



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

Project Name	West Seneca
Project Summary	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.
Applicant Name	Steven Obadiah
Applicant Address	123 W Nye LN STE
Applicant Address 2	129
Applicant City	Carson City
Applicant State	Nevada
Applicant Zip	89706
Phone	(516) 508-6190
Fax	
E-mail	sobadiah@workspport.com
Website	https://workspport.com/
NAICS Code	441310

Business Organization

Type of Business	Public Corporation
Year Established	2011
State in which Organization is established	Nevada

Individual Completing Application

Name	Steven Obadiah
Title	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.comCompany 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.comBenefits 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.

Estimated % of sales within Erie County	0 %
Estimated % of sales outside Erie County but within New York State	3 %
Estimated % of sales outside New York State but within the U.S.	93 %
Estimated % of sales outside the U.S.	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.

Retail Sales	No	Services	No
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Please check any and all end uses as identified below.

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

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:

Total Cost of Construction \$ 1,300,000 (sum of 2, 3, 4 and 6 in Project Information, above)

Cost of materials \$ 650,000

% sourced in Erie County 100%

Sales and Use Tax:

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 \$ 830,000

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above): \$ 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:

Equity (excluding equity that is attributed to grants/tax credits): \$ 10,881,887

Bank Financing: \$ 4,125,000

Tax Exempt Bond Issuance (if applicable): \$ 0

Taxable Bond Issuance (if applicable): \$ 0

Public Sources (Include sum total of all state and federal grants and tax credits): \$ 0

Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources) 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. We have also been supplied a couple of lists of MBE/WBE contractors in Erie county that we intend on utilizing when finding preferred contractors. These lists include the two below: <https://ny.newnycontracts.com/> <https://www3.erie.gov/eo/mbe-wbe-resource-list> Therefore, in addition to naturally having a list of contractors that heavily skews towards MBE/WBE contractors with the addition of the above links, Workspport also plans to prioritize third party teams and general contractors with their own women and minority vendor policies. Workspport believes in equal opportunity and recognizes that different classes of people have been afforded such opportunities to varying extents historically, so Workspport plans to do its part in ensuring those who have been systematically discriminated against have equal opportunities today.

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 relocated at project location	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 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located 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)

42,000

Estimated salary range of jobs to be created

From (Full Time)	45,000	To (Full Time)	65,000
From (Part Time)	42,000	To (Part Time)	42,000

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

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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