



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.imaginemonroe.org.

I. APPLICANT

A. Name Alstom Signaling Inc
 Address 1025 John Street
 City/State/Zip West Henrietta
 Tax ID No. 52-1711877
 Contact Name Christopher Picard
 Title EHS Director
 Telephone (585) 314-5280
 E-Mail chris.picard@alstomgroup.com

B. Owners of 20% or more of Applicant Company

Name	%	Corporate Title
<u>Alstom Transport Holding US Inc</u>	<u>100</u>	

C. Applicant's Legal Counsel

Name Ellen O'Neill
 Firm Alstom Transportation
 Address 1025 John Street
 City/State/Zip West Henrietta
 Telephone (585) 279-2300
 Fax _____
 Email ellen.oneill@alstomgroup.com

II. PROJECT

A. Address of proposed project facility
4545 East River Road
Suite 400
 Tax Map Parcel Number #174.03-2-1.121
 City/Town/Village West Henrietta
 School District Rush Henrietta
 Current Legal Owner of Property
Riverwood Tech Campus, LLC

B. Proposed User(s)/Tenant(s) of the Facility

If there are multiple Users/Tenants, please attach additional pages.

Company Name N/A
 Address _____
 City/State/Zip _____
 Tax ID No. _____
 Contact Name _____
 Title _____
 Telephone _____
 E-Mail _____
 % of facility to be occupied by company _____

C. Owners of 20% or more of User/Tenant Company

Name	%	Corporate Title
<u>N/A</u>		

D. Benefits Requested (Check all that apply)

- 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)

As a promoter of sustainable mobility, Alstom develops and markets systems, equipment and services for the transport sector. Alstom offers a complete range of solutions (from high-speed trains to metros, tramways and e-buses), passenger solutions, customized services (maintenance, modernization), infrastructure, signaling and digital mobility solutions. Alstom benefits from a growing market with solid fundamentals: the key market drivers are urbanization, environmental concerns, economic growth, government spending and digital transformation. In this context, Alstom has been able to develop both a local and global presence that sets it apart from many of its competitors, while offering proximity to customers and great industrial flexibility. Its range of solutions, one of the most complete and integrated on the market, and its position as a technological leader, place Alstom in a unique situation to benefit from the worldwide growth in the mobility market.

Alstom offers a wide range of railway products, services and solutions that are produced and sold worldwide leveraging the company's extensive experience and its global commercial and industrial geographic market coverage. Alstom is among the leaders in all the major segments of the railway industry: urban and main line transportation, signaling, services and integrated solutions. In addition, Alstom has reinforced its international presence through partnerships and joint ventures, which provides it with a competitive advantage in new high-growth zones. Present in 60 countries, Alstom has adapted its organization to strengthen its international coverage and better respond to the needs of customers on a local level. The company is organized into empowered regions, one of which is North America (U.S. and Canada), each with their own supply chain to answer local needs using local resources and strengths.

As it ensures customers more effective solutions and reduced total cost of ownership, innovation is a source of competitiveness and differentiation for Alstom as well as a catalyst for new contracts and markets. Main programs include complete renewal of mainline and urban train ranges as well as latest innovation in systems, signaling and services. Alstom intends to take full advantage of the digitalization trend, e.g. predictive maintenance. Alstom is fully focused on a forward-looking approach to understand and anticipate the expectations of operators and passengers, who are central to its innovation strategy. To improve customer satisfaction, Alstom executes its contracts with a focus on ensuring the highest standards in quality, costs and lead times. This operational excellence goes hand in hand with a commitment to environmental performance in response to high market demand regarding products (energy savings), manufacturing processes (eco-design and green materials) and lifecycle management (recycling).

Alstom is a mobility technology leader in the U.S., transferring technology and localizing manufacturing to create new, sustainable, high-tech engineering and industrial jobs across the country to serve domestic and international customers. Alstom products can be found across the U.S., unbeknownst to most transit users. Its history is steeped in its experience building and repairing rail cars and locomotives, and supplying signaling solutions for America's great cities and agencies, such as New York City, Chicago, Atlanta, Washington, D.C., New Jersey Transit, Caltrans, and Amtrak, as well as America's freight railroads. To date, Alstom has delivered more than 8,000 vehicles and more than 50% of signaling for North America's passenger rail network.

More than 430 employees work at Alstom's site in Rochester, NY, today. In November 2017, Alstom took the hard decision to transfer existing manufacturing activities in Rochester to other Alstom sites in the U.S. This decision was taken after careful consideration of current market conditions and future business prospects, and to enable the Rochester site to focus on value-added activities such as engineering and project management, while maintaining the cost competitiveness of Alstom's overall North American product offering. This decision was the result of reviewing the signaling products market, assessing customer demand, reviewing the strengths of each of the units within the North American signaling business, and aligning Alstom's industrial footprint to current market conditions and customer expectations so that Alstom may continue to serve existing and new customers more efficiently and competitively. The Rochester site continues to support customers across North America, such as Metrolinx, Société de Transport de Montréal, and Toronto Transit Commission in Canada, as well as Amtrak, New York City Transit, MARTA and New Jersey Transit in the U.S., to name a few, and since the progressive transfer of manufacturing activity out of Rochester, the site has added 50 employees, and has another 59 job openings in Rochester today.

As manufacturing activities were transferred out of Rochester and the site has renewed its focus on product and solution development, project management and engineering, Alstom has decided to relocate its offices at John Street to the new Riverwood Tech Campus, optimizing its footprint to its mission of high-tech, sustainable project, engineering and R&D activities. The John Street address provided Alstom with the required square footage (150,000 square feet) and industrial installations required for manufacturing; moving forward the Riverwood Tech Campus aligns with Alstom's mission today in Rochester – innovation – and provides Alstom with flexible opportunities for growth should expanded premises be required in the future. Alstom will be leasing approximately 114,500 square feet at Riverwood Tech Campus over a 15 years. One key point about the relocation to Riverwood Tech Campus is that they provide the opportunity for growth if needed.

Alstom Signaling Inc will be creating a completely new environment (Office, Network and Labs) from a blank canvas. Alstom is purchasing all new office workstations and office furnishings as well as soft seating break out areas throughout the floor plan. We have also incorporated a mother's room, a prayer room, interview rooms and hotelling areas for visitors. Such areas are new to Alstom which we do not have today. We will be purchasing new furnishings for such areas. Alstom commits themselves to educate and training their employees in all functions throughout the globe. With that said, we have incorporated a new Alstom University training room which will be shared not only Regionally, but Globally for events. This too is an addition to the new site which we do not have today. Alstom will be purchasing all new table, chairs, monitors and all necessary equipment for this multipurpose room.

In addition to all of the new furnishings, lighting, etc., The new Alstom Riverwood site will have a completely new IT infrastructure that utilizes the current corporate strategic transformation initiatives. Alstom has taken advantage of this site move to implement an IT ecosystem designed from the ground up to provide stability, performance, and flexibility to meet future needs.

Highlights of this environment include:

- Over 150,000 feet of Category 6A shielded ethernet cabling (950 installed cables) to support future 10 Gig capable network standards.
- 31 new Cisco network switches with POE+ to support an enhanced WiFi and IoT requirements
- 40 new Cisco Wireless Access Points to provide voice quality WiFi and capacity for over 450 users.
- Isolated lab network for software and product development that will support 200 networked devices.
- New Hyper Converge server hardware to host applications used by Alstom locations in North, Central, and South America
- All server, network, Wifi, door access control, and security camera systems will be on emergency generator and will maintain full operability in power outages.
- Server rack containment system to provide significantly higher energy efficiencies with cooling.

II. PROJECT (cont'd)

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

Yes No

Location:

Hornell, NY

Manhattan, NY

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**:

Incentive to provided assistance to accelerate
the relocation and promote growth/hiring.

**To be completed with Agency assistance.

H. PROJECT TIMELINE

Proposed Date of Acquisition

Proposed Commencement Date of Construction

01/01/2020

Anticipated Completion Date

01/01/2021

I. Contractor(s)

N/A

J. State Environmental Quality Review (SEQR) Act Compliance

Imagine Monroe, 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 _____.

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. \$ _____
- b. LABOR b. \$ _____

Site Work

- c. MATERIALS c. \$ _____
- d. LABOR d. \$ _____
- e. Non-Manufacturing Equipment e. \$ 2,018,000
- f. Furniture and Fixtures f. \$ 1,350,000
- g. LAND and/or BUILDING Purchase g. \$ _____
- h. Manufacturing Equipment h. \$ _____
- i. Soft Costs (Legal, Architect, Engineering) i. \$ _____
- Other (specify) j. _____ j. \$ _____
- k. _____ k. \$ _____
- l. _____ l. \$ _____
- m. _____ m. \$ _____

Total Project Costs \$ 3,368,000

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. \$ _____
- e. Public Sources e. \$ _____

Identify each state and federal grant/credit

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

f. Equity \$ 3,368,000
TOTAL SOURCES \$ 3,368,000

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

Yes No

If so, please specify bank, underwriter, etc.

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 _____

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. \$ _____
- d. Furniture and Fixtures d. \$ _____
- Other (specify) e. _____ e. \$ _____
- f. _____ f. \$ _____
- g. _____ g. \$ _____
- h. _____ h. \$ _____

Total \$ 0

A non-refundable fee of 1/4% on TOTAL(e) above is due and payable upon issuance of a Sales Tax Letter to User(s)/Tenant(s)

 User/Tenant Company

 Signature, Title Date

For Office Use Only	
Total Assessment Value	
Land	Building
Applicant 2602- <u>19-057 A</u>	
User/Tenant 2602-	
RM	

VI. Value of Incentives

A. IDA PILOT Benefit: Agency staff will indicate the amount of PILOT, sales and mortgage recording tax benefits (the "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 year and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted below.

** This section of this Application will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.

PILOT Estimate Table Worksheet

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
TOTAL							

*Estimates provided are based on current property tax rates and assessment values

B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption for facility construction: \$ _____

Estimated Sales Tax exemption for fixtures and equipment: \$ _____

Estimated duration of Sales Tax exemption: _____

C. Mortgage Recording Tax Exemption Benefit:

Estimated value of Mortgage Recording Tax exemption: \$ _____

D. Industrial Revenue Bond Benefit:

IRB inducement amount, if requested: \$ _____

E. 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 Sources of Funds for Project Costs as depicted above under Section IV.B.

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Alstom Signaling Inc
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)	433.0	433.0	34.0	34.0
Part Time (PTE)	0.0	0.0	0.0	0.0
Total	433.0	433.0	34.0	34.0

** 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.

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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 Alstom Signaling Inc
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, Steuben, Wayne, Wyoming or Yates. The All-Local Labor criterion will be verified based on employment, payroll and related records.


Imagine Monroe 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 45 days in advance of commencing work. 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 Imagine Monroe, in a prominent, easily accessible location, identifying the project as a recipient of Imagine Monroe 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 Imagine Monroe revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

Alstom Signaling Inc

(APPLICANT or USER/TENANT COMPANY)



Signature, Title, Date 10-21-19

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.

Alstom Signaling Inc

(APPLICANT or USER/TENANT COMPANY)

 *President* 10-21-19

Signature , Title 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 Imagine Monroe 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 Imagine Monroe ("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

USER/TENANT COMPANY

Alstom Signaling Inc

[Handwritten Signature] *President* *10-21-19*
Signature, Title Date

Signature, Title Date