

Master

Redacted

FORM APPLICATION FOR FINANCIAL ASSISTANCE

TOWN OF HEMPSTEAD
INDUSTRIAL DEVELOPMENT AGENCY

PROJECT APPLICATION

11/19

DATE: January 28, 2020

APPLICATION OF: Cubessmart and Storage Deluxe Management Co. LLC
(or an affiliate or joint venture of between them)
Name of Owner and/or User of Proposed Project

ADDRESS: 26 West 17th Street
New York, New York 10011

CONTACT: Michael S. Berry

PHONE NUMBER: _____

EMAIL ADDRESS: _____

FAX NUMBER: _____

- Type of Application:
- Tax-Exempt Bond
 - Taxable Bond
 - Straight Lease
 - Refunding Bond
 - Special Straight Lease

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Part I: Owner & User Data

1. Owner Data:

A. Owner (Applicant for assistance): CubeSmart and Storage Deluxe Management Co. LLC (or their affiliate)

Address: 26 West 17th Street
New York, New York 10011

Federal Employer ID #: TBD Website: N/A

Owner Officer Certifying Application: Nicholas S. Coslov

Title of Officer: Authorized Signatory

Phone Number: ' _____ ' _____ E-mail: _____

B. Business Type:

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: TBD

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

Owner and operator of a self-storage facility

D. Owner Counsel:

Firm Name: Forchelli Deegan Terrana LLP

Address: 333 Earle Ovington Boulevard, Suite 1010

Uniondale, New York 11553

Individual Attorney: Daniel P. Deegan, Esq.

Phone Number: _____ E-mail: _____

E. Principal Stockholders, Members or Partners, if any, of the Owner (5% or more equity):

Name

Percent Owned

CubeSmart (Publicly Traded) 51%

Storage Deluxe Management Co. LLC 49%

See Schedule I for list of Storage Deluxe Management Co. LLC principals and CubeSmart senior management

F. Has the Owner, or any subsidiary or affiliate of the Owner, or any stockholder, partner, member, officer, director or other entity with which any of these individuals is or has been associated with:

i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (if yes, please explain)

No.

ii. been convicted of a felony, or misdemeanor, or criminal offense (other than a motor vehicle violation)? (if yes, please explain)

No.

G. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the Owner, list all other organizations which are related to the Owner by virtue of such persons having more than a 50% interest in such organizations.

CubeSmart, L.P. (operations company)

H. Is the Owner related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

No.

I. List parent corporation, sister corporations and subsidiaries:

CubeSmart, L.P.

J. Has the Owner (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town or village,

or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

No.

K. List major bank references of the Owner:

BB&T, Wells Fargo, PNC and JPMorgan Chase Bank

2. User Data

*** (for co-applicants for assistance or where a landlord/tenant relationship will exist between the owner and the user) ***

A. User (together with the Owner, the "Applicant"): n/a

Address: n/a

n/a

Federal Employer ID #: n/a Website: n/a

NAICS Code: n/a

User Officer Certifying Application: n/a

Title of Officer: n/a

Phone Number: n/a E-mail: n/a

B. Business Type: n/a

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: _____

C. Nature of Business:

(e.g., "manufacturer of _____ for _____ industry"; "distributor of _____"; or "real estate holding company")

n/a

D. Are the User and the Owner Related Entities? Yes No n/a

i. If yes, the remainder of the questions in this Part I, Section 2 (with the exception of "F" below) need not be answered if answered for the Owner.

ii. If no, please complete all questions below.

E. User's Counsel:

Firm Name: n/a

Address: n/a

n/a

Individual Attorney: n/a

Phone Number: n/a

E-mail: n/a

F. Principal Stockholders or Partners, if any (5% or more equity):

Name	Percent Owned
<u>n/a</u>	<u>n/a</u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>

G. Has the User, or any subsidiary or affiliate of the User, or any of these individuals immediate family members, or any stockholder, partner, officer, director or other entity with which any of these individuals is or has been associated with:

- i. ever filed for bankruptcy, been adjudicated bankrupt or placed in receivership or otherwise been or presently is the subject of any bankruptcy or similar proceeding? (if yes, please explain)

n/a (excluding owners of publicly traded shares of CubeSmart)

- ii. ever been convicted of a felony or criminal offense (other than a motor vehicle violation)? (if yes, please explain)

n/a (excluding owners of publicly traded shares of CubeSmart)

H. If any of the above persons (see "E", above) or a group of them, owns more than 50% interest in the User, list all other organizations which are related to the User by virtue of such persons having more than a 50% interest in such organizations.

n/a

I. Is the User related to any other organization by reason of more than a 50% ownership? If so, indicate name of related organization and relationship:

n/a

J. List parent corporation, sister corporations and subsidiaries:

n/a

K. Has the User (or any related corporation or person) been involved in or benefited by any prior industrial development financing in the municipality in which this project is located, whether by this agency or another issuer? (Municipality herein means city, town or village, or if the project is not in an incorporated city, town or village, the unincorporated areas of the county in which it is located.) If so, explain in full:

n/a

L. List major bank references of the User:

n/a

Part II – Operation at Current Location

*** (if the Owner and the User are unrelated entities, answer separately for each) ***

1. Current Location Address: n/a

2. Owned or Leased: n/a

3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):

n/a

4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services:

n/a

-
5. Are other facilities or related companies of the Applicant located within the State?
Yes No

A. If yes, list the Address: Storage Deluxe has its office at 26 W 17th St., Ste 801, NY, NY and CubeSmart has the storage locations shown on Schedule I.

6. If yes to above ("5"), will the completion of the project result in the removal of such facility or facilities from one area of the state to another OR in the abandonment of such facility or facilities located within the State? Yes No

A. If no, explain how current facilities will be utilized: the current facilities will continue to be operated in their current mannner (either storage location or headquarters)

B. If yes, please indicate whether the project is reasonably necessary for the Applicant to maintain its competitive position in its industry or remain in the State and explain in full:

-
7. Has the Applicant actively considered sites in another state? Yes No

A. If yes, please list states considered and explain: Applicants have considered deploying their capital at development sites throughout the New York tri-state region.

8. Is the requested financial assistance reasonably necessary to prevent the Applicant from moving out of New York State? Yes No

A. Please explain: With the high costs of construction and real estate taxes, without the financial assistance, Applicants are likely to invest in a different site outside of Long Island.

9. Number of full-time equivalent employees at current location and average salary: N/A

Part III – Project Data

1. Project Type:

A. What type of transaction are you seeking?: (Check one)

Straight Lease Taxable Bonds Tax-Exempt Bonds
Equipment Lease Only

B. Type of benefit(s) the Applicant is seeking: (Check all that apply)

Sales Tax Exemption

Mortgage Recording Tax Exemption

PILOT Agreement:

2. Location of project:

A. Street Address: 750 West Merrick Road, Valley Stream, NY 11580

B. Tax Map: District _____ Section 37 Block 667 Lot(s) 65,71 & 72 (3 tax parcels)

C. Municipal Jurisdiction:

- i. Town: Town of Hempstead
- ii. Village: Valley Stream
- iii. School District: Valley Stream (30)

D. Acreage: 1.2 acres

3. Project Components (check all appropriate categories):

A. Construction of a new building Yes No

i. Square footage: 140,000

B. Renovations of an existing building Yes No

i. Square footage: _____

C. Demolition of an existing building

i. Square footage: 7,500 sq. ft.

D. Land to be cleared or disturbed Yes No

i. Square footage/acreage: 1.2 acres

E. Construction of addition to an existing building Yes No

i. Square footage of addition: _____

ii. Total square footage upon completion: _____

F. Acquisition of an existing building Yes No

i. Square footage of existing building: 7,500 sq.ft. (to be demolished)

G. Installation of machinery and/or Equipment Yes No

i. List principal items or categories of equipment to be acquired: HVAC, elevators

building service equipment, self-storage equipment, office equipment

H. To what length will the project ensure energy efficiency in the design and operations?

To the extent practicable, Applicants will use energy efficient materials and operate the facility in an

energy efficient manner.

4. Current Use at Proposed Location:

A. Does the Applicant currently hold fee title to the proposed location? No.

i. If no, please list the present owner of the site: 750 West Merrick Road Realty Co.

B. Present use of the proposed location: Vacant auto dealership/ service center.

C. Is the proposed location currently subject to an IDA transaction (whether through this Agency or another?) Yes No

i. If yes, explain: _____

D. Is there a purchase contract for the site? (if yes, explain): Yes No

Applicants will acquire the property from current owner.

E. Is there an existing or proposed lease for the site? (if yes, explain): Yes No

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: Applicant will demolish the existing structures and construct a new 140,000 square foot facility.

B. Proposed product lines and market demands: Leasing of warehouse and storage. See cover letter.

C. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant:

Applicant will enter into occupancy agreements with third p for warehousing and storage.

D. Need/purpose for project (e.g., why is it necessary, effect on Applicant's business):

The purpose is to provide much needed commercial storage space to local businesses. See attached cover letter.

E. Will any portion of the project be used for the making of retail sales to customers who personally visit the project location? Yes No

i. If yes, what percentage of the project location will be utilized in connection with the sale of retail goods and/or services to customers who personally visit the project location? Ancillary sales of packaging and boxing (less than 5%).

6. Project Work:

A. Has construction work on this project begun? If yes, complete the following:

i. Site Clearance:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
ii. Foundation:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
iii. Footings:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
iv. Steel:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
v. Masonry:	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	% COMPLETE	_____
vi. Other:	_____			

B. What is the current zoning?: C-2 (commercial)

C. Will the project meet zoning requirements at the proposed location?

Yes No

D. If a change of zoning is required, please provide the details/status of the change of zone request: n/a

E. Have site plans been submitted to the appropriate planning department? Yes No

7. Project Completion Schedule:

A. What is the proposed commencement date for the acquisition and the construction/renovation/equipping of the project?

i. Acquisition: 2/15/2020

ii. Construction/Renovation/Equipping: 3/1/2020

B. Provide an accurate estimate of the time schedule to complete the project and when the first use of the project is expected to occur: 14-18 months after construction commences.

Part IV – Project Costs and Financing

1. Project Costs:

A. Give an accurate estimate of cost necessary for the acquisition, construction, renovation, improvement and/or equipping of the project location:

<u>Description</u>	<u>Amount</u>
Land and/or building acquisition	\$ 4,750,000
Building(s) demolition/construction	\$ 15,000,000
Building renovation	\$ n/a
Site Work	\$ 2,000,000
Machinery and Equipment	\$ 2,000,000
Legal Fees	\$ 100,000
Architectural/Engineering Fees	\$ 750,000
Financial Charges	\$ _____
Other (Specify)	\$ _____
Total	\$ 24,600,000

2. Method of Financing:

	<u>Amount</u>	<u>Term</u>
A. Tax-exempt bond financing:	\$ _____	_____ years
B. Taxable bond financing:	\$ _____	_____ years
C. Conventional Mortgage:	\$ 16,800,000	TBD _____ years
D. SBA (504) or other governmental financing:	\$ _____	_____ years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ _____	
F. Other loans:	\$ _____	_____ years
G. Owner/User equity contribution:	\$ 7,800,000	_____ years

Total Project Costs \$ 24,600,000

i. What percentage of the project costs will be financed from public sector sources?

0%

3. Project Financing:

A. Have any of the above costs been paid or incurred (including contracts of sale or purchase orders) as of the date of this application? Yes No

i. If yes, provide detail on a separate sheet.

Some legal fees and architectural fees (approximately \$450,000) have been paid to date.

B. Are costs of working capital, moving expenses, work in progress, or stock in trade included in the proposed uses of bond proceeds? Give details:

n/a

C. Will any of the funds borrowed through the Agency be used to repay or refinance an existing mortgage or outstanding loan? Give details:

n/a

D. Has the Applicant made any arrangements for the marketing or the purchase of the bond or bonds? If so, indicate with whom:

n/a

Part V – Project Benefits

1. Mortgage Recording Tax Benefit:

A. Mortgage Amount for exemption (include sum total of construction/permanent/bridge financing):

\$ 7,800,000

B. Estimated Mortgage Recording Tax Exemption (product of Mortgage Amount and .75%):

\$ 58,500

2. Sales and Use Tax Benefit:

A. Gross amount of costs for goods and services that are subject to State and local Sales and Use Tax (such amount to benefit from the Agency's exemption):

\$ 10,500,000

B. Estimated State and local Sales and Use Tax exemption (product of 8.625 % and figure above):

\$ 905,625

C. If your project has a landlord/tenant (owner/user) arrangement, please provide a breakdown of the number in "B" above:

i. Owner: \$ n/a

ii. User: \$ n/a

3. Real Property Tax Benefit:

A. Identify and describe if the project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit: n/a

B. Agency PILOT Benefit:

i. Term of PILOT requested: 10 years

ii. Upon acceptance of this application, the Agency staff will create a PILOT schedule and indicate the estimated amount of PILOT Benefit based on anticipated tax rates and assessed valuation and attached such information to Exhibit A hereto. At such time, the Applicant will certify that it accepts the proposed PILOT schedule and requests such benefit to be granted by the Agency.

*** This application will not be deemed complete and final until Exhibit A hereto has been completed and executed.***

Part VI – Employment Data

1. List the Applicant's and each users present employment, and estimates of (i) employment **at the proposed project location** at the end of year one and year two following project completion and (ii) the number of residents of the Labor Market Area* ("LMA") that would fill the full-time and part-time jobs at the end of the second year following completion:

	<u>Present</u>	<u>First Year</u>	<u>Second Year</u>	<u>Residents of LMA</u>
Full-Time	<u>0</u>	<u>4</u>	<u>4</u>	<u>4</u>
Part-Time**	<u>0</u>	<u></u>	<u></u>	<u></u>

* The Labor Market Area includes the County/City/Town/Village in which the project is located as well Nassau and Suffolk Counties.

** Agency staff converts Part-Time jobs into FTEs for state reporting purposes by dividing the number of Part-Time jobs by two (2).

2. Salary and Fringe Benefits:

Category of Jobs to be Retained and Created	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Salary Wage Earners	\$40,000 - \$60,000	\$1,600- \$2,400
Commission Wage Earners	n/a	n/a
Hourly Wage Earners	n/a	n/a
1099 and Contract Workers	n/a	n/a

Note: The Agency reserves the right to visit the facility to confirm that job creation numbers are being met.

Part VII – Representations, Certifications and Indemnification

1. Is the Applicant in any litigation which would have a material adverse effect on the Applicant’s financial condition? (if yes, furnish details on a separate sheet)

Yes No

it being understood that, with respect only to the immediate family members of CubeSmart management, this representation is being made to the best of the undersigned’s knowledge

2. Has the Applicant or any of the management of the Applicant , or any of these individuals immediate family members, the anticipated users or any of their affiliates, or any other concern with which such management has been connected, been cited for a violation of federal, state or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution or other operating practices? (If yes, furnish details on a separate sheet) ←

Yes No

3. Is there a likelihood that the Applicant would not proceed with this project without the Agency’s assistance? (If yes, please explain why; if no, please explain why the Agency should grant the benefits requested)

Yes No

But for the PILOT and the other financial assistance sought, the development of the project

is not financially viable due to the high cost of construction and real estate taxes in the Town.

4. If the Applicant is unable to obtain financial assistance from the Agency for the project, what would be the impact on the Applicant and on the municipality?

Applicant would not move forward with the project. The parcel would remain blighted and the Town and the County would lose

tax revenues of \$3,000,000 - \$4,000,000 over the ensuing ten (10 years)

5. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if financial assistance is provided for the proposed project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would 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, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

Initial NSC

6. The Applicant understands and agrees that in accordance with Section 858-b(2) of the General Municipal Law, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the project will be listed with the New York State Department of Labor, Community Services Division and with the administrative entity of the service delivery area created pursuant to the Job Training Partnership Act (PL 97-300) in which the project is located (collectively, the "Referral Agencies"). The Applicant also agrees, that it will, except as otherwise provided by collective bargaining contracts or agreements to which they are parties, first consider for such new employment opportunities persons eligible to participate in federal job training partnership programs who shall be referred by the Referral Agencies

Initial MS

7. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving financial assistance for the proposed project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

Initial NSC

8. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.

Initial NSC

9. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York

General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.

Initial MSL

10. In accordance with Section 862(1) of the New York General Municipal Law the Applicant understands and agrees that projects which 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 within the State is ineligible for financial assistance from the Agency, unless otherwise approved by the Agency as reasonably necessary to preserve the competitive position of the project in its respective industry or to discourage the project occupant from removing such other plant or facility to a location outside the State.

Initial MSL

11. The Applicant represents and warrants that to the Applicant's knowledge neither it nor any of its affiliates, nor any of their respective partners, members, shareholders or other equity owners, and none of their respective employees, officers, directors, representatives or agents is, nor will they become a person or entity with who United States persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control (OFAC) of the Department of the Treasury (including those named on OFAC's Specially Designated and Blocked Persons List or under any statute, executive order including the September 24, 2001, Executive Order Block Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism, or other governmental action and is not and will not assign or otherwise transfer this Agreement to, contract with or otherwise engage in any dealings or transactions or be otherwise associated with such persons or entities.

Initial MSL

12. The Applicant confirms and hereby acknowledges it has received the Agency's fee schedule attached hereto as Schedule A and agrees to pay such fees, together with any expenses incurred by the Agency, including those of Transaction Counsel, with respect to the Facility. The Applicant agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the project.

Initial MSL

13. The Applicant confirms and hereby acknowledges it has received the Agency's [Construction Wage] Policy attached hereto as Schedule B and agrees to comply with the same.

Initial MSL

14. The Applicant hereby agrees to comply with Section 875 of the General Municipal Law. The Company further agrees that the financial assistance granted to the project by the Agency is subject to recapture pursuant to Section 875 of the Act and the Agency's [Recapture and Termination] Policy, attached hereto as Schedule C.

Initial ML

Part VIII – Submission of Materials

1. Financial statements for the last two fiscal years (unless included in the Applicant's annual report).
2. Applicant's annual reports (or 10-K's if publicly held) for the two most recent fiscal years.
3. Quarterly reports (form 10-Q's) and current reports (form 8-K's) since the most recent annual report, if any.
4. In addition, please attach the financial information described in items A, B, and C of any expected guarantor of the proposed bond issue.
5. Completed Long Environmental Assessment Form.
6. Most recent quarterly filing of NYS Department of Labor Form 45, as well as the most recent fourth quarter filing. Please remove the employee Social Security numbers and note the full-time equivalency for part-time employees.

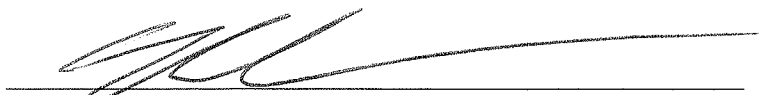
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Part IX – Certification

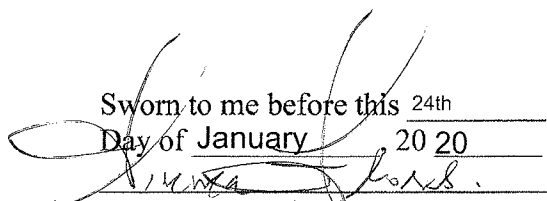
Nicholas Coslov _____ (name of representative of company submitting application) deposes and says that he or she is the Authorized Representative (title) of Storage Deluxe Management Co. LLC and CubeSmart, the corporation (company name) named in the attached application; that he or she has read the foregoing application and knows the contents thereof; and that the same is true to his or her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of the entity named in the attached Application (the “Applicant”) and to bind the Applicant. The grounds of deponent’s belief relative to all matters in said Application which are not stated upon his/her personal knowledge are investigations which deponent has caused to be made concerning the subject matter this Application, as well as in formation acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the [Town of Hempstead] Industrial Development Agency (hereinafter referred to as the “Agency”) in connection with this Application, the attendant negotiations and all matters relating to the provision of financial assistance to which this Application relates, whether or not ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels or neglects the application or if the Applicant is unable to find buyers willing to purchase the total bond issue required, then upon presentation of invoice, Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application, up to that date and time, including fees to bond or transaction counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion and sale of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency in accordance with its fee schedule in effect on the date of the foregoing application, and all other appropriate fees, which amounts are payable at closing.



Representative of Applicant

Sworn to me before this 24th
Day of January 20 20

(seal)

4822-2875-1665.2
SIMONA FLORES
NOTARY PUBLIC-STATE OF NEW YORK
No. 01FL6213610
Qualified in Kings County
My Commission Expires 11-16-2021

SIMONA FLORES
NOTARY PUBLIC-STATE OF NEW YORK
No. 01FL6213610
Qualified in Kings County
My Commission Expires 11-16-2021

Cost-Benefit Analysis for 750 Merrick Road, LLC

Prepared by Hempstead IDA using InformAnalytics

Executive Summary

INVESTOR
750 Merrick Road LLC.

TOTAL INVESTED
\$24.6 Million

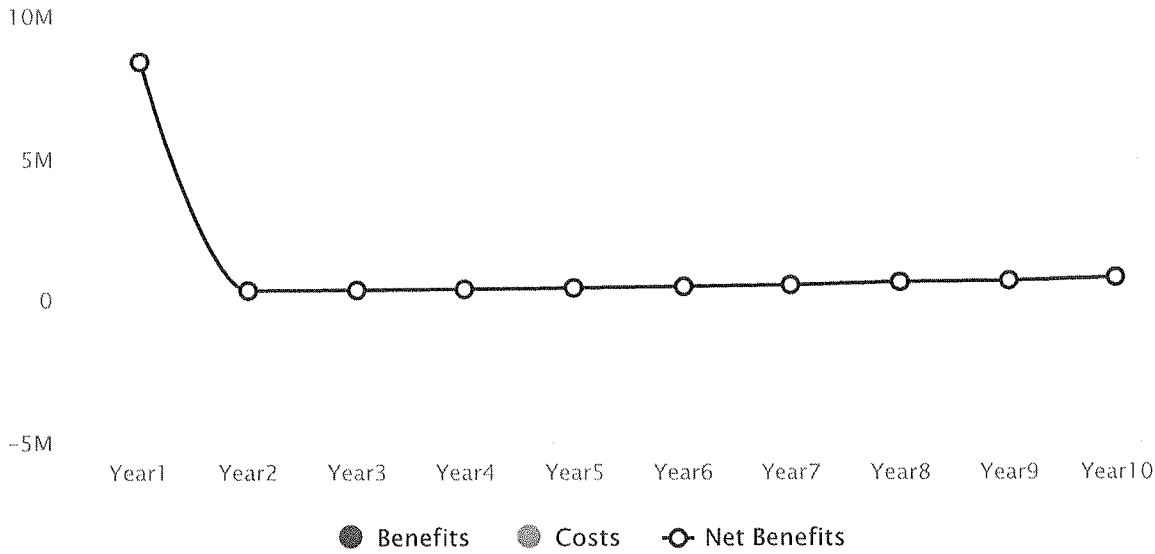
LOCATION
750 west merrick road,
valley stream

TIMELINE
10 Years

FIGURE 1

Discounted* Net Benefits for 750 Merrick Road, LLC by Year

Total Net Benefits: \$13,195,000



Discounted at 2%

FIGURE 2

Total Jobs

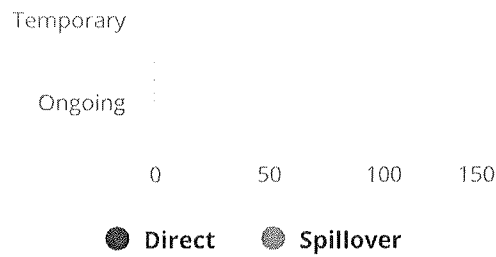
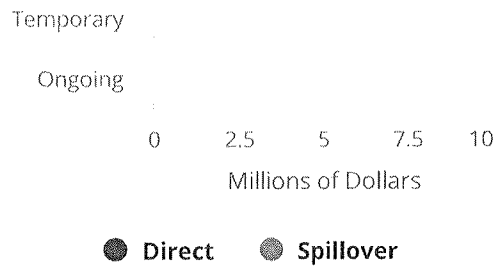


FIGURE 3

Total Payroll



Proposed Investment

750 Merrick Road LLC. proposes to invest \$24.6 million at 750 west merrick road, valley stream over 10 years. Hempstead IDA staff summarize the proposed with the following: The applicant seeks to demolish the existing structures and construct a new 140,000 square foot commercial storage facility on 1.2 acres of property.

TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
The applicant seeks to demolish the existing structures and construct a new 140,000 square foot commercial storage facility on 1.2 acres of property.	\$15,000,000
OTHER SPENDING	
Building Acquisition	\$4,750,000
Site work	\$2,000,000
Machinery and Equipment	\$2,000,000
Legal Fees	\$100,000
Architectural/Engineering Fees	\$750,000
Total Investments	\$24,600,000
Discounted Total (2%)	\$24,600,000

May not sum to total due to rounding.


FIGURE 4

Location of Investment



Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Hempstead IDA. The report calculates the costs and benefits for specified local taxing districts over the first 10 years, with future returns discounted at a 2% rate.

 TABLE 2

Estimated Costs or Incentives

Hempstead IDA is considering the following incentive package for 750 Merrick Road LLC..

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$466,000	\$439,000
Sales Tax Exemption	\$912,000	\$912,000
Mortgage Recording Tax Exemption	\$82,000	\$82,000
Total Costs	\$1,461,000	\$1,434,000

May not sum to total due to rounding.

* Discounted at 2%


 TABLE 3

State & Regional Impact (Life of Project)

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
REGIONAL BENEFITS	\$11,482,000	\$2,505,000	\$13,988,000
To Private Individuals	\$8,212,000	\$2,472,000	\$10,685,000
Temporary Payroll	\$6,212,000	\$1,743,000	\$7,956,000
Ongoing Payroll	\$2,000,000	\$729,000	\$2,729,000
To the Public	\$3,270,000	\$33,000	\$3,303,000
Property Tax Revenue	\$2,907,000	N/A	\$2,907,000
Temporary Sales Tax Revenue	\$83,000	\$23,000	\$106,000
Ongoing Sales Tax Revenue	\$27,000	\$10,000	\$36,000
Purchases Sales Tax Revenue	\$253,000	N/A	\$253,000
STATE BENEFITS	\$732,000	\$155,000	\$887,000
To the Public	\$732,000	\$155,000	\$887,000
Temporary Income Tax Revenue	\$320,000	\$90,000	\$409,000
Ongoing Income Tax Revenue	\$99,000	\$36,000	\$135,000
Temporary Sales Tax Revenue	\$72,000	\$20,000	\$92,000
Ongoing Sales Tax Revenue	\$23,000	\$8,000	\$32,000
Purchases Sales Tax Revenue	\$219,000	N/A	\$219,000
Total Benefits to State & Region	\$12,214,000	\$2,660,000	\$14,874,000
Discounted Total Benefits (2%)	\$12,034,000	\$2,594,000	\$14,629,000

May not sum to total due to rounding.

 TABLE 4

Benefit to Cost Ratio

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$13,756,000	\$929,000	15:1
State	\$873,000	\$505,000	2:1
Grand Total	\$14,629,000	\$1,434,000	10:1

May not sum to total due to rounding.

* Discounted at 2%

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