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

Updated 4-2015
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 $1,000 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 $1,000 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: Prime Eleven Tower LLC
   Current Address: 687 Old Willets Path, Hauppauge, NY 11788

2. Company Officer certifying this application
   Name: GARY K. KAUPICK
   Mailing Address: 687 Old Willets Path, Hauppauge, NY 11788
   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 [Redacted] Exchange


5. Principal Officers
   Name: GARY K. KAUPICK
   Title: Managing Member

6. Principal Stockholders
   Name: GARY K. KAUPICK
   Title: Managing Member

7. Owner's Legal Counsel
   Name: CHRISTINE KOSSEL ESQ
   Firm Name: Kuzman Eisenberg Corbin & Leven, LLP
   Address: 1 North Broadway, White Plains, NY 10601
   Telephone: [Redacted]
   Fax: [Redacted]
   Email: [Redacted]

8. Bank References
   - Bank United
     10 N. Taylor Ave., N.Y., M.E.

9. Major Trade References

10. Nature of Business
    (i.e. "manufacturer of ___ for ___ industry" or "warehouse distributor of ___" or "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: Pods Enterprises, LLC
   Current Address: 13535 Feather Sound Dr, Clearwater, FL 33762

2. Company Officer certifying this application
   Name__________________________
   Telephone_____________________  Fax_____________________
   Email__________________________

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__________________________

5. Principal Officers
   Name__________________________  Title__________________________
   John Koch
   Simon Gregorcz

6. Principal Stockholders
   Name__________________________  Title__________________________
   Ontario Teachers Pension Fund

7. User's Legal Counsel
   Name__________________________  Title__________________________
   Joe Guerrini, Esq.
   Firm Name__________________________
   Address__________________________
   Telephone_____________________  Fax_____________________
   Email__________________________

8. Bank References
   ____________________________

9. Major Trade References
   ____________________________

10. Nature of Business
    (i.e. "manufacturer of ____ for ____ industry" or "warehouse distributor of ____" or "real estate holding company")
    Large House of Portable Storage Units (Pods)

11. NAICS Code__________________________
    For help determining your NAICS code, please visit http://www.naics.com
II. PROJECT DATA

A. Location

1. Street Address: 555 Prime Place, Hauppauge, NY
2. Tax Map

   District # ___________________________  Section # ___________________________
   Block # ___________________________  Lot # ___________________________
3. Acreage: 1.94 AC. <T>
4. Municipal Jurisdictions
   Town: Hauppauge, FP
   Village: ___________________________
   School District: ___________________________

B. Description (Check all that apply)

- [ ] New Construction ___________________________ 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 ___________________________ Square Feet
- [ ] Other (specify)_________________________

C. Related Facilities

1. Are other facilities or related companies located within the state? [ ] Yes  [ ] No
   Address: Throughout the state of NY (PODS)

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: ___________________________

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: Throughout the U.S.

E. Present Owner

1. Who is the current legal owner of the site? Prime Eleven Tower 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):

   10 year lease with one year option
II. PROJECT DATA

F. Project Narrative

1. 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

A. STORAGE AND DISTRIBUTION OF "PODS" FOR RESIDENTIAL AND COMMERCIAL USE
B. INCREASING ONGOING NEEDS BOTH COMM. + RESID.
C. CONTINUED GROWTH OF THE COMPANY
D. 20,000 SF
E. YR/150 S.F.
G. FORK LIFTS, OFFICE FURN. & COMPUTERS ETC

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

<table>
<thead>
<tr>
<th>A. Employees</th>
<th>Current</th>
<th>First year upon completion</th>
<th>Second year upon completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full time</td>
<td>6</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>Part time</td>
<td>3</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Seasonal</td>
<td>3</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Total</td>
<td>12</td>
<td>12</td>
<td>17</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>B. Payroll</th>
<th>Current</th>
<th>First year upon completion</th>
<th>Second year upon completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total $</td>
<td>750,000</td>
<td>800,000</td>
<td>650,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>C. Average Annual Wages</th>
<th>Current</th>
<th>First year upon completion</th>
<th>Second year upon completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total $</td>
<td>60,000</td>
<td>66,000</td>
<td>70,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>D. Sales</th>
<th>Current</th>
<th>First year upon completion</th>
<th>Second year upon completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total $</td>
<td>M.A.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### IV. Project Construction Schedule

#### A. Key Dates (proposed)


#### B. Please check if any of the following applications/permits have been filed for the project:

- [ ] Change of Zone
- [ ] Interior Alterations
- [ ] Special Use
- [ ] Building
- [X] Site plan
V. PROJECT COSTS/FINANCING

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

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Land</td>
<td>$1,400,000</td>
</tr>
<tr>
<td>2. Site Work</td>
<td>$350,000</td>
</tr>
<tr>
<td>3. Building (new construction)</td>
<td>$4,900,000</td>
</tr>
<tr>
<td>4. Building (rehabilitation)</td>
<td>$1,000</td>
</tr>
<tr>
<td>5. Engineering &amp; Architectural Fees</td>
<td>$1,500,000</td>
</tr>
<tr>
<td>6. Machinery &amp; Equipment</td>
<td>$400,000</td>
</tr>
<tr>
<td>7. Other (specify)</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL PROJECT COST</strong></td>
<td><strong>$7,200,000</strong></td>
</tr>
</tbody>
</table>

B. Please provide the amount of sales tax exemptions that your project requires

$14,470

Bt. If your project has a landlord/tenant arrangement, please provide the breakdown of the number above: Owner: $13,870, Tenant: $3,600

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

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Tax Exempt IDB*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Taxable IDB*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Conventional Mortgage</td>
<td>$4,500,000</td>
<td>10% 5 year note</td>
</tr>
<tr>
<td>(with IDA sale/leaseback)</td>
<td></td>
<td>25% 5 year amort.</td>
</tr>
<tr>
<td>4. Owner/User Self-Financing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(with IDA sale/leaseback)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. JDA/SBA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Other loans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Company/Owner Equity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>contribution</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL AMOUNT FINANCED</strong></td>
<td><strong>$4,500,000</strong></td>
<td></td>
</tr>
</tbody>
</table>

D. Please estimate when the above amounts will be required

**Jan. 2016**

Month & Year

* The Agency Fee of one-half of a basis point (.006) will be applied against the total project cost or, where applicable, against the amount of the IDB issuance. For low-cost projects, there will be a minimum fee of $5,000.
VI. CERTIFICATIONS

A. Applicant Responsibilities

(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 (title) of Prime Eleven Tower LLC (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.

Print Name: Garth Krupnick
Title: Managing Member

NOTARY
Sworn to before me this 2nd day of November, 2015
ERIN K. LIPANI
NOTARY PUBLIC-STATE OF NEW YORK
No. 0116240218

Qualified in Suffolk County
My Commission Expires May 02, 2018
VI. CERTIFICATIONS

B. Fee Structure

1. Application Fee—$1,000.00
   An application for IDA assistance must be accompanied by a non-refundable fee of $1,000 plus a $500 fee for the Town of Islip review of 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 (for low-cost project, there will be a minimum fee of $5,000)
   Upon closing of any IDA project, the Agency will assess an administrative fee of one-half of a basis point (.006) 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 spend 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
VI. CERTIFICATIONS

B. Fee Structure

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 the 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 counsels also prepare all documents related to IDA
   transactions and coordinates all activities leading up to closing. The Town of Islip
   IDA has designed the firm of Nixon Peabody, LLP as its Bond/Transaction coun-
   sel and all fees are separately negotiated with them.

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

[Signature]

[Name]
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 that 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
APPLICATION FOR REAL PROPERTY TAX EXEMPTION FOR COMMERCIAL, BUSINESS OR INDUSTRIAL PROPERTY
(Real Property Tax Law, Section 485-b)

(Instructions for completing this form are contained in Form RP-485-b-Ins)

1. Name and telephone no. of owner(s)

Prime Eleven Tower LLC

Day No. ____________________

Evening No. ____________________

E-mail address (optional) ________________

2. Mailing address of owner(s)

687 Old Willets Path

Hauppauge, NY 11788

3. Location of property (see instructions)

555 Prime Place

Street address ________________ Village (if any) ________________

Hauppauge Islip, NY

Cty/Town ________________ School district ________________

Property identification (see tax bill or assessment roll)

Tax map number or section/block/lot ________________

4. Description of property for which exemption is sought:

a. □ New construction □ Alteration □ Installation □ Improvement

b. General description of property (if necessary, attach plans or specifications):

43,000 S.F. Industrial Bldg. & Site Improvements

c. Type of construction: CMU + Steel Structure

d. Square footage: 43,000 +/- S.F.

e. Total cost: $4,500,000

f. Date construction, alteration, installation or improvement was started: Jan 2016

g. Date completed (attach copy of certificate of occupancy or other documentation of completion):

h. Describe any real property replaced or removed in connection with the new construction, alteration, installation or improvement: MA.

All New Constr.
5. Use of Property.
   a. Describe the primary use of the property and the type of business to be conducted. **PODS**
      **Warehouse Storage & Logistic Facility**
   b. Describe any other use or uses of the property. **NONE**
   c. Is any part of the real property used for a purpose other than buying, selling, storing or developing goods or services; the manufacture or assembly of goods or the processing of raw materials; or hotel or motel purposes? □ Yes □ No
   d. If yes, describe in detail the other use or uses of the property and state the extent to which the property is so used (e.g., 30% of floor space, 25% of income, etc.).

6. Other exemptions.
   a. Is the property receiving or has it ever received any other exemption from real property taxation? □ Yes □ No
   b. If yes, what exemption was received? ____________________ When? ____________________
      Were payments in lieu of taxes made during the term of that exemption? □ Yes □ No
      If yes, attach a schedule showing the amounts and dates of such payments, and the purposes for which such payments were made (i.e., school district, general municipal, etc.). Also attach any related documentation, such as a copy of the agreement under which such payments were made.

__________________________
CERTIFICATION

1, **Gary Keppel** (Managing Member), hereby certify that the information on this application and any accompanying pages constitutes a true statement of facts.

__________________________
Signature

11.2.15
Date

FOR ASSESSOR’S USE

1. Date application filed: ____________________
2. Applicable taxable status date: ____________________
3. Action on application: □ Approved □ Disapproved
4. Assessed valuation of parcel in first year of exemption: $ ____________________
5. Increase in total assessed valuation in first year of exemption: $ ____________________
6. Amount of exemption in first year:
   - County
   - City/Town
   - Village
   - School District
<table>
<thead>
<tr>
<th>Percent</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
</tr>
<tr>
<td></td>
<td>$</td>
</tr>
<tr>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

__________________________
Assessor’s signature

__________________________
Date