



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

****FOR TOWN OF ISLIP IDA OFFICE USE ONLY****

Project Summary

A. General

Name of Project Universal Photonics

Location of Project 85 Jetson Ln.

Contact Person & Phone Number Neil Johnson 516 935 4000

B. Key Dates

Application Submitted 3/18/14

Projected Inducement 4/8/14

Agenda Closing 3/27/14

C. Project Type

- Industrial Not-for-profit Commercial
 Office Housing Other _____

D. Project Size

Acreage 3.41 New construction _____ Rehabed 55,100

Total Project Cost \$3,780,000

E. Type of Assistance

- Sale Leaseback Tax Exempt Bonds Taxable Bonds

F. PILOT

- 485-b Double 485-b Affordable Housing
 Empire Zone Not-for-profit Other _____

G. Jobs/Payroll

Retained Jobs 60 New Jobs 0

Current Payroll \$3.8 New Payroll \$4.03

Average Annual Wage \$63,362

New Average Annual Wage \$67,221

H. Projected Agency Fee \$22,680

I. Additional Notes

I. OWNER & USER DATA

A. Owner Data

1. Company Name Universal Photonics Incorporated (The company will set up a single member LLC to own real estate)
Current Address 495 West John Street Hicksville, NY 11801
2. Company Officer certifying this application
Name Neil C. Johnson
Mailing Address 495 West John Street Hicksville, NY 11801
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 Delaware
5. Principal Officers Name Title
Neil C. Johnson President

6. Principal Stockholders Name Title
Alan Ritter

7. Owner's Legal Counsel
Name Steven Jannace
Firm Name _____
Address 115 Eileen Way, Syosset, NY 11791
Telephone: [REDACTED] Fax _____
Email _____
8. Bank References
Kurt Pohmer, New York Commercial Bank, 387 Park Avenue S, 9th floor, New York, NY 10016, [REDACTED]

9. Major Trade References
Customer information is confidential. Customers range from the largest optics and semiconductor companies to university research labs. Approximately 2,000 customers use one or more of the 7,000 product Universal Photonics offers.

10. Nature of Business
(i.e. "manufacturer of ___ for ___ industry" or "warehouse distributor of ___" or "real estate holding company")
Headquarters and warehouse facilities for proprietary polishing products and processes.

11. NAICS Cod [REDACTED]
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 Universal Photonics Incorporated
Current Address 495 West John Street Hicksville, NY 11801

2. Company Officer certifying this application
Name Neil C. Johnson
Mailing Address 495 West John Street Hicksville, NY 11801
Telep [REDACTED] Fax _____
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 Delaware

5. Principal Officers Name Title
Neil C. Johnson, President

6. Principal Stockholders Name Title
Alan Ritter

7. User's Legal Counsel
Name Steven Jannace
Firm Name _____
Address 115 Eileen Way, Syosset, NY 11791
Telephone [REDACTED] Fax _____
Email _____

8. Bank References
Kurt Pohmer, New York Commercial Bank, 387 Park Avenue S, 9th floor, New York, NY 10016 [REDACTED]

9. Major Trade References
Customer information is confidential. Customers range from the largest optics and semiconductor companies to university research labs. Approximately 2,000 customers use one or more of the 7,000 product Universal Photonics offers.

10. Nature of Business
(i.e. "manufacturer of ___ for ___ industry" or "warehouse distributor of ___" or "real estate holding company")
Headquarters and warehouse facilities for proprietary polishing products and processes.

II. NAICS Code [REDACTED]
For help determining your NAICS code, please visit <http://www.naics.com>

II. PROJECT DATA

A. Location

1. Street Address 85 Jetson Lane, Central Islip, NY 11722
2. Tax Map

<u>0500</u>	<u>05500</u>	<u>0200</u>	<u>007010</u>
District #	Section #	Block #	Lot #
3. Acreage 3.41
4. Municipal Jurisdictions
Town Central Islip
Village _____
School District Central Islip

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 55,100 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 Universal Photonics: 495 West John Street in Hicksville
JH Rhodes: 10 Ward Street in Vernon, NY
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:

Universal Photonics leases space at 495 West John Street in Hicksville. This facility will be closed and its operations relocated. If the Company selects Central Islip, there will be no loss of activity within New York. The Company's subsidiary, JH Rhodes, leases space in Vernon NY. This operation will not be impacted by the headquarters/warehouse relocation.

D. Real Estate Search

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

After a location analysis that considered real estate costs, taxation, logistics/proximity to customers; employee retention and housing costs, among other criteria, the Company has identified the Greater Charlotte area as a strong alternative to New York, particularly the Lancaster County region of South Carolina.

E. Present Owner

1. Who is the current legal owner of the site? Richard Schwartz
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):

Universal and the seller have agreed on a purchase option price of \$3,350,000, with the option contingent on receipt of IDA benefits.

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

Universal Photonics ("Universal" or "Company"), based in Hicksville, is seeking a new location for its international headquarters and additional warehouse/distribution operations. The Company distributes polishing products, such as polishing compounds, polishing pads, abrasive materials, machinery, pitch/wax, chemicals, tooling and diamond products.

Universal's current facility, at 25,000 sf, is no longer adequate for its headquarters or warehouse operations, and the Company requires larger space. The Company is evaluating several options for expansion, including out of state locations in the Charlotte metro region, in both North and South Carolina. In New York, the cost of real estate, taxes, utilities, and other business costs are significantly higher than the alternative locations. Universal is seeking IDA support for in order to manage the cost of relocation and keep the cost of doing business in New York competitive with other possible locations.

- to conduct a comprehensive environmental assessment of the Company's current facility.
2. For pollution controls, also describe:
 - A. Type of pollution to be abated
 - B. Method of abatement
 - C. Existing orders of environmental agencies

Not applicable.

III. EMPLOYMENT/SALES DATA

A. Employees	Current	First year upon completion	Second year upon completion
Full time	60	60	60
Part time			
Seasonal			
Total	60	60	60

B. Payroll	Current	First year upon completion	Second year upon completion
Total \$	\$3,801,722	\$3,915,774	\$4,033,247

C. Average Annual Wages	Current	First year upon completion	Second year upon completion
Total \$	\$63,362	\$65,263	\$67,221

D. Sales	Current	First year upon completion	Second year upon completion
Total \$	37.6 million	\$40.0 million	\$42.0 million

IV. PROJECT CONSTRUCTION SCHEDULE

A. Key Dates (proposed)

	Month & Year
1. Construction commencement	June 2014
2. Construction completion	August 2014
3. Building Occupancy	August 2014

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	\$ 3,350,000 (real estate acquisition costs)
2. Site Work	_____
3. Building (new construction)	_____
4. Building (rehabilitation)	40,000
5. Engineering & Architectural Fees	50,000
6. Machinery & Equipment	150,000
7. Other (specify)	_____
Legal: \$75,000 Finance Charges: \$115,000	
TOTAL PROJECT COST	\$3,780,000

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)	\$3,024,000	5-year term, 25-year amortization
4. Owner/User Self-Financing (with IDA sale/leaseback)	\$756,000	
5. JDA/SBA	_____	
6. Other loans	_____	
7. Company/Owner Equity contribution	_____	
TOTAL AMOUNT FINANCED	\$ 3,780,000	

C. Please estimate when the above amounts will be required

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

Alan C. Ritter (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 Chairman/owner (title) of Universal Photonics 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.

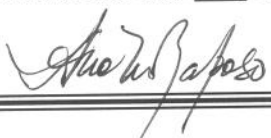
As (a) the representative of said entity, or (b) the individual applicant (such entity or individual applicant hereinafter referred to as the "Applicant"), deponent acknowledges and agrees that the Applicant shall be and is responsible for all costs incurred by the Town of Islip Industrial Development 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.



Print Name Alan C. Ritter
Title Chairman

NOTARY

Sworn to before me this 13th day of MARCH, 2014



Ana M. Raposo
Notary Public, State of New York
No. 01RAS058355
Qualified in Suffolk County
Commission Expires April 8, 2014

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 _____

A handwritten signature in cursive script, written in black ink, positioned above a horizontal line that serves as a signature line.

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



NEW YORK STATE DEPARTMENT OF TAXATION & FINANCE
OFFICE OF REAL PROPERTY TAX SERVICES

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)
Alan Ritter
Universal Photonics, Inc.
 Day No. [REDACTED]
 Evening No. () _____
 E-mail address (optional) _____
- 2. Mailing address of owner(s)
495 West John Street
Hicksville, NY 11801

- 3. Location of property (see instructions)
85 Jetson LN _____
 Street address Village (if any)
Central Islip _____
 City/Town School district

Property identification (see tax bill or assessment roll)

Tax map number or section/block/lot 0500-05500-0200-007010

- 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): 55,100 sf warehouse facility on 3.410 acres with 7,500 sf of office space, gas heat, 1800 amps of power 4 loading docks, 2 drive-ins, 20' clear ceiling height and sprinklered
 - c. Type of construction: _____
 - d. Square footage: 55,100
 - e. Total cost: \$3,350,000 (proposed purchase price)
 - f. Date construction, alteration, installation or improvement was started: TBD
 - 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: Not applicable.

5. Use of Property.

- a. Describe the primary use of the property and the type of business to be conducted. International headquarters and warehouse/distribution. Company makes and distributes polishing products.
- b. Describe any other use or uses of the property. _____
- 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.). 14% office


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

I, Alan CRitter, hereby certify that the information on this application and any accompanying pages constitutes a true statement of facts.


Signature

3/13/2014
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:

	Percent	Amount
County	_____	\$ _____
City/Town	_____	\$ _____
Village	_____	\$ _____
School District	_____	\$ _____

Assessor's signature

Date