



**Robert T. Armistead, Chairman • Mary Ellen Rogulski, Vice Chairman • John Steinberg, Jr., Second Vice Chairman**  
**Stephen Brescia, Secretary • Edward A. Diana, Assistant Secretary • Robert J. Schreibeis, Sr. • Michael Bonura**  
**Laurie Villasuso, Chief Operating Officer & Executive Vice President • Vincent Cozzolino, Managing Director**  
**Kevin Dowd, Attorney • Russell E. Gaenzle, Harris Beach • Joel Kleiman, Chief Financial Officer**

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## Revised Agenda

PLEASE TAKE NOTICE, The Orange County Funding Corporation will hold a regularly scheduled meeting on May 11, 2017 immediately following the Orange County Industrial Development Agency meeting at The Accelerator, 4 Crotty Lane, Suite 100, New Windsor, New York, to consider and/or act upon the following:

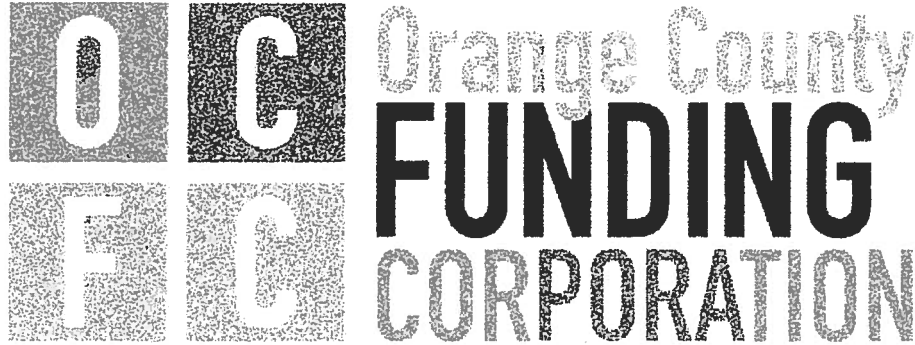
### Order of Business

- **Roll Call**
- **Approval of the minutes from April 13, 2017 meeting**
- **Financial Reports and/or Requests for Payments**
- **New and Unfinished Business**
- **Resolutions/Applications**
  - Bnai Yoel, Inc
    - Presentation
    - Initial Resolution
  - \* Ridge Hudson Valley, LLC
    - Initial Bond Resolution
  - The Sentinel Reality, LLC
    - Final Bond Resolution
  - Greenwood Lake - request to extend
- **Such other and further business as may be presented**
- **Adjournment**

Dated: May 4, 2017

Stephen Brescia, Secretary

By: Laurie Villasuso, Chief Operating Officer & Executive Vice President



# APPLICATION FOR FINANCIAL ASSISTANCE

RIDGE HUDSON VALLEY LLC

(Applicant Name)

May 9, 2017

(Date of Application)

**Robert T. Armistead**

Chairman

4 Crotty Lane, Suite 100

New Windsor, NY 12553

Tel: 845-234-4192

[www.ocnyida.com](http://www.ocnyida.com)

[business@ocnyida.com](mailto:business@ocnyida.com)

Updated February 1, 2017

# ORANGE COUNTY FUNDING CORPORATION

## APPLICATION FOR FINANCIAL ASSISTANCE

### I. APPLICANT INFORMATION

#### APPLICANT

Company Name: Ridge Hudson Valley LLC

Mailing Address: c/o Waterstone Retail 322 Reservoir Street 2<sup>nd</sup> Fl, Needham, MA  
02494

Phone No.: 781-559-3301 ext. 173

Fax No.: \_\_\_\_\_

Fed Id. No.: 81-4497764

Contact Person: Greg Day

Contact Email: gday@waterstoneretail.com

#### APPLICANT'S COUNSEL

Name: M. Cornelia Cahill

Address: 80 State Street Albany, NY 12207

Phone No.: 518-429-4296

Fax No.: 518-533-2926

Counsel Email: MCahill@barclaydamon.com

#### APPLICANT'S GENERAL CONTRACTOR/CONSTRUCTION MANAGER

Name/Contact: To be Determined based on a competitive bidding process

Address: N/A

Phone No.: N/A

Fax No.: N/A

Email: N/A

Principal Owners/Officers/Directors (list owners with 15% or more in equity holdings with percentage ownership):

Neal Shalom and affiliates, (25.33%), Anton Melchionda and affiliates (24.33%) , Josh Levy and affiliates (24.34%), TAD Newburgh, LLC (22.5%)

Corporate Structure (attach schematic if applicant is a subsidiary or otherwise affiliated with another entity)

Form of Entity

Corporation

Date of Incorporation: \_\_\_\_\_  
State of Incorporation: \_\_\_\_\_

Partnership

General \_\_\_\_\_ or Limited \_\_\_\_\_  
Number of general partners \_\_\_\_\_  
If applicable, number of limited partners \_\_\_\_\_

Date of formation \_\_\_\_\_  
Jurisdiction of Formation \_\_\_\_\_

Limited Liability Company/Partnership (number of members 9 )

Date of organization: 11/23/2016  
State of Organization: New York

Sole Proprietorship

If a foreign organization, is the applicant authorized to do business in the State of New York?

\_\_\_\_\_  
If any of the above persons, or a group of them, owns more than a 50% interest in the company, list all other organizations which are related to the company by virtue of such persons having more than a 50% interest in such organizations.

See attached Exhibit listing all other entities

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

NO

Has the company (or any related corporation or person) made a public offering or private placement of its stock within the last year? If so, please provide offering statement used.

NO

II. PROJECT INFORMATION

A) Project Address: 121.782 acres located in the Town of Newburgh, East of Union Avenue, South of Route 52 and North of Interstate 84

Tax Map Number (see table below and attached survey)

(Section/Block/Lot)

Located in City of N/A

Located in Town of Newburgh

Located in Village of N/A

School District of Newburgh Enlarged City School District

B) Are utilities on site?

Water NO\*

Electric NO\*

Gas NO\*

Sanitary/Storm Sewer NO\*

\*The utilities are located off-site and there shall be new connections to the existing utility services.

C) Present legal owner of the site RIDGE HUDSON VALLEY LLC  
If other than from applicant, by what means will the site be acquired for this project? \_\_\_\_\_

D) Zoning of Project Site: Current: see Table in Section II.A above  
Proposed: No Change

E) Are any variances needed? NO

F) Furnish a copy of any environmental application presently in process of completion concerning this project, providing name and address of the agency, and copy all pending or completed documentation and determinations.

The Planning Board of the Town of Newburgh, acting as the lead agency, prepared and adopted an Environmental Impact Statement and Findings. The Final EIS was filed on March 15, 2007 and the Findings were adopted on May 3, 2007. See attached documents.

G) Statement describing project (i.e. land acquisition, construction of manufacturing facility, etc.):

Construction of a fully permitted and approved 700,000 square foot retail and mixed-use center known as the "Ridge Hudson Valley" located in the Town of Newburgh at the intersection of Interstate 84 and NYS Route 300. See attached Survey

H) Anticipated Date of Operation: Spring of 2019

I) Principal use of project upon completion:

- |  |                                       |  |   |
|--|---------------------------------------|--|---|
| <input type="checkbox"/> manufacturing | <input type="checkbox"/> warehousing  | <input type="checkbox"/> research          | <input checked="" type="checkbox"/> offices |
| <input type="checkbox"/> industrial    | <input type="checkbox"/> recreation   | <input checked="" type="checkbox"/> retail | <input type="checkbox"/> residential        |
| <input type="checkbox"/> training      | <input type="checkbox"/> data process | <input checked="" type="checkbox"/> other  |   |

If other, explain: A new co-located recreation center and library space for the Town of Newburgh and the Newburgh Enlarged City School District

J) Estimated Project Costs, including:

Value of property to be acquired: \$10,850,000

Value of improvements: \$139,000,000

Value of equipment to be purchased: \$750,000

Estimated cost of engineering/architectural services: \$6,700,000

Other: \$4,200,000

Total Capital Costs: \$161,500,000

Project refinancing; estimated amount  
(for refinancing of existing debt only)  
*Sources of Funds for Project Costs:*

\$ N/A

Bank Financing:

\$116,000,000

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

\$ 9,300,000

Tax Exempt Bond Issuance (if applicable)

\$ 36,200,000

Taxable Bond Issuance (if applicable)

\$ 0

Public Sources (Include sum total of all state and federal grants and tax credits)

\$ 0

Identify each state and federal grant/credit:

NONE \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

Total Sources of Funds for Project Costs:

\$ 161,500,000

K) Inter-Municipal Move Determination

Will the project result in the removal of a plant or facility of the applicant from one area of the State of New York to another?

Yes or  No

Will the project result in the removal of a plant or facility of another proposed occupant of the project from one area of the State of New York to another area of the State of New York?

Yes or  No

Will the project result in the abandonment of one or more plants or facilities located in the State of New York?

Yes or  No

If Yes to any of the questions above, 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:

One of the identified tenants is relocating its facility to this Project to maintain its competitive position in the industry and to remain in the State of New York.

Project Data

1. Project site (land)

(a) Indicate approximate size (in acres or square feet) of project site.

121.782 acres

(b) Are there buildings now on the project site? \_\_\_\_\_ Yes  No

(c) Indicate the present use of the project site.

Vacant Land

(d) Indicate relationship to present user of project.

None

2. Does the project involve acquisition of an existing building or buildings? If yes, indicate number, size and approximate age of buildings:

NO

3. Does the project consist of the construction of a new building or buildings?  
If yes, indicate number and size of new buildings:

YES (See Attached Site Plan )

4. Does the project consist of additions and/or renovations to existing buildings? If yes, indicate nature of expansion and/or renovation:

NO

5. Estimated Start Date of Construction: Summer of 2017

6. Estimated End Date of Construction: Spring of 2019

7. What will the building or buildings to be acquired, constructed or expanded be used for by the company? (Include description of products to be manufactured, assembled or processed, and services to be rendered. . .

Lease to tenants for grocery, retail, entertainment, restaurant, recreational, commercial office and related uses

. . . *including* the percentage of building(s) to be used for office space and an estimate of the percentage of the functions to be performed at such office not related to the day-to-day operations of the facilities being financed.)

3% (approximately 20,000 square feet) has been identified for office space that will be a regional headquarters with executive, professional and administrative staff and functions

8. If any space in the project is to be leased to third parties, indicate total square footage of the project amount to be leased to each tenant and proposed use by each tenant.

700,000 square feet of space shall be leased to third-party tenants. Propsective tenants include the following: Supermarket 70,000 square feet, Wholesale Club 85,000 sq.ft., Sporting Goods 50,000 sq.ft. Commercial Office 20,000 square feet, 475,000 square feet of various retail tenants including apparel, specialty restaurants, etc.

9. List principal items or categories of equipment to be acquired as part of the project.

Traffic signals, fire-alarm panels, security system, sounds system, lighting, computers



10. Has construction work on this project begun?

Complete the following

(a) site clearance	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	5 % complete
(b) foundation	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	% complete
(c) footings	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	% complete
(d) steel	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	% complete
(e) masonry work	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	% complete
(f) other (describe below)	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	% complete

### III. FINANCIAL ASSISTANCE REQUESTED

A) Benefits Requested:

Sales Tax Exemption    IRB    MRT Exemption    Real Property Agreement

B.) Value of Incentives:

IDA PILOT Benefit: Agency staff will indicate the amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit year and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted under the heading "Real Property Tax Benefit (Detailed)" of the Application.

Estimated duration of Property Tax exemption: 28 years

Sales and Use Tax:

Estimated value of Sales Tax exemption for facility construction: \$2,762,500

Estimated Sales Tax exemption for fixtures and equipment: \$60,397

Estimated duration of Sales Tax exemption: 3 years

Mortgage Recording Tax Exemption Benefit:

Estimated value of Mortgage Recording Tax exemption: \$ 1,207,500

IRB Benefit:

IRB inducement amount, if requested: \$ \_\_\_\_\_

Is a purchaser for the Bonds in place?

Yes or  No

RBC Capital Markets shall act as the investment bank/underwriter for the bond issuance

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 the heading "Estimated Project Costs" (Section II(l)) of the Application.

C.) Likelihood of Undertaking Project without Receiving Financial Assistance

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\* or  No \*The Project would not be undertaken but for the Financial Assistance provided by the Agency

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

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IV. EMPLOYMENT PLAN

	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)	17	17	400	375
Part Time (PTE)	110	110	450	425
Total	127	127	850*	800*

\*\* 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 Market Area, in the fourth column. The Labor Market Area includes Orange County and the surrounding region (or six other contiguous counties, including Orange County, chosen at the Agency's discretion).

\*Based upon the full completion and full occupancy of the project

Salary and Fringe Benefits for Jobs to be Retained and/or Created:

Category of Jobs to be Retained and Created	Estimated Number of Jobs Per Category	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Management	TBD*	\$25,000 to \$85,000	N/A
Professional	TBD	\$25,000 to \$150,000	N/A
Administrative	TBD	\$20,000 to \$30,000	N/A
Production	TBD	N/A	N/A
Independent Contractor	TBD	Competitive Hourly Basis	N/A
Other	TBD	\$15,000 to \$30,000	N/A

\*To be Determined

### III. REPRESENTATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

- A. Job Listings In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the proposed project must be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entitle") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JPTA") in which the project is located.
- B. First Consideration for Employment In accordance with Section 858-b(2) of the General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must first consider persons eligible to participate in JTPA programs who shall be referred by the JPTA Entities for new employment opportunities created as a result of the proposed project.
- C. A liability and contract liability policy for a minimum of three million dollars will be furnished by the Applicant insuring the Agency.
- D. Annual Sales Tax Fillings In accordance with Section 874(8) of the General Municipal Law, the Applicant understands and agrees that, if the proposed project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the Applicant.
- E. Annual Employment Reports: The applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site. The applicant will receive a request for information in the fourth quarter of each year that Financial Assistance is utilized, and agrees to return the information by the end of January the following year.
- F. 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.

- G. 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.
- H. 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.
- I. Recapture: Should the Applicant not expend 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.
- J. Absence of Conflicts of Interest The applicant has received from the Agency a list of the members, officers, and employees of the Agency. No member, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

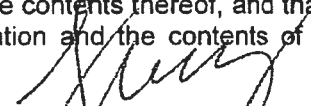
The Applicant and the individual executing this Application on behalf of applicant acknowledge that the Agency and its counsel will rely on the representations made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

STATE OF NEW YORK )  
COUNTY OF ORANGE ) ss.:


JAMES P. DAWLEY, JR., being first duly sworn, deposes and says:


1. That I am the MEMBER / COO (Corporate Office) of RIDGE HUDSON VALLEY LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.

2. That I have read the attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete.

  
\_\_\_\_\_  
(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury this 9 day of May, 2017.

  
\_\_\_\_\_  
(Notary Public)

 **MANDY E. CUMMING**  
Notary Public  
Commonwealth of Massachusetts

This Application should be submitted to the Orange County Funding Corporation, c/o Robert T. Armistead, Chairman, The Accelerator, 4 Crotty Lane, Suite 100, New Windsor, NY 12553.

The Agency will collect an administrative fee at the time of closing.

**SEE ATTACHED FEE SCHEDULE**

Transaction Counsel  
CHARLES SCHACHTER, ESQ./  
RUSSELL GAENZLE, ESQ.  
Harris Beach PLLC  
99 Garnsey Road  
Pittsford, New York 14534  
Tel: (585) 419-8633  
Fax: (585) 419-8817


Attach copies of preliminary plans or sketches of proposed construction or rehabilitation or both.

Attach the following Financial Information of the Company

1. Financial statements for last two fiscal years (unless included in company's Annual Reports).
2. Company's annual reports (or Form 10-K's) for the two most recent fiscal years.
3. Quarterly reports (Form 10Q'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 above in items 1, 2 and 3 of any expected Guarantor of the proposed bond issue, if different from the company.


**HOLD HARMLESS AGREEMENT**

Applicant hereby releases the ORANGE COUNTY FUNDING CORPORATION and the members, officers, servants, agents and employees thereof (the "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, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein 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. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, 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 Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in processing of the Application, including attorneys' fees, if any.

  
(Applicant Signature)  
By: RIDGE HUDSON VALLEY, LLC  
Name: JAMES P. DAWLEY, JR.  
Title: MEMBER, COO

  
(Notary Public)

Sworn to before me this 9 day  
of May, 2017

 **MANDY E. CUMMING**  
Notary Public  
Commonwealth of Massachusetts  
My Commission Expires  
April 11, 2019

**Real Property Tax Benefits (Detailed)**

\*\* 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							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
<b>TOTAL</b>							

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



**Cost Benefit Analysis**

**To be completed/calculated by AGENCY**

	<u>Costs =</u> <u>Financial Assistance</u>	<u>Benefits =</u> <u>Economic Development</u>
*Estimated Sales Tax Exemption	\$ _____	New Jobs Created Permanent _____ Temporary _____
		Existing Jobs Retained Permanent _____ Temporary _____
Estimated Mortgage Tax Exemption	\$ _____	Expected Yearly Payroll \$ _____
Estimated Property Tax Abatement	\$ _____	Expected Gross Receipts \$ _____
		Additional Revenues to School Districts _____ _____ _____
		Additional Revenues to Municipalities _____ _____ _____
		Other Benefits _____
Estimated Interest Savings IRB Issue	\$ _____	Private Funds invested \$ _____
		Likelihood of accomplishing proposed project within three (3) years  <input type="checkbox"/> Likely or <input type="checkbox"/> Unlikely

\* Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is a potential for a recapture of sales tax exemptions (see "Recapture" on page 10).

\$ \_\_\_\_\_ (to be used on the NYS ST-60)



**ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
ORANGE COUNTY FUNDING CORPORATION  
Adopted OCIDA 01-12-17**

The Orange County Industrial Development Agency (IDA)/ Orange County Funding Corporation (OCFC) was established for the purpose of creating employment opportunities for, and to promote the general prosperity and economic welfare of the residents of Orange County. The IDA/OCFC offers economic incentives and benefits to qualified applicants who wish to locate or expand their businesses or facilities in Orange County. When the IDA/OCFC approves a project, it enters into agreements to extend these incentives and benefits to the applicant.

Construction jobs, though limited in time duration, are vital to the overall employment opportunities and economic growth in Orange County. The IDA believes that companies benefiting from its incentive programs should employ local laborers, mechanics, craft persons, journey workers, equipment operators, truck drivers and apprentices (hereinafter "construction workers"), including those who have returned from military service, during the construction phase of projects. In this way, the IDA/OCFC can generate significant benefits to advance the County's general prosperity. It is, therefore, the policy of the IDA/OCFC that firms benefiting from its programs shall employ workers from Orange County and the "local labor" market during all project phases, including the construction phase.

For the purpose of this policy, the "local labor" market for construction workers shall be defined as those individuals living in Orange, Ulster, Sullivan, Dutchess, Putnam, Rockland and Westchester Counties. Applicants receiving IDA/OCFC benefits shall ensure the contractor/developer hire at least 85% from the "local labor" market for their approved projects. The 85% shall be by contractor and in total at the time of completion of the project. The contractor/developer is mandated to keep daily log sheets of all field workers, commencing on the date of application. Any work performed after application shall be included in the determination of overall compliance with the 85% hiring requirements of this policy. A third-party auditing firm will be engaged to monitor construction work commencing on the date benefits are granted by resolution of the IDA/OCFC Board.

However, the IDA/OCFC recognizes that the use of local labor may not be possible for the following reasons and the applicant may request an exemption on a particular contract or trade scope for the following reasons:

1. Warranty issues related to installation of specialized equipment whereby the manufacturer requires installation by only approved installers;
2. Specialized construction is required and no local contractors or local construction workers have the required skills, certifications or training to perform the work;
3. Cost Differentials:
  - a. For projects whose project cost exceeds \$15M, significant cost differentials in bid prices whereby the use of local labor and materials significantly increases the sub contract or contract of a particular trade or work scope by at least 20%. Every reasonable effort should be made by the applicant and

- or the applicant's contractor to get below the 20% cost differential including, but not limited to, communicating and meeting with local construction trade organizations, such as the Hudson Valley Building and Construction Trades Council and other local Contractor Associations;
- b. For projects whose project cost is less than \$15M, significant cost differentials in bid prices whereby the use of local labor and materials significantly increases the sub contract or contract of a particular trade or work scope by 10% or more. Every reasonable effort should be made by the applicant and or the applicant's contractor to get below the 10% cost differential including, but not limited to, communicating and meeting with local construction trade organizations, such as the Hudson Valley Building and Construction Trades Council and other local Contractor Associations;
4. No labor is available for the project; and
  5. The contractor requires key or core persons such as supervisors, foreman or "construction workers" having special skills that are not available in the "local labor" market.

**The request to secure an exemption for the use of non-local labor must be received from the applicant on the exemption form provided by the IDA/OCFC or the 3<sup>rd</sup> party monitor and received in advance of work commencing.** The request will be reviewed by the 3<sup>rd</sup> party monitor and forwarded to the IDA/OCFC, at which time the IDA/OCFC's Audit Committee shall have the authority to approve or disapprove the exemption. The 3<sup>rd</sup> party monitor shall report each authorized exemption to the Board of Directors at its monthly meeting.

In addition, applicants receiving IDA/OCFC benefits and Contractors on the project shall make every reasonable effort to utilize vendors, material suppliers, subcontractors and professional services from Orange County and the surrounding counties. Applicants and contractors shall be required to keep records of those local vendors, material suppliers, contractors and professional services whom they have solicited and with whom they have contracted with or awarded. This shall be stored in a binder on site and shall be easily available for review by an authorized representative of the IDA/OCFC, such as the IDA/OCFC's 3<sup>rd</sup> party monitor. It shall include any documents for solicitation and contracts. It is the goal of the County of Orange and the IDA/OCFC to promote the use of local veterans on projects receiving IDA/OCFC benefits. By partnering with local contractors, local contractor groups, local trade unions and contractors awarded work on IDA/OCFC projects, there are opportunities for veterans to gain both short term and long term careers in the construction industry.

Once approved for IDA/OCFC benefits, all applicants will be required to provide to IDA/OCFC staff the following information:

1. Contact information for the applicant's representative who will be responsible and accountable for providing information about the bidding and awarding of construction contracts relative to the applicant's project;
2. Description of the nature of construction jobs created by the project, including in as much detail as possible, the number, type and duration of construction positions;
3. The names, contact information, certificate of authorization to do business in the State of New York and copies of current Certificates of NYS Workers' Compensation Insurance, NYS Disability Insurance, General Liability Insurance

- and proof of current OSHA training certification from all contractors' employees performing work on the site; and
4. A Construction Completion Report listing the names and business locations of prime contractors, subcontractors and vendors who have been engaged in the construction phase of the project.

All Orange County IDA/OCFC projects are subject to local monitoring by the IDA/OCFC and any 3<sup>rd</sup> party monitor. The applicant and/or the Construction Manager or General Contractor acting as agent for the applicant on the project, shall keep a log book on site detailing the number of workers, hours worked and counties and states in which they reside. Proof of residency or copy of drivers' license shall be included in the log book, along with evidence of necessary OSHA certifications. Reports will be on forms provided by the IDA/OCFC or weekly payroll reports which contain the same information as required on the IDA/OCFC issued form. The applicant and contractors are subject to periodic inspection or monitoring by the IDA/OCFC or 3<sup>rd</sup> party monitor.

The 3<sup>rd</sup> party monitor shall issue a report to the IDA/OCFC staff immediately when an applicant or applicant's contractor is not in compliance with this labor policy. IDA/OCFC staff shall advise the Audit Committee and/or IDA/OCFC Board of non-compliance by email or at the next scheduled meeting. If a violation of policy has occurred, IDA/OCFC staff shall notify the applicant and contractor in writing of non-compliance and give applicant a warning of violation and 72 hours in which to correct such violation. Upon evidence of continued non-compliance or additional violations, the IDA/OCFC and/or its 3<sup>rd</sup> party monitor shall notify the applicant that the project is in violation of the Orange County IDA/OCFC Labor Policy and is subject to IDA/OCFC Board action which may result in the revocation, termination and/or recapture of any or all benefits conferred by the IDA/OCFC.

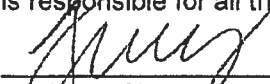
**The IDA/OCFC will use a third party firm or firms to monitor and audit compliance with this local labor policy, the cost of which shall be paid for by the Company in advance of the audits and held in a non-interest bearing escrow account until audits are complete.**

The applicant of an IDA/OCFC approved project shall be required to maintain a 4' X 8' bulletin board on the project site containing the following information:

1. Contact information of the applicant;
2. Summary of the IDA/OCFC benefits received;
3. Contractors names and contact information on IDA/OCFC provided form;
4. Copies of proof of exemption from labor policy;
5. Copies of any warnings or violations of policy;
6. Copy of the Executed Labor Policy.

The bulletin board shall be located in an area that is accessible to onsite workers and visitors, which should be clear and legible at least 10 feet from said board.

The applicant has read the OCIDA/OCFC Labor Policy and agrees to adhere to it without changes and shall require its construction manager, general contractor and sub-contractors who are not exempt to acknowledge the same. The Applicant understands and agrees that it is responsible for all third-party auditing and monitoring costs.

  
\_\_\_\_\_  
Applicant Signature

ALICE HUDSON VALLEY LLC  
\_\_\_\_\_  
Company Name

JAMES P. DAWLEY, JR.  
\_\_\_\_\_  
Print Name of above signer

781-559-3301 x 160  
\_\_\_\_\_  
Email/phone of Applicant

5-9-17  
\_\_\_\_\_  
Date

N/A  
\_\_\_\_\_  
Signature of CM, GC or SC

N/A  
\_\_\_\_\_  
Company Name

N/A  
\_\_\_\_\_  
Print Name of above signer

N/A  
\_\_\_\_\_  
Email/phone of CM/GC/SC

N/A  
\_\_\_\_\_  
Date