax incentives under the Adaptive Reuse Program?**

No

## Section VIII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results 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, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

### Current Address

7299 E DANBRO CRESCENT

### City/Town

Mississauga

### State

### Zip Code

L5N 6P8

**Will the project 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?**

No

**Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?**

No

**If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:**

**Does this project involve relocation or consolidation of a project occupant from another municipality?**

Within New York State

No

Within Erie County

No

**If Yes to either question, please, explain**

**Will the project result in a relocation of an existing business operation from the City of Buffalo?**

No

**If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)**

**What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)**

Minimum of 70,000 square feet for production, alone. Location near Buffalo NY and Mississauga, ON is important.

**If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?**

<BLANK>

**What factors have lead the project occupant to consider remaining or locating in Erie County?**

Proximity to 3PL distributor and Canadian border and low commercial real estate costs relative to those in Ontario

**If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?**

**Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.**

7299 E Danbro Crescent, Mississauga, Ontario L5N 6P8 was not big enough for our manufacturing needs. Other Ontarian locations are unattractively more expensive, and Mexican facilities are logistically too far.



## **Section IX: Senior Housing**

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

**Are you applying for tax incentives under the Senior Rental Housing policy?**

No



## MEMORANDUM

April 7, 2022

To: ECIDA Policy Committee Members

Re: RPNY SOLAR 2, LLC  
Local Labor Policy Waiver Request

### **Project Background**

In September of 2021 the ECIDA approved incentives for RPNY Solar 2, LLC (the “Company”), which proposed a small scale 4.5-megawatt community solar project to be located in the Town of Marilla, NY. A condition of the approval of the PILOT, sales tax, and mortgage recording tax exemption benefits requires adherence to the ECIDA Local Labor Policy and its specific requirement that “[a]t least 90% of all Project employees of the general contractor, subcontractor, or subcontractor to a subcontractor (collectively, the “Workers”) working on the Project Site must reside within the Local Labor Area.”<sup>1</sup> The project was estimated to create up to 40 construction jobs over the course of the installation. In addition to the ECIDA transaction, the Company has also entered into a Community Benefit Agreement with the Town of Marilla.

### **Local Labor Waiver Request:**

Company representatives contacted the ECIDA regarding the Company’s inability to meet the Local Labor Policy requirements through the course of the construction. For the September 2021, December 2021 and March 2022 quarterly reporting periods they were able to attain on average an 87.72% local labor rate on the project( see chart). Although some of the construction workers were from outside of the 8-county local labor area, all were from upstate NY including several from adjacent counties.

The Company’s general contractor and sub-contractor made substantial efforts to recruit workers from the local labor area for the project, including outreaching efforts to 31 temporary employment agencies in the area, working with Workforce Buffalo Career Centers in the eight-county area as well as Workforce One Stop in Erie County, hosting a job Fair at the Marilla Town Ag Fair, and hosting a job fair at the Marilla Community Center. This was all in addition to posting job opportunities to various job boards and offering a signing bonus for the project.

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<sup>1</sup> The Local Labor Area includes the counties of Erie, Niagara, Chautauqua, Cattaraugus, Allegany, Wyoming, Genesee, and Orleans.



**Policy Discussion:**

The Local Labor Policy contains a provision that permits the ECIDA to grant a waiver from the Local Labor Policy's 90% requirement under certain circumstances as so stated, below:

It is understood that at certain times, Workers residing within the Local Labor Area may not be available with respect to a Project. Under this condition, the Company is required to contact the Agency to request a waiver of the Local Labor Requirement (the "Local Labor Waiver Request") based on the following circumstances: (i) warranty issues related to installation of specialized equipment or materials whereby the manufacturer requires installation by only approved installers; (ii) specialized construction for which qualified Local Labor Area Workers are not available; or (iii) documented lack of Workers meeting the Local Labor Area requirement. The Agency shall evaluate the Local Labor Waiver Request and make its determination related thereto based upon the supporting documentation received with such waiver request.

The Company has provided documentation regarding its efforts to identify and hire local workers residing within the Local Labor Area, as well as additional information requested by ECIDA staff regarding the waiver request.

**Requested Action:**

The Company is seeking a waiver from the Local Labor Policy 90% requirement for the project.

Based upon the information provided by the Company as described herein, the Company's request for a waiver from the Local Labor Policy 90% requirement falls under two of the three permitted circumstances warranting a waiver from the Local Labor Requirement, being circumstances related to (ii) specialized construction for which qualified Local Labor Area Workers are not available, and circumstances related to (iii) documented lack of Workers meeting the Local Labor Area requirement, as described above.



RPNY SOLAR 2, LLC  
Quarterly Local Labor Survey Results Chart

<u>Quarter</u>	<u>September 2021</u>	<u>December 2021</u>	<u>March 2022</u>
Total Employment	17	74	80
Out of Area	3	12	6

**Total Local Labor 87.72%**

**Bullis Road Solar**

**\$ 6,389,343**

**PRIVATE INVESTMENT INDUCEMENT RESOLUTION**

**ELIGIBILITY**

- NAICS Section – 221114

**COMPANY INCENTIVES**

- Approximately \$174,674 in sales tax savings
- Approximately \$389,527 in real property tax savings
- Up to 3/4 of 1% of the final mortgage amount estimated at \$ 32,332

**JOBS & ANNUAL PAYROLL**

- Current Jobs: 0
- Annual Payroll: \$0
- Projected new jobs:0
- Est. salary/yr. of jobs created: \$0
- Projected retained jobs:0
- Est. salary/yr. of jobs retained: \$0
- Total jobs after project completion: 0
- Construction Jobs: 40

**PROJECTED COMMUNITY BENEFITS\***

- Term: 25 YEARS
- NET Community Benefits: \$ 3,612,000
- Spillover Jobs: 15
- Total Payroll: \$ 2,838,000

**INCENTIVE COST/COMMUNITY BENEFIT RATIO\***

Incentives: \$ 596,533

Community Benefit: \$ 3,612,000

Cost: Benefit Ratio

- 1: 7

Project Title: Bullis Road Solar

Project Address 11061 Bullis Road, Marilla, NY 14037  
(Iroquois Central School District)

**Agency Request**

A sales tax, mortgage recording tax and real property tax abatement in connection with a small scale community solar project.

Land and/or Building Acquisition	\$ 72,331
New Building Construction	\$ 5,480,942
Soft Costs/Other	\$ 836,070

Total Project Cost \$ 6,389,343

85% \$ 5,430,942

**Company Description**

Renewable Properties (RP) specializes in developing and investing in small-scale utility solar and battery energy projects throughout the U.S. Led by experienced renewable energy professionals, RP works closely with communities, developers, landowners, utilities and financial institutions looking to invest in utility solar and battery energy systems. Renewable Properties was founded in March 2017 and is located in San Francisco, CA. The company currently has over 250 MW development pipeline across 9 states. The applicant for this project is RPNY Solar 2, LLC.

**Project Description**

The Bullis Road Solar project is a small-scale community solar project located on 22 acres of a 45 acre parcel of land in Marilla, NY. Renewable Properties, LLC has entered into an option to lease agreement with the owner to facilitate the development of this project. The project will generate approx. 4.5 MW of clean reliable solar energy when complete. The project will interconnect to NYSEG’s existing electrical distribution system. The power generated from this facility will be sold directly to consumers via the state’s community Distributed Generation program allowing customers to directly offset their energy use with local solar power while saving money on their electric bills. Electricity generated from the project will power roughly 1,015 homes per year. The project will utilize approx. 10,800 solar modules and 36 string inverters which convert the sun’s energy into useable AC power.

\* Inform Analytics/Center for Governmental Research

## Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses Inform Analytics, a widely-recognized modeling tool from the Center for Governmental Research, to assess the economic impact of a project applying for incentives. This cost:benefit ratio is assessed via a Cost-Benefit Analysis, as is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached Inform Analytics Projected Community Benefits and Community Cost Benefit Analysis.

### Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	389,527
	Sales	174,674
	Mortgage Recording	32,332
	Total	596,533
	Discounted at 2%	527,000

### Benefit: Projected Community Benefit\*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount (in Mil)**
	Erie County	Individuals	Payroll Construction	\$2,838,000
			Payroll Permanent	
		Public	Property Taxes	610,000
			Sales Taxes	46,000
	New York State	Public	Income Taxes	139,000
			Sales Taxes	40,000
			Total Benefits to EC + NYS***	3,672,000
			Discounted at 2%****	3,672,000

\*\*Includes direct & indirect \$ over project period    \*\*\*may not sum to total due to rounding    \*\*\*\* not discounted as only temporary jobs

Discounted Cost            \$ 527,000  
 Discounted Benefit        \$ 3,672,000  
 Ratio                            1:7

**Conclusion:** The Cost Benefit for this project is: 1:7. For every \$1 in costs (incentives), this project provides \$7 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$8 in benefits to the community.**

### New Tax Revenue Estimated

Current Yearly Taxes	Estimated New Assessed Value	Additional County Revenue over abatement period	Additional Local Revenue Over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
\$0	\$ 720,000	\$ 151,597	\$ 497,016	\$ 41,033
Combined Tax Rate: \$56.99				

\* Inform Analytics/Center for Governmental Research

### Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$ 6,389,343 85% = \$ 5,430,942
Local Labor	Construction period	Adherence to policy including quarterly reporting
Unpaid Tax	Coincides with 25-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 25-year PILOT	Real Property Taxes State & Local Sales Taxes Mortgage Recording Taxes

**Recapture applies to:**

State and Local Sales Taxes  
Real Property Tax  
Mortgage Recording Tax

### Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax policy for recapture term.

### Project ECIDA History

- 09/20/2021 - Public hearing held.
- 09/22/2021 - Inducement Resolution presented to Board of Directors approving financial assistance and adopting/ratifying Town of Marilla Negative Declaration in accordance with SEQRA.
- 09/22/2021 - Lease/Leaseback Inducement Resolution presented to the Board of Directors

**Renewable Properties, LLC**

879 Sanchez Street  
San Francisco, CA 94114  
www.renewprop.com



February 8, 2022

John Cappellino  
President and CEO  
Erie County Industrial Development Agency  
95 Perry St, Suite 403  
Buffalo, NY 14203

**RE: Local Labor Waiver Request for RPNY Solar 2, LLC**

Dear Mr. Cappellino:

On September 22, 2021, the Erie County Industrial Development Agency (ECIDA) adopted an Inducement Resolution accepting RPNY Solar 2, LLC's application for a Payment-in-Lieu-of-Taxes Agreement and application for Financial Assistance to support the financing and construction of the Bullis Road solar project in the Town of Marilla (the "Project").

Pursuant to Section 3(B)(ii) of the Inducement Resolution, RPNY Solar 2, LLC agreed to adhere to the "Local Labor Commitment" and to comply with "...the Agency's Local Labor Workforce Certification Policy on a quarterly basis during the construction period<sup>1</sup>." The terms of this commitment are further set forth in the IDA Application for Financial Assistance, Applicant Certification for Local Labor Workforce, Equal Pay, and Unpaid Property Tax Certification ("Certification") signed by RPNY Solar 2, LLC on May 26, 2021. Section I of the Certification requires that "[a]t least 90% of all Project employees of the general contractor, subcontractor, or subcontractor to a subcontractor (collectively, the "Workers") working on the Project Site must reside within the Local Labor Area<sup>2</sup>."

Despite the good faith efforts described below, RPNY Solar 2, LLC has attained an average 84% of locally based workforce to date. As we near our anticipated Commercial Operation Date (March 17, 2022) and construction efforts begin to wind down, it does not appear our general contractor will be able to achieve the 90% local labor threshold.

Our general contractor and its subcontractors have made substantial efforts prior to the start of the Project's construction phase in Q3 of 2021 to hire workers in the eight counties comprising the Project's Local Labor Area. Efforts to meet the 90% local labor requirement have included:

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<sup>1</sup> Local Labor Utilization Reports were submitted to ECIDA on October 28, 2021, and January 14, 2022, for quarters ending September 30, 2021 and December 31, 2021, respectively.

<sup>2</sup> ECIDA defines the local labor area as "individuals residing in Erie County, Niagara County, Chautauqua County, Cattaraugus County, Allegany County, Wyoming County, Genesee County, and Orleans County."





1. Performing outreach to and working with 31 temporary employment agencies in the area since the beginning of the Project. These agencies informed the Project's subcontractors that they had been and continued to be low on overall candidates but would do the best they could to identify workers residing in the Local Labor Area;
2. Conducting outreach to Workforce Buffalo to ensure that job opportunities for the Project were posted at the Career Centers at each of the eight counties in the Local Labor Area as well as the Workforce Buffalo One Stop Center in Erie County;
3. Publishing job postings on Craigslist and Indeed;
4. Setting up a booth at the Marilla Town Ag Fair the weekend of September 18-19 with a poster, flyers for the job fair, and application information as well as free treats for passersby in coordination with the Marilla Town Supervisor;
5. Hosting a job fair in the Marilla Community Center on September 29-30. Posters, yard signs and flyers were posted around town in advance; and
6. Offering signing bonuses to new hires.

Despite these efforts, the Project's workforce for the construction reporting periods ending September 30, 2021 and December 31, 2021 did not fully achieve the 90% local labor requirement. As reported in the attached Local Labor Utilization Report for the quarter ending September 30, 2021, 62 of 74 workers, or 84% of all workers in this reporting period, resided in the Local Labor Area. To achieve the 90% benchmark, 67 total workers during this period would have needed to reside in the Local Labor Area—a difference of just 5 workers. Notably, 7 workers during this reporting period are residents of Monroe County, a county immediately adjacent to the Local Labor Area and closer in proximity to the Town of Marilla than other locations within the Project's Local Labor Area<sup>3</sup>. For the Project's second reporting period ending December 31, 2021, 14 of 17 workers, or 82% of workers in this reporting period, resided in the Local Labor Area. Sixteen of the workers in this reporting period would need reside in the Local Labor Area in order to meet the 90% benchmark, a difference of 2 workers. The three workers who resided outside of the Local Labor Area were from other areas of upstate New York. We believe it is noteworthy that the Project was able to achieve 91% and 93%, respectively, of the ECIDA's Local Labor Area requirements. Further, all workers hired and working during these reporting periods were upstate New York residents, and to date a total of 91 construction jobs have been generated which has furthered the ECIDA's mission of job creation.

We also attribute the following factors outside the control and influence of both RPNY Solar 2 and our general contractor as impacting the Project's ability to meet the 90% Local Labor Area utilization goal:

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<sup>3</sup> The City of Rochester is approximately 65 miles from the Town of Marilla. By contrast, the City of Jamestown, located in Chautauqua County, is approximately 80 miles from Town of Marilla, and the Town of Alfred, located in Allegany County, is approximately 73 miles away from the Town of Marilla.



1. The availability of candidate workers with minimum skill sets has been found to be quite low in general. Furthermore, the pool of candidates with specialized skills required for some mechanical and electrical trades is particularly low, and restricting eligibility to the eight counties has further hampered availability.
2. The boom in the solar market, particularly in New York State, created a high demand for construction labor, and this compounded the limited supply of workers.
3. Worker willingness to perform manual labor outdoors in frigid temperatures is considered a contributing factor.

Based on the labor market and other factors outlined above, and combined with the good faith effort we have made to overcome these challenges and substantial compliance with the Agency's Local Labor Workforce Certification Policy, we respectfully request that ECIDA grant a waiver from the Local Labor Policy pertaining to the Bullis Road solar project.

Please let us know if any additional information is needed to evaluate this request.

Sincerely,

**Aaron Halimi**  
President, RPNY Solar 2, LLC



**Attachments:**

1. IDA Application for Financial Assistance dated May 26, 2021
2. Local Labor Utilization Report for Quarter Ending September 30, 2021
3. Local Labor Utilization Report for Quarter Ending December 31, 2021

**LOCAL LABOR UTILIZATION REPORT**  
**VERIFIED QUARTERLY EMPLOYMENT REQUEST**  
 To be filed at initiation of construction and for each quarter  
 (ending on March 31, June 30, Sept. 30 and Dec. 31)  
 Must be filed within 10 business days of each quarter



SELECT REPORTING PERIOD  March  June  September  December

Owner Name: RPNY Solar 2 LLC

Project Address: 11061 Bullis Road, Marilla NY 14102

Phone (B): \_\_\_\_\_ Phone (cell): 909-967-6971

Fax: \_\_\_\_\_ e-mail: scott@renewprop.com

**COMPLETE FOR ALL CONSTRUCTION CONTRACTORS WHO ARE WORKING OR WHO HAVE  
 WORKED ON THE SITE IN THE PREVIOUS QUARTER**

Vendor Name: United Renewable Energy, LLC

Vendor Address: 5895 Shiloh Road, Ste 104, Alpharetta, GA 30005

Phone (B): \_\_\_\_\_ Phone (cell): 770-235-7829

Fax: \_\_\_\_\_ e-mail: AP@u-renew.com

**List # of Employees residing in each:**

Zip Code	County	# of Employees
14714	Allegany, NY	1
14739	Allegany, NY	3
14777	Allegany, NY	1
14806	Allegany, NY	1
14813	Allegany, NY	3
14880	Allegany, NY	1
14895	Allegany, NY	1
14706	Cattaraugus, NY	1
14719	Cattaraugus, NY	2
14737	Cattaraugus, NY	1
14760	Cattaraugus, NY	4
14770	Cattaraugus, NY	2
14779	Cattaraugus, NY	1
14738	Chautauqua, NY	2
14004	Erie, NY	7
14030	Erie, NY	1
14052	Erie, NY	1
14075	Erie, NY	1
14111	Erie, NY	1
14127	Erie, NY	2
14206	Erie, NY	1
14207	Erie, NY	1
14215	Erie, NY	2
14218	Erie, NY	2
14219	Erie, NY	1

14220	Erie, NY	2
14221	Erie, NY	1
14227	Erie, NY	1
14036	Genesee, NY	2
13620	Lewis, NY	1
14464	Monroe, NY	2
14604	Monroe, NY	1
14609	Monroe, NY	3
14623	Monroe, NY	1
14067	Niagara, NY	1
14094	Niagara, NY	1
14105	Niagara, NY	3
14120	Niagara, NY	1
13069	Oswego, NY	1
13320	Oswego, NY	1
14521	Seneca, NY	1
13669	St Lawrence, NY	1
14009	Wyoming, NY	3
14040	Wyoming, NY	1
14427	Wyoming, NY	1
14530	Wyoming, NY	1

CHECK IF CONSTRUCTION IS COMPLETE  CHECK IF THIS IS YOUR FINAL REPORT

CONSTRUCTION HAS NOT YET STARTED ON THIS PROJECT

Contractor Signature:  **Jakky Tucker, Business Operations Manager**

Send Completed Form(s) to: ECIDA - Attn: Carrie Hocieniec, Administrative Coordinator, 95 Perry Street, Suite 403, Buffalo, New York 14203 or via email at: [chocieni@ecidany.com](mailto:chocieni@ecidany.com)

**LOCAL LABOR UTILIZATION REPORT**  
**VERIFIED QUARTERLY EMPLOYMENT REQUEST**  
 To be filed at initiation of construction and for each quarter  
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Project Address: 11061 Bullis Road, Marilla NY 14102

Phone (B): \_\_\_\_\_ Phone (cell): 909-967-6971

Fax: \_\_\_\_\_ e-mail: scott@renewprop.com

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Vendor Address: 5895 Shiloh Road, Ste 104, Alpharetta GA 30005

Phone (B): \_\_\_\_\_ Phone (cell): 770-235-7829

Fax: \_\_\_\_\_ e-mail: jakky@u-renew.com / AP@u-renew.com

**List # of Employees residing in each:**

Zip Code	County	# of Employees
14880	Allegany	1
14813	Allegany	1
14052	Erie	1
14215	Erie	1
14075	Erie	1
14207	Erie	1
14215	Erie	1
14218	Erie	1
14221	Erie	1
14227	Erie	1
14760	Cattaraugus	1
14779	Cattaraugus	1
14719	Cattaraugus	1
14094	Niagara	1
13620	Lewis	1
13069	Oswego	1
13320	Otsego	1

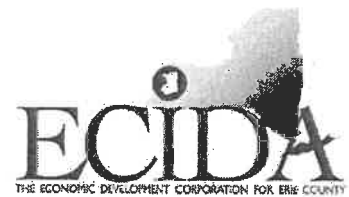
CHECK IF CONSTRUCTION IS COMPLETE  CHECK IF THIS IS YOUR FINAL REPORT

CONSTRUCTION HAS NOT YET STARTED ON THIS PROJECT

Contractor Signature:  Jakky Tucker, Business Operations Manager

Send Completed Form(s) to: ECIDA - Attn: Carrie Hocieniec, Administrative Coordinator, 95 Perry Street, Suite 403, Buffalo, New York 14203 or via email at: [chocieni@ecidany.com](mailto:chocieni@ecidany.com)

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Fax: \_\_\_\_\_ e-mail: jakky@u-renew.com

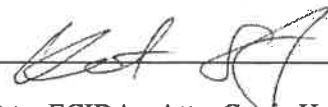
**List # of Employees residing in each:**

Zip Code	County	# of Employees
14004	Erie, NY	6
14006	Erie, NY	2
14009	Wyoming, NY	1
14011	Wyoming, NY	1
14012	Niagara, NY	1
14013	Genesee, NY	1
14036	Chautauqua, NY	1
14042	Cattaraugus, NY	3
14052	Erie, NY	1
14057	Erie, NY	1
14067	Niagara, NY	1
14081	Chautauqua, NY	1
14085	Erie, NY	1
14086	Erie, NY	1
14092	Niagara, NY	1
14127	Erie, NY	3
14136	Chautauqua, NY	2
14150	Erie, NY	2
14169	Erie, NY	1
14208	Erie, NY	1
14211	Erie, NY	2

14212	Erie, NY	1
14213	Erie, NY	2
14214	Erie, NY	1
14217	Erie, NY	1
14218	Erie, NY	2
14219	Erie, NY	1
14220	Erie, NY	1
14221	Erie, NY	2
14224	Erie, NY	1
14225	Erie, NY	1
14227	Erie, NY	1
14301	Niagara, NY	1
14420	Monroe, NY	2
14437	Allegany, NY	1
14437	Livingston, NY	1
14445	Genesee, NY	1
14482	Genesee, NY	1
14530	Wyoming, NY	2
14559	Monroe, NY	1
14569	Wyoming, NY	2
14624	Monroe, NY	1
14701	Cattaraugus, NY	1
14719	Cattaraugus, NY	1
14727	Allegany, NY	1
14727	Cattaraugus, NY	1
14737	Cattaraugus	1
14738	Chautauqua, NY	2
14739	Allegany, NY	1
14760	Cattaraugus, NY	2
14770	Cattaraugus, NY	1
14777	Allegany	1
14779	Cattaraugus, NY	3
14786	Allegany, NY	1
14895	Allegany, NY	2
16731	Sullivan	1

CHECK IF CONSTRUCTION IS COMPLETE  CHECK IF THIS IS YOUR FINAL REPORT

CONSTRUCTION HAS NOT YET STARTED ON THIS PROJECT

Contractor Signature:  Kristin Stroup, Project Manager

Send Completed Form(s) to: ECIDA - Attn: Carrie Hocienec, Administrative Coordinator, 95 Perry Street, Suite 403, Buffalo, New York 14203 or via email at: [chocieni@ecidany.com](mailto:chocieni@ecidany.com)



**Renewable Properties, LLC**

879 Sanchez Street  
San Francisco, CA 94114  
www.renewprop.com



March 7, 2022

John Cappellino  
President and CEO  
Erie County Industrial Development Agency  
95 Perry St, Suite 403  
Buffalo, NY 14203

**RE: Local Labor Waiver Request for RPNY Solar 2, LLC – Response to Comments**

Dear Mr. Cappellino:

On February 10, 2022, RPNY Solar 2, LLC via Renewable Properties, LLC (RP) submitted a waiver request to the Erie County Industrial Development Agency (ECIDA) for relief from local labor requirements associated with our Payment In Lieu of Tax (PILOT) agreement for the Bullis Road Solar Project (Project). This letter responds to a list of follow up questions requested by the ECIDA via email from John Cappellino to Aaron Halimi on February 14, 2022. For ease of review, this letter repeats each of ECIDA's questions in numerical order with RP's response provided in *italics*.

**1. Specific details regarding the minimum skill sets that you were requiring and unable to find.**

*Our Engineering, Procurement, and Construction (EPC) Contractor, United Renewable Energy (URE) found it most difficult to fulfill the generalist labor category, "Solar Installer / Skilled Laborer." The skills required for this category of work, supported by the attached documentation, are as follows:*

- *Construction background;*
- *Must be mechanically inclined;*
- *Able to mount aluminum racks and panels on the racks;*
- *Experience bolting and using screw guns and socket wrenches.*

*Specific experience or additional skills sought included:*

- *Solar experience preferred;*
- *Electrical wiring of solar array (AC and DC);*
- *Heavy equipment operation.*

*As discussed below, most of the electricians (journeymen/women, licensed electricians, foremen/women, etc. were full-time employees of the EPC's subcontractor and were from the surrounding "local" region.*



*On the other hand, only the foremen/women from the civil and mechanical subcontractors were full-time employees; the bulk of the civil and mechanical workers, considered to be of the generalist category, were to be sourced from temporary labor agencies and trained in the specific tasks required. Specifically, training included assembly of the racking system and installation of solar panels. The skillset required / job requisition for the "Solar Installer / Skilled Laborer" was posted via multiple forms of media. Attachment A of this submittal provides a copy of this job description as written by URE, which was used during the early project phase for outreach to County job boards and at the URE-hosted job fair.*

*These contract laborers were directly sourced and contracted by URE's subcontractors using staffing agencies like "360 Staffing", "HardHat Workforce Solutions", "Aerotek", etc. URE partnered with one such agency in the area called Cedar Park Group, based on recommendations from the civil and mechanical subcontractors, in carrying out a job fair and outreach activities in the early phase of the project. The anecdotal information contained herein is due to this partnership as well as the information provided by URE's subcontractors.*

*Attachment B contains a sample of the job postings made by temporary agencies hired by URE's subcontractors from August 2021 through January 2022, detailing the skillset required. These postings were listed on online job boards including: Craigslist, Jobs.com, Indeed.com, and Zip Recruiter.*

- 2. A list of the specialty skills in the mechanical and electrical trades that you highlighted in your correspondence that presented challenges in finding candidates would be helpful.**

*Please refer to Attachments A and B referenced above.*

*It is common for the civil and mechanical installation work of solar construction projects to be sourced primarily from temporary employment agencies, since (i) the work requires only basic skills and experience in construction, and, in the case of the mechanical scope, (ii) a large workforce concentrated over a relatively short period of time. This structure provides benefits for the local community as it both creates employment and builds skills that may create future additional employment opportunities and higher pay. On the other hand, the work of solar electrical installation, and commercial/high-voltage electrical work in general requires specialist skills. Most electrical subcontractors have a fully trained, permanent workforce with proven abilities in this field. While there are electrical companies in the eight-county area that specialize in solar installation, URE was not able to find one for the Bullis Project that was available to take on the project at this time of year. The solar market has been booming, particularly in Erie County, and fourth-quarter projects are often the hardest to staff up because they are in direct competition with projects started earlier in the year that have targets to be completed by end-year. Therefore, URE hired an electrical company based out of Rochester that committed to using its staff from the*



*eight-county area. Ultimately, over the course of the project, URE was able to meet the 90% local labor requirement for the electrical trade. The challenge has been for the trades dependent on temporary labor.*

*One of the drawbacks of reliance on temporary labor is that turnover is high and reliability is often an issue. Engaging workers with previous solar experience is preferred over training “green” workers because such workers understand the requirements of the work and are more likely to show up consistently and reliably. Poor performance and high turnover lead to errors and rework, with consequent impacts on the project budget and schedule. The boom in the solar market in the area of Erie-County restricted the number of experienced laborers that were available, according to the employment agencies, and the other contributing factors (e.g. pandemic-related government relief) for historically low temporary employment described in our previous letter were also understood to play a role.*

*In summary, the specific experience sought that has had the biggest impact on manpower rates has been previous solar experience for the mechanical trade.*

- 3. Any written or anecdotal evidence of candidates turning down positions due to work environment concerns, etc. as mentioned in your letter.**

*Unfortunately, URE is unable to provide any written evidence of this fact, but the onset of wintry conditions (freezing temperatures, snow, and ice) in December has had a direct effect on the number of workers that have shown up to the job site. The logs from URE’s construction management software, Procure, provide an overview of the correlation between manpower of their mechanical subcontractor and recorded weather conditions in **Attachment C**. On top of the local labor requirements, this has further constrained the availability of workers during the last three months.*

- 4. Please forward along any additional supporting information documenting the outreach efforts you listed in your correspondence that you would like the Agency to consider (i.e.: listing of the employment agencies contacted).**

***Attachment D** includes a list of the employment agencies contacted by URE’s subcontractors.*

*As mentioned in our response to question one above and documented in **Attachment B**, outreach efforts to obtain locally based labor included various forms of media. URE worked with local staffing agency Cedar Park Group, who, along with URE’s subcontractors and their additional agencies, posted to various online job/career forums. URE also hosted a job fair, and promoted the project employment at a local agricultural fair, as described below.*



5. **Copies of any job postings, copies of any announcements etc. for the job fairs conducted in Marilla.**

*On September 19 and 29, 2021 respectively, URE attended the Marilla Town Agricultural Fair and hosted a job fair at the Marilla Community Center. Attachment E includes the flyers and some photos associated with these events. Additionally, the Attachment includes a copy of the job application that was used at the fair via an I-pad / computer so that interested parties could sign up on the spot.*

6. **Any additional information that you would like the agency to consider in documenting the outreach activities undertaken.**

*As noted in each of the job postings and the job fair materials, wage offering for the generalist labor category ranged up to \$23 per hour (depending on experience) and URE included a \$250 signing bonus at their job fair, which unfortunately did not generate the desired result.*

7. **Please confirm the schedule for completion of the project, based on your correspondence it is indicated that construction activities at the site will be completed by March 17th**

*Currently the project schedule anticipates completion of construction during the first week of April 2022, after which commissioning and testing will commence. It should be noted that there is risk of delay primarily due to weather and freezing temperatures affecting the rate of productivity on site.*

Please let us know if any additional information is needed to evaluate this request.

Sincerely,

A handwritten signature in black ink, appearing to read "A. Halimi", written in a cursive style.

**Aaron Halimi**  
President, RPNY Solar 2, LLC



**Attachments:**

- 1. Attachment A – URE Solar Job Opening**
- 2. Attachment B – Bullis Rd Job Postings**
- 3. Attachment C – Weather Effects on Labor**
- 4. Attachment D – URE Email Listing Employment Agencies**
- 5. Attachment E – Job Fairs**

**Attachment A**

**URE Solar Job Opening**

## **Job Opening**

### **Solar Installer / Skilled Laborer**

#### **Job Type:**

Full Time / Temporary

October – December

Near Buffalo, NY

#### **Responsibilities:**

Work closely with project foreman as part of a team on the start to finish construction of a solar farm. Opportunity to assist with build the racking, installing modules or electrical installation. Staff will maintain a safe work environment in accordance with OSHA Safety Standards. Construction includes follow procedures to building racking, mount solar panels or assist with electrical items.

#### **Qualifications:**

- Construction background.
- Solar experience preferred, but potential for training for someone interested in a career in solar.
- Ability to work outside in varying weather conditions.
- Must be able to perform physical activities with no limits on bending, stooping, walking, standing and ability to lifting capacity up to 75lbs.
- Reliable transportation required.

#### **Contact:**

Please forward a copy of your resume/experience and your county of residence to [info@u-renew.com](mailto:info@u-renew.com)

**Attachment B**

**Bullis Rd Job Postings**



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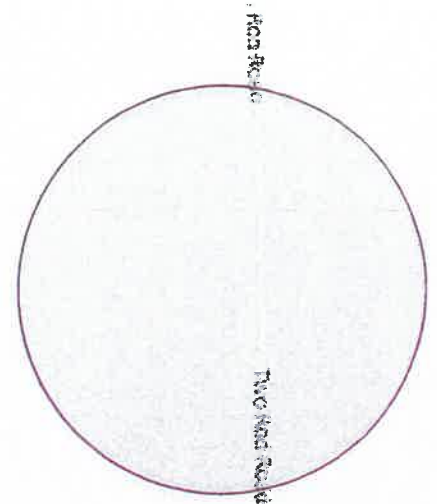
flag

share

Posted 6 days ago on: 2021-09-02 18:57

Contact Information:

### Solar Installers & Skilled Laborers (Marilla)



compensation: Up to \$23/hr

employment type: full-time

360 Industrial Services is looking for a Solar Installers/ Skilled Laborers. We offer our employees a safe working environment, great working conditions and room for advancement. We value our employees, so we offer a competitive salary and a comprehensive benefits package.

Position: Solar Installer / Skilled Laborer

Location: Marilla, NY 14102

Start date ASAP!

**Position Requirements**

- Construction background
- Solar experience proffered

**Pay Rates**

- \$23.00 - \$18.00 / hour DOE

**Benefits Include:**

- Heath Insurance
- Great communication
- Weekly pay

QR Code Link to This Post



- 401K
- Seasonal Logo Wear

<https://www.360industrialservices.com/employees/join-our-team/>

Call 617-468-6360

We are always looking for individuals with the talent and skills required to contribute to our continued growth and success. For more information about our company go to our website at <http://www.360industrialservices.com/>

\* labor \* laborer \* racking \* modules \* solar \* panel \* posts \* wiring \* electrician \* general \* entry level \* construction \* mechanic \* mechanical \* farming \* farm \* no experience \* outdoor \* career \* combiner \* inverter \* operator \* on the job training \* building \* safety \* mw \* carpenter \* welder \* drywall \* painter \* metal



## Solar Installers & Skilled Laborers - 37080252

360 Industrial Services · Marilla, NY (On-site)

Full-time · Entry level

501-1,000 employees · Staffing and Recruiting

See recent hiring trends for 360 Industrial Services. [Try Premium for free](#)

No longer accepting applications

### About the job

This job is sourced from a job board. [Learn more](#)

360 Industrial Services is seeking solar farm laborers for a solar project in Marilla, NY. Ideal candidates have prior solar farm experience on posts, tilts, tables, and modules but we are also looking for skilled laborers or other skills in construction and related outdoor type work. Looking to start or enhance your career? Solar is a great line of work to do just that. Join the 360 Industrial team and expect great communication, weekly pay, benefits, 401k and more! Pay: \$19/hr to \$21/hr Requirements-

Prior work on solar farm of 1MW or more is desired.-

Ideal candidate is mechanically inclined.-

Ability to walk and stand long durations throughout the day.-

Ability to bend over and pick up items.-

Ability to work outdoors in variable weather conditions.-

Ability to lift up to 50 pounds. If you are interested in this position please apply with a resume that lists your previous solar experience or related work experience. We look forward to hearing from you! Apply here: <https://www.360industrialservices.com/employees/join-our-team/>-

labor \* laborer \* racking \* modules \* solar \* panel \* posts \* wiring \* electrician \* general \* entry level \* construction \* mechanic \* mechanical \* farming \* farm \* no experience \* outdoor \* career \* combiner \* inverter \* operator \* on the job training \* building \* safety \* mw \* carpenter \* welder \* drywall \* painter \* metal

[See less ^](#)

### Set alert for similar jobs

Solar Installer, Marilla, NY ·

Set alert

Pay range unavailable

Salary information is not available at the moment

Are you interested in salary information for this job? [Yes](#) / [No](#)

### About the company



**360 Industrial Services**  
5,303 followers

Follow

Staffing & Recruiting · 501-1,000 employees · 112 on LinkedIn

Industrial Services has over 60 years of industrial skilled staffing and construction experience. We take great pride in building relationships with our clients and our employees.

Let's be honest, people do business with people they know and trust. Are you a contractor looking for a long term partnership with a skilled staffing firm?

Are you a contractor looking to be more profitable and more productive? Do you want to decrease your companies safety and liability exposure?

Do you want to increase profits and productivity and separate yourself from your competition?

We have an elite traveling work force that is willing to travel "ALL AROUND" the nation. Whether you are working on a longer-term new construction project or a short term shut down, we can assist in completing the job on time and under budget.

job title, keywords or company

city, province, or region

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### JOB TYPE

- [Internship](#)
- [Permanent](#)
- [Volunteer](#)
- [Temporary](#)
- [Contract](#)
- [Subcontract](#)
- [New Grad](#)
- [Part time](#)

### SOLAR LABORER



**CEDAR PARK MED - Marilla, NY** | Fri, 14 Jan 2022 19:26:03 GMT

#### Job Information

Job Title : Solar Laborer  
 Company name : CEDAR PARK MED  
 Location : Marilla, NY, USA  
 Source : Indeed

Driver's License (Preferred). Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Must have experience bolting and using screw guns, and socket wrenches.

For more information please click the link below

[View or apply to job](#)

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solar jobs in Marilla, NY  
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**Project Manager**  
Montante Companies  
Buffalo, NY

Estimated \$58K - \$73.4K a year Full-time 8 hour shift

Easily apply

- This primary tasks of this position will focus on supporting material procurement, solar array construction, subcontractor management, ensuring compliance with...

13 days ago

**North East Regional Inverter Solar Technician**  
Mountain Ridge Energy Service, LLC  
Buffalo, NY

\$30 - \$32 an hour Full-time 8 hour shift

Easily apply Responsive employer

- Knowledge of solar and/or alternative energy markets is preferred.
- Duties include but are not limited to: commissioning, troubleshooting, repairing, and...

6 days ago

**Solar Laborer**  
CEDAR PARK MED  
Marilla, NY

Estimated \$34.5K - \$43.7K a year Full-time 8 hour shift

Easily apply Responsive employer

- Must be able to mount aluminum racks and panels on the racks.
- Must have experience bolting and using screw guns, and socket wrenches.

3 days ago More

**Plant Technician II**  
AVANGRID 3.5  
New York State

- Increase professional knowledge of turbine or solar equipment, including safety regulations.
- Increase professional knowledge of turbine or solar equipment,...

204 days ago

**Sales Support Specialist**  
HiRel LLC  
New York State

\$60,000 - \$90,000 a year Full-time

Easily apply

- 3-5 Years' experience in the electrical power industry, or similar industry experience.
- 100% system reliability with advanced cybersecurity are our utopian...

5 days ago

**Solar Installer / Skilled Laborer Travelers**  
360 Industrial Services 3.5  
New York State

\$17 - \$20 an hour Temporary 8 hour shift

**Solar Laborer**

CEDAR PARK MED  
Marilla, NY  
Full-time

Responded to 75% or more applications in the past 30 days, typically within 1 day.

Apply now

**Job details**

Job Type  
Full-time

Number of hires for this role  
4

**Qualifications**

- High school or equivalent (Preferred)
- Construction: 1 year (Preferred)
- US work authorization (Preferred)

**Indeed's salary guide**

- Not provided by employer
- \$34.5K to \$43.7K per year is Indeed's estimated salary for laborer at CEDAR PARK MED in Marilla, NY.

**Full Job Description**

Cedar Park Group is looking to hire Solar Panel Installers / Laborers for immediate openings!  
SHIFT: 7 AM - 3:30 PM

Join our professional team and work in a safe environment. We know our employees are the most important part of making any job successful! Your safety is our first priority. Come join our team, get on the roster, and enjoy steady well-paying work.

**Requirements:**

- Must be mechanically inclined
- Must be able to mount aluminum racks and panels on the racks
- Must have experience bolting and using screw guns, and socket wrenches
- Must have reliable transportation and all PPE
- Must be in good physical condition with no limits on bending, stooping, walking, standing and ability to lift up to 75lbs.

Pay is based on experience.

Candidates are expected to work as a team to quickly complete the projects they are on. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions.

Qualified candidates, please submit your resume for immediate consideration.

Job Type: Full-time

**Schedule:**

- 8 hour shift

**Education:**

- High school or equivalent (Preferred)

**Experience:**

- Construction: 1 year (Preferred)
- Solar Technicians: 1 year (Preferred)

Work Location: One location

3 days ago

If you require alternative methods of application or screening, you must approach the employer directly to request this as Indeed is not responsible for the employer's application process.

Report job

## Solar Installers - Laborers

Cedar Park Group Marilla, NY

Posted: over a month ago Full-Time

### Job Description

Cedar Park Group is looking to hire Solar Installers / Laborers for immediate openings!

SHIFT: 7 AM - 3:30 PM

Join our professional team and work in a safe environment. We know our employees are the most important part of making any job successful! Your safety is our first priority. Come join our team, get on the roster, and enjoy steady well-paying work.

### Requirements:

- Must be mechanically inclined
- Must be able to mount aluminum racks and panels on the racks
- Must have experience bolting and using screw guns, and socket wrenches
- Must have reliable transportation and all PPE
- **Must be in good physical condition with no limits on bending, stooping, walking, standing and ability to lift up to 76lbs.**

Pay is based on experience.

Candidates are expected to work as a team to quickly complete the projects they are on. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions.

Qualified candidates, please submit your resume for immediate consideration.

### Cedar Park Group

#### Address

Marilla, NY

USA

#### Industry

Construction

[View all jobs at Cedar Park Group](#)

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jobs in Buffalo, NY

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Laborers - Solar Project CEDAR PARK GROUP 1.5 Buffalo, NY

Easily apply Responsive employer

- Must be able to mount aluminum racks and panels on the racks. Must have experience bolting and using screw guns, and socket wrenches.

Just posted More...

Solar Field Manager SunLife Power United States

\$100,000 - \$300,000 a year

Easily apply Urgently hiring

- 6+ months of solar experience. FLEXIBLE Schedule / Work your own hours! Build a team under you and get paid off THEIR SALES!

Active 5 days ago

Laborers - Solar Project

CEDAR PARK GROUP 1.5 2 reviews

Buffalo, NY

Full-time, Temporary

Responded to 75% or more applications in the past 28 days, typically within 1 day

Apply Now

Job details

Job Type

Full-time

Temporary

Number of hires for this role

4

Qualifications

- Construction Experience: 1 year (Preferred)

Full Job Description

Cedar Park Group is looking to hire Solar Panel Installers / Laborers for immediate openings! SHIFT: 7 AM - 3:30 PM

Join our professional team and work in a safe environment. We know our employees are the most important part of making any job successful. Your safety is our first priority. Come join our team, get on the roster, and enjoy steady well-paying work.

Requirements:

- Must be mechanically inclined. Must be able to mount aluminum racks and panels on the racks. Must have experience bolting and using screw guns, and socket wrenches. Must have reliable transportation and all PPE. Must be in good physical condition with no limits on bending, scooping, walking, standing and ability to lift up to 75lbs.

Pay is based on experience.

Candidates are expected to work as a team to quickly complete the projects they are on. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions.

Qualified candidates, please submit your resume for immediate consideration.

Job Types: Full-time, Temporary

**Schedule:**

- 8 hour shift
- Monday to Friday

**Experience:**

- Construction Experience: 1 year (Preferred)

**Work Location:**

- One location

**Work Remotely:**

- No

**Just posted**

If you require alternative methods of application or screening, you must approach the employer directly to request this as Indeed is not responsible for the employer's application process.



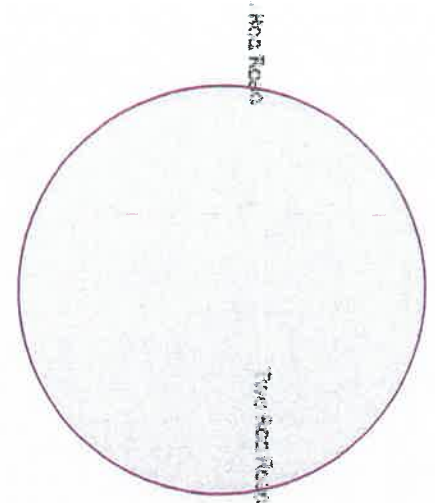


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Posted 6 days ago on: 2021-09-02 18:57

Contact Information:

### Solar Installers & Skilled Laborers (Marilla)



compensation: **Up to \$23/hr**

employment type: **full-time**

360 Industrial Services is looking for a Solar Installers/ Skilled Laborers. We offer our employees a safe working environment, great working conditions and room for advancement. We value our employees, so we offer a competitive salary and a comprehensive benefits package.

**Position:** Solar Installer / Skilled Laborer

**Location:** Marilla, NY 14102

**Start date** ASAP!

**Position Requirements**

- Construction background
- Solar experience proffered

**Pay Rates**

- \$23.00 - \$18.00 / hour DOE

**Benefits Include:**

- Heath Insurance
- Great communication
- Weekly pay

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- 401K
- Seasonal Logo Wear

<https://www.360industrialservices.com/employees/join-our-team/>

Call 617-468-6360

We are always looking for individuals with the talent and skills required to contribute to our continued growth and success. For more information about our company go to our website at <http://www.360industrialservices.com/>

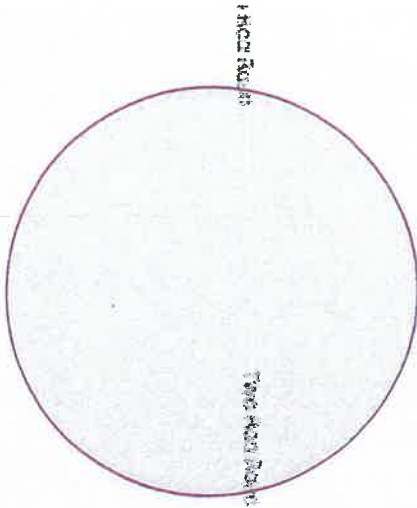
\* labor \* laborer\* racking \* modules \* solar \* panel \* posts \* wiring \* electrician \* general \* entry level \* construction \* mechanic \* mechanical \* farming \* farm \* no experience \* outdoor \* career \* combiner \* inverter \* operator \* on the job training \* building \* safety \* mw \* carpenter \* welder \* drywall \* painter \* metal

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Posted 6 days ago on: 2021-09-02 12:52

Contact Information:

## Solar Labor Installers



compensation: DOE up to \$21/hr

employment type: full-time

Cedar Park Group is looking to hire Laborers for immediate openings on a Solar Panel Project.

Solar Panel Installation experience is a plus but not required.

Join our professional team and work in a safe environment. We know our employees are the most important part of making any job successful! Your safety is our first priority. Come join our team, get on the roster, and enjoy steady well-paying work.

### Requirements:

Must be mechanically inclined

Must be able to mount aluminum racks and panels on the racks

Must have experience bolting and using screw guns, and socket wrenches

Must have reliable transportation and all PPE

Must be in good physical condition with no limits on bending, stooping, walking, standing, and ability to lift up to 75lbs.

Pay is based on experience.

Candidates are expected to work as a team to quickly complete the projects they are on. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions.

Qualified candidates, please submit your resume for immediate consideration. Email ashlee at cedarparkgroup.com.

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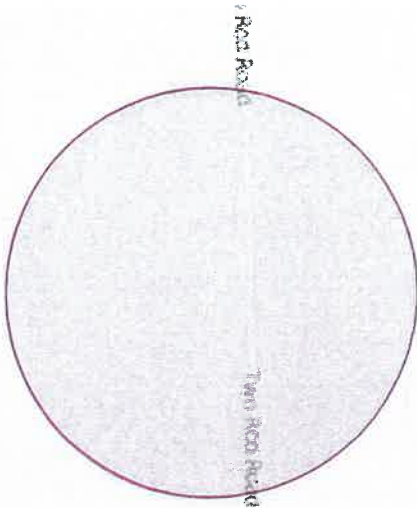
flag

share

Posted 26 days ago on: 2021-08-13 14:43

Contact Information:

## Solar Panel Installer



compensation: DOE up to \$21/hr  
employment type: full-time

Cedar Park Group is looking to hire Laborers for immediate openings on a Solar Panel Project.

Solar Panel Installation experience is a plus but not required.

Shift: 7AM - 3:30PM

Join our professional team and work in a safe environment. We know our employees are the most important part of making any job successful! Your safety is our first priority. Come join our team, get on the roster, and enjoy steady well-paying work.

### Requirements:

- Must be mechanically inclined
- Must be able to mount aluminum racks and panels on the racks
- Must have experience bolting and using screw guns, and socket wrenches
- Must have reliable transportation and all PPE
- Must be in good physical condition with no limits on bending, stooping, walking, standing, and ability to lift up to 75lbs.
- Pay is based on experience.

Candidates are expected to work as a team to quickly complete the projects they are on. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions.

Qualified candidates, please submit your resume for immediate consideration

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Posted 8 days ago on: 2021-08-31 14:40

Contact Information:

## Solar Panel Installers / Laborers (Buffalo and Surrounding Areas)

compensation: hourly pay / paid weekly

employment type: full-time

non-profit organization



Collective Solar is looking to hire Solar Panel Installers / Laborers for immediate openings! Prior construction experience preferred but willing to train someone who has an interest in the solar field. Great pay and experience in growing field. Our foot print is all of New York State so please get in touch with us if your seeking permanent full time employment with a company that rewards you for hard work. Educational opportunities are available after 3 months of employment.

### Basic Requirements:

- Must be mechanically inclined
- Must be able to mount aluminum racks and panels on the racks
- Must have experience using hand tools; drill, impact gun, basic hand tools, reading a measuring tape
- Must have all PPE on first day; Hard Hat, Gloves, Safety Glasses, Safety Boots, Safety Vest
- Must be in good physical condition with no limits on bending, stooping, walking, standing and ability to lift up to 75lbs.
- MUST have reliable transportation to site each day
- Safely climbing ladders 5-6 Feet
- Leaving job sites clean and orderly
- (Other duties as necessary)

### Additional Experience:

Electrical wiring of solar array (AC and DC)

QR Code Link to This Post



**Heavy Equipment Operation**  
Pay is based on experience.

Candidates are expected to work as a team to quickly complete the projects they are on. Safety is a priority and all applicants will be expected to adhere to OSHA Safety Standards. Candidates are expected to be prepared for the elements and will be expected to work in all weather conditions.

Please submit your resume for immediate consideration

**\*\* ESPECIALLY INTERESTED IN SPEAKING WITH ANYONE LIVING IN ERIE COUNTY**

**NO PHONE CALLS PLEASE**

**Job Type: Full-time**

**Pay: \$15.00 - \$20.00 per hour depending on your experience**

**Attachment C**  
**Weather Effects on Labor**





United Renewable Energy, LLC  
 5895 Shiloh Road, Suite 104  
 Alpharetta, Georgia 30005-2271  
 United States

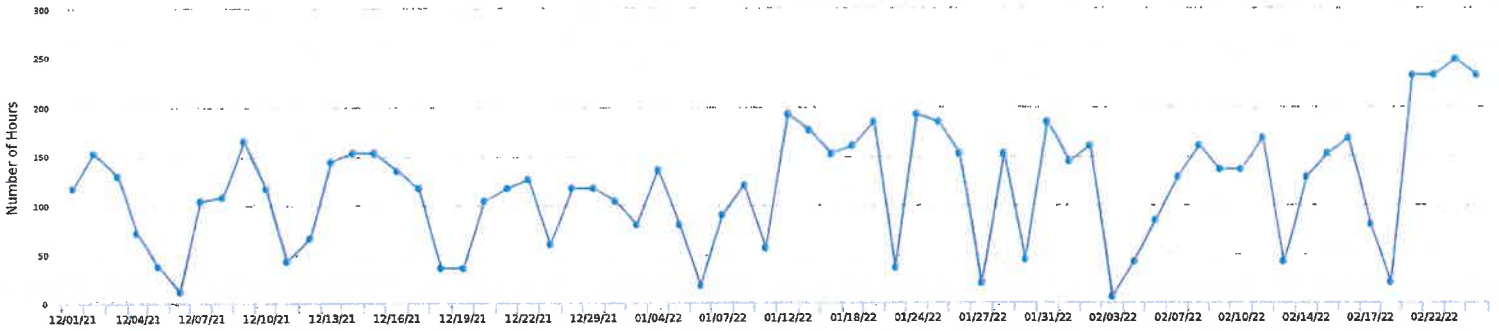
Printed on Thu Feb 24, 2022 at 12:14 pm EST

Job #: 21-010 RP ~ Bullis Solar  
 11061 Bullis Rd  
 Marilla New York. 14102

Daily Log Manpower Report

Manpower Graph

Fosler Construction Company, Inc



Date	Company	Total Hours
12/01/21	Fosler Construction Company, Inc	137.0
12/02/21	Fosler Construction Company, Inc	158.0
12/03/21	Fosler Construction Company, Inc	130.0
12/04/21	Fosler Construction Company, Inc	72.0
12/05/21	Fosler Construction Company, Inc	38.5
12/06/21	Fosler Construction Company, Inc	12.0
12/07/21	Fosler Construction Company, Inc	104.0
12/08/21	Fosler Construction Company, Inc	109.0
12/09/21	Fosler Construction Company, Inc	165.0
12/10/21	Fosler Construction Company, Inc	117.0
12/11/21	Fosler Construction Company, Inc	43.75
12/12/21	Fosler Construction Company, Inc	66.0
12/13/21	Fosler Construction Company, Inc	144.0
12/14/21	Fosler Construction Company, Inc	153.0
12/15/21	Fosler Construction Company, Inc	153.0
12/16/21	Fosler Construction Company, Inc	135.0
12/17/21	Fosler Construction Company, Inc	117.0
12/18/21	Fosler Construction Company, Inc	36.0
12/19/21	Fosler Construction Company, Inc	28.5
12/20/21	Fosler Construction Company, Inc	104.8
12/21/21	Fosler Construction Company, Inc	117.0
12/22/21	Fosler Construction Company, Inc	124.0
12/23/21	Fosler Construction Company, Inc	60.0
12/24/21	Fosler Construction Company, Inc	117.0
12/25/21	Fosler Construction Company, Inc	117.0
12/26/21	Fosler Construction Company, Inc	117.0
12/27/21	Fosler Construction Company, Inc	104.0
01/03/22	Fosler Construction Company, Inc	80.0



United Renewable Energy, LLC  
 5895 Shiloh Road, Suite 104  
 Alpharetta, Georgia 30005-2271  
 United States

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Job #: 21-010 RP ~ Bullis Solar  
 11061 Bullis Rd  
 Marilla New York. 14102

DATE	Company	Total Hours
01/24/22	Foster Construction Company, Inc	136.0
02/10/22	Foster Construction Company, Inc	86.0
02/16/22	Foster Construction Company, Inc	18.0
02/16/22	Foster Construction Company, Inc	50.0
02/16/22	Foster Construction Company, Inc	120.0
02/17/22	Foster Construction Company, Inc	56.0
02/22/22	Foster Construction Company, Inc	192.0
02/23/22	Foster Construction Company, Inc	178.0
02/24/22	Foster Construction Company, Inc	151.0
02/28/22	Foster Construction Company, Inc	166.0
02/28/22	Foster Construction Company, Inc	164.0
02/28/22	Foster Construction Company, Inc	38.0
02/28/22	Foster Construction Company, Inc	162.0
02/28/22	Foster Construction Company, Inc	164.0
02/28/22	Foster Construction Company, Inc	152.0
02/28/22	Foster Construction Company, Inc	20.0
02/28/22	Foster Construction Company, Inc	152.0
02/28/22	Foster Construction Company, Inc	44.0
02/28/22	Foster Construction Company, Inc	184.0
02/28/22	Foster Construction Company, Inc	144.0
02/28/22	Foster Construction Company, Inc	160.0
02/28/22	Foster Construction Company, Inc	6.0
02/28/22	Foster Construction Company, Inc	42.0
02/28/22	Foster Construction Company, Inc	84.0
02/28/22	Foster Construction Company, Inc	128.0
02/28/22	Foster Construction Company, Inc	160.0
02/28/22	Foster Construction Company, Inc	134.0
02/28/22	Foster Construction Company, Inc	136.0
02/28/22	Foster Construction Company, Inc	168.0
02/28/22	Foster Construction Company, Inc	42.0
02/28/22	Foster Construction Company, Inc	128.0
02/28/22	Foster Construction Company, Inc	152.0
02/28/22	Foster Construction Company, Inc	168.0
02/28/22	Foster Construction Company, Inc	80.0
02/28/22	Foster Construction Company, Inc	21.0
02/28/22	Foster Construction Company, Inc	232.0
02/28/22	Foster Construction Company, Inc	232.0
02/28/22	Foster Construction Company, Inc	248.0
02/28/22	Foster Construction Company, Inc	232.0



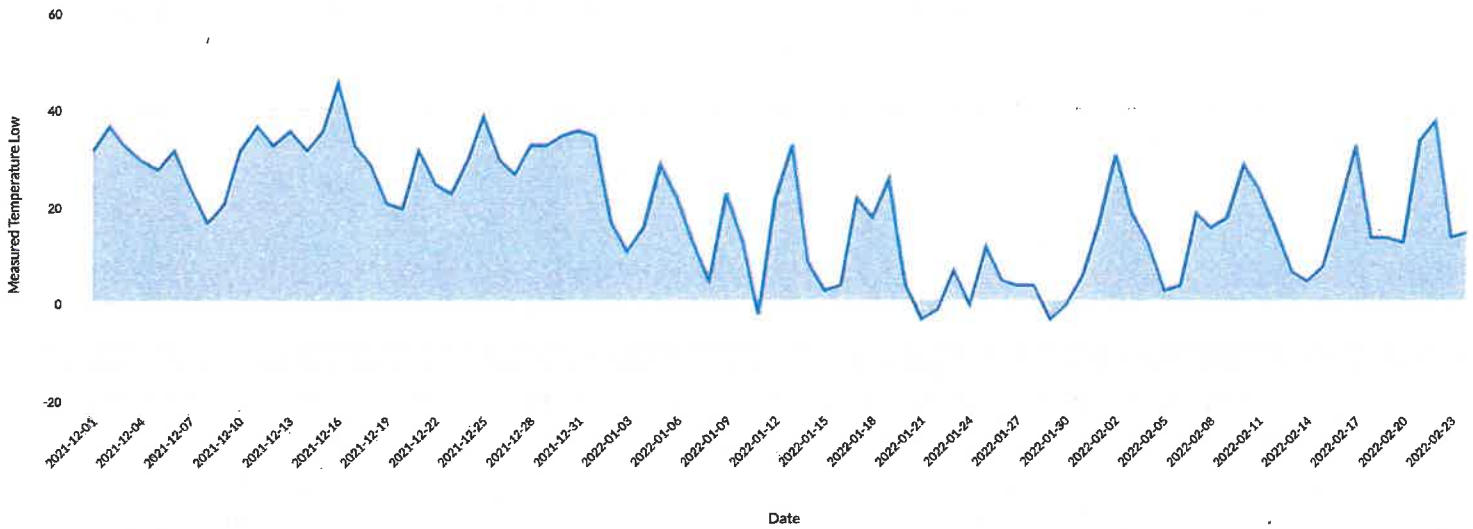
Printed on Thu Feb 24, 2022 at 04:42 pm EST

United Renewable Energy, LLC  
 Job #: 21-010 RP – Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

**Weather Conditions**

**Weather Log**

Title



Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
Date: 02/24/2022		18		14	24
Date: 02/23/2022		35		13	53



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United Renewable Energy, LLC  
 Job #: 21-010 RP ~ Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
	High Wind	35	.5" rain	13	53
Date:					
		41		37	54
Date:					
		29		33	50
Date:					
		45		12	42
Date:					
		50		13	28
Date:					
		19		13	31
	Light Wind	19	1.5 " rain overnight and 3" snow	13	31
Date:					
		26	Moderate to heavy rain	32	51
Date:					
		44		19	48
Date:					
		18		7	26
	Light Wind	18	.05" new snow overnight	7	26
Date:					
		18		4	15
	Calm	18	.5" snow overnight	4	15
Date:					
		11		6	18



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United Renewable Energy, LLC  
 Job #: 21-010 RP - Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
<b>Date: 02/12/2022</b>					
		37		15	36
	High Wind	37	.25 rain overnight	15	36
<b>Date: 02/11/2022</b>					
		46		23	44
	Light Wind	46	.25" h2o	23	44
<b>Date: 02/10/2022</b>					
		33		28	36
<b>Date: 02/09/2022</b>					
		34		17	41
<b>Date: 02/08/2022</b>					
		24		15	28
	Light Wind	24	1" new snow overnight...moderate-to-heavy snow continued throughout the day with some breaks. Additional 2 inches on top of already existing snow on ground 14-18 inches in most spots.	15	28
<b>Date: 02/07/2022</b>					
		14		18	37
<b>Date: 02/06/2022</b>					
		31		3	34
<b>Date: 02/05/2022</b>					
		18		2	17
		18	2" very light snow, on top of about 12" new	2	17
<b>Date: 02/04/2022</b>					
		26		12	19
	Light Wind	26		12	19



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United Renewable Energy, LLC  
 Job #: 21-010 RP ~ Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
		26	12" new snow overnight 1-10	12	19
Date: 02/03/2022					
	Light Wind	27	2" snow very wet +-20%. rain before snow +- 1/2"	18	32
Date: 02/02/2022					
		37		30	40
Date: 02/01/2022					
		41		16	37
Date: 01/31/2022					
		12		5	31
Date: 01/30/2022					
		10		-1	22
Date: 01/29/2022					
		12		-4	7
Date: 01/28/2022					
		24		3	27
	Light Wind	24	2" 10% snow	3	27
Date: 01/27/2022					
		34		3	27
Date: 01/26/2022					
		14		4	18
	Light Wind	14	Trace	4	18
Date: 01/25/2022					
		25		11	25
	Light	25	2" 10%	11	25



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United Renewable Energy, LLC  
 Job #: 21-010 RP - Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
	Wind				
	Date: 01/24/2022				
		22		-1	24
	Light Wind	22	1" snow overnight	-1	24
	Date: 01/23/2022				
		33		6	24
	Light Wind	33	6-8" snow 10-1	6	24
	Date: 01/22/2022				
		35		-2	23
	Calm	35	0	-2	23
	Date: 01/21/2022				
		8		-4	11
	Date: 01/20/2022				
		26		3	23
	Light Wind	26	.01" light drizzle and snow	3	23
	Date: 01/19/2022				
		44		25	38
	Date: 01/18/2022				
		28		17	25
	Calm	28	20" snow + 12%	17	25
	Date: 01/17/2022				
		23		21	26
	Date: 01/16/2022				
		25		3	30



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United Renewable Energy, LLC  
 job #: 21-010 RP ~ Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
Date:					
		17		2	9
Date:					
		13		8	32
Date:					
		10		32	40
	Calm	10	1/2" 10% snow	32	40
Date:					
		41		21	34
Date:					
		20		-3	17
	Light Wind	20	1" light snow	-3	17
Date:					
		33		12	21
	Light Wind	33	.25	12	21
Date:					
		44		22	39
Date:					
		35		4	29
Date:					
		19		12	20
	Light Wind	19	2" overnight	12	20
Date:					
		38		21	26





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United Renewable Energy, LLC  
 Job #: 21-010 RP – Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
	High Wind	38	2" snow	21	26
Date: 01/05/2022					
		41		28	39
	High Wind	41	.1	28	39
Date: 01/04/2022					
		26		15	33
Date: 01/03/2022					
		14		10	20
	Calm	14	.30	10	20
Date: 01/02/2022					
		19		16	33
Date: 01/01/2022					
		18		34	47
Date: 12/31/2021					
		12		35	48
Date: 12/30/2021					
		13		34	40
	Light Wind	13	.10"	34	40
Date: 12/29/2021					
		22		32	38
	Calm	22	.15	32	38
Date: 12/28/2021					
		34		32	39
	Light	34	.10"	32	39



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United Renewable Energy, LLC  
 Job #: 21-010 RP - Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
	Wind				
	Date: 12/27/2021	25		26	38
	Date: 12/26/2021	21		29	37
		21	.25" water	29	37
	Date: 12/25/2021	25		38	48
		25	.25" h2o	38	48
	Date: 12/24/2021	19		29	44
	Date: 12/23/2021	16		22	31
	Date: 12/22/2021	33		24	36
	High Wind	33	.01	24	36
	Date: 12/21/2021	35		31	39
	Date: 12/20/2021	33		19	36
	Date: 12/19/2021	19		20	28
	Calm	19	.5"	20	28
	Date: 12/18/2021	18		28	35



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United Renewable Energy, LLC  
 Job #: 21-010 RP ~ Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
	Light Wind	18		28	35
Date: 12/17/2021					
		30		32	43
	High Wind	30	.10	32	43
Date: 12/16/2021					
		52		45	64
	High Wind	52	.1	45	64
Date: 12/15/2021					
		39		35	51
Date: 12/14/2021					
		23		31	45
Date: 12/13/2021					
		41		35	46
Date: 12/12/2021					
		39		32	42
		39	.35" rain	32	42
Date: 12/11/2021					
		59		36	62
Date: 12/10/2021					
		14		31	49
Date: 12/09/2021					
		28		20	32
Date: 12/08/2021					
		15		16	27



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United Renewable Energy, LLC  
 Job #: 21-010 RP – Bullis Solar  
 11061 Bullis Rd  
 Marilla, New York 14102

Group	Wind	Measured Wind Speed Gusts	Precipitation	Measured Temperature Low	Measured Temperature High
	Light Wind	15	2"	16	27
Date: 12/07/2021					
		25		23	30
	Light Wind	25	.5"	23	30
Date: 12/06/2021					
	High Wind	52		31	51
Date: 12/05/2021					
		43		27	42
Date: 12/04/2021					
		32		29	39
Date: 12/03/2021					
		14		32	36
	Light Wind	14	.25	32	36
Date: 12/02/2021					
		44		36	48
Date: 12/01/2021					
		33		31	38

**Attachment D**

**URE Email Listing Employment Agencies**

**From:** kstroup@u-renew.com  
**Sent:** Friday, January 14, 2022 11:47  
**To:** 'Scott Shiokari'  
**Cc:** 'Brian Madigan'; 'Louis Kraham'; Amber Penland; Chris Brehm; Jeff Crabtree  
**Subject:** Bullis: Summary of local labor efforts  
**Attachments:** labor counts.xlsx

Hi Scott,

Following is a summary of our efforts (both URE and our subcontractors) to drum up local labor and meet the 90% requirement for the Bullis Project.

1. Outreach to multiple temp staffing agencies in the area. The ones that have provided workers have primarily included Cedar Park Group, Squarefoot Construction Staffing, 360 Industries, and Hard Hat. However, here is a list of the agencies that were contacted from the beginning of the project:

- Eastern Staffing Recruiting
- Staffing Solutions of WNY
- Express Employment Professionals
- SPS Temporary
- Superior Staffing Resources
- Construction Trade Staffing
- Arcold Search Group
- Remedy Staffing
- Durham Staffing
- Asture Staffing
- Square Foot Tradesman
- Express Employment Professional
- Adecco
- 360 Industrial Services
- Local Electrical Unions
- Boces
- Job Corps
- Cedar Park
- Trillium
- Hard Hat
- Aerotech
- Kelly Services
- Staffworks
- WL Staff Services
- Staff Works CNY
- People Ready
- Manpower
- Career Guide Placement Services
- Staff Buffalo LLC
- SelectOne
- WNY Works Staffing Placement Inc

The feedback our subs got from these agencies was that they were and continue to be low on candidates overall, but would do the best they could with the 8-county requirement. Job postings were also made on Craigslist and Indeed. Our hope was that when the Covid unemployment benefit was phased out in the fall, the number of candidates would increase. Unfortunately, that has not been the case. It may be that the continuation of rent relief was part of the challenge.

2. URE hosted a job fair over September 29-30 at the Marilla Community Center. We asked Cedar Park Group to join us, to assist with signing up interested candidates. We made posters and offered a signing bonus. Yard signs and flyers were posted around town. Unfortunately, we had just two people show up: One of the workers who was already working on the site and was interested in staying longer, and a mother who was looking for work for her son.
3. We set up a booth at the Marilla Town Ag Fair the weekend of September 18-19 with a poster, flyers for the job fair, and application information, as well as free treats for passersby. This was in cooperation with Marilla Town Supervisor, Skip.
4. We reached out to Workforce Buffalo to ensure we were posting the job opportunities widely at the county Career Centers. They put us in touch with each of the counties, which we can document if need be. We shared a written job description that the counties posted in their Career Centers and it was also posted at the Workforce Buffalo One Stop Center in Erie County.

Unfortunately, none of these efforts has resulted in achieving an adequate workforce size that could achieve the project schedule in particular for the racking and module installation, or to meet the 90% requirement.

As I mentioned to you yesterday, it is not clear to me how ECIDA will calculate the 90% achievement over the reporting quarters. I have attached a spreadsheet showing the numbers that were reported for September (82%) and will need to be submitted today (84%) for the quarter ended Dec. 31, to meet the reporting deadline. We have calculated that to achieve a 90% local labor percentage we would need to get at least 40 additional local persons on site based on our 84% achievement to date, to counterbalance the supervisors who are from outside of the 8-county area.

Please let me know if you need any additional information.

Thanks and best regards,  
Kris

--

Kristin Stroup  
Project Manager  
United Renewable Energy, LLC  
5895 Shiloh Rd., Ste. 104, Alpharetta, GA 30005

M 720-339-1642  
[kstroup@u-renew.com](mailto:kstroup@u-renew.com)  
skype: kkstroup

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**Attachment E**

**Job Fairs**



UNITED RENEWABLE ENERGY LLC  
BUILD SOLAR PROJECTS

# SOLAR JOB FAIR

**\$250 SIGNING  
BONUS**

SEPTEMBER  
29TH & 30TH  
9AM - 6PM

MARILLA  
COMMUNITY  
CENTER

For inquiries email  
info@u-renew.com



Recruiting workers for a variety of  
positions for short-term work.

Apply for a great opportunity to gain skills in  
commercial solar installation.

Hiring from the following

counties:

Allgany  
Cattaraugus  
Chautauque  
Erie  
Genesee  
Niagara  
Orleans  
Wyoming

United Renewable Energy, LLC  
Bullis Solar Project

# Solar Job Fair 2021

Recruiting for a variety of positions for short-term work. Apply for a great opportunity to gain skills in commercial solar installation.

**September 30th**  
**9 AM to 6 PM**  
**Marilla Community Center**  
**1810 Two Rod Rd, Marilla, NY**

For inquiries and consideration, email your resume/experience & your county of residence to [info@u-renew.com](mailto:info@u-renew.com)









## Job application form - Bullis Solar

Solar Installer / Skilled Laborer

Job Type:

Full Time / Temporary

October – December

Near Buffalo, NY

Responsibilities:

Work closely with project foreman as part of a team on the start to finish construction of a solar farm. Opportunity to assist with build the racking, installing modules or electrical installation. Staff will maintain a safe work environment in accordance with OSHA Safety Standards. Construction includes follow procedures to building racking, mount solar panels or assist with electrical items.

Qualifications:

- \* Construction background.
- \* Solar experience preferred, but potential for training for someone interested in a career in solar.
- \* Ability to work outside in varying weather conditions.
- \* Must be able to perform physical activities with no limits on bending, stooping, walking, standing and ability to lifting capacity up to 75lbs.
- \* Reliable transportation required.

 [kstroup@u-renew.com](mailto:kstroup@u-renew.com) (not shared) [Switch account](#)



\* Required

Name \*

First and last name

Your answer

Email \*

Your answer

Phone number \*

Your answer

Address \*

Your answer

County of residence \*

- Niagara
- Orleans
- Erie
- Genesee
- Wyoming
- Chautauqua
- Cattaraugus
- Allegany
- Other

Please list any/all construction experience that you have \*

Your answer

When are you able to start work? \*

- As soon as possible
- In two weeks
- In one month
- Will provide notice once offer is extended

Any questions or comments?

Your answer

Submit

Clear form

Never submit passwords through Google Forms.

This form was created inside of United Renewable Energy, LLC. [Report Abuse](#)

Google Forms

