



95 Pirson Parkway-MJ Mechanical

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Applicant Name	95 Pirson Parkway LLC
Applicant Address	5505 Main Street, Williamsville, NY 14221
Phone	716-632-7230
Fax	716-632-4947
E-mail	
Website	zaepfel.com
Federal ID#	-----
NAICS Code	531120
Will a Real Estate Holding Company be utilized to own the Project property/facility	Yes
What is the name of the Real Estate Holding Company	95 Pirson Parkway LLC
Federal ID#	-----
State and Year of Incorporation/Organization	NY / 2014
List of stockholders, members, or partners of Real Estate Holding Company	James A. Zaepfel Gregory J. Zaepfel

Individual Completing Application

Name	Ronald George
Title	CFO
Address	5505 Main Street, Williamsville, NY 14221
Phone	716-632-7230 x23
Fax	716-632-4947
E-Mail	rgeorge@zaepfel.com

Company Contact (if different from individual completing application)

Name

Title

Address

Phone

Fax

E-Mail

Company Counsel

Name of Attorney Jonathan Schechter
Firm Name Gross Shuman Brizdle
Address 465 Main Street, Suite 600, Buffalo, NY 14203
Phone 716-854-4300
Fax 716-854-2787
E-Mail jschechter@gross-shuman.com

Identify the assistance being requested of the Agency

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

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

Business Organization

Type of Business Limited Liability Company
Type of Ownership
Year Established 2014
State of Organization New York

List all stockholders, members, or partners with % of ownership greater than 20%

Please include name and % of ownership.

James A. Zaepfel 75% Gregory J. Zaepfel 25%

Applicant Business Description

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility

Applicant's tenant for 100% of the building will be MJ Mechanical Services, Inc. MJ Mechanical is a full service commercial and industrial heating, ventilation, air conditioning and refrigeration mechanical contractor servicing western and central New York and northern Pennsylvania. MJ Mechanical is a member of Comfort Systems USA, an organization of leading specialty contractors across the country. As a full service HVAC contractor, MJ Mechanical offers design/build, installation, repair, replacement and service assistance with in-house sheet metal fabrication, mechanical and duct system installation, control, automation and piping capabilities. This project will allow MJ Mechanical to expand their metal fabrication business and to start a new plumbing division. MJ Mechanical's current make up of metal fabrication customers is currently 10% for outside sister companies in the Comfort Systems network, 18% for small and larger local Erie County HVAC contractors, and 72% for their own installations. MJ Mechanical hopes to increase to its work for the small and larger local Erie County HVAC contractors and will at least double to 20% its business with sister Comfort Systems companies as a sister company in Syracuse is closing its fabrication shop.

Estimated % of sales within Erie County	50
Estimated % of sales outside Erie County but within New York State	45
Estimated % of sales outside New York State but within the U.S.	5
Estimated % of sales outside the U.S.	0

(*Percentage to equal 100%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases

Approximately 80% of purchases are from firms in Erie County. Attached is list of MJ Mechanical's 10 largest suppliers, 8 of them are located in Erie County.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Tonawanda

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

Yes

In which Municipality will the proposed project be located

Tonawanda

Address

95 Pirson Parkway

If the Proposed Project is located in a different Municipality 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 Section V of this Application)

SBL Number for Property upon which proposed Project will be located

To be assigned

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

Assessed value of land

Assessed value of building(s)

0

Are Real Property Taxes current?

Yes

If no please explain

Town/City/Village of Project Site

Town of Tonawanda

School District of Project Site

Kenmore-Tonawanda

Does the Applicant or any related entity currently hold fee title to 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

Please provide narrative of project (new build, renovations, 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)

New build construction of a 40,000 sf facility for the 100% use of MJ Mechanical as tenant. Facility is to be used 33% for offices for engineering, administration and sales purposes, 33% for shop sheet metal and piping fabrication purposes, and 33% warehouse

materials storage.

Describe the reasons why the Agency's Financial Assistance is necessary and how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The Agency's Financial Assistance is necessary to allow MJ Mechanical to continue to grow and expand its markets outside of Erie County. MJ Mechanical requires additional space to expand its sheet metal fabrication side of the business for sister Comfort Systems companies, especially for projects in the Syracuse area, and for local HVAC contractors and to add plumbing contractor services to its business. MJ Mechanical current employment is 143 and plans to increase employment to 175 with the additional space.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

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

Yes

Describe the present zoning/land use

Project conforms to current zoning of Waterfront Industrial.

Describe required zoning/land use, if different

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?

Yes

If yes, please explain

Site was an environmentally contaminated site. Site has been remediated by the Town of Tonawanda.

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?

HVAC equipment and lighting in building to be high efficiency. Details to be provided.

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, please explain.

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

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

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

Retail Sales No **Services** No

For purposes of this question, 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.

No Manufacturing

No Multi-Tenant

No Mixed Use

No Acquisition of Existing Facility

Yes Commercial

No Facility for the Aging

No Housing

No Back Office

No Civic Facility (not for profit)

No Equipment Purchase

No Retail

No Other

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

\$ 229,500 square feet 8 acres

New Building Construction

\$ 3,000,000 40,000 square feet

New Building addition(s)

\$ 0 square feet

Infrastructure Work

\$ 0

Renovation

\$ 0 square feet

Manufacturing Equipment

\$ 0

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

\$ 0

Soft Costs: (professional services, etc.)

\$ 75,000

Other Cost

\$ 0

Explain Other Costs

Total Cost

\$ 3,304,500

Project Refinancing: estimated amount (for refinancing of existing debt only)

\$ 0

Sources of Funds for Project Costs:

Estimated Mortgage Amount

\$ 1,800,000

Lender Name, if Known

Equity

1,504,000

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

Yes

If Yes, describe particulars:

Land acquisition and Engineering for site plan approval

Construction Cost Breakdown:

Total Cost of Construction

\$ 3,000,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 1,500,000

% sourced in Erie County

80%

% sourced in State

90% (including Erie County)

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

\$ 1,500,000

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

\$ 131,250

For proposed facility please include # of sq ft for each of the uses outlined below

		Cost	% of Total Cost
Manufacturing/Processing	13,500 square feet	\$ 900,000	30
Warehouse	13,500 square feet	\$ 750,000	25
Research & Development	square feet	\$ 0	0
Commercial	square feet	\$ 0	0
Retail	square feet	\$ 0	0
Office	13,000 square feet	\$ 1,350,000	45
Specify Other	square feet	\$ 0	0

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking

Will project result in significant utility infrastructure cost or uses

No

What is your project timetable (Provide dates)

Start date : acquisition of equipment or construction of facilities

9/1/2015

End date : Estimated completion date of project

3/1/2016

Project occupancy : estimated starting date of operations

3/1/2016

Have construction contracts been signed?

No

Have site plans been submitted to the appropriate planning department for approval?

Yes

Has the Project received site plan approval from the appropriate planning department?

Yes

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to the proposed project location):

	Current # of jobs at proposed project location or to be relocated at project location	If project is to retain jobs, number of jobs to be retained	Total # of jobs 2 years after project completion	Net total new jobs
Full time	141	141	170	29
Part time	2	2	5	3
Total	143	143	175	

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

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

No

Payroll Information

Annual Payroll at Proposed Project Site

\$ 7,980,000

Estimated average annual salary of jobs to be retained

\$ 55,804

Estimated average annual salary of jobs to be created

\$ 32,258

Estimated salary range of jobs to be created

From \$ 30,000 **To** \$ 80,000

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

No

If yes, please explain and identify out-of-state locations investigated

What competitive factors led you to inquire about sites outside of New York State?

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

No

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

Do you anticipate applying for any other assistance for this project?

No

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)

Section III: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program? No

What is the age of the structure (in years)? 0

Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended) <BLANK>

If yes, number of years vacant? 0

Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class) <BLANK>

If yes, please provide dollar amount of income being generated, if any \$

Does the site have historical significance? No

Are you applying for either State/Federal Historical Tax Credit Programs? No

If yes, provide estimated value of tax credits \$

Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)

Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities

Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments

Project is located in a long term vacant or under utilized area in the Town of Tonawanda next to the 290 Expressway. This Project will further the Town of Tonawanda's efforts to rebuild its commercial tax base.

Section IV: Retail Determination

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.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project? 0 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

Will the project be operated by a not-for-profit corporation? <BLANK>

Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located? <BLANK>

If yes, please provide a third party market analysis or other documentation supporting your response.

Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services? <BLANK>

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York? <BLANK>

If yes, explain

Is the project located in a Highly Distressed Area? <BLANK>

Section V: 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.

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? Yes

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:

MJ Mechanical has been located at 2040 Military Road, Tonawanda, NY since 1988. MJ Mechanical has expanded their existing facility four times over the past 27 years, and MJ Mechanical is unable to expand any more at this site to accommodate our current size and growth. MJ Mechanical has steadily grown and currently employs 143 people. MJ Mechanical has recently started a plumbing division.

Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?

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 40,000 sf and room for truck docks and expansion.

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?

Existing work force is the primary consideration.

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

Current facility is leased. Facility is for lease or for sale by owner.

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.

Aero Industrial Park, 790 Aero Drive, Cheektowaga, NY - landlord could not deliver new build Tonawanda Commerce, 2215 Kenmore Avenue, Tonawanda, NY - building too large CrossPointe Business Park, Amherst, NY - new build Hamburg Development Park, 4910 Camp Road, Hamburg, NY - layout not appropriate

Section VI: 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 MJ Mechanical Services, Inc.

Address 2040 Military Road, Tonawanda, NY 14150
Contact Person Daniel Fetes
Phone 716 874-9200
Fax 716 874-6438
E-Mail dfetes@mjmechanical.com
Federal ID #
SIC/NAICS Code 1711/238220

Multi-Tenant Facility

Please explain what market conditions support the construction of this multi-tenant facility

Have any tenant leases been entered into for this project?

<BLANK>

If yes, please fill out a tenant form in section VII, for each tenant.

Tenant Name	Current Address (city, state, zip)	# of sq ft and % of total to be occupied at new projet site	SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.
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Section VII: Environmental Questionnaire

General Background Information

Address of Premises 95 Pirson Parkway, Tonawanda, NY 14150

Name and Address of Owner of Premises 95 Pirson Parkway LLC, 5505 Main Street, Williamsville, NY 14221

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

Generally sloping rectangle with no wetlands.

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

Vacant land

Describe all known former uses of the Premises

Municipal dumping of waste, borrow pit for construction of Route 290

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?

Yes

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

See ESA Phase 1 reports

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?

Yes

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

Clean up performed by Town of Tonawanda

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

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

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

None

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

Storm and sanitary water to be discharged into Municipal system.

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?

<BLANK>

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

None

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

<BLANK>

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

PART 1 TO BE COMPLETED BY LESSEE (DEVELOPER)

Tenant Name MJ Mechanical Services Inc.
Property Address: 95 Pirson Parkway
City/Town/Village Tonawanda

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) 40,000

What percentage of the building does this represent? 100%

Are terms of lease: NET

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

Estimated date of occupancy 3/1/2016

PART 2 TO BE COMPLETED BY PROPOSED TENANT

Company Name: MJ Mechanical Services Inc.
Local Contact Person: Daniel Fetes
Title: President
Current Address: 2040 Military Road
Phone: 716 874-9200
Fax: 716 874-6438
E-Mail: dfetes@mjmechanical.com
Website: mjmechanical.com
Company President/General Manager: Daniel Fetes

Number of employees moving to new project location:

Full-Time: 141

Part-Time: 2

Total: 143

Do you anticipate increasing employment within the next two years?
If yes, how many additional employees moving to new project location?

Full-Time: 29

Part-Time: 3

Total: 32

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:

MJ Mechanical requires additional space principally to grow their metal fabrication business and their new plumbing division (1711/2382200). Percent of sales of the metal fabrication business would be approximately 33% in Erie County and 100% in the US. Percent of sales of the plumbing division would be approximately 50% in Erie County and 100% in the US.

Attach additional information as necessary.

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

MJ Mechanical Services Inc. was started in 1977 as a family owned business with a handful of employees. The company has grown steadily over the past 38 years so that it now employs 143. MJ Mechanical was purchased by Comfort Systems USA in 1998.

Please list the square footage which the proposed tenant will lease at the Project location 40,000

Please list the square footage which the proposed tenant leases at its present location(s) 23,000

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

MJ Mechanical has expanded four times in the past and is unable to expand any more at their current site. The additional space is required to accommodate their current operations and future growth.

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

Where is company relocating from?

Address: 2040 Military Road

City/Town/Village: Tonawanda

State: New York

Zip: 14150

If yes, please provide reason for move; i.e. larger/smaller facility required, competitive position, lease expiration, etc.

Present space is leased building that is too small for MJ Mechanical's current operations and future growth. The current lease expires 6/30/15.

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

If leased, when does lease expire? 6/30/2015

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?

Facility at 2040 Military Road received an ECIDA inducement and tax abatement program in 1988.

Is location necessary to:

Discourage your company from moving out of New York State No

Maintain your company's competitiveness within the industry: Yes

(if yes is checked on one or both please provide specific explanation as an attachment on company letterhead)

Will tenant/user's use of the project involve the sales of goods OR services to customers who personally visit the facility No

If the answer is YES, are sales taxes collectible under Article 28 of the Tax Law of the State of New York on sales of these goods Yes

Were local economic development officials contacted about the availability of alternative sites within the community you are leaving? No

If yes, who was contacted and what was the outcome?

If no, why not?

MJ Mechanical did not contact any economic development officials.

Will present location be your company's headquarters? Yes

If No, Where is the location of HQ:

City:

State:

Form Completed By: Daniel Fetes

Relationship to Company: President