



County of Monroe Industrial Development Agency

APPLICATION FOR ASSISTANCE

Each applicant seeking assistance must complete this application and provide required supplemental form/documentation. A non-refundable application fee of \$350.00 must be included with this application. Make check payable to COMIDA. Please see page 10 for additional information on costs and fees.

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, except for information that is considered deniable by the Freedom of Information Law. This form is available at www.growmonroe.org.

I. APPLICANT

A. Name 19 Cambridge Street, LLC.
Address 19 Cambridge Street
City/State/Zip Rochester, NY 14607
Tax ID No. 85-0622343
Contact Name Lindsay McCutchen
Title CEO
Telephone (585) 370-4303
E-Mail l.t.m@careerstartny.com

B. Owners of 20% or more of Applicant Company
Name % Corporate Title
Lindsay McCutchen 100% CEO

C. Applicant's Legal Counsel
Name James Philippone
Firm Philippone Law Offices
Address 31 East Main Street
City/State/Zip Rochester, NY 14614
Telephone (585) 325-7455
Fax (585) 546-6565
Email james@philipponelaw.com

II. PROJECT

A. Address of proposed project facility
19 Cambridge Street
Tax Map Parcel Number 121.43-2-31.001
City/Town/Village Rochester
School District City
Current Legal Owner of Property
19 Cambridge Street, LLC.

B. Proposed User(s)/Tenant(s) of the Facility
If there are multiple Users/Tenants, please attach additional pages.
Company Name Reliant Staffing Systems, Inc.
Address DBA Career Start
City/State/Zip 53 Russell Street, Roch. NY 14607
Tax ID No. 45-4034315
Contact Name Lindsay McCutchen
Title CEO
Telephone (585) 729-9742
E-Mail l.t.m@careerstartny.com
% of facility to be occupied by company 100%

C. Owners of 20% or more of User/Tenant Company
Name % Corporate Title
Lindsay McCutchen 100% CEO

D. Benefits Requested (Check all that apply)

- Checked: Sales Tax Exemption
Industrial Revenue Bond Financing
Mortgage Recording Tax Exemption
Real Property Tax Abatement

E. Description of project (check all that apply)

- New Construction
- Existing Facility
 - Acquisition
 - Expansion
 - Renovation/Modernization
- Acquisition of machinery/equipment
- Other (specify) _____

GENERAL DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY
(Attached additional sheets as necessary)

Career Start is a full service workforce management group specializing in manufacturing, medical and hospitality industries. Career Start employees 40 internal staff members and employed 5,149 flexible staff last year in mostly entry level positions. We specialize in working with individuals with multiple barriers to employment such as incarceration, English as a second language and single parents and have done so for the past 14 years.

We have purchased a property to support our expansion and due to a catastrophic fire of our old space headquartered in Corn Hill. We will be doing a complete renovation of the space to accommodate our growth in Monroe County. We previously occupied nearly 4,000 square feet at our old site and we will have 7,000 sq feet in our new space. If not for these incentives we would not be able to complete the project at 19 Cambridge Street and the scope of work that we planned.

The office will provide private interview spaces, a tech center for new mobile application, a training center and supportive service center with access for our partners to address our employees needs. We are looking for this space to provide a one stop shop for all of our employees needs such as supportive services, physicals and medical clearances, employment related coaching and placement.

We are in need of the space to accommodate our hyper growth. In Just a short 4 years we have grown exponentially resulting in the need for more staff members to continue in our mission.

It is important that we are accessible to all who are in need of our services which is why we chose a central location with access to parking and a bus stop less than 50 feet from our door.

II. PROJECT (cont'd)

F. Are other facilities or related companies located within New York State?

Yes No

Location:

Buffalo, Syracuse

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?

Yes No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

Yes 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**:

G. 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 No

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 with the Financial Assistance to be provided by the Agency**:

These incentives are necessary for our project
to move forward how we have planned. If we
are unable to receive these benefits we
would not be able to hire as aggressively as
we have planned.

**To be completed with Agency assistance.

H. PROJECT TIMELINE

Proposed Date of Acquisition

03/20/2020

Proposed Commencement Date of Construction

10/26/2020

Anticipated Completion Date

02/01/2022

I. Contractor(s)

TBD

J. State Environmental Quality Review (SEQR) Act Compliance

COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR). This is applicable to projects that require the state or local municipality to issue a discretionary permit, license or other type of Approval for that project.

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

YES – Include a copy of any SEQR documents related to this Project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration, etc.

NO

III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)

Check One:

JOBSPLUS

Requirements:

- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is 4.

LEASEPLUS

Requirements:

- University and/or medical related facilities in which a 501(c)3 entity leases from a for-profit entity.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is _____.

ENHANCED JOBSPLUS

Requirements:

- A minimum \$15 million investment in new plant, machinery and equipment or renovation of existing building(s) **AND**
- A minimum of 100 new jobs from new companies locating in Monroe County, or existing companies expanding operations here.

GREEN JOBSPLUS

Requirements:

- LEED® Certification – Project must be rated as Certified, Gold, Silver or Platinum by the United States Green Building Council's Leadership in Energy and Environmental Design (LEED®) Green Building Rating System.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is _____.

SHELTER RENTS

for student housing or affordable housing projects.

Local Tax Jurisdiction Sponsored PILOT

NO PROPERTY TAX ABATEMENT IS SOUGHT FOR THIS PROJECT

IV. APPLICANT PROJECT COSTS

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the APPLICANT.

Building Construction or Renovation

- a. MATERIALS a. \$ 900,194
- b. LABOR b. \$ 568,205

Site Work

- c. MATERIALS c. \$ 90,800
- d. LABOR d. \$ 16,200
- e. Non-Manufacturing Equipment e. \$ 25,000
- f. Furniture and Fixtures f. \$ _____
- g. LAND and/or BUILDING Purchase g. \$ 1,216,951
- h. Manufacturing Equipment h. \$ _____
- i. Soft Costs (Legal, Architect, Engineering) i. \$ _____
- Other (specify) j. _____ j. \$ _____
- k. _____ k. \$ _____
- l. _____ l. \$ _____
- m. _____ m. \$ _____

Total Project Costs \$ 2,817,350

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Tax-Exempt Civic Facility Bond c. \$ _____
- d. Bank Financing d. \$ 2,817,350
- e. Public Sources e. \$ _____

Identify each state and federal grant/credit

- _____ \$ _____
- _____ \$ _____
- _____ \$ _____
- _____ \$ _____

f. Equity \$ _____
TOTAL SOURCES \$ 2,817,350

C. Has the applicant made any arrangements for the financing of this project?

Yes No

If so, please specify bank, underwriter, etc.

TBD

IV. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTION USER(S)/TENANT(S) PROJECT COSTS

Use additional sheets as necessary

Company Name Reliant Staffing Systems, Inc. DBA (

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the user(s)/tenant(s) for which a sales tax exemption is requested.

Estimated Costs Eligible for Sales Tax Exemption Benefit

- a. MATERIALS a. \$ _____
- b. LABOR b. \$ _____
- c. Non-Manufacturing Equipment c. \$ 60,000
- d. Furniture and Fixtures d. \$ 177,709
- Other (specify) e. _____ e. \$ _____
- f. _____ f. \$ _____
- g. _____ g. \$ _____
- h. _____ h. \$ _____

Total \$ 237,709

A non-refundable fee of ½% on TOTAL(e) above is due and payable upon issuance of a Sales Tax Letter to User(s)/Tenant(s)

Reliant Staffing Systems Inc, DBA Career Start
 User/Tenant Company

Dorothy C. [Signature] Signature Title Date 9/18/20

For Office Use Only	
Total Assessment Value	
Land	Building
Applicant 2602-	
User/Tenant 2602-	
RM	

VI. Value of Incentives

Project name: 19 Cambridge Street, LLC

A. IDA PILOT Benefits:

Current Land Assessment	21,300 Taxes on Land	999
Dollar Value of New Construction & Renovation Costs	1,575,399	
Estimated New Assessed Value of Project Subject to IDA	1,596,699	

County Tax rate/\$1,000	11.09
Local Tax Rate* Tax Rate/\$1,000	35.81
School Tax Rate /\$1,000	
Total Tax Rate	<u>46.90</u>

PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT	Net Exemption
1	90%	1,983	5,641	0	7,625	75,881	67,257
2	80%	3,730	11,282	0	15,013	75,881	59,869
3	70%	5,478	16,924	0	22,401	75,881	52,481
4	60%	7,225	22,565	0	29,789	75,881	45,093
5	50%	8,972	28,206	0	37,178	75,881	37,704
6	40%	10,719	33,847	0	44,566	75,881	30,316
7	30%	12,466	39,488	0	51,954	75,881	22,928
8	20%	14,213	45,130	0	59,343	75,881	15,539
9	10%	15,960	50,771	0	66,731	75,881	8,151
10	0%	17,707	56,412	0	74,119	75,881	763
Total		<u>98,454</u>	<u>310,265</u>	<u>0</u>	<u>408,719</u>	<u>758,809</u>	<u>340,101</u>

* Local Tax Rate for Town/City/Village

B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption:	<u>\$100,296</u>
Estimated duration of Sales Tax exemption:	<u>12/31/2022</u>

C. Mortgage Recording Tax Exemption Benefit:

Estimated Value of Mortgage Recording Tax exemption:	<u>\$21,130</u>
--	-----------------

D. Industrial Revenue Bond Benefit

IRB inducement amount, if required:	<u>\$0</u>
-------------------------------------	------------

E. Percentage of Project Costs financed from Public Sector sources:

Total Value of Incentives:	<u>\$461,527.25</u>	<u>15.11%</u>
Sources of Funds (Section IV.B.)	<u>\$3,055,059.00</u>	

** All estimates are based on current tax rates.

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Reliant Staffing Systems, Inc. DBA Career Start
Company Name: _____

Applicant: **or** **User/Tenant:**

You must include a copy of the most recent NYS-456 Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return OR if you have multiple locations within New York State, the Bureau of Labor – BLS 3020 – Multiple Worksite Report

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	40.0	40.0	5.0	5.0
Part Time (PTE)				
Total	40.0	40.0	5.0	5.0

** For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes: Monroe County, Orleans County, Genesee County, Wyoming County, Livingston County, Ontario County, Wayne County, Yates County, and Seneca County chosen at the Agency's discretion.

[Remainder of this Page Intentionally Left Blank]

VIII. LOCAL LABOR

To be completed by all Applicants and Users/Tenants of Projects which include the construction of new, expanded or renovated facilities:

Company Name 19 Cambridge Street, LLC
Applicant: or User/Tenant:

All project employees of the general contractor, subcontractor, or sub to a subcontractor (contractors) working on the project must reside within the following counties in the State of New York: Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, Wyoming or Yates. The All-Local Labor criterion will be verified based on employment, payroll and related records.

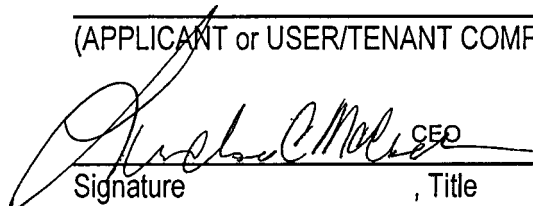
COMIDA understands that at certain times local labor may not be available within the local area. Under this condition, applicants are required to complete a waiver request of the All-Local Labor requirement prior to beginning construction. Contractors do not have to be local companies as defined herein, but must employ local people to qualify under the All-Local Labor criterion.

The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers and materialman. Furthermore, the undersigned agrees to post and maintain a sign, provided by COMIDA, in a prominent, easily accessible location, identifying the project as a recipient of COMIDA assistance and the local labor requirements associated with this assistance.

Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

19 Cambridge Street LLC

(APPLICANT or USER/TENANT COMPANY)

 Andrew C. Malice CEO 09/17/2020
Signature , Title Date

IX. FEES

1. **Application Fee - Send with Completed Application**

A non-refundable application fee of Three Hundred Fifty Dollars (\$350.00) shall be charged each applicant.

2. **Administrative Fee - Paid at Closing**

- (a) For tax-exempt IRB bond issues, the fee shall be one percent (1%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
- (b) For lease/leaseback transactions and taxable bond issues, the fee shall be one-half percent (1/2%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
- (c) For refunding outstanding COMIDA bond issues, the fee shall be one-quarter percent (1/4%) of the new issuance amount.

3. If a sales tax letter is required prior to closing, a non-refundable twenty-five percent (25%) of the Administrative Fee and Agency Counsel fee is payable at that time. This amount will be applied towards the Administrative fee and Agency Counsel Fee. The Sales Tax Letter shall only be for a three (3) month period. If the project does not have a formal closing within three (3) months of the sales tax letter being issued, and an extension is not granted, the balance of the Administrative fee and Agency Counsel fee become immediately due and payable.

4. Agency Counsel fee is one-third (1/3) of the Agency's Administrative fee, with a minimum fee for a lease/leaseback transaction of \$4,000.00.

5. Designated Bond Counsel fee is based on the complexity and amount of the transaction.

19 Cambridge Street LLC

(APPLICANT or USER/TENANT COMPANY)



Signature, Title

09/17/2020

Date

X. CERTIFICATION

The undersigned company officer and/or user/tenant officer each hereby certifies, on behalf of the company and/or user/tenant, respectively (each singularly and together, the "Applicant"), as follows:

- A. The information contained in this Application, including employment information, is true and correct. The Applicant is aware that any material misrepresentation made in this Application constitutes an act of fraud, resulting in revocation of COMIDA benefits.
- B. The undersigned, on behalf of the Applicant, hereby certifies that the Applicant, and all parties which own a minimum of 20% of the Applicant are current and will remain current on all real property, federal, state, sales, income and withholding taxes throughout the term of any agreements made in connection with this Application.
- C. Compliance with N.Y. GML Sec. 862(1): 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:

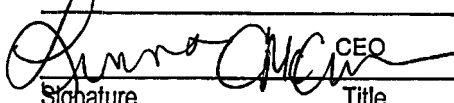
§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment 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.

- D. Compliance with Applicable Laws: 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.
- E. False and Misleading Information: 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.
- F. Recapture: Should the Applicant not expend as projected or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- G. Applicant hereby releases the County of Monroe Industrial Development Agency ("Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, this Application, regardless of whether or not this Application or the Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, renovation and/or equipping of the Project described herein; and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this

Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.



APPLICANT COMPANY

19 Cambridge Street LLC

 CEO 09/17/20
Signature, Title Date

USER/TENANT COMPANY

Reliant Staffing Systems, Inc. DBA Career Start

 CEO 09/17/202 
Signature, Title Date