



**APPLICATION TO  
HERKIMER COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
FOR FINANCIAL ASSISTANCE**

**I. APPLICANT INFORMATION:**

<b>Company Name:</b>	F.E. Hale Manufacturing and Promised Land Development, LLC		
<b>Address:</b>	11206 Cosby Manor Rd.		
	Utica, NY 13502		
<b>Product/Services:</b>	Manufacturer of Wood Furniture		
<b>Phone No.:</b>	315-894-5490	<b>Fax No.:</b>	315-894-5046
<b>Email Address:</b>	erika@halemfg.com		
<b>Fed ID No.:</b>	15-0330340	<b>NAICS Code:</b>	337211
<b>Contact Person/Title:</b>	Erika Romeo- Vice President		

**Principal Owners/Officers/Directors:**

**(list owners with 15% or more in equity holdings with percentage ownership)**

James Benson 98%

_____	_____	_____
_____	_____	_____
_____	_____	_____

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

**Form of Entity:**

- ☒ **Corporation**
- ☐ **Partnership (General \_\_\_\_\_ or Limited \_\_\_\_\_; number of general partners \_\_\_\_\_ and, if applicable, number of limited partners).**
- ☒ **Limited Liability Company/Partnership (number of members 1).**
- ☐ **Sole Proprietorship**

**If a corporation, partnership, limited liability company/partnership:**

**Date of establishment** Hale- 9/26/1907 Promised Land- 4/12/2001

**Place of organization** Utica, NY

**If a foreign organization, is the Applicant authorized to do business in the State of New York?** \_\_\_\_\_.

**APPLICANTS' COUNSEL**

**Name:** Andy Kowalczyk  
**Address:** 185 Genesee Street, Suite 1200  
 Utica, NY 13501  
**Phone No.:** 315-724-3164  
**Telefax No.:**

**II. PROJECT INFORMATION****A) Describe the proposed project, acquisition, construction or reconstruction in as much detail as possible, along with a timeline.**

F.E. Hale Mfg. is locating from 120 Benson Place, Frankfort to 11206 Cosby Manor Rd., Utica. In order to make 11206 Cosby Manor functional for our operation, we need to renovate the space including installing a ground level overhead door with blacktop driveway, install a new sawdust removal system, breaking down brick walls for the loading dock area, removing drop ceilings, all heat and AC ducts, updated electric with lighting and reorganizing the sprnkler system. When the renovations are near completion we will begin moving our facility. To move the variety of large, heavy machinery we will hire a company specializing in wodworking equipment from its current location, load it on trucks and bring it to the new location where they will unload and place each piece as to the floor plan. The facility in question has been acquired by Promised Land Development, LLC. The sole member of Promised Land Development, LLC is F.E. Hale Mfg. Co. Promised Land Development, LLC is a real estate holding company and will lease the facility to F.E. Hale Mfg. Co.

**B) Project Description (check all applicable)**

- ☒ Manufacturing  
☐ Warehousing/Distribution  
☐ Tourism Destination Facility  
☐ Retail  
☐ Other – Specify \_\_\_\_\_

**C) Name of all sub-lessees or other occupants of the facility:**

Real Estate owned by Promised Land Development, LLC.  
 All equipment, stock and operations by F.E. Hale Mfg. Co.

**D) Principals of any sub-lessee or occupant.**

Same

**III. COST BENEFIT ANALYSIS:****A) Project Cost (Estimates) (where applicable)**

1. Land	\$n/a
2. Building	\$850,000 (land and building total)
3. Renovation Costs	\$280,000
4. Machinery and Equipment	\$290,000
5. Soft Costs	\$
6. Legal Costs	\$30,000
7. Other (specify)	\$
Total Estimated Project Amount	\$1,575,000

**B) FINANCING (Source of funds where applicable)**

Bank	\$
Private Funds Invested	\$1,575,000
Industrial Revenue Bond	\$
Other	\$
Total (should equal III. A)	\$1,575,000

**C) Financial Assistance Requested (Proposed Benefit Estimates) (Please note n/a in any line where you are not seeking assistance)**

Type of Financing: ☒ Tax-Exempt ☐ Taxable ☐ Straight Lease

Amount of Bonds Requested: \$0

Amount of New Mortgage (s) required for project: \$0

Project-Related Costs Subject to Sales Tax: \$696,000

**Estimated Value of Tax Exemptions:**

- |  |          |
|--|----------|
| 1. NYS Sales and Compensating Use Tax<br>(State 4% + Local 4.25% = Total 8.25%)                  | \$57,420 |
| 2. Mortgage Recording Taxes<br>(1% of total proposed mortgage amount)                            | \$0      |
| 3. Real Property Tax Exemptions<br>(the Agency will assist with this estimation at your request) | \$63,080 |
| 4. Estimated interest savings on Issuance by the Agency of Industrial Revenue Bonds              | \$0      |

Total Estimated Value of Tax Exemptions \$120,500

## D) Employment Information/Job Creation

*The Agency recommends the following standard when reporting FTE – Full Time Equivalent jobs: Full-time equivalent is a ratio that compares the number of hours worked during a pay period by an employee to the number of work hours during the pay period that equates to full time employment. For example, an employee who works hours equal to full time is 1.0 FTE. An employee who works half the hours of full time employment is 0.5 FTE, while an employee that works one-third the hours of full time employment would be considered .3 FTE. Please contact the Agency for assistance if needed.*

Please provide the current number of existing jobs.

FTE 26 (please attach a list of current employees)

Please provide an estimated number of jobs to be retained as a result of this project.

FTE 26

Please provide an estimated number of jobs that will be created as a result of this project.

FTE 4

Please provide the total number of jobs you anticipate upon completion of this project.

FTE 30

Please provide the average estimated annual salary of jobs to be created as a result of this project.

\$32,000

Please provide the annualized salary range of jobs to be created. From \$ 30,000 To \$ 35,000

Please provide the average annual salary of jobs to be retained. \$34,000

Please note any proposed fringe benefits for jobs to be created by job title.

401K- 3% of wages paid, health and dental insurance, life insurance

E) Estimate number of construction jobs to be used for this Project: FTE n/a

## F) Other Public Benefits:

Bringing outside dollars into the Mohawk Valley area.

#### IV. PROJECT LOCATION/UTILITIES/IMPACT

- A) Project Address: 11206 Cosby Manor Road  
Utica NY 13502
- B) Are Utilities on Site  
Water X Electric X  
Gas X Sanitary/Storm Sewer \_\_\_\_\_
- C) Present legal owner of the site MAE- CNY.net, LLC
- D) Zoning of Project Site: Current: Planned Development Proposed: Manufacturing
- E) Are any variances needed: Not known at this time.
- F) Principal use of Project upon completion: Manufacturing facility for wood furniture
- G) 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? No
- H) 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? No
- I) Will the Project result in the abandonment of one or more plants or facilities located in the State of New York? No  
If you answered yes to G-H or I please indicate whether the project is reasonably necessary for the company to maintain its competitive position in the industry. Please explain in detail. Attach supporting documentation.

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#### V. 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 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 Project will 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 Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in

which the Project is located. The IDA encourages to the fullest extent possible, the hiring of local labor for all construction projects.

- B.) **Annual Sales Tax Filings.** In accordance with Section 874(8) of the New York General Municipal Law, the Applicant understands and agrees that, if the 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. A copy of such form should be provided to the Agency annually upon submission to the State.
- C.) **Sales Tax Tracking.** The Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance that they will submit to the Agency, a quarterly tracking form (form will be provided) listing all sales tax savings incurred to allow for the Agency to monitor and report to the State as required.
- D.) **Recapture of Benefits.** The Applicant understands and agrees that the benefits received from tax abatements/exemptions shall be subject to recapture in accordance with the Agency's tax exemption policy. The Agency reserves the right to include in the transaction documents the recapturing of the total value of real property/sales tax exemptions approved for a Project if any of the following conditions arise:
- a. The Project Facility as defined in the PILOT/Lease Agreement is sold or closed and the Applicant leaves or departs Herkimer County.
  - b. There is a significant change in the use of the Project Facility and/or business activities of the Applicant.
  - c. There is a significant reduction in the number of full/part-time jobs at the Project Facility in comparison to what was estimated in the Applicant's Project Application that are not reflective of the Applicant's normal business cycle or national economic conditions.
  - d. The Applicant fails to fully comply with all periodic and/or annual reporting requirements of the Agency, State or Federal government.
  - e. The Applicant failed to achieve any minimal new job creation figures specified by and within the time frames specified by the Agency
- E.) **Annual Employment Reports.** The Applicant understands and agrees that, if the 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 in addition to any additional project information as may be required. The Chief Executive Office shall submit to the Agency prior to February 1<sup>st</sup> of each year, a written certification setting forth:
- a. Number of full-time equivalent employees at the Project location as of the last date of the prior year
  - b. Number of construction jobs during the fiscal year as a result of the Project
- F.) **Absence of Conflicts of Interest.** The Applicant has received from the Agency a list (see page 10) 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:
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**VI. FINANCIAL INFORMATION (attach the following):**

1. Financial Statements for the last three fiscal years.
2. Proforma balance sheet as at start of operations at project site.
3. Projected profit and loss statements for first two years of operation at project site.
4. Projected "cash flow" statement, by quarters, for first year of operation at project site.

The Applicant and the individual executing this Application on behalf of the applicant acknowledge that the Agency will rely on the representations made herein when acting on this application and hereby represent 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.

Applicant: F.E. Hale Mfg. Co & Promised Land Development, LLC

Date: 06/29/2021

Signature: 

Name: James Benson

Title: President and Member

Submit this application with a general application fee of \$500.00. If this application is for Market Rate Housing Benefits, please submit \$1,500.00 which includes a non-refundable application fee of \$500.00 and a commitment fee of \$1,000.00 that will be applied at closing; if the project does not close the \$1,000.00 is not refundable. Make check payable to: Herkimer County Industrial Development Agency, 420 E. German Street, Suite 101A, Herkimer, New York 13350, to the attention of John J. Piseck, Jr., Executive Director. The Agency will collect ½ (one-half) of its Project Fee at the time of the signing of an inducement agreement. The final half of the Agency fee will be payable at which time the HCIDA takes title to the Facility, or upon issuance of bonds. The applicant will also be responsible for all HCIDA legal fees related to this project. Should your company for any reason decide to withdraw this application for financial assistance after submission but prior to completion, you will be responsible for any legal fees involved to that point. In addition the Agency will assess a fee for services rendered and costs incurred.

*Agency fees will be assessed at 1% of the total project cost.*

The Agency will assess your company an annual administration fee in the form of rent under the Lease Agreement in the amount of \$750.00.

Please call 315-866-3000 with any questions

*"This institution is an equal opportunity provider, employer and lender"*

## HOLD HARMLESS AGREEMENT

Applicant hereby releases the Herkimer County Industrial Development Agency 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 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.

F E Hale Mfg. Co & Promised Land Development, LLC

(Applicant)

06/29/2021

(Date)

(Signature)

James Benson

(Name)

President and Member

(Title)

STATE OF NEW YORK )

)ss.:

COUNTY OF \_\_\_\_\_ )

On the \_\_\_\_ day of \_\_\_\_\_, in the year 20\_\_\_\_, before me, the undersigned a Notary Public in and for said State, personally appeared \_\_\_\_\_, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he/she executed the same in his/her capacity, and that by his/her signature on the instrument, the individuals, or the person or behalf of which the individuals acted, executed this instrument.

\_\_\_\_\_  
Notary Public



**2021 BOARD MEMBERS & STAFF**  
**HERKIMER COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**CHAIRMAN**

**Vincent J. Bono**

**Date Appointed**

**7/3/2002**

*Current partner in Bono Brothers LLC Manufactured Housing community, Current Chairman of the Herkimer County Legislature.*

**VICE CHAIRMAN**

**David M. Chlus**

**4/6/2011**

*Financial Consultant at Morgan Stanley for 26 years.*

**SECRETARY**

**John Scarano**

**4/24/2013**

*Executive Director of the Herkimer County Chamber of Commerce (10 years); former VP Finance Curtains and Fabrics, manufacturer of lace curtains. (8 years)*

**TREASURER**

**Michael Werenczak**

**10/26/2011**

*Current Specialist with the Herkimer County Employment & Training Administration (13 years); former Production Foreman with Special Metals Corporation (12 years), Product Manager for AAR Corporation (5 years); Expeditor for Allied / Bendix Corporation. (5 years)*

**DIRECTOR**

**Cory Albrecht**

**4/4/2018**

*Director of the Advanced Institute for Manufacturing at Mohawk Valley Community College, previous Vice President/Business Development Manager at Mohawk Valley Applied Technology Corp. (10 years).*

**DIRECTOR**

**Catherine Ricci**

**7/22/2015**

*Employed for 40 years with family owned Ricci Farms, former member of Schuyler Planning Board serving one year as chairperson, former member of Herkimer County Dairy Promotion committee.*

**DIRECTOR**

**Ann Gaworecki**

**8/07/2019**

*Commercial Lending Officer at Adirondack Bank (15 years).*

*All Above Board Members are appointed by the Herkimer County Board of Legislators and serve at the pleasure of the board.*

**ASSISTANT SECRETARY/TREASURER**

**Stacey J. Holleran**

**IDA ATTORNEY**

**Anthony Hallak, Esq.**

**COMMITTEES**

***Revolving Loan Committee (11/24/2020):***

***Audit and Governance Committees (11/24/2020):***

***Marketing Committee (11/24/2020):***

***Finance Committee (11/24/2020):***

**Ann Gaworecki, David Chlus, John Scarano  
Board as a Whole**

**David Chlus, John Scarano**

**Board as a Whole**

**Board Meetings held the last Tuesday of every month at 8:00 AM (subject to change)**

**At the Herkimer County Chamber of Commerce, Conference Room**

**420 E. German St., Herkimer, NY**

January 5, 2021

## STAFF

### **John J. Piseck, Jr., Executive Director**

*John joined the IDA in February 2018. His experience includes: Sales Engineer for CTM Corporation (15 years); Herkimer County Legislator (4 years); past Chairman of the Board of Directors for the HCIDA; former member of Mohawk Valley Economic Development District; served on Board of Directors for the Creative Core.*

### **Stacey Holleran, Office Manager**

*Stacey Holleran is a graduate of Mohawk Central High School and Central City Business Institute. Stacey joined the IDA in 2015 after 23 years of economic development experience at the Mohawk Valley Economic Development District and 13 years of purchasing experience at General Electric. Stacey performs all financial operations, human resource functions, and administrative tasks for the Agency under the direction of the Executive Director.*

### **Victoria Adams, Administration & Grant Coordinator**

*Victoria Adams joined the IDA in March 2019. She comes from a financial background in accounting and banking. She assists Stacey and John in performing administrative duties for the IDA as well as coordinating grants awarded to, or passing through, the IDA.*

### **Brian Mula, Marketing Specialist**

*Brian Mula is a recent graduate from the University at Albany with a degree in Business Administration and Marketing. He assists in the development and distribution of marketing materials for the IDA along with completing day-to-day tasks and objectives..*