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

**I. APPLICANT INFORMATION:**

**Company Name:** Wilcor International Inc / Foothills Development LLC  
**Address:** 161 Drive In Rd  
Frankfort, NY 13340  
**Product/Services:** wholesale distributor of camping, sporting, gifts etc to vacation areas  
**Phone No.:** 315 733 3542 **Fax No.:** 315 733 3215  
**Email Address:** bill@wilcor.net  
**Fed ID No.:** 16-1360687 **NAICS Code:**  
**Contact Person/Title:** Bill Corrigan

**Principal Owners/Officers/Directors:**

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

Karen Corrigan 18%	William Corrigan 18%	
Shawn Corrigan 18%	David Corrigan 18%	
Dennis Corrigan 18%		

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

**Form of Entity:**

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

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

**Date of establishment** incorporated 1990, prior to that a sole proprietor \_\_\_\_\_.

**Place of organization** NY \_\_\_\_\_.

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

**APPLICANTS' COUNSEL**

**Name:** Cohen & Cohen  
**Address:** 258 Genesee St Suite 563  
 Utica, NY 13502  
**Phone No.:** 315 798-8830  
**Telefax No.:**

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

Construct approximately 50,000 square foot addition to current warehouse in Schuyler. Space will be used to expand our product storage, increase order processing space, create a new receiving area, create a second floor area for future use for product display and or office. The storage area set as a dense storage system utilizing higher pallet storage, very narrow isles, wire guided swing reach pallet trucks.

**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:**

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

1. Land	\$ _____
2. Building	\$ 3,915,536
3. Renovation Costs	\$ _____
4. Machinery and Equipment	\$ 903,600
5. Soft Costs	\$ 99,000
6. Legal Costs	\$ 15,000
7. Other (specify)	\$ _____
<b>Total Estimated Project Amount</b>	<b>\$ 4,933,136</b>

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

Bank	\$ 2,933,136
Private Funds Invested	\$ 2,000,000
Industrial Revenue Bond	\$ _____
Other	\$ _____
<b>Total (should equal III. A)</b>	<b>\$ 4,933,136</b>

**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: \$ \_\_\_\_\_

Amount of New Mortgage (s) required for project: \$ 1,915,536

Project-Related Costs Subject to Sales Tax: \$ 2,995,297

**Estimated Value of Tax Exemptions:**

- |   |            |
|---|------------|
| 1. NYS Sales and Compensating Use Tax<br>(State 4% + Local 4.25% = Total 8.25%)                     | \$ 247,112 |
| 2. Mortgage Recording Taxes<br>(1% of total proposed mortgage amount)                               | \$ 19,155  |
| 3. Real Property Tax Exemptions<br>(the Agency will assist with this estimation<br>at your request) | \$ 380,570 |
| 4. Estimated interest savings on Issuance by the<br>Agency of Industrial Revenue Bonds              | \$ _____   |

**Total Estimated Value of Tax Exemptions** \$ 646,837

#### 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 57 plus**                      **(please attach a list of current employees)**

+ Seasonal temp employees 20

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

FTE 57 plus + seasonal temp employees

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

FTE see note 5 within 1 year of completion  
10 within 5 year of completion plus 40 temp employees

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

FTE 60

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

34,000

Please provide the *annualized salary range* of jobs to be *created*. From \$30,000 To \$40,000

Please provide the *average annual salary* of jobs to be *retained*. 49,500

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

401k with match contributions and optional profit sharing

Health insurance including dental

paid time off

E) Estimate number of construction jobs to be used for this Project: FTE <sup>48</sup>

**F) Other Public Benefits:**

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

- A) **Project Address:** 161 Drive In Rd  
Frankfort, NY 13440
- B) **Are Utilities on Site**  
**Water** yes **Electric** yes  
**Gas** yes **Sanitary/Storm Sewer** no
- C) **Present legal owner of the site** Foothills Development LLC.
- D) **Zoning of Project Site: Current:** PD **Proposed:** \_\_\_\_\_.
- E) **Are any variances needed:** None we are aware of.
- F) **Principal use of Project upon completion:** Distribution.
- 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.
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

#### 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. *Keep Confidential WJC*
2. Proforma balance sheet as at start of operations at project site. *Keep Confidential WJC*
3. Projected profit and loss statements for first two years of operation at project site. *Keep Confidential*
4. Projected "cash flow" statement, by quarters, for first year of operation at project site. *Keep Confidential*

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: Wilcor International / Foothills Development  
 Date: 3-24-21  
 Signature: William Corrigan  
 Name: William Corrigan  
 Title: VP

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

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