

" AMENDED 1-10-14 "



TOWN OF ISLIP

INDUSTRIAL DEVELOPMENT AGENCY

Application
for
Financial
Assistance

Town of Islip IDA
40 Nassau Avenue
Islip, New York 11751
Phone 631.224.5512
Fax 631.224.5532

APPLICANT INSTRUCTIONS

- ◆ In order for a Town of Islip IDA Application to be reviewed in a timely manner, it must be complete. All questions must be answered and all required attachments must be included.
- ◆ Use "None" or "Not Applicable" where necessary.
- ◆ Part VI—Bond Information, need only be completed by applicants for Taxable or Tax Exempt Industrial Development Bonds.
- ◆ All applicants must submit an original and two (2) copies of all documents to the Agency.
- ◆ All applications must be accompanied by a \$1000 non-refundable fee to the Town of Islip Industrial Development Agency, and a \$500 non-refundable fee to the Town of Islip for the EAF Review required by the State Environmental Quality Review Act (SEQRA). (If the project has already undergone a SEQRA review during the preview process, then applicant can submit the completed EAF for the one attached to the application).

APPLICANT CHECKLIST

- I have completed all sections of the attached application.
- I have signed and notarized the Certification Section (Part VII-A).
- I have signed Part VII-B regarding the Fee Structure for all IDA transactions.
- I have attached all company financial information required by Part VIII-A.
- I have completed and signed the Environmental Assessment Form required by SEQRA. (If the project has already undergone a SEQRA review during a previous process, substitute the completed EAF for the one that was attached to this application).
- I have completed and signed Form RP485-b as required by Real Property Tax Law.
- I have submitted the original and two (2) copies of all application materials to the Agency for review.
- I have submitted an application fee check for \$1000 payable to the Town of Islip IDA.
- I have submitted a \$500 check payable to the Town of Islip for the SEQRA review. (If the project has already undergone a SEQRA review during a previous process, and the applicant substitutes the completed EAF for the one attached to the application, the \$500 SEQRA fee is waived).

PART I Company (Owner/User) Data

PART II Project Data

PART III Employment/Sales Data

PART IV Construction Schedule

PART V Project Costs/Financing

PART VI Certifications

PART VII Required Attachments

- 1. Financial Information**
- 2. EAF**
- 3. RP 485-b**

I. OWNER & USER DATA

A. Owner Data

1. Company Name Shri Parshwa Padmavati & Co, LLC
Current Address 100 Commercial Street, Plainview, NY 11803
2. Company Officer certifying this application
Name Kanak Golia
Mailing Address 100 Commercial Street, Plainview, NY 11803
Telephone [REDACTED] Fax [REDACTED]
Email [REDACTED]
3. Business Type
 Sole Proprietorship General Partnership
 Limited Partnership Limited Liability Company
 Not-for-profit Corporation Privately Held Corporation
 Education Corporation Other
 Public Corporation—Listed on _____ Exchange
4. State of Incorporation New York
5. Principal Officers
- | Name | Title |
|---------------------|---------------|
| <u>Kanak Golia</u> | <u>Member</u> |
| <u>Prabba Golia</u> | <u>Member</u> |
6. Principal Stockholders
- | Name | Title |
|----------------------|-------|
| <u>Same as above</u> | |
7. Owner's Legal Counsel
Name Andrew Presberg, Esq.
Firm Name Law Offices of Andrew Presberg, P.C.
Address 100 Corporate Plaza, Islandia, NY 11749
Telephone [REDACTED] Fax [REDACTED]
Email [REDACTED]
8. Bank References
TD Bank, N.A.
Citibank, N.A.
9. Major Trade References
Quality King Distributors
Elizabeth Arden
10. Nature of Business
(i.e. "manufacturer of ___ for ___ industry" or "warehouse distributor of ___" or "real estate holding company")
Real estate holding company

11. NAICS Code _____
For help determining your NAICS code, please visit <http://www.naics.com>

I. OWNER & USER DATA

A. Owner Data

1. Company Name Shri Parshwa Padmavati & Co, LLC
Current Address 100 Commercial Street, Plainview, NY 11803
2. Company Officer certifying this application
Name Kanak Golia
Mailing Address 100 Commercial Street, Plainview, NY 11803
Tele [REDACTED] Fax _____
Ema [REDACTED]
3. Business Type
 Sole Proprietorship General Partnership
 Limited Partnership Limited Liability Company
 Not-for-profit Corporation Privately Held Corporation
 Education Corporation Other
 Public Corporation—Listed on _____ Exchange
4. State of Incorporation New York
5. Principal Officers Name Title
Kanak Golia Member
Prabba Golia Member
6. Principal Stockholders Name Title
Same as above
7. Owner's Legal Counsel
Name Andrew Presberg, Esq.
Firm Name Law Offices of Andrew Presberg, P.C.
Address 100 Corporate Plaza, Islandia, NY 11749
Tele [REDACTED] Fax [REDACTED]
Email [REDACTED]
8. Bank References
TD Bank, N.A.
Citibank, N.A.
9. Major Trade References
Quality King Distributors
Elizabeth Arden
10. Nature of Business
(i.e. "manufacturer of ___ for ___ industry" or "warehouse distributor of ___" or "real estate holding company")
Real estate holding company
11. NAICS Code _____
For help determining your NAICS code, please visit <http://www.naics.com>

I. OWNER & USER DATA

B. User Data

For co-applicants, where a tenant/landlord relationship will exist between the owner and the user, the user must occupy at least 50% of the square footage of the facility

1. Company Name Perfume Center of America, Inc.
Current Address 100 Commercial Street, Plainview, NY 11803
2. Company Officer certifying this application
Name Kanak Golia
Mailing Address 100 Commercial Street, Plainview, NY 11803
Telephone [REDACTED] Fax [REDACTED]
Email [REDACTED]
3. Business Type
 Sole Proprietorship General Partnership
 Limited Partnership Limited Liability Company
 Not-for-profit Corporation Privately Held Corporation
 Education Corporation Other
 Public Corporation—Listed on _____ Exchange
4. State of Incorporation New York
5. Principal Officers

Name	Title
<u>Kanak Golia</u>	<u>President</u>
<u>Prabba Golia</u>	<u>Vice President</u>
6. Principal Stockholders

Name	Title
<u>Same as above</u>	
7. User's Legal Counsel
Name Andrew D. Presberg, Esq.
Firm Name Law Offices of Andrew Presberg, PC
Address 100 Corporate Plaza, Suite B102, Islandia, NY 11749
Telephone [REDACTED] Fax [REDACTED]
Email [REDACTED]
8. Bank References
TD Bank
Citibank, N.A.
9. Major Trade References
Quality King Distributors
Elizabeth Arden
10. Nature of Business
(i.e. "manufacturer of ___ for ___ industry" or "warehouse distributor of ___" or "real estate holding company")
Distributors of perfume and cologne products to wholesalers, distributors, chain stores and retailers
11. NAICS Code [REDACTED]

For help determining your NAICS code, please visit <http://www.naics.com>

II. PROJECT DATA

A. Location

1. Street Address 2020 Ocean Avenue, Ronkonkoma, NY
2. Tax Map
500 104 03 16.025 & 16.026
District # Section # Block # Lot #
3. Acreage 11
4. Municipal Jurisdictions
Town Islip
Village Ronkonkoma
School District Ronkonkoma

B. Description (Check all that apply)

- New Construction 150,000 Square Feet
- Addition to Existing Facility _____ Square Feet
- Acquisition of Existing Facility _____ Square Feet
- Acquisition & Renovation of Existing Facility _____ Square Feet
- Purchase of New Machinery & Equipment
- Other (specify) _____

C. Related Facilities

1. Are other facilities or related companies located within the state? Yes No
Address 100 Commercial Street, Plainview, NY - Nassau County
99 Lafayette Drive, Syosset, NY - Nassau County
2. If yes to above (C-1), will any of these facilities close or be subject to reduced activity? Yes No
3. If yes to above (C-2), please describe:
Existing facilities will be consolidated into this newly constructed facility

D. Real Estate Search

1. Has the company actively sought sites in another state or outside the New York metropolitan region? Yes No
2. If yes to above (D-1), please list the states/regions considered:

E. Present Owner

1. Who is the current legal owner of the site? Shri Parshawa Padmavati & Co., LLC
2. Is there a purchase option or other legal or common control in the project? Yes No
3. Is there an existing or proposed lease for the project? Yes No
4. If yes to either above (E-2 or E-3), please explain (i.e. purchase price, term of lease):

II. PROJECT DATA

F. Project Narrative

- i. Describe the project in detail, emphasizing the following:
 - A. Specific operations of the company to be conducted at the project premises
(product manufactured/warehoused, services rendered)
 - B. Proposed product lines and market demands
 - C. Need for the new facility
 - D. Square footage of the old facility
 - E. Square footage of the new facility
 - F. Type of building to be constructed
 - G. Major equipment to be purchased

This is an amended Application to the acquisition closing of 11 acres of Land in 2008 with the Seller and the Agency with the expectation that the Company would construct a 100,000 square foot facility. Due to the overall general decline in economy, the Company experienced a sales decline for 4 consecutive years, thereby making it previously impracticable to construct the facility. As of 2013, the Company's overall sales have increased substantially to where it can now move forward with its project. Based upon this increase, the Company intends to consolidate its facilities and construct a larger, approximately 150,000 square foot facility with a greater capital injection & increased jobs. The company presently occupies 94,000 sq. feet in Nassau County. These operations will be consolidated into the new state of the art facility. There is an affiliate to the Company known as Perfume Worldwide, Inc. which operates an e-commerce sales company which shall also be within this new facility and housing its employees, thereby increasing the overall project significantly. Equipment such as racks and conveyors, etc., will also be acquired as part of the revised project.

2. For pollution controls, also describe:
 - A. Type of pollution to be abated
 - B. Method of abatement
 - C. Existing orders of environmental agencies

III. EMPLOYMENT/SALES DATA

A. Employees	Current	First year upon completion	Second year upon completion
Full time	60 + (60 Affil)	70 + (70 Affil)	80 + (80 Affil)
Part time			
Seasonal	30 + (20 Affil)	30 + 20 (Affil)	30 + (20 Affil)
Total	170 (incl. Affil)	190 (incl. Affil)	210 (incl. Affil)

B. Payroll	Current	First year upon completion	Second year upon completion
Total \$	7,900,000*	8,900,000*	9,850,000*

C. Average Annual Wages	Current	First year upon completion	Second year upon completion
Total \$	46,470.00	46,842.00	46,900.00

D. Sales	Current	First year upon completion	Second year upon completion
Total \$	239,000,000	260,000,000	280,000,000

IV. PROJECT CONSTRUCTION SCHEDULE

A. Key Dates (proposed)

	Month & Year
1. Construction commencement	05/2014
2. Construction completion	12/2014
3. Building Occupancy	01/2015

B. Please check if any of the following applications/permits have been filed for the project:
(Check all that apply)

- | | |
|---|---|
| <input type="checkbox"/> Change of Zone | <input type="checkbox"/> Interior Alterations |
| <input type="checkbox"/> Special Use | <input type="checkbox"/> Building |
| <input type="checkbox"/> Variance | <input type="checkbox"/> Site plan |

V. PROJECT COSTS/FINANCING

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

Item	Amount
1. Land	\$ Owned from Closing in 2008
2. Site Work	400,000.00
3. Building (new construction)	15,000,000.00
4. Building (rehabilitation)	
5. Engineering & Architectural Fees	200,000.00
6. Machinery & Equipment	3,500,000.00 (Term Loan)
7. Other (specify)	
Closing & Financial Costs, construction interest	900,000.00
TOTAL PROJECT COST	20,000,000.00

B. How does the company propose to finance the project?

	Amount	Term
1. Tax Exempt IDB*		
2. Taxable IDB*		
3. Conventional Mortgage (with IDA sale/leaseback)	15,000,000.00	15 years
4. Owner/User Self-Financing (with IDA sale/leaseback)		
5. JDA/SBA		
6. Other loans	3,500,000.00	5 years
7. Company/Owner Equity contribution	7,500,000.00	(includes balance plus prior Land Acquisition)
TOTAL AMOUNT FINANCED	\$ 18,500,000.00	

C. Please estimate when the above amounts will be required

05/2014

Month & Year

* The Agency Fee of one-half of a basis point (.005) will be applied against the total project cost or, where applicable, against the amount of the IDB issuance.

VI. CERTIFICATIONS

A. Applicant Responsibilities

Kanak Golia (name of representative of entity submitting application or name of individual submitting application) deposed and says that s/he (choose and complete one of the following two options) (a) is a/the President (title) of Perfume Center of America, Inc.

(company name), the entity named in the attached application, or (b) is the individual named in the attached application; that s/he has read the foregoing application and knows the contents thereof; and that the same is true of his/her knowledge.

Deponent further says that s/he is duly authorized to make this certification on behalf of her/himself or on behalf of the entity named in the attached application. The grounds of deponent's belief relative to all matters in said application which are not stated upon his/her own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as, if deponent is not an individual applicant, information acquired by deponent in the course of his/her duties in connection with said entity and from the books and papers of said entity.

As (a) the representative of said entity, or (b) the individual applicant (such entity or individual applicant hereinafter referred to as the "Applicant"), deponent acknowledges and agrees that the Applicant shall be and is responsible for all costs incurred by the Town of Islip Industrial Development Agency (hereinafter referred to as the "Agency"), acting on behalf of the Applicant in connection with this application and all matters relating to the provision of financial assistance to which this application and all matters relating to the provision of financial assistance to which this application relates. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper or requested action or withdraws, abandons, cancels or neglects the application, then upon presentation of an invoice, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred with respect to the application up to that date and time, including fees to transaction counsel for the Agency and fees of general counsel for the Agency. Upon the successful conclusion of the transaction contemplated herein, the Applicant shall pay to the Agency an administrative fee set by the Agency, in accordance with its fee schedule in effect on the date of the foregoing application, which amount is payable at closing.

Kanak Golia

Print Name Kanak Golia
Title President

NOTARY

Sworn to before me this 9th day of January, 2014

TONY JOSEPH
Notary Public, State of New York
No. 01JO6171935
Qualified in Queens County
Commission Expires July 30, 2015

VI. CERTIFICATIONS

B. Fee Structure

1. Application Fee—\$1,000.

An application for IDA assistance must be accompanied by a non-refundable fee of \$1,000 a \$500 fee for the Town of Islip review of an Environmental Assessment Form as required by the State Environmental Quality Review Act (SEQRA). (The \$500 fee will be waived if the applicant's project has already undergone a SEQRA review during a previous process, i.e. site plan, building permit, change of zone, etc.)

2. Agency Fee—.006

Upon closing of any IDA project, the Agency will assess a fee of 6/10 of one per cent (60 basis points) against the size of the project. For IDB projects, the .006 will be measured against the final bond amount. For straight-lease transactions, the .006 will be measured against the projected total costs.

3. Agency Counsel—\$250 per hour

The Town of Islip Town Attorney's Office acts as counsel to the Town of Islip IDA and must be reimbursed for time spent on IDA-related transactions. The Agency counsel bills all time spent on IDA matters at \$250 per hour. For IDA closings up to \$5 million, the Agency counsel bills a minimum of \$3,500. For projects greater than \$5 million, the Agency counsel bills a minimum of \$5,000. For all other activities, i.e. terminations, simple consents and waivers, transfer of assets, etc., the Agency counsel will bill at the aforementioned \$250 per hour.

4. Processing Fee—\$500

During the course of IDA ownership/involvement, the Agency may occasionally be required, by the company, to consent to a variety of items, i.e. pre-payment of bonds, second mortgages, additional secured financing, etc. The Agency will charge a \$500 processing fee for each of these requests.

5. Assignments & Assumptions—\$1,500

Occasionally, the IDA is asked to transfer benefits that were assigned to the original company, i.e. PILOT or mortgage recording tax benefits, to a different company, typically upon a sale of the IDA property. The new company often wishes to continue IDA involvement with the property in order to retain the IDA incentives. The Agency will charge a \$1,500 fee for each of these transactions.

6. PILOT Extensions/Modifications- .006

Occasionally, the Agency is asked to extend or modify an existing Payment In Lieu of Taxes Agreement (PILOT). The .006 will be measured against the projected increase of the PILOT benefit.

7. Annual Administrative Fee - \$1,000

An Annual Administrative Fee of \$1,000 will be charged to all projects to cover the cost of all reporting and monitoring of the transaction. This fee is subject to periodic review and may be adjusted at the discretion of the Agency.

8. Bond/Transaction Counsel—fee negotiated separately

While the Town of Islip IDA is represented locally by the Town of Islip Town Attorney's Office, a separate Bond/Transaction Counsel is also necessary on any IDA project. Bond/Transaction counsels render "third party" opinions that the bond or straight lease transaction is authorized under all federal, state and local statutes. Bond/Transaction counsel also prepares all documents related to IDA transactions and coordinates all activities leading up to closing. The Town of Islip IDA has designated the firm of Nixon Peabody, LLP as its Bond/Transaction counsel and all fees are separately negotiated with them.

I have read and understand the aforementioned explanation of the fees associated with all Town of Islip Industrial Development Agency Transactions.

Signature _____ / C K P L P .

VII. REQUIRED ATTACHMENTS

A. Financial Information

(Attach the following financial information of the owner and user)

1. Financial statements for the last two fiscal years (unless included in the Owner's or User's Annual Report)
2. Owner's or User's Annual Reports (or Form 10-k's) for the two most recent fiscal years
3. Quarterly reports (Form 10-Q's) and current reports (Form 8-k's) since the most recent annual report, if any
4. In addition, if applicable, please attach the financial information described above in items A, B and C, of any expected guarantor of the proposed bond issue other than the Owner or the User
5. Upon request of the Applicant, the Agency will review the information submitted pursuant to this Section VIII and return all copies to the Applicant within two weeks after the inducement date. Please indicate whether you require the information to be returned.
 Yes No

B. Environmental Assessment Form

Please complete the attached EAF as required by the State Environmental Quality Review Act (SEQRA).

C. Form RP 485-b

Please complete the attached Form RP 485-b as required by Section 485-b of the Real Property Tax Law