

Redacted

FORM APPLICATION FOR FINANCIAL ASSISTANCE
TOWN OF HEMPSTEAD
INDUSTRIAL DEVELOPMENT AGENCY

PROJECT APPLICATION

3/22

DATE: 9/29/22

APPLICATION OF: 159 Hanse Development LLC (Owner) and Natural Foods, Inc. (User)

Name of Owner and/or User of Proposed Project

ADDRESS: 64-31 108th Street, Suite 1070

Forest Hills, NY 11375

CONTACT: Oscar Molatti

PHONE NUMBER: _____

EMAIL ADDRESS: _____

FAX NUMBER: N/A

Type of Application: Tax-Exempt Bond Taxable Bond

Straight Lease Refunding Bond

Special Straight Lease

*Town of Hempstead Industrial Development Agency
350 Front Street, Rom 234A
Hempstead, New York 11550
516-489-5000 extension 4200*

Oscar Molatti

100%

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)

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

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.

User and its affiliates

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:

None

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:

Michael Borello, Senior Vice President; Bank of America

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"): Natural Foods, Inc.

Address: 64-31 108th Street, Suite 1070
Forest Hills, NY 11375

Federal Employer ID #: _____ Website: www.naturalfoodsinc.com

NAICS Code: _____

User Officer Certifying Application: Oscar Molatti

Title of Officer: CEO

Phone Number: _____ E-mail: _____ .om

B. Business Type:

Sole Proprietorship Partnership Privately Held

Public Corporation Listed on _____

State of Incorporation/Formation: New York

C. Nature of Business:

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

Producer/distributor of food/beverage

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

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: see Owner data above

Address: _____

Individual Attorney: _____

Phone Number: _____ E-mail: _____

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

Name	Percent Owned
Oscar Molatti*	100%
(*as shareholder of parent corp. - see attached org chart)	
_____	_____
_____	_____

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)

see Owner data above

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

see Owner data above

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.

see Owner data above

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- 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:

User is a subsidiary of Natural Foods USA II, Inc., of which Natural Foods USA, Inc.

is also a subsidiary. See attached org chart.

- J. List parent corporation, sister corporations and subsidiaries:

See "I" above

- 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:

No

- L. List major bank references of the User:

see Owner data above

Part II – Operation at Current Location

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

1. Current Location Address: 64-31 108th Street, Suite 1070, Forest Hills, NY 11375
2. Owned or Leased: Leased
3. Describe your present location (acreage, square footage, number buildings, number of floors, etc.):
4,000 square feet single story building shared space. User will leave this facility and move 4 employees from this location.
4. Type of operation (manufacturing, wholesale, distribution, retail, etc.) and products and/or services:
Production and distribution of food and beverage
-

5. Are other facilities or related companies of the Applicant located within the State?
Yes No
475 Doughty Blvd, Inwood, NY 11096. Single story, 37,000 square foot
A. If yes, list the Address: space. User will be closing and moving 46 employees from this location.

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: N/A

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:

Natural Foods has outgrown its current space and is in need of expansion in order to grow

and remain competitive in its industry. Natural Foods has considered moving to NJ.

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

A. If yes, please list states considered and explain: New Jersey - applying for NJ Emerge. Economic Development assistance through state programs plays a primary role in our growth decision. Receiving state assistance will allow us to continue competing with both national and foreign competition and expedite our growth timeline. New Jersey would be an option for our growth plans due to our distribution footprint expanding and the state of NJ would allow for that expansion.

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

A. Please explain: Receiving state assistance will allow us to continue competing with both national and foreign competition and expedite our growth timeline. New Jersey would be an option for our growth plans due to our distribution footprint expanding and the state of NJ would allow for that expansion.

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

50 Full-time employees with an Average Annual Salary - \$55k

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: 159 Hanse Avenue, Freeport, New York 11520

B. Tax Map: District 9 Section 62 Block 230 Lot(s) 65, 85

C. Municipal Jurisdiction:

- i. Town: Hempstead
- ii. Village: Freeport
- iii. School District: Freeport - 9

D. Acreage: 2.3

3. Project Components (check all appropriate categories):

A. Construction of a new building Yes No
i. Square footage: N/A

B. Renovations of an existing building Yes No
i. Square footage: 67,307

C. Demolition of an existing building
i. Square footage: N/A

D. Land to be cleared or disturbed Yes No
i. Square footage/acreage: N/A

E. Construction of addition to an existing building Yes No
i. Square footage of addition: N/A
ii. Total square footage upon completion: N/A

F. Acquisition of an existing building Yes No
i. Square footage of existing building: 67,307

G. Installation of machinery and/or Equipment Yes No
i. List principal items or categories of equipment to be acquired: _____
We look to implement state-of-the-art food distribution equipment which will allow us to compete at an aggressive level with our competition.

H. To what length will the project ensure energy efficiency in the design and operations?
Energy usage is a key category and cost for our business. We are planning to upgrade the site with state of the

_____ art equipment, which will include a complete review of the energy components and upgrade where needed.

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: Freeport 159, LLC

B. Present use of the proposed location: Office and warehouse space

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

Applicant is the purchaser under a contract of sale.

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

There will be a lease from the Owner to the User.

5. Proposed Use:

A. Describe the specific operations of the Applicant or other users to be conducted at the project site: Natural Foods is a full-service wholesale dairy distributor of the highest quality commodity, organic, natural and specialty

foods. We plan to produce and distribute our products directly out of the location being pursued. We proudly serve the East Coast.

B. Proposed product lines and market demands: Full-service wholesale dairy distributor of the highest quality commodity, organic,

natural and specialty foods.

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:

N/A

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

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	\$ 7,200,000.00
Building(s) demolition/construction	\$ n/a
Building renovation	\$ 2,250,000.00
Site Work	\$ n/a
Machinery and Equipment	\$ 500,000.00
Legal Fees	\$ 35,000.00
Architectural/Engineering Fees	\$ 15,000.00
Financial Charges	\$ n/a
Other (Specify)	\$ n/a
Total	\$ 10,000,000.00

2. Method of Financing:

	<u>Amount</u>	<u>Term</u>
A. Tax-exempt bond financing:	\$ n/a	n/a years
B. Taxable bond financing:	\$ n/a	n/a years
C. Conventional Mortgage:	\$ n/a	n/a years
D. SBA (504) or other governmental financing:	\$ 7,000,000.00	tbd years
E. Public Sources (include sum of all State and federal grants and tax credits):	\$ 950,000.00	
F. Other loans:	\$ n/a	n/a years
G. Owner/User equity contribution:	\$ 2,050,000.00	n/a years
Total Project Costs	\$ 10,000,000.00	

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

9.5%

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 Contract of sale for site.

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

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):

\$ 7,000,000.00

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

\$ 52,500.00

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):

\$ 1,850,000.00

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

\$ 159,562.50

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

i. Owner: \$ TO BE PROVIDED

ii. User: \$ TO BE PROVIDED

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: None

B. Agency PILOT Benefit:

i. Term of PILOT requested: 15 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	50	80	100	50
Part-Time**	0	0	0	0

* 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	n/a	n/a
Commission Wage Earners	n/a	n/a
Hourly Wage Earners	\$55,000	n/a
1099 and Contract Workers	n/a	n/a

Total Anticipated Construction Jobs 10

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)
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)
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

Reducing costs is critical for Natural Foods so that it can continue to grow its business on

Long Island. Without this critical partnership Natural Foods would grow at a slower pace.

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?

Reduction of new jobs.

-
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 OM

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 OM

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 OM

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 OM

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 OM

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 OM

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 OM

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 OM

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 OM

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 OM

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.

(Remainder of Page Intentionally Left Blank)


Part IX – Certification

Oscar Molatti (name of representative of company submitting application) deposes and says that he or she is the CEO (title) of Natural Foods Inc., 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 information acquired by deponent in the course of his/her duties in connection with said Applicant and from the books and papers of the Applicant.

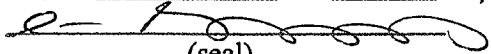
As representative of the Applicant, deponent acknowledges and agrees that Applicant shall be and is responsible for all costs incurred by the [Hempstead] Industrial Development Agency (hereinafter referred to as the "Agency") in connection with this Application, the attendant negotiations and all matters 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.

THE UNDERSIGNED HEREBY CERTIFIES, SUBSCRIBES AND AFFIRMS, under penalties of perjury, that the answers and information provided in this Application and in any schedule, exhibit or statement attached hereto are true, accurate and complete, to the best of the knowledge of the undersigned.



Representative of the Applicant Oscar Molatti - CEO

Sworn to me before this 29th
Day of September, 20 22


(seal)

DENISSE RODRIGUEZ
Notary Public - State of New York
No. 01RO6386280
Qualified in Queens County
My Commission Expires Jan. 22, 2023