



60 JOHN GLENN DRIVE

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	EXPANSION 2021
Project Summary	We are planning on expanding our current building to accommodate our current employees and manufactured equipment as well as projected future needs.
Applicant Name	60 John Glenn Inc.
Applicant Address	60 JOHN GLENN DRIVE
Applicant Address 2	
Applicant City	AMHERST
Applicant State	New York
Applicant Zip	14228
Phone	(716) 691-7012
Fax	(716) 691-7990
E-mail	mbogdan@goe-asf.com
Website	
NAICS Code	333294, 332420

Business Organization

Type of Business	60 JG AND GOE ARE CORP. - ASF IS LLC
Year Established	1938
State in which Organization is established	New York

Individual Completing Application

Name	MEGAN HARRINGTON
Title	OFFICE MANAGER
Address	60 JOHN GLENN DRIVE
Address 2	
City	AMHERST
State	New York
Zip	14228
Phone	(716) 691-7012

Fax (716) 691-7990
E-Mail MBOGDAN@GOE-
ASF.COM

Company Contact (if different from individual completing application)

Name Michael T. Huber
Title Vice President- Amherst Stainless
Fabrication LLC
Address 60 John Glenn Drive
Address 2
City Amherst
State New York
Zip 14228
Phone (716) 691-7012
Fax
E-Mail mhuber@goe-asf.com

Company Counsel

Name of Attorney Ryan Pitman Esq.
Firm Name Goldberg and Segalla
Address 665 Main Street
Address 2
City Buffalo
State New York
Zip 14203-1425
Phone (716) 261-5314
Fax
E-Mail RPITMAN@GOLDBERSEGALLA.COM

Benefits Requested (select all that apply).

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)

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%.

60 John Glenn Inc. , located at 60 John Glenn Drive in Amherst, NY is a real estate holding company that owns the property for organizational purposes. General Oil Equipment, GOE, was established in 1938 by Karl Huber. Originally the company sold parts and supplies to fuel service stations. Two of his children, Joseph Huber and Michael Huber are present owners, along with Gerald Bogdan. Though GOE continues to supply gas stations with fuel equipment, innovation over the years has drastically changed our product lines. GOE designs and sells stainless steel coating systems to the baking industry world wide and process control systems for the food, beverage and pharmaceutical companies nationwide and in Canada. GOE developed a new way to coat bakery goods that is much more efficient and safer for our customers. Some of these customers include Kellogg, Mondelez, Kraft, Cadbury Egypt and Quaker Pepsi. Our process control systems are utilized by local companies such as Sorrento/Lactalis, API, SPX, Grower's Grape and Tyson/BayValley Foods. Most recently, we began working with a company in Arizona to apply biodegradable-food safe coatings on bowls and other food packaging materials to reduce single use plastics. This has been an exciting new project. Amherst Stainless Fabrication LLC., was acquired by General Oil Equipment in 1988. It was formerly known as Avins Fabricating. Starting as a small fabrication shop in Tonawanda, Amherst Stainless Fabrication manufactures custom stainless steel equipment for the food and beverage industries, through GOE, chambers and condensers for the pharmaceutical industry through IMA. Customers include, IMA Life, GOE, API, SPX, Motavair and Edwards.

Estimated % of sales within Erie County	18 %
Estimated % of sales outside Erie County but within New York State	12 %
Estimated % of sales outside New York State but within the U.S.	33 %
Estimated % of sales outside the U.S.	37 %

(*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?

50

Describe vendors within Erie County for major purchases

Amherst Stainless is able to purchase about 50% of our standard business supplies, raw materials and services through Erie County vendors. These vendors include local machine shops such as Old Dutchman's, Baker Tool, May Tool and JF Machining, delivery companies such as Dave's Express and DJs Unlimited, local services through Goergen Mackwirth and Hegge Welding, and raw materials and consumables through Select Stainless, American Stainless, Roemac and Robert James.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

60 John Glenn Drive

Town/City/Village of Project Site

Amherst

School District of Project Site

Sweet Home

Current Address (if different)

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

SBL Number(s) for proposed Project

26.19-4-6.1

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

46,237

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

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

No

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

60 JOHN GLENN INC

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

No

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

The current land that will be utilized for the addition is vacant land.

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)

We are looking to add a 14,000 foot addition to our current building. The addition will be used primarily for manufacturing, machining and raw material storage. The additional space will allow us more flexibility to manage our production flow, meet customer lead times as well as commit to projected sales increases. We will be able to hire more employees to meet customer needs. We will also be able to invest in machinery and equipment such as new CNC machinery. The space will be used by General Oil Equipment Co., Inc. and Amherst Stainless Fabrication LLC.

Municipality or Municipalities of current operations

Amherst NY

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

Yes

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?

No

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

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

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:

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)

The agency's financial assistance is necessary to undertake this expansion. Construction costs have risen dramatically and IDA assistance will offset some of that extra expense. In order to remain competitive, and meet the needs of our customers we must expand so we can add more employees. IDA assistance and tax savings will be crucial in ensuring that we are able to undertake this project.

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

Yes

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

If we do not obtain funding or financial assistance, we will not go through with the expansion. Without IDA assistance, the cost to complete this construction will outweigh the benefits. We would have to delay or reassess the idea of expanding and we would not be able to add any more employees.

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)

There are bus routes that drop off an pick up less than 1/2 a mile from our location. #34 Niagara Falls Blvd.

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

Yes

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

Yes

Describe the present zoning/land use

Commercial- Manufacturing and Warehouse Building

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?

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?

No

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

High efficiency motors.

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?

Yes

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

2%

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

Please check any and all end uses as identified below.

- No 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
- Yes Industrial
- No Life Care Facility (CCRC)
- No Market Rate Housing
- No Mixed Use
- No Multi-Tenant
- No Retail
- No Senior Housing
- Yes Manufacturing
- No Renewable Energy
- No Other

For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

		Cost	% of Total Cost
Manufacturing/Processing	14,000 square feet	\$ 1,800,000	100%
Warehouse	square feet	\$ 0	0%

Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	square feet	\$	0	0%
Office	square feet	\$	0	0%
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 < BLANK >

Will project result in significant utility infrastructure cost or uses No

What is the estimated project timetable (provide dates).

Start date : acquisition of equipment or construction of facilities

3/1/2022

End date : Estimated completion date of project

8/1/2022

Project occupancy : estimated starting date of occupancy

8/2/2022

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 0 square feet acres

2.) New Building Construction

\$ 0 square feet

3.) New Building addition(s)

\$ 1,300,000 14,000 square feet

4.) Reconstruction/Renovation

\$ 0 square feet

5.) Manufacturing Equipment

\$ 200,000

6.) Infrastructure Work

\$ 300,000

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

\$ 0

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

\$ 0

9.) Other Cost

\$ 0

**Explain Other
Costs**

Total Cost \$ 1,800,000

Construction Cost Breakdown:

Total Cost of Construction	\$ 1,600,000 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 100,000
% sourced in Erie County	72%

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 \$ 1,000,000

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above): \$ 87,500

** 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) \$ 15,000

Have any of the above costs been paid or incurred as of the date of this Application? No

If Yes, describe particulars:

Sources of Funds for Project Costs:

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

Bank Financing: \$ 1,500,000

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: \$1,500,000

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). 1,500,000

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$11,250

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): no

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.

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

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	79	79	84	5
Part time	5	5	5	0
Total	84	84	89	

If you estimated new job growth over the next 2 years, please provide a short description of how those estimates were calculated (i.e. jobs per square foot, new contracts/increased revenues, etc.)

Our sales projections are continuing to grow and we are understaffed currently due to the space we have available. We undertook a similar expansion in 2013. When we began the expansion, we had 42 full time employees and 3 part time employees. In 8 years, we have doubled our work force. I have no doubt that if trends continue we will not only retain our current employee count, but continue to grow.

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)
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Management	4	\$ 192,887	\$ 57,866	\$ 0	\$ 0
Professional	15	\$ 80,541	\$ 24,162	\$ 0	\$ 0
Administrative	9	\$ 67,437	\$ 20,231	\$ 0	\$ 0
Production	56	\$ 61,257	\$ 18,377	\$ 0	\$ 0
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

5,460,000

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

60,000

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

0

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

60,000

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

0

Estimated salary range of jobs to be created

From (Full Time) 50,000 To (Full Time) 100,000

From (Part Time) 0 To (Part Time) 0

Section III: 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 60 John Glenn Drive

Address 60 John Glenn Drive

Contact Person Megan Bogdan

Phone (716) 691-7012

Fax

E-Mail mbogdan@goe-asf.com

Federal ID # 200091359

SIC/NAICS Code

SS

Section V: 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 VI: 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 VII: 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

60 JOHN GLENN DRIVE

City/Town

AMHERST

State

New York

Zip Code

14228

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.)

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?

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.

Section VIII: 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