

# Albany Industrial Development Agency

21 Lodge Street  
Albany, New York 12207  
Telephone: (518) 434-2532  
Fax: (518) 434-9846

Tracy Metzger, *Chair*  
Darius Shahinfar, *Treasurer*  
Susan Pedo, *Vice Chair*  
C. Anthony Owens *Secretary*  
Lee Eck  
Dominick Calsolaro  
Robert Schofield

Sarah Reginelli, *Chief Executive Officer*  
Mark Opalka, *Chief Financial Officer*  
John Reilly, *Agency Counsel*

To: Tracy Metzger  
Darius Shahinfar  
Susan Pedo  
Anthony Owens  
Lee Eck  
Dominick Calsolaro  
Robert Schofield

Sarah Reginelli  
John Reilly  
Joe Scott  
Mark Opalka  
Brad Chevalier  
Andy Corcione  
Chantel Burnash

Date: February 6, 2015

## AGENDA

PLEASE NOTE THAT A PUBLIC HEARING CONCERNING THE FOLLOWING PROJECT WILL BE HELD AT 12:00pm on  
Wednesday, February 11th, 2015 at 21 Lodge St, Albany, NY 12207

SUNY Associates, LLC

A meeting of the Finance Committee of the City of Albany Industrial Development Agency will be held on **Wednesday, February 11<sup>th</sup> at 12:15 PM** at 21 Lodge Street, Albany, NY 12207 (Conference Room)

### Roll Call

### Approval of Minutes of the Special Finance Committee Meeting of January 22, 2015

### Approval of Minutes of the Special Finance Committee Meeting of January 22, 2015

### Unfinished Business

- SUNY Associates, LLC
  - Project Update and Discussion
- CDP Holland, LLC
  - Project Update and Discussion

### New Business

- Kenwood, LLC
  - Project Update and Discussion

### Other Business

### Adjournment

\*The next regularly scheduled Finance Committee meeting will be held  
Wednesday, March 11<sup>th</sup> at 21 Lodge Street, Albany, NY

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Mark Opalka, *Interim Chief Financial Officer*  
John Reilly, *Agency Counsel*

## IDA MINUTES OF SPECIAL FINANCE COMMITTEE MEETING Thursday, January 22, 2015

Attending: Tracy Metzger, Susan Pedo, C. Anthony Owens, Lee Eck and Darius Shahinfar

Also Present: Dominick Calsolaro, Robert Schofield, Joseph Scott, John Reilly, Sarah Reginelli, Brad Chevalier, Mark Opalka, Andy Corcione, and Chantel Burnash

Acting Chairperson, C. Anthony Owens, called the Special Finance Committee meeting of the IDA to order at 12:06 PM.

### Roll Call

Acting Chairperson, C. Anthony Owens, reported that all Committee members were present.

### Reading of Minutes of the Finance Committee Meeting of January 14, 2015

Since the minutes of the January 14, 2015 meeting had been distributed to the Committee members in advance for review, acting Chairperson, C. Anthony Owens made a proposal to dispense with the reading of the minutes.

### Approval of Minutes of the Finance Committee Meeting of January 14, 2015

Acting Chairperson C. Anthony Owens made a proposal to approve the minutes of the Finance Committee meeting of January 14, 2015 as presented. A motion to accept the minutes, as presented, was made by Darius Shahinfar and seconded by Tracy Metzger. A vote being taken, the minutes were accepted unanimously.

### New Business

None

### Unfinished Business

#### CDP Holland LLC

Staff reported their findings to Committee members on the revised PILOT after further discussions with the Applicant. In line with the request of the Committee, the revised PILOT reduces the abatement period to 20 years and the “greater than” scenario begins after Year 12.

A motion to move the project to the next Board meeting was made by Susan Pedo and seconded by Tracy Metzger.

**Other Business**

None

There being no further business, Acting Chairperson C. Anthony Owens adjourned the meeting at 12:13 PM.

Respectfully submitted,

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(Assistant) Secretary

**TO:** City of Albany Industrial Development Finance Committee

**FROM:** City of Albany Industrial Development Agency Staff

**RE:** SUNY Associates, LLC - IDA Application Summary

**DATE:** February 6, 2015

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**Applicant:** SUNY Associates, LLC

**Managing Members (% of Ownership):** Jon Grant 40.0%; Frank Seidman and Frank Seidman Irr. Family Trust 20.5%, Nimish Sangrajkah ATBE 22.28%; Jared Zeisler 9.8%; Fran & Kristina Donato ATBE 6.82%; Jessica Starkey .60%.

**Project Location:** 1475 Washington Ave

**Project Description:** The project is a to-be-constructed +/- 183,750 SF, four story, private student housing complex. The structure will consist of approx. 271 student beds (118 units) that will sit over a 145 space parking podium. The rooms will be configured between 1 and 4 BDRM/BA combinations and will share common room space and a kitchen area. The units will be fully furnished and marketed to students attending local universities. Further amenities include an office area, fitness center, clubhouse and courtyard area. The Applicant currently has a \$1.3 M option in place to purchase the land at 1475 Washington Avenue. The property will be owned and operated by the Applicant.

**Estimated Project Cost:** \$27,500,000 (estimated amount spent to date \$275,000)

**Type of Financing:** Straight Lease

**Amount of Bonds Requested:** None

**Estimated Total Purchases Exempt from Sales Tax:** \$9,000,000

**Estimated Total Mortgage Amount:** \$20,625,000

**Current Total Assessment:** \$106,700

**Estimated Improved Total Assessment:** \$7,913,200

**Requested PILOT:** Applicant proposes entering into a PILOT agreement with the IDA. The abatement schedule would be as follows: Year 1 of abatement 100%; Year 2 of abatement 100%; Year 3 of abatement 50%; Year 4 of abatement 40%; Year 5 of abatement 30%; Year 6 of abatement 20%; Year 7 of abatement 10%. Taxes off of full assessment will be paid every year thereafter. The Applicant has requested that the PILOT total assessment value be fixed for the term of the PILOT.

**Estimated Value of Total PILOT Payments:**

- Total PILOT Payments: \$1,523,280

**Estimated Value of Tax Exemptions:**

- NYS Sales and Compensating Use Tax: \$720,000
- Mortgage Recording Taxes: \$257,813
- Real Property Taxes: \$1,410,308
- Other: N/A

**Employment Impact:**

- Projected Permanent: (7) new FTEs
- Projected Construction: (90) jobs

**Strategic Initiatives:**

- Albany 2030
  - Increase job opportunities for all residents.
  - Encourage investment in urban land and buildings for employment and housing.
  - Provide a variety of housing types to meet the varied needs of Albany’s households, including market, moderate and low income housing.
  - Encourage diverse intergenerational housing. Diverse housing includes options for residents throughout different stages of life (e.g. students, couples, families with children, seniors) in the same neighborhood.

**Planning Board Actions:**

- Issued a Negative Declaration for this Unlisted Action as per the provisions of SEQR on 12/18/14.
- Approved the site plan on 12/18/14 with conditions.

**Estimated IDA Fee**

- Fee amount: \$275,000

**Mission**

- The purpose of the Industrial Development Agency is to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial, research and recreation facilities. The Agency aims to protect and promote the health of the inhabitants of the City of Albany by the conservation, protection and improvement of the natural and cultural or historic resources and environment and to control land, sewer, water, air, noise or general environmental pollution derived from the operation of industrial development.

**SUNY Associates, LLC - Analysis of Applicant's Revised Proposed PILOT**

PILOT Year	City & County Tax Year	School Tax Year	Tax Rate <sup>(4)</sup>	Status Quo		Proposed Project											
				Estimated Total Assessment <sup>(5)</sup>	Estimated Total Taxes <sup>(6)</sup>	Normal Tax				PILOT							
						Estimated Total Improved Assessment <sup>(7)</sup>	Estimated Total Taxes w/o PILOT <sup>(8)</sup>	Estimated Total Taxes w/o PILOT Per Unit <sup>(9)</sup>	Estimated Total Taxes w/o PILOT Per Bed <sup>(9)</sup>	Estimated PILOT Payments <sup>(10)</sup>	Estimated Abatement <sup>(11)</sup>	Estimated PILOT Payments Per Unit <sup>(12)</sup>	Estimated Abatement Per Unit <sup>(13)</sup>	Estimated PILOT Payments Per Bed <sup>(14)</sup>	Estimated Abatement Per Bed <sup>(15)</sup>	% Abatement on Total Assessment <sup>(16)</sup>	% Abatement on Improved Assessment <sup>(17)</sup>
Construction <sup>(3)</sup>	2016	2015/2016	\$48.89	\$106,700	\$5,216	\$7,913,200	\$386,865	\$3,279	\$1,428	-	-	-	-	-	-	-	-
1 <sup>(2)</sup>	2017	2016/2017	\$49.87	\$106,700	\$5,321	\$7,913,200	\$394,603	\$3,344	\$1,456	\$5,321	\$389,282	\$45	\$3,299	\$20	\$1,436	98.65%	100.00%
2	2018	2017/2018	\$50.86	\$106,700	\$5,427	\$7,913,200	\$402,495	\$3,411	\$1,485	\$5,427	\$397,067	\$46	\$3,365	\$20	\$1,465	98.65%	100.00%
3	2019	2018/2019	\$51.88	\$106,700	\$5,536	\$7,913,200	\$410,545	\$3,479	\$1,515	\$208,040	\$202,504	\$1,763	\$1,716	\$768	\$747	49.33%	50.00%
4	2020	2019/2020	\$52.92	\$106,700	\$5,646	\$7,913,200	\$418,755	\$3,549	\$1,545	\$253,512	\$165,244	\$2,148	\$1,400	\$935	\$610	39.46%	40.00%
5	2021	2020/2021	\$53.98	\$106,700	\$5,759	\$7,913,200	\$427,131	\$3,620	\$1,576	\$300,719	\$126,411	\$2,548	\$1,071	\$1,110	\$466	29.60%	30.00%
6	2022	2021/2022	\$55.06	\$106,700	\$5,875	\$7,913,200	\$435,673	\$3,692	\$1,608	\$349,713	\$85,960	\$2,964	\$728	\$1,290	\$317	19.73%	20.00%
7	2023	2022/2023	\$56.16	\$106,700	\$5,992	\$7,913,200	\$444,387	\$3,766	\$1,640	\$400,547	\$43,839	\$3,394	\$372	\$1,478	\$162	9.87%	10.00%
Permanent <sup>(3)</sup>	2024	2023/2024	\$57.28	\$106,700	\$6,112	\$7,913,200	\$453,274	\$3,841	\$1,673	-	-	-	-	-	-	-	-
<b>Estimated Total<sup>(18)</sup></b>					<b>\$39,556</b>			<b>\$2,933,587</b>			<b>\$1,523,280</b>	<b>\$1,410,308</b>					

Notes:  
 (1) Project would likely close with Agency in March or April of 2015. Property will likely be taxable until March 1st, 2016. Construction is expected to take approx. 16 months.  
 (2) Estimated start of PILOT payments.  
 (3) Property returns to full taxable status.  
 (4) Estimated tax rate (does not include any special ad valorem taxes that are still payable under PILOT) based on City/County 2015 tax year and School 2014/2015 tax year with estimated escalation of 2.0% thereafter. DOES NOT INCLUDE LIBRARY TAX RATES THAT ARE STILL PAYABLE.  
 (5) Per Commissioner of Department of Assessment & Taxation.  
 (6) Estimated taxes if proposed project did not occur (i.e. left status quo). DOES NOT INCLUDE LIBRARY TAXES THAT ARE STILL PAYABLE.  
 (7) Per Commissioner of Dept. of Assessment & Taxation based on estimate of \$29,200 per bed (inc. land and improvement assessment value). Assessment value is fixed for the duration of the PILOT, but may increase to reflect higher unit/bed counts at construction completion.  
 (8) Estimated taxes if proposed project occurred without PILOT assistance. DOES NOT INCLUDE LIBRARY TAXES THAT ARE STILL PAYABLE.  
 (9) Estimated taxes Per Bed or Per Unit if proposed project occurred without PILOT assistance. DOES NOT INCLUDE LIBRARY TAXES THAT ARE STILL PAYABLE.  
 (10) Estimated PILOT Payments assuming Applicant PILOT request. DOES NOT INCLUDE LIBRARY TAXES THAT ARE STILL PAYABLE.  
 (11) Difference of Estimated PILOT Payments from Estimated Total Taxes w/o PILOT assuming Applicant PILOT request.  
 (12) Estimated PILOT Payments Per Unit assuming Applicant PILOT request. DOES NOT INCLUDE LIBRARY TAXES THAT ARE STILL PAYABLE.  
 (13) Difference of Estimated PILOT Payments Per Unit from Estimated Total Taxes w/o PILOT Per Unit assuming Applicant PILOT request.  
 (14) Estimated PILOT Payments Per Bed assuming Applicant PILOT request. DOES NOT INCLUDE LIBRARY TAXES THAT ARE STILL PAYABLE.  
 (15) Difference of Estimated PILOT Payments Per Bed from Estimated Total Taxes w/o PILOT Per Bed assuming Applicant PILOT request.  
 (16) Percent Abatement on Total Assessment via PILOT assuming Applicant PILOT request.  
 (17) Percent Abatement on Improved Assessment via PILOT assuming Applicant PILOT request.  
 (18) Totals for comparison and analysis during PILOT agreement period only.

\*\*\*Analysis is ONLY an estimate\*\*\*

Kenwood LLC  
18 Division Street, Suite 401  
Saratoga Springs, New York 12866

January 15, 2015

Tracy Metzger  
Chair, City of Albany Industrial Development Agency  
21 Lodge Street  
Albany, New York 12207

RE: Request for IDA Assistance for Kenwood Project

Dear Ms. Metzger:

Attached is a completed application, as well as the appropriate supplementary material required by the City of Albany Industrial Development Agency for the consideration of financial assistance associated with the Kenwood LLC project.

Our project at the former Kenwood Convent provides for the careful restoration and rehabilitation of the current structures into one hundred and twenty-five market rate apartments and 10,180 square feet of commercial space intended to be filled with services important to the new Kenwood community and the neighborhood. Please note that the Chapel will be restored only not converted and is envisioned to be used as rentable space for community organizations, or for a tenant to utilize, and tenant community events. This project will bring life back to this beautiful property.

This parcel is seventy-three acres though most of it is undevelopable due to the topography of the site, limiting possible additional development. Additionally, the buildings have sat vacant for over five years and so require special attention to bring them to the splendor they once displayed. Given these factors, we are requesting an aggressive PILOT to achieve a minimum return on capital and create a financeable project. Our request includes paying on land only for years one through six, defining land only as 17.8% of the current \$2.9M assessment. Following this period, for years seven through twenty-two, we are requesting abatement of the assessment increase from improvements. Please find the ramp up schedule included in the application.

Currently, this parcel is held by a non-profit paying \$0 in property taxes. In fact, *this property has been tax-exempt since the 1860's*. Our project puts it back on the tax rolls within the year and creates economic development potential in the area. Additionally, it has been on the market for five and a half years, going through a number of unsuccessful contracts for sale and development. Our appreciation for this parcel outweighs the necessary investment and thin return. We hope you will join us in taking a leap of faith and approve the mechanism that will allow this project to move forward.

Please do not hesitate to contact me if you should have any questions or find additional information is needed. I look forward to working with the Agency on this project. Thank you.

Sincerely,



Sonny Bonacio  
Member, Kenwood LLC  
President, Bonacio Construction Inc.

**CITY OF ALBANY INDUSTRIAL DEVELOPMENT AGENCY**

**APPLICATION**

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IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from the City of Albany Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.  
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TO: CITY OF ALBANY INDUSTRIAL DEVELOPMENT AGENCY  
c/o Department of Economic Development  
21 Lodge Street  
Albany, New York 12207

This application by applicant respectfully states:

APPLICANT: Kenwood LLC

APPLICANT'S ADDRESS: 18 Division St., Suite 401

CITY: Saratoga Springs STATE: New York ZIP CODE: 12866

PHONE NO.: 518-584-9007 FAX NO.: 518-584-0496 E-MAIL:  
kate@bonacio.com

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION:

Sonny Bonacio  
Larry Novik  
Mark Haworth  
Kate Jarosh

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF ATTORNEY: Jim Carminucci

ATTORNEY'S ADDRESS: 60 Division St., Suite 502

CITY: Saratoga Springs STATE: NY ZIP CODE: 12866

PHONE NO.: 518-581-8800 FAX NO.: 518-581-8823 E-MAIL: \_\_\_\_\_

FOR AGENCY USE ONLY

1. Project Number	
2. Date application Received by Agency	_____, 20__
3. Date application referred to attorney for review	_____, 20__
4. Date copy of application mailed to members	_____, 20__
5. Date notice of Agency meeting on application posted	_____, 20__
6. Date notice of Agency meeting on application mailed	_____, 20__
7. Date of Agency meeting on application	_____, 20__
8. Date Agency conditionally approved application	_____, 20__
9. Date scheduled for public hearing	_____, 20__
10. Date Environmental Assessment Form ("EAF") received	_____, 20__
11. Date Agency completed environmental review	_____, 20__
12. Date of final approval of application	_____, 20__

SUMMARY OF PROJECT

Applicant: Kenwood LLC

Contact Person: Larry Novik, Kate Jarosh

Phone Number: 518-584-9007

Occupant: Kenwood LLC

Project Location: 451 Southern Blvd., Albany, New York

Approximate Size of Project Site: 73 acres

Description of Project: Revitalization of deteriorating 73-acre property, through the renovation of the existing building and creation of 125 market rate apartments, preservation of the Chapel and renovation of Vicarage and Priest's House for commercial uses.

Type of Project:  Manufacturing  Warehouse/Distribution  
 Commercial  Not-For-Profit  
 Other-Specify *Mixed Use*

Employment Impact: Existing Jobs 0  
New Jobs – 130 Construction jobs, 5 permanent jobs

Project Cost: \$30,295,350 est \_\_\_\_\_

Type of Financing:  Tax-Exempt  Taxable  Straight Lease

Amount of Bonds Requested: \$ N/A \_\_\_\_\_

Estimated Value of Tax-Exemptions:

N.Y.S. Sales and Compensating Use Tax: \$ 912,164  
Mortgage Recording Taxes: \$ 302,954  
Real Property Tax Exemptions: \$7,266,727\*\*  
Other (please specify): \$ \_\_\_\_\_

\*\*Value of tax exemption is based upon \$2.9M assessment year 1, followed by Assessor's estimate for improved assessment, current non-homestead rate of \$47.84, and increase in tax rate of 1.0% annually.

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company:

1. Company Name: Kenwood LLC.

Present Address: 18 Division St., Suite 401, Saratoga Springs, New York

Zip Code: 12866

Employer's ID No.: 47-2510599

2. If the Company differs from the Applicant, give details of relationship:

3. Indicate type of business organization of Company:

a. \_\_\_\_\_ Corporation (If so, incorporated in what country?  
What State? \_\_\_\_\_ Date Incorporated? \_\_\_\_\_ Type of  
Corporation? \_\_\_\_\_ Authorized to do business in New York?  
Yes \_\_\_; No \_\_\_).

b. \_\_\_ Partnership (if so, indicate type of partnership \_\_\_\_\_,  
Number of general partners \_\_\_\_, Number of limited partners \_\_\_).

c. X Limited liability company,  
Date created? December 2014\_.

d. \_\_\_\_\_ Sole proprietorship

4. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship:

B. Management of Company:

1. List all owners, officers, members, directors and partners (complete all columns for each person):

NAME (First, Middle, Last) HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
Hampstead America LLC	member	
Alfio Bonacio Jr.	member	

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes \_\_\_\_; No X.

3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes \_\_\_\_; No X.

4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes \_\_\_\_; No X. (If yes to any of the foregoing, furnish details in a separate attachment).

5. If the answer to any of questions 2 through 4 is yes, please, furnish details in a separate attachment.

C. Principal Owners of Company:

1. Principal owners of Company: Is Company publicly held? Yes \_\_\_\_; No X. If yes, list exchanges where stock traded:

2. If no, list all stockholders having a 5% or more interest in the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
Hampstead America LLC Alfio Bonacio Jr.	18 Division St. Suite 401, Saratoga Springs, NY 12866	TBD

D. Company's Principal Bank(s) of account: *Adirondack Trust Company*

II. DATA REGARDING PROPOSED PROJECT

A. Summary: (Please provide a brief narrative description of the Project.)

*This project is the revitalization of a deteriorating 73-acre property, including the renovation of the existing main building, wings and Doane Stuart School creating of 125 market rate apartments, preservation of the Chapel and renovation of Vicarage and Priest's House for commercial uses.*

B. Location of Proposed Project:

1. Street Address: 451 Southern Blvd.
2. City of Albany
3. Town of N/A
4. Village of N/A
5. County of Albany

C. Project Site:

1. Approximate size (in acres or square feet) of Project site: 73 acres  
Is a map, survey or sketch of the project site attached? Yes ; No .
2. Are there existing buildings on project site? Yes ; No .
  - a. If yes, indicate number and approximate size (in square feet) of each existing building:  
Vicarage 2800SF  
Priest's House 1100SF  
Main Building, Chapel & Wing 137,000SF  
Doane Stuart 62,500SF

b. Are existing buildings in operation? Yes \_\_\_\_; No X.  
If yes, describe present use of present buildings:

c. Are existing buildings abandoned? Yes \_\_\_\_; No X. About to be abandoned? Yes \_\_\_\_; No \_\_\_\_\_. If yes, describe:

d. Attach photograph of present buildings

3. Utilities serving project site:

Water-Municipal: Y  
Other (describe)  
Sewer-Municipal: Y  
Other (describe)  
Electric-Utility: Y  
Other (describe)  
Heat-Utility: Y  
Other (describe)

4. Present legal owner of project site: Female Academy of the Sacred Heart of Albany

a. If the Company owns project site, indicate date of purchase: \_\_\_\_\_, 20\_\_\_\_; Purchase price: \$\_\_\_\_\_.

b. If Company does not own the Project site, does Company have option signed with owner to purchase the Project site? Yes X; No \_\_\_\_\_. If yes, indicate date option signed with owner: December 9, 2014\_\_\_\_; and the date the option expires: March 1, 2015\_\_\_\_\_.

c. If the Company does not own the project site, is there a relationship legally or by common control between the Company and the present owners of the project site? Yes \_\_\_\_; No X. If yes, describe:

5. a. Zoning District in which the project site is located: R1-A

b. Are there any variances or special permits affecting the site? Yes \_\_\_\_; No X. If yes, list below and attach copies of all such variances or special permits: *Currently, there are no variances of special use permits that we know of. However, there is a rezoning effort to change the zoning to what will be necessary to allow the proposed use.*

D. Buildings:

1. Does part of the Project consist of a new building or buildings? Yes \_\_\_\_; No X\_. If yes, indicate number and size of new buildings:

2. Does part of the Project consist of additions and/or renovations to the existing buildings? Yes X\_; No \_\_\_\_\_. If yes, indicate the buildings to be expanded or renovated, the size of any expansions and the nature of expansion and/or renovation:

*Extensive renovation of the interior of the buildings to create 125 apartments, common space and commercial space.*

3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed or expanded: *Lease of mixed commercial & residential.*

E. Description of the Equipment:

1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes X\_; No \_\_\_. If yes, describe the Equipment:

*Residential FF&E*

2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes \_\_\_\_; No \_\_\_. If yes, please provided detail:

*To be determined*

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed: *Residential use/apartments*

F. Project Use:

1. What are the principal products to be produced at the Project?  
*Commercial & residential leasing*

2. What are the principal activities to be conducted at the Project?  
*Commercial & residential leasing*

3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes ; No . If yes, please provide detail:

*Residential apartment leasing.*

*Potential commercial leases may include services and service providers.*

4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? 100%

5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project:

a. Will the Project be operated by a not-for-profit corporation? Yes ; No . If yes, please explain:

b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes ; No . If yes, please explain:

c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? Yes ; No . If yes, please explain:

d. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonable accessible to the residents of the city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes ; No . If yes, please provide detail:

- e. Will the Project be located in one of the following: (i) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes X; No \_\_\_\_\_. If yes, please explain: \_\_\_\_\_  
*Project is located within Census Tract 26 and contiguous to distressed Census Tract 25.*

6. If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes X; No \_\_\_\_\_. If yes, please explain: *The property will have 5 jobs associated with it along with the potential of new businesses locating in the commercial spaces.*

7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes \_\_\_\_; No X. If yes, please explain: *While we do not have a tenant in place at this time, there is the potential for a tenant to either relocate to this commercial space location or open a second office. However, we are mindful of the restriction.*

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes \_\_\_\_; No X. If yes, please provide detail: *While we do not have a tenant in place at this time, there is the potential for a tenant to either relocate to this commercial space location or open a second office. However, we are mindful of the restriction.*

9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project:

- a. Is the Project reasonably necessary to preserve the competitive position of the Company on such Project Occupant in its industry? Yes \_\_\_\_; No X. If yes, please provide detail:
- b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes \_\_\_\_; No X. If yes, please provide detail:

G. Other Involved Agencies:

1. Please indicate all other local agencies, boards, authorities, districts, commissions or governing bodies (including any city, county and other political subdivision of the State of New York and all state departments, agencies, boards, public benefit corporations, public authorities or commissions) involved in approving or funding or directly undertaking action with respect to the Project. For example, do you need a municipal building permit to undertake the Project? Do you need a zoning approval to undertake the Project? If so, you would list the appropriate municipal building department or planning or zoning commission which would give said approvals.

Building Department

Zoning Board

Planning Board

Historic Resources Commission

Assessment & Taxation Department

2. Describe the nature of the involvement of the federal, state or local agencies described above:

N/A

H. Construction Status:

1. Has construction work on this Project begun? Yes \_\_\_\_; No X. If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.:

2. Please indicate amount of funds expended on this Project by the Company in the past three (3) years and the purposes of such expenditures: *\$150,000 purchase contract deposit*

I. Method of Construction After Agency Approval:

1. If the Agency approves the Project which is the subject of this application, there are two methods that may be used to construct the Project. The applicant can construct the Project privately and sell the Project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency, in which case certain laws applicable to public construction may apply to the Project. Does the applicant wish to be designated as "agent" of the Agency for purposes of constructing the Project? Yes X; No \_\_\_\_.

2. If the answer to question 1 is yes, does the applicant desire such “agent” status prior to the closing date of the financing? Yes \_\_\_; No X.

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT. (PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

A. *\*\*Given the early nature of this request, we do not have lessees or sublessees for this project as the Company does not yet own the parcel. The lessees of the project will be residential apartment tenants for the 125 units and commercial, service oriented tenants for the commercial spaces.*

B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease? 0%

IV. Employment Impact

A. Indicate below the number of people presently employed at the project site and the number that will be employed at the project site at end of the first and second years after the Project has been completed (Do not include construction workers). Also indicate below the number of workers employed at the project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

TYPE OF EMPLOYMENT					
	PROFESSIONAL MANAGERIAL	SKILLED	SEMI- SKILLED	UNSKILLED	TOTALS
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0
First Year Full Time	2	1	0	0	3
First Year Part Time	0	2	0	0	2
First Year Seasonal	0	0	0	0	0
Second Year Full Time	2	1	0	0	3
Second Year Part Time	0	2	0	0	2
Second Year Seasonal	0	0	0	0	0

B. Please prepare a separate attachment describing in detail the types of employment at the project site. Such attachment should describe the activities or work performed for each type of employment. Descriptions attached. ***Please note: the economic impact of this project is not in the jobs created for site operations but rather in the creation of housing in close proximity to Downtown Albany to support job creation by other businesses. It has the ability to assist in incentivizing potential employees for new local businesses locating or relocating to Downtown or Southern Boulevard areas.***

V. Project Cost

A. Anticipated Project Costs. State the costs reasonably necessary for the acquisition of the project site and the construction of the proposed project including the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$3,900,000 (purchase plus site budget)
Buildings	\$23,704,100
Machinery and equipment costs	\$ _____
Utilities, roads and appurtenant costs	\$ _____
Architects and engineering fees	\$500,000
Costs of Bond issue (legal, financial and printing)	\$ _____
Construction loan fees and interest (if applicable)	\$1,049,000
Other (specify)	\$ _____
_IDA App/Admin/Legal _____	\$321,500
_Municipal Fees	\$100,750
_Lease up expenses	\$530,000
_Attorney fees	\$40,000
_Contingency	\$150,000
 TOTAL PROJECT COST	 \$30,295,350

B. Have any of the above expenditures already been made by applicant?  
 Yes X; No \_\_\_\_\_. (If yes, indicate particular.) *\$150,000 deposit toward the \$2,900,000 purchase; estimated \$15,000 of consulting and legal fees to date.*

V. BENEFITS EXPECTED FROM THE AGENCY

A. Financing

1. Is the applicant requesting that the Agency issue bonds to assist in financing the Project? Yes \_\_\_\_; No X. If yes, indicate:
  - a. Amount of loan requested: \_\_\_\_\_ Dollars;
  - b. Maturity requested: \_\_\_\_\_ Years.
  
2. Is the interest on such bonds intended to be exempt from federal income taxation? Yes \_\_\_\_; No \_\_\_\_\_. N/A
  
3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes: N/A
  - a. retail food and beverage services: Yes \_\_\_\_; No \_\_\_\_
  - b. automobile sales or service: Yes \_\_\_\_; No \_\_\_\_
  - c. recreation or entertainment: Yes \_\_\_\_; No \_\_\_\_
  - d. golf course: Yes \_\_\_\_; No \_\_\_\_
  - e. country club: Yes \_\_\_\_; No \_\_\_\_
  - f. massage parlor: Yes \_\_\_\_; No \_\_\_\_
  - g. tennis club: Yes \_\_\_\_; No \_\_\_\_
  - h. skating facility (including roller)

- i. skating, skateboard and ice skating): Yes \_\_\_; No \_\_\_
  - j. racquet sports facility (including handball and racquetball court): Yes \_\_\_; No \_\_\_
  - k. hot tub facility: Yes \_\_\_; No \_\_\_
  - l. suntan facility: Yes \_\_\_; No \_\_\_
  - m. racetrack: Yes \_\_\_; No \_\_\_
4. If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment. N/A
5. Is the Project located in the City's federally designated Enterprise Zone? Yes \_\_\_; No X\_\_.
6. Is the applicant requesting the Agency to issue federally tax-exempt Enterprise Zone bonds? Yes \_\_\_; No X\_\_.

B. Tax Benefits

1. Is the applicant requesting any real property tax exemption that would not be available to a project that did not involve the Agency? Yes X\_; No \_\_\_.
2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes X\_; No \_\_\_. If yes, what is the approximate amount of financing to be secured by mortgages? \$24,236,280.00 est\_.
3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes X\_; No \_\_\_. If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$912,164
4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of the exemption.

a.	N.Y.S. Sales and Compensating Use Taxes:	\$912,164	_____
b.	Mortgage Recording Taxes:	\$ 302,954	_____
c.	Real Property Tax Exemptions:	\$7,266,727**	_____
d.	Other (please specify)		_____
		\$	_____
		\$	_____

\*\*Value of tax exemption is based upon \$2.9M assessment year 1, followed by Assessor's estimate for improved assessment, current non-homestead rate of \$47.84, and increase in tax rate of 1.0% annually.

5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's tax-exemption policy contained in its Rules and Regulations? Yes X\_; No \_\_\_. If yes, please explain.

The Agency's tax-exemption policy is: Year 1 at 50% abatement, Year 2 at 40%, Year 3 at 30%, Year 4 at 20% and Year 5 at 10%.

*Due to the highly speculative nature of this project, we are requesting the following PILOT structure instead:*

Year	Assessment	Abatement	New Tax Revenue
			(based on current combined rate \$47.84)
1	\$515,000	Land Only/100% Building	\$24,638
2	\$515,000	Land Only/100% Building	\$24,638
3	\$515,000	Land Only/100% Building	\$24,638
4	\$515,000	Land Only/100% Building	\$24,638
5	\$515,000	Land Only/100% Building	\$24,638
6	\$515,000	Land Only/100% Building	\$24,638
7	\$6,985,000	99.0%	\$27,979
8	\$6,985,000	98.0%	\$31,321
9	\$6,985,000	97.0%	\$34,662
10	\$6,985,000	96.0%	\$38,004
11	\$6,985,000	95.0%	\$41,346
12	\$6,985,000	90.0%	\$58,054
13	\$6,985,000	85.0%	\$74,762
14	\$6,985,000	85.0%	\$74,762
15	\$6,985,000	80.0%	\$91,470
16	\$6,985,000	80.0%	\$91,470
17	\$6,985,000	80.0%	\$91,470
18	\$6,985,000	80.0%	\$91,470
19	\$6,985,000	80.0%	\$91,470
20	\$6,985,000	80.0%	\$91,470
21	\$6,985,000	75.0%	\$108,178
22	\$6,985,000	75.0%	\$108,178
<b>Total New Tax Revenue Yrs 1-22</b>			<b>\$1,293,893</b>

*\*\*Requested fixed PILOT payment structure based on Assessor’s estimate of \$7.5M improved assessment and eventual TAV of an annual tax bill of \$2,870/per unit. Ramp up is based on paying on land only for years 1-6 and abating a percentage of the improvements in years 7-22 in addition to paying on the land only portion.*

6. Is the Project located in the City’s state designated Empire Zone? Yes \_\_\_; No X.

C. Project Cost/Benefit Information. Complete the attached Cost/Benefit Analysis so that the Agency can perform a cost/benefit analysis of undertaking the Project. Such information should consist of a list and detailed description of the benefits of the Agency undertaking the Project (e.g., number of jobs created, types of jobs created, economic development in the area, etc.). Such information should also consist of a list and detailed description of the costs of the Agency undertaking the Project (e.g., tax revenues lost, buildings abandoned, etc.).

VI. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

A. Job Listings. 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 "DOC") and with the administrative entity (collectively with the DOC, 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.

B. First Consideration for Employment: 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, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

C. City Human Rights Law. The Applicant agrees to endeavor to comply with the provisions of Article XI, Division 2 of the City Code, entitled "The Omnibus Human Rights Law". The Applicant understands that it is not subject to the provisions of The Omnibus Human Rights Law.

D. 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.

F. 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.

G. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

H. Local Labor Information: The applicant is aware of and understands the provisions of Part 24 of the Policy Manual of the Agency. Pursuant to Part 24 of the Policy Manual of the Agency, the applicant agrees to provide information, in form and substance satisfactory to the Agency, relating to construction activities for projects; specifically: (i) the Company's contact person responsible and accountable for providing information about the bidding for and awarding of construction contracts relative to this Application and the Project, (ii) the nature of construction jobs created by the Project, including the number, type, and duration of construction positions; and (iii) submit to the Agency a "Construction Completion Report" listing the names and business locations of prime contractors, subcontractors, and vendors who were engaged in the construction phase of the Project.

I. Additional Fee for Low Income Housing/Tax Credit (9% only) Projects: An annual administrative fee equal to \$10,000 shall be payable annually by the applicant on each January 31 for a term equal to ten (10) years. This annual administrative fee is in addition to the standard administrative fee for Agency Straight Lease Transactions and Agency Bond Transactions and is applicable to Projects which provide for low income housing/tax credit (9% only) projects.

J. Assignment of Agency Abatements: In connection with any Agency Straight Lease Transaction or Agency Bond Transaction, the Agency may grant to the applicant certain exemptions from mortgage recording taxes, sales and use taxes and real property taxes. The applicant understands that the grant of such exemptions by the Agency is intended to benefit the applicant. Subsequently, if the applicant determines to convey the Project and, in connection with such conveyance to assign such exemptions to the purchaser, the applicant understand that any such assignment is subject to review and consent by the Agency, together with the satisfaction of any conditions that may be imposed by the Agency.

K. Additional Information. Additional information regarding the requirements noted in this Application and other requirements of the Agency is included the Agency's Policy Manual which can be accessed at [www.albanyida.com](http://www.albanyida.com).

(Applicant)  
BY:  \_\_\_\_\_

-----  
NOTE: APPLICANT MUST ALSO COMPLETE THE APPROPRIATE VERIFICATION APPEARING ON PAGES 18 THROUGH 21 HEREOF BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 22  
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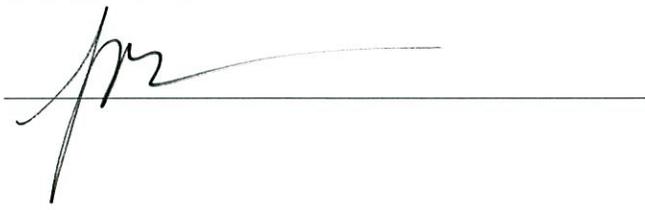
VERIFICATION

(If applicant is limited liability company)

STATE OF New York SS.:  
COUNTY OF Saratoga

Alfio Bonaccio Jr., deposes and says  
(Name of Individual)  
that he is one of the members of the firm of Kenwood LLC,  
(Partnership Name)

the partnership named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as a member of and from the books and papers of said partnership.



Sworn to before me this  
6th day of Feb, 2015

Kathryn S. Gosier  
(Notary Public)

KATHRYN S. GOSIER  
Notary Public, State of New York  
No. 4981991  
Qualified in Saratoga County  
Commission Expires May 28, 2015

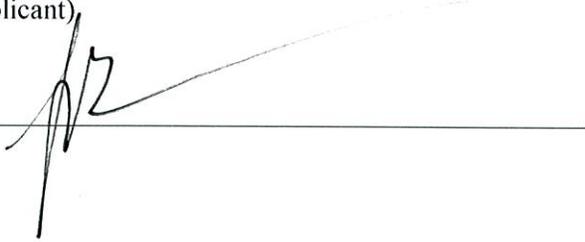
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NOTE: THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 22 IS SIGNED BY THE APPLICANT.  
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HOLD HARMLESS AGREEMENT

Applicant hereby releases City of Albany Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as 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 or expense incurred by (i) 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 issue of bonds requested therein are favorably acted upon by the Agency, and (ii) the Agency's financing of the Project described therein; 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. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to find buyers willing to purchase the total bond issue requested, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

(Applicant)

BY: \_\_\_\_\_



Sworn to before me this  
6<sup>th</sup> day of Feb, 2015



(Notary Public)  
KATHRYN S. GOSIER  
Notary Public, State of New York  
No. 4981991  
Qualified in Saratoga County  
Commission Expires May 28, 2015

TO: Project Applicants  
 FROM: City of Albany Industrial Development Agency  
 RE: Cost/Benefit Analysis

In order for the City of Albany Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

Since we need this Questionnaire to be completed before we can finalize the Cost/Benefit Analysis, please complete this Questionnaire and forward it to us at your earliest convenience.

**PROJECT QUESTIONNAIRE**

1. Name of Project Beneficiary ("Company"):	Kenwood LLC
2. Brief Identification of the Project:	
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ 0
B. Value of Sales Tax Exemption Sought	\$ 912,164
C. Value of Real Property Tax Exemption Sought	\$ 7,266,727 **
D. Value of Mortgage Recording Tax Exemption Sought	\$ 302,954

\*\*Value of tax exemption is based upon \$2.9M assessment year 1, followed by Assessor's estimate for improved assessment, current non-homestead rate of \$47.84, and increase in tax rate of 1.0% annually.

**PROJECTED PROJECT INVESTMENT**

A. Land-Related Costs	
1. Land acquisition	\$ 2,900,000
2. Site preparation	\$ 1,000,000
3. Landscaping	\$incl. above in site preparation
4. Utilities and infrastructure development	\$incl. above in site preparation
5. Access roads and parking development	\$incl. above in site preparation
6. Other land-related costs (describe)	\$ _____
B. Building-Related Costs	
1. Acquisition of existing structures	\$incl. above in land acquisition
2. Renovation of existing structures	\$ 23,704,100
3. New construction costs	\$0
4. Electrical systems	\$incl. above in Renovation
5. Heating, ventilation and air conditioning	incl. above in Renovation
6. Plumbing	incl. above in Renovation
7. Other building-related costs (describe) IDA fees, municipal fees, lease up expenses, contingency (construction)	\$ 782,250

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$0
2.	Packaging equipment	\$0
3.	Warehousing equipment	\$0
4.	Installation costs for various equipment	\$0
5.	Other equipment-related costs (describe)	\$
D.	Furniture and Fixture Costs	
1.	Office furniture	\$
2.	Office equipment	\$
3.	Computers	\$
4.	Other furniture-related costs (describe) Model & common area furnishings	\$ 135,000
E.	Working Capital Costs	
1.	Operation costs	\$ 185,000
2.	Production costs	\$
3.	Raw materials	\$
4.	Debt service	\$ 1,049,000
5.	Relocation costs	\$
6.	Skills training	\$
7.	Other working capital-related costs (describe)	\$
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 500,000
2.	Accounting/legal	\$
3.	Other service-related costs (describe) Attorneys fees (construction)	\$ 40,000
G.	Other Costs	
1.		\$
2.		\$
H.	Summary of Expenditures	
1.	Total Land-Related Costs	\$ 3,900,000
2.	Total Building-Related Costs	\$ 24,486,350
3.	Total Machinery and Equipment Costs	\$0
4.	Total Furniture and Fixture Costs	\$ 135,000
5.	Total Working Capital Costs	\$ 1,234,000
6.	Total Professional Service Costs	\$ 540,000
7.	Total Other Costs	\$

**PROJECTED PROFIT**

I. Please provide projected profit as defined by earnings **after income tax** but before depreciation and amortization: *(shown below as net income-revenue minus operating expenses minus debt service/principal and interest; no income tax subtracted)*

YEAR	Without IDA benefits	With IDA benefits
1	\$157,806.50	\$495,206.50
2	\$156,483.46	\$497,507.46
3	\$204,832.31	\$549,516.31
4	\$254,444.39	\$602,825.39
5	\$305,352.19	\$657,467.19

**PROJECTED CONSTRUCTION EMPLOYMENT IMPACT**

I. Please provide estimates of total construction jobs and the total annual wages and benefits of construction jobs at the Project:

Year	Number of Construction Jobs	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	75	\$ 1,687,500	\$101,250
Year 1	130	\$ 5,850,000	\$351,000
Year 2	60	\$ 1,350,000	\$81,000
Year 3		\$	\$
Year 4		\$	\$
Year 5		\$	\$

**PROJECTED PERMANENT EMPLOYMENT IMPACT**

I. Please provide estimates of total number of existing permanent jobs to be preserved or retained as a result of the Project:

Year	Professional	Skilled	Semi-Skilled	Unskilled
Current Year	0	0	0	0
Year 1	0	0	0	0
Year 2	0	0	0	0
Year 3	0	0	0	0
Year 4	0	0	0	0
Year 5	0	0	0	0

II. Please provide estimates of total new permanent jobs to be created at the Project:

Year	Professional	Skilled	Semi-Skilled	Unskilled
Current Year	0	0	0	0
Year 1	2	3	0	0
Year 2	2	3	0	0
Year 3	2	3	0	0
Year 4	2	3	0	0
Year 5	2	3	0	0

III. Please provide estimates for the following:

A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.

IV. Provide the projected percentage of employment that would be filled by City of Albany residents: *Kenwood LLC is committed to the welfare of this property and our neighbors. Although we do not yet know exactly who will be employed, whether during construction or on a full time in service basis at this location, we are committed to finding the very best local candidates to employ for this project.*

A. Provide a brief description of how the project expects to meet this percentage: We will work with local trades to bid the project and will hire qualified local businesses if possible.

**PROJECTED OPERATING IMPACT**

I. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1 <sup>st</sup> year following project completion) <i>(based on paying sales tax for contract services &amp; repair/maintenance supplies)</i>	\$150,000_____
Additional Sales Tax Paid on Additional Purchases	\$12,000_____
Estimated Additional Sales (1 <sup>st</sup> full year following project completion)	\$ _____ N/A_____
Estimated Additional Sales Tax to be collected on additional sales (1 <sup>st</sup> full year following project completion)	\$ _____ N/A_____

II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes (“Pilot Payments”): *The property is currently tax exempt therefore the biggest impact of our project is putting the parcel back on the tax rolls. Our PILOT structure alone provides for \$1.293 million in new revenue to the City and School in the first 22 years.*

Year	Existing Real Property Taxes (Without IDA involvement)	New Pilot Payments (With IDA)	Total (Difference)
Current Year	0	138,736	138,736
Year 1	0	24,638	24,638
Year 2	0	24,638	24,638
Year 3	0	24,638	24,638
Year 4	0	24,638	24,638
Year 5	0	24,638	24,638
Year 6	0	24,638	24,638
Year 7	0	27,979	27,979
Year 8	0	31,321	31,321
Year 9	0	34,662	34,662
Year 10	0	38,004	38,004

- III. Please provide a brief description for the impact of other economic benefits expected to be produced as a result of the Project: *Once this project commences, the impact on the local economy will be realized. From eating establishments for construction team lunches, to gas stations that are now more convenient for fill ups. Upon completion, this project will bring approximately 200 new residents to the City of Albany, shopping in stores, using local service providers, eating at local restaurants. It also has the potential to be a catalyst for other businesses to locate or relocate to the City, by providing new, market rate apartments for business professionals. With a bus stop at the edge of the property, residents have the ability to also leave their vehicle and enjoy all Albany has to offer in a matter of minutes (Times Union Center, restaurants, bars, etc.) Additionally, the Southern Blvd. corridor is ripe for revitalization. With the influx of new residents and vehicle traffic, businesses will find this area more attractive to locate or relocate given the captive audience.*

**CERTIFICATION**

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge, such responses are true, correct and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

<b>Date Signed:</b> <u>February 9<sup>th</sup>, 2005</u>	<b>Name of Person Completing Project Questionnaire on behalf of the Company.</b>  Name: <u>Kate Jarosh</u> Title: <u>Asst. Controller</u> Phone Number: <u>518-584-9007</u> Address: <u>18 Division St, Suite 401, SS, NY 12806</u>
	<b>Signature:</b> 



**Exhibit A**  
**Permanent Employment Job Descriptions**

**Site Manager:** responsible for all property operations, supervision of site staff, monthly rental collection, coordinate requests/work orders, marketing/advertising apartments, apartment leasing, including tenant screening, move-ins and move-outs, and financial management including annual budget preparation and owner reports. In addition, some office management and administrative duties will be required.

**Leasing Agent:** responsible for assisting Site Manager in leasing activities, including showing apartments, tenant screening, move-ins and move-outs and rent collection. Some administrative duties will also be required.

**Facilities Manager:** responsible for maintenance staff and operations, including 3<sup>rd</sup> party vendors contracted with to perform maintenance duties. Facilities Manager will schedule and direct staff and vendors to keep the property in its best condition. Facility Manager is also responsible for the financial management of the maintenance and repair portion of the property's budget, including negotiations with 3<sup>rd</sup> party vendors for contracts and supply ordering/management. Facilities Manager will also keep and update the seasonal and preventative maintenance schedule for the property.

**Maintenance Staff:** responsible for the upkeep of the property at the direction of the Facilities Manager. Duties may include but are not limited to: snow removal, landscaping, work order fulfillment, apartment turnover/painting, general preventative maintenance of the buildings and grounds.