



OFFICE LOCATIONS
Indianapolis, IN
Washington, DC
Minneapolis, MN
Denver, CO
San Francisco, CA

CITY OF ALBANY INDUSTRIAL DEVELOPMENT AGENCY

June 7, 2012

Michael Yevoli
Chief Executive Officer
City of Albany Industrial Development Agency
21 Lodge Street
Albany, New York 12207

RE: Request for IDA Assistance for Scannell Properties #145, LLC

Dear Michael:

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 American Tire project.

The proposed project would involve the acquisition of 7.8 acres of land, demolition of the existing Crowley Dairy facility, site preparation, and the construction of a new 125,000 square foot distribution facility and related improvements. It is intended the building will be expandable to 155,000 square feet, would be leased to American Tire Distributors, Inc. pursuant to a 10-year, triple net lease with two five-year renewal options.

The application is for sales tax abatement, mortgage tax abatement and Standard IDA real estate tax abatement.

The assistance is being requested to make this project a reality. Without this assistance, the project economical would be in jeopardy and other options would be explored for the location of the American Tire project. The benefits to the City includes taking a property and redeveloping with a new Class A distribution facility, bringing 25 new employment positions to the market and an increased tax revenue.



OFFICE LOCATIONS
Indianapolis, IN
Washington, DC
Minneapolis, MN
Denver, CO
San Francisco, CA

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,

Tim Elam
Development Manager

Enclosure

CITY OF ALBANY INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION

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.

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: Scannell Properties #145, LLC

APPLICANT'S ADDRESS: 800 East 96th Street, Suite 175

CITY: Indianapolis STATE: IN ZIP CODE: 46240

PHONE NO.: (317)-843-5956 FAX NO.: (317)-843-5957 E-MAIL: time@scannellproperties.com

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

Tim Elam

James Carlino

Dave Johnson

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

NAME OF ATTORNEY: Jim Carlino

ATTORNEY'S ADDRESS: 800 E. 96th Street, Suite 175

CITY: Indianapolis STATE: IN ZIP CODE: 46240

PHONE NO.: (317)-843-5107 FAX NO.: (317) 843-5957 E-MAIL: jimc@scannellproperties.com

NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 HEREOF BEFORE FILLING
OUT THIS FORM.

INSTRUCTIONS

1. The Agency will not approve any application unless, in the judgment of the Agency, said application and the summary contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using “none” or “not applicable” or “N/A” where the question is not appropriate to the project which is the subject of this application (the “Project”).
3. If an estimate is given as the answer to a question, put “(est)” after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return eight (8) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant’s competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency’s bonds issued to finance the project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel to the Agency. The costs incurred by the Agency, including the Agency’s general counsel and bond counsel, may be considered as a part of the project and included as a part of the resultant bond issue.
9. The Agency has established an application fee of One Thousand Five Hundred Dollars (\$1,500) to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.

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: Scannell Properties #145, LLC

Contact Person: Tim Elam

Phone Number: (317)-843-5956

Occupant: American Tire Distributors, Inc. (Tenant)

Project Location: 55 Commerce Avenue, Albany

Approximate Size of Project Site: 7.8 acres (+/-)

Description of Project: The proposed project would involve the acquisition of 7.8 acres of land, demolition of the existing Crowley Dairy facility, site preparation, and the construction of a new 125,000 square foot distribution facility and related improvements. It is intended the building will be expandable to 155,000 square feet, and would be leased to American Tire Distributors, Inc. pursuant to a 10-year, triple net lease with two five-year renewal options.

Type of Project: ☐ Manufacturing ☒ Warehouse/Distribution
☐ Commercial ☐ Not-For-Profit
☐ Other-Specify _____

Employment Impact: Existing Jobs : 0

New Jobs : 25

Project Cost: \$ 7,750,000

Type of Financing: ☐ Tax-Exempt ☐ Taxable ☒ Straight Lease

Amount of Bonds Requested: \$ 0

Estimated Value of Tax-Exemptions:

N.Y.S. Sales and Compensating Use Tax:	\$240,000.00
Mortgage Recording Taxes:	\$85,000.00
Real Property Tax Exemptions:	\$304,756.00
Other (please specify):	\$

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

A. Identity of Company:

1. Company Name: Scannell Properties #145, LLC

Present Address: 800 East 96th Street, Suite 175, Indianapolis, IN

Zip Code: 46240

Employer's ID No.: 45-4741035

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? June 2012.

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:
Scannell Properties and Scannell Development Company

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
Robert J. Scannell 800 E. 96 th Street, Suite 175 Indianapolis, IN 46260	Manager	NA
Douglas L. Snyder 800 E. 96 th Street, Suite 175 Indianapolis, IN 46260	Manager	NA
James C. Carlino 800 E. 96 th Street, Suite 175 Indianapolis, IN 46260	Manager	NA

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
Robert J. Scannell, as trustee under the Revocable Trust of Robert J. Scannell dated September 9, 2002	800 E. 96 th Street, Suite 175 Indianapolis, IN 46240	87.625%
Saveau, LLC	800 E. 96 th Street, Suite 175 Indianapolis, IN 46240	5%

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

Regions Bank, Indianapolis, IN

II. DATA REGARDING PROPOSED PROJECT

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

The proposed project would involve the acquisition of 7.8 acres of land, demolition of the existing Crowley Dairy facility, site preparation, and the construction of a new 125,000 square foot distribution facility and related improvements. It is intended the building will be expandable to 155,000 square feet, and would be leased to American Tire Distributors, Inc. pursuant to a 10-year, triple net lease with two five-year renewal options.

B. Location of Proposed Project:

1. Street Address: 55 Commerce Avenue
2. City of Albany
3. Town of NA
4. Village of NA
5. County of Albany

C. Project Site:

1. Approximate size (in acres or square feet) of Project site: 7.8 acres
Is a map, survey or sketch of the project site attached? Yes X; No ____.

2. Are there existing buildings on project site? Yes X; No ____.
 - a. If yes, indicate number and approximate size (in square feet) of each existing building:
Two buildings (5,760 SF and 37,632 SF) totaling 43,392 SF

- 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 X. If yes, describe:

- d. Attach photograph of present buildings. Attached.

3. Utilities serving project site:
Water-Municipal: City of Albany Water – There is a 12” water line in Commerce Avenue with two hydrants along the project frontage.
Other (describe)
Sewer-Municipal: City of Albany Sewer – There is a 12” sewer line in Commerce Avenue.
Other (describe)
Electric-Utility: National Grid/Niagra Mohawk – rework existing.
Other (describe)
Heat-Utility: TBD – rework existing.
Other (describe)
4. Present legal owner of project site: HP Hood, LLC
- a. If the Company owns project site, indicate date of purchase: N/A, 20 ; Purchase price: \$ N/A.
- 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: June 4, 2012; and the date the option expires: November 16, 2012.
- 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 . If yes, describe: N/A

5. a. Zoning District in which the project site is located: M-1 General Industrial District

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:

D. Buildings:

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

Construction of a new 125,000 square foot concrete tilt wall building.

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

3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed or expanded:

Warehousing and distribution of tires and tire products, and general office uses.

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:

HVAC, plumbing, as well as equipment in the facility specifically for the tenant.

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

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed:

It is intended that the proposed facility would be leased to American Tire Distributors for its distribution and warehousing of tires and tire accessories.

F. Project Use:

1. What are the principal products to be produced at the Project?

N/A

2. What are the principal activities to be conducted at the Project?

It is intended that the proposed facility would be leased to American Tire Distributors for its distribution and warehousing of tires and tire accessories.

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 X____. If yes, please provide detail:

N/A

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? N/A____%

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: N/A

- a. Will the Project be operated by a not-for-profit corporation? Yes____; No____. If yes, please explain:

N/A

- 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:

N/A

- 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:

N/A

- 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:

N/A

- 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____; No____. If yes, please explain: _____

N/A

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____; No____. If yes, please explain: N/A

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:

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:

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____. If yes, please provide detail:

N/A

- 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____. If yes, please provide detail:

N/A

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.

Albany Board of Zoning Appeals

Area Variance

Parking Lot Permit

Albany Planning Board

SEQRA Determination

Site Plan Approval

Demolition Review

Albany Department of Public Safety

Division of Building & Codes, Demolition Permit (ministerial)

Division of Building & Codes, Building Permit (ministerial)

Albany Department of Water & Water Supply

Storm Water Management Review (ministerial)

Sewer Connection Permit (ministerial)

Water Connection Permit (ministerial)

Albany Department of General Services

Street Opening Permit (ministerial)

Highway Access Permit (ministerial)

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

As defined above by local agencies.

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:

\$10,000 on property due diligence activities

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. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes X_; No _____. If yes, please complete the following for each existing or proposed tenant or subtenant:

1. Sublessee name: American Tire Distributors, Inc.
City: Huntersville State: NC Zip: 28070-3145

Employer's ID No.: 59-379-6143

Sublessee is: ☒ Corporation: ☐ Partnership: ☐ Sole Proprietorship

Relationship to Company: N/A

Percentage of Project to be leased or subleased:

Use of Project intended by Sublessee: 100%

Date of lease or sublease to Sublessee: To be determined.

Term of lease or sublease to Sublessee: 10-year, triple net lease with two, five year renewal options.

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes ☐; No ☒. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

2. Sublessee name: N/A
 Present Address:
 City: _____ State: _____ Zip: _____
 Employer's ID No.: _____
 Sublessee is: _____
 _____ Corporation: _____ Partnership: _____ Sole Proprietorship
 Relationship to Company: _____
 Percentage of Project to be leased or subleased: _____
 Use of Project intended by Sublessee: _____
 Date of lease or sublease to Sublessee: _____
 Term of lease or sublease to Sublessee: _____
 Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes____; No____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.
3. Sublessee name: N/A
 Present Address:
 City: _____ State: _____ Zip: _____
 Employer's ID No.: _____
 Sublessee is: _____ Corporation: _____ Partnership: _____ Sole Proprietorship
 Relationship to Company: _____
 Percentage of Project to be leased or subleased: _____
 Use of Project intended by Sublessee: _____
 Date of lease or sublease to Sublessee: _____
 Term of lease or sublease to Sublessee: _____
 Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes____; No____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

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	5	0	20	0	25
First Year Part Time	0	0	0	0	0
First Year Seasonal	0	0	0	0	0
Second Year Full Time	5	0	20	0	25
Second Year Part Time	0	0	0	0	0
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. Attached

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	\$1,325,000
Buildings	\$4,250,000
Machinery and equipment costs	\$ _____
Utilities, roads and appurtenant costs	\$1,750,000
Architects and engineering fees	\$150,000
Costs of Bond issue (legal, financial and printing)	\$ _____
Construction loan fees and interest	\$200,000

(if applicable)	\$ _____
Other (specify)	\$ _____
Legal/Closing/Misc	\$ 100,000
_____	\$ _____
_____	\$ _____
 TOTAL PROJECT COST	 \$7,775,000

B. Have any of the above expenditures already been made by applicant?
 Yes X; No _____. (If yes, indicate particular.)

\$10,000 of Architectural/Engineering fees.

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: N/A Dollars;
 - b. Maturity requested: _____ Years.
2. Is the interest on such bonds intended to be exempt from federal income taxation? N/A Yes ____; No ____.
3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes:
 - 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 _____. N/A

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? \$ 6,800,000.
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? \$ 3,000,000.
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:	\$ <u>240,000</u>
b.	Mortgage Recording Taxes:	\$ <u>85,000</u>
c.	Real Property Tax Exemptions:	\$ <u>304,756</u>
d.	Other (please specify):	
	_____	\$ _____
	_____	\$ _____

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 ____; No __X__. If yes, please explain.

6. Is the Project located in the City's state designated Empire Zone? Yes____; No____. N/A

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.

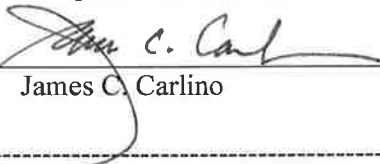
D. Annual Sales Tax Filings. In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal 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:

Scannell Properties #145, LLC

BY:


James C. Carlino

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

VERIFICATION

(If Applicant is a Corporation)

STATE OF _____)
) SS.:
COUNTY OF _____)

_____deposes and says that he is the
(Name of chief executive of applicant)

_____ of _____,
(Title) (Company Name)

the corporation 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. Deponent further says that the reason this verification is made by the deponent and not by said company is because the said company is a corporation. 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 an officer of and from the books and papers of said corporation.

(officer of applicant)

Sworn to before me this
____ day of _____, 20__.

(Notary Public)

VERIFICATION

(If applicant is sole proprietor)

STATE OF _____)
) SS.:
COUNTY OF _____)

_____, deposes and says
(Name of Individual)

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.

Sworn to before me this
 ____ day of _____, 20__.

(Notary Public)

VERIFICATION

(If applicant is limited liability company)

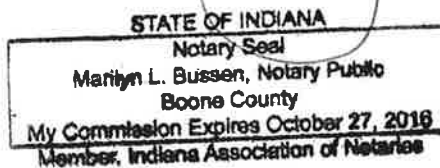
STATE OF INDIANA)
) SS.:
COUNTY OF MARION)

James C. Carlino, deposes and says
(Name of Individual)
that he is one of the members of the firm of Scannell Properties #145, LLC,
(Limited Liability Company)

the limited liability company 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 limited liability company.

James C. Carlino

Sworn to before me this
24th day of June, 2012



Marilyn L. Bussen
(Notary Public)

VERIFICATION

(If applicant is a partnership)

STATE OF _____)
) SS.:
COUNTY OF _____)

_____, deposes and says
(Name of Individual)
that he is one of the members of the firm of _____,
(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
___ day of _____, 20__.

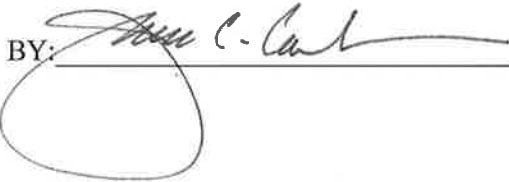
(Notary Public)

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

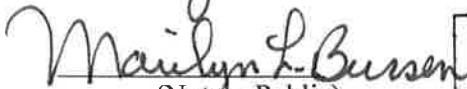
HOLD HARMLESS AGREEMENT

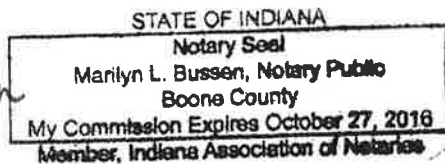
Applicant hereby releases City of Albany Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless 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
7th day of June, 2012


(Notary Public)



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"):	Scannell Properties #145, LLC
2. Brief Identification of the Project:	The proposed project would involve the acquisition of 7.8 acres of land, demolition of the existing Crowley Dairy facility, site preparation, and the construction of a new 125,000 square foot distribution facility and related improvements. It is intended the building will be expandable to 155,000 square feet, would be leased to American Tire Distributors, Inc. pursuant to a 10-year, triple net lease with two five-year renewal options.
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ _____
B. Value of Sales Tax Exemption Sought	\$ <u>240,000</u>
C. Value of Real Property Tax Exemption Sought	\$ <u>304,756</u>
D. Value of Mortgage Recording Tax Exemption Sought	\$ <u>85,000</u>

PROJECTED PROJECT INVESTMENT

A. Land-Related Costs	
1. Land acquisition	\$ <u>1,325,000</u>
2. Site preparation	\$ <u>1,175,000</u>
3. Landscaping	\$ <u>50,000</u>
4. Utilities and infrastructure development	\$ <u>250,000</u>
5. Access roads and parking development	\$ <u>200,000</u>
6. Other land-related costs (describe) Demolition	\$ <u>75,000</u>

B.	Building-Related Costs	
1.	Acquisition of existing structures	\$ Inc. in Purchase Price
2.	Renovation of existing structures	\$ 0
3.	New construction costs	\$ 3,500,000
4.	Electrical systems	\$ 300,000
5.	Heating, ventilation and air conditioning	\$ 200,000
6.	Plumbing	\$ 50,000
7.	Other building-related costs (describe) Fire Protection	\$ 200,000
C.	Machinery and Equipment Costs –	
1.	Production and process equipment	\$ N/A
2.	Packaging equipment	\$ N/A
3.	Warehousing equipment	\$ N/A
4.	Installation costs for various equipment	\$ N/A
5.	Other equipment-related costs (describe)	\$ N/A
D.	Furniture and Fixture Costs –	
1.	Office furniture	\$ N/A
2.	Office equipment	\$ N/A
3.	Computers	\$ N/A
4.	Other furniture-related costs (describe)	\$ N/A
E.	Working Capital Costs –	
1.	Operation costs	\$ N/A
2.	Production costs	\$ N/A
3.	Raw materials	\$ N/A
4.	Debt service	\$ N/A
5.	Relocation costs	\$ N/A
6.	Skills training	\$ N/A
7.	Other working capital-related costs (describe)	\$ N/A
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 150,000
2.	Accounting/legal	\$ 25,000
3.	Other service-related costs (describe)	\$
G.	Other Costs	
1.	Closing Costs	\$ 75,000
2.	Financing Costs	\$ 200,000
H.	Summary of Expenditures	
1.	Total Land-Related Costs	\$ 3,075,000
2.	Total Building-Related Costs	\$ 4,250,000
3.	Total Machinery and Equipment Costs	\$
4.	Total Furniture and Fixture Costs	\$ N/A
5.	Total Working Capital Costs	\$ N/A
6.	Total Professional Service Costs	\$ 175,000
7.	Total Other Costs	\$ 275,000

PROJECTED PROFIT

- I. Please provide projected profit as defined by earnings after income tax but before depreciation and amortization:

YEAR	Without IDA benefits	With IDA benefits
1	\$ No Change	\$ No Change
2	\$ No Change	\$ No Change
3	\$ No Change	\$ No Change
4	\$ No Change	\$ No Change
5	\$ No Change	\$ No Change

“There will be no change as the benefit will pass through to the tenant.”

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	19	\$ 1,450,000	\$ 93,525
Year 1	21	\$ 1,550,000	\$ 99,975
Year 2		\$	\$
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: N/A

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

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	5	0	20	0
Year 2	5	0	20	0
Year 3	5	0	20	0
Year 4	5	0	20	0
Year 5	5	0	20	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: To be determined during hiring. Estimate 50%.

A. Provide a brief description of how the project expects to meet this percentage:

PROJECTED OPERATING IMPACT

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

Additional Purchases (1 st year following project completion)	\$ _____ Estimate 500,000 _____
Additional Sales Tax Paid on Additional Purchases	\$ _____ Estimate 40,000 _____
Estimated Additional Sales (1 st full year following project completion)	\$ _____ TBD _____
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$ _____ TBD _____

II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"):

Year	Existing Real Property Taxes* (Without IDA involvement)	New Pilot Payments (With IDA)	Total (Difference)
Current Year	66,035 (existing taxes)		
Year 1	\$222,698	\$125,105	\$97,593
Year 2	\$229,379	\$148,962	\$80,417
Year 3	\$236,260	\$174,138	\$62,122
Year 4	\$243,348	\$200,691	\$42,657
Year 5	\$250,648	\$228,680	\$21,968
Year 6	\$258,168	\$258,168	\$0

* It's assumed Year 1 represents the first year of the abatement term. It is assumed that the proposed new improvements would be first assessed as of March 1, 2014. The projected property taxes were based on a building assessment of \$40/SF. The millage rates as follows were used: School District 25.92/1,000, County 3.48/1,000 and City 13.84/1,000.

III. Please provide a brief description for the impact of other economic benefits expected to be produced as a result of the Project:

The total impact of the Project is much larger in breadth than the site specific fiscal impacts. The most significant benefit to the community is the increase in earnings and employment positions that the Project will bring to Albany County. The Project is a part of a major nationwide expansion initiative by American Tire Distributors. The additional 25 employment positions created by the Project will translate into an additional 17 indirect and induced opportunities in Albany County totaling approximately \$700,000 in indirect and induced earnings.

In addition to the employment impact, the Project will increase the tax base even with the IDA real estate tax abatement from the current tax rate of \$66,035 to \$125,105 in Year 1. This is a net increase of \$59,070 to the tax roll. Additionally, this will increase annually for the first five years by approximately \$24,000 per year. By Year 6, the taxes will be \$258,168 which is a net increase of \$192,133 per year.

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.

Date Signed: June 7, 2002

Name of Person Completing Project Questionnaire on behalf of the Company.

Name: James C. Carlino

Title: Manager

Phone Number: 317-843-5959

Address: 800 E. 96th St, Ste 175
Indianapolis, IN 46240

Signature: 

SCHEDULE A

CREATION OF NEW JOB SKILLS

Please list the projected new job skills for the new permanent jobs to be created at the Project as a result of the undertaking of the Project by the Company.

[illegible]

Should you need additional space, please attach a separate sheet.

Appendix 1

Site Photos



View from Commerce Avenue

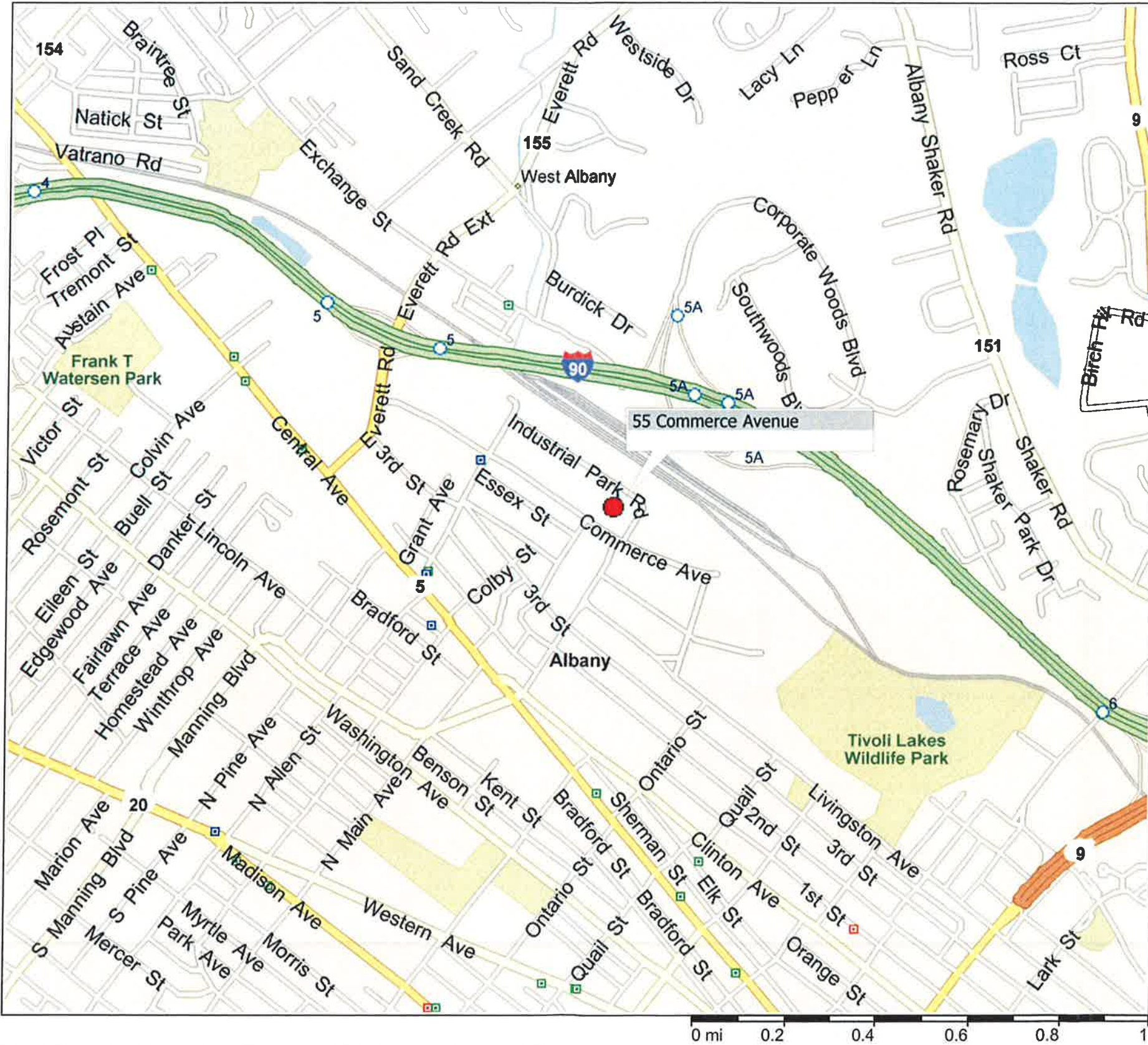


View from Industrial Park Road North of Building

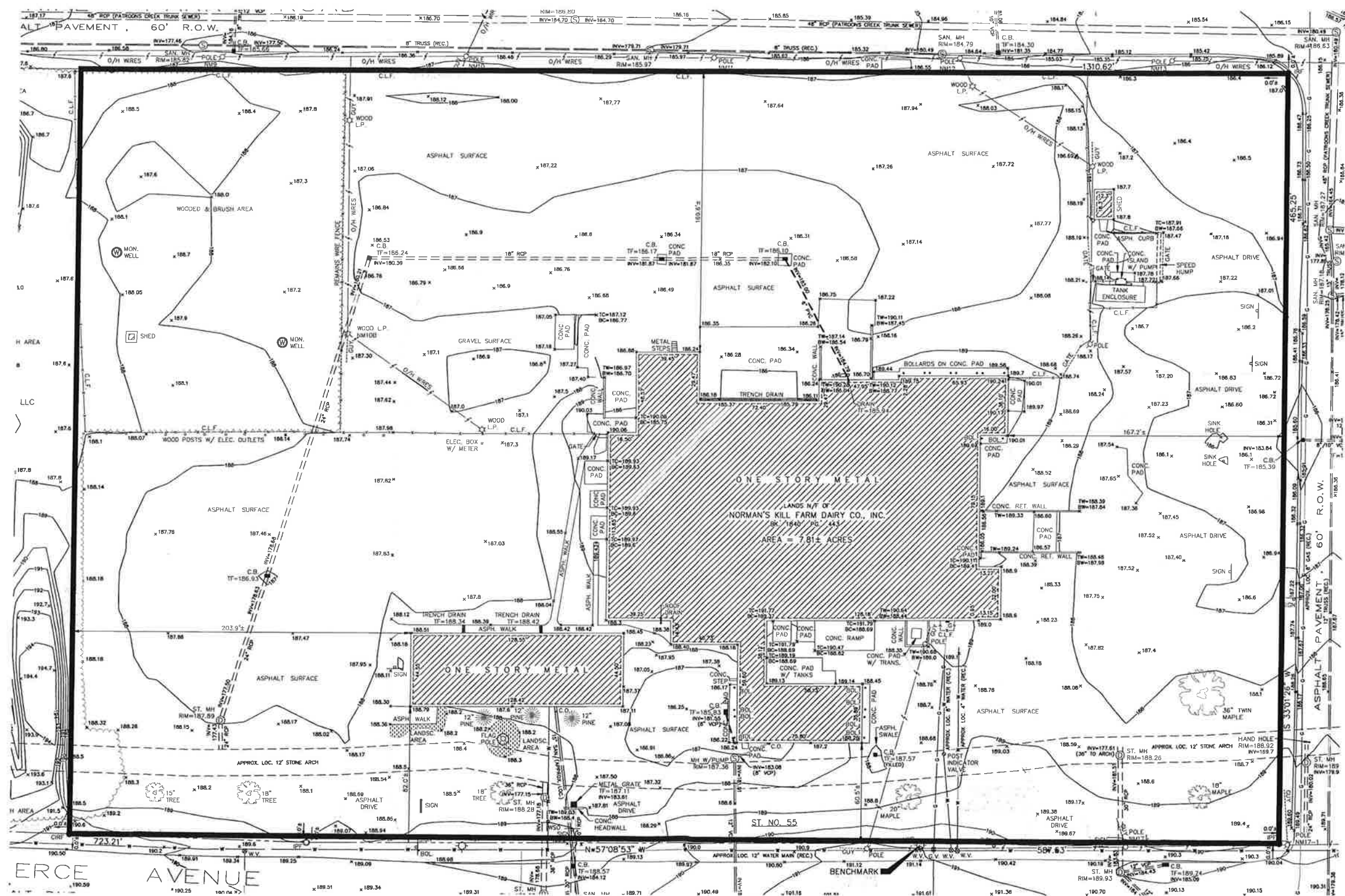


View from Industrial Park Road East of Building

55 Commerce Ave, Albany, NY



Copyright © and (P) 1988–2006 Microsoft Corporation and/or its suppliers. All rights reserved. <http://www.microsoft.com/mappoint/>
Portions © 1990–2005 InstallShield Software Corporation. All rights reserved. Certain mapping and direction data © 2005 NAVTEQ. All rights reserved. The Data for areas of Canada includes information taken with permission from Canadian authorities, including: © Her Majesty the Queen in Right of Canada, © Queen's Printer for Ontario. NAVTEQ and NAVTEQ ON BOARD are trademarks of NAVTEQ. © 2005 Tele Atlas North America, Inc. All rights reserved. Tele Atlas and Tele Atlas North America are trademarks of Tele Atlas, Inc.



Building Solutions that Matter

As one of the country's premier build-to-suit developers, Scannell Properties prides itself on developing more than buildings. We build solutions.

"With Scannell Properties, we can always count on quality properties to present to prospective buyers. Scannell projects are top-quality, from the construction of the building down to the lease documentation. The Scannell team's commitment to excellence is second to none."

JOHN HUGUENARD
CAPITAL MARKETS GROUP AT JONES
LANG LASALLE, MANAGING DIRECTOR,
HEAD OF INDUSTRIAL INVESTMENT SALES

With expertise in various types and sizes of buildings – along with experience in markets all across the U.S. – Scannell designs solutions to meet your distinct development challenges and, ultimately, provide the most advantageous facility for your project.

Whatever your need, Scannell will develop a solution that is client-focused, customized and cost-effective—a solution that sets you up for future success.

Scannell Properties. Building Solutions that Matter.

- [Home](#)
- [Why Scannell](#)
- [Experience](#)
- [News](#)
- [Contact](#)

scannellproperties.com | Phone 317.843.5959

Why Scannell

Scannell Highlights

- Leading national build-to-suit developer since 1990
- Largest developer of FedEx facilities in the U.S.
- Annual average development volume of \$250 million
- Founding partner, Bob Scannell, was a principal of Duke Realty

Because we've got your blueprint for success.

While each project is different and requires some level of customization, there are certain components that are integral to every project, regardless of size, type or location:

Client-focused relationships

We make it a point to know your business—often anticipating needs right along with you. Our focus on clients has proven to be a firm foundation. Approximately 80% of our business comes from repeat clients, such as FedEx, Alcoa, Owens Corning and ITT.

Experience, expertise and geographic reach

We've developed in 37 states and Canada, including:

- Distribution/Warehousing Centers
- Office Buildings
- Transportation/Logistics Facilities
- Government Buildings
- Call Centers
- Retail Space
- Fitness Centers
- Educational Facilities

Proven best practices

We've crafted a turnkey development approach based on our 20+ years of experience. We've also been around long enough to know we need to remain flexible and adaptable to your unique business needs.

Fiscal responsibility

Scannell is well capitalized and positioned to develop projects of all sizes. Our aggressive bidding of construction services ensures you receive high-quality construction at a competitive cost. Our in-house architecture, design, legal and finance expertise allows us to offer you the lowest per-square-foot soft costs in the industry.

When we accept a project, we know we're helping to construct the future livelihood of a company. We take that very seriously.

Experience

For more than 20 years, Scannell has developed facilities all across the U.S. and Canada that provide practical, yet innovative, solutions for clients.

Case Studies

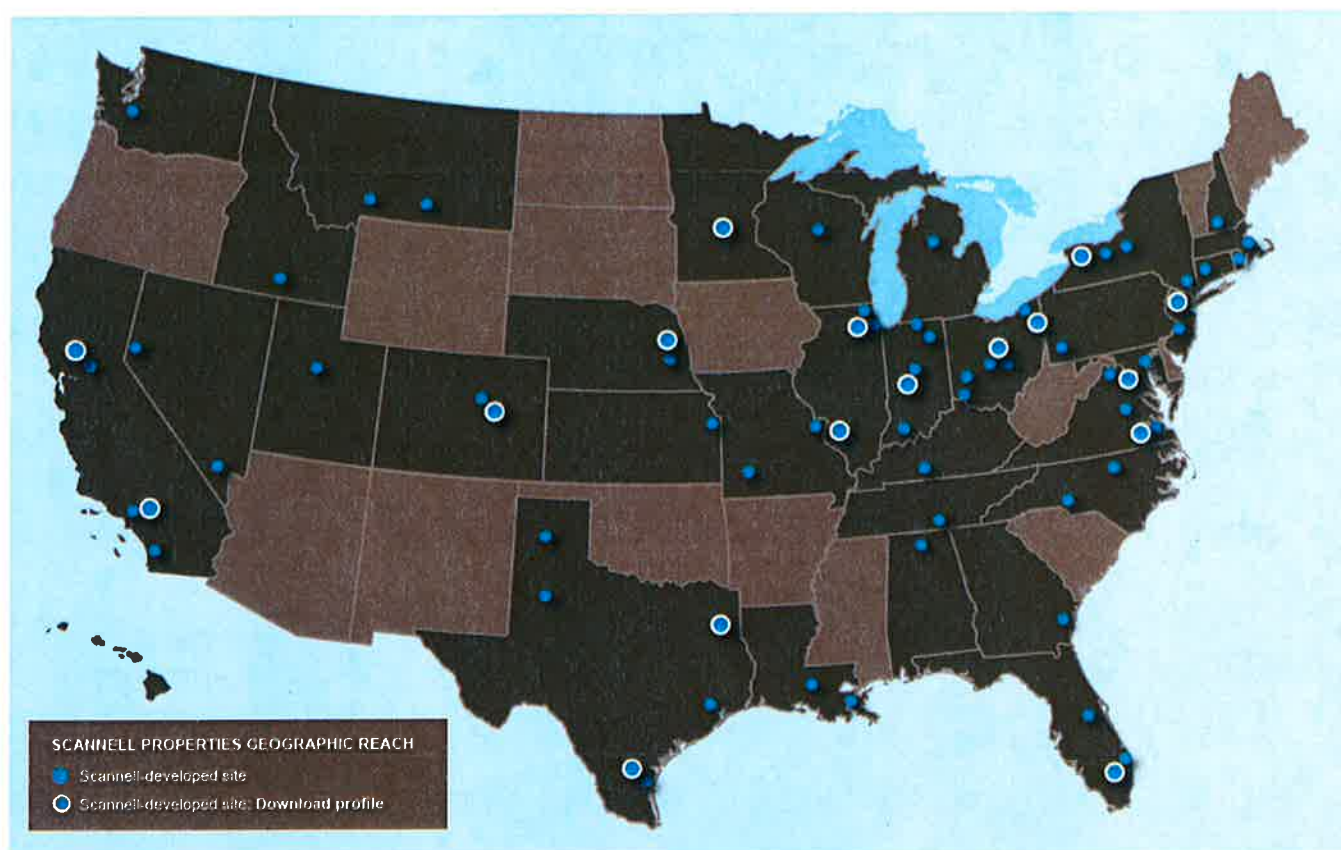
- [Kendall-Jackson in American Canyon, CA](#)
- [FedEx Ground in Newington, VA](#)
- [Chrysler Plant in Twinsburg, OH](#)
- [U.S. District Courthouse in Newport News, VA](#)

Scannell has experience in the development of buildings of all types, sizes and locations. Whether we are developing an office park, education or government facility, we're focused on creating a solution that matters to your business.

If you want a partner who can provide a client-focused, cost-effective and custom approach to your next building project, you want Scannell Properties.

Click on the links below for profiles from some of our most successful projects.

Alcoa CSI
Apria Healthcare
Chrysler Plant
Daltille
FedEx Freight, West Palm Beach
FedEx Ground, Dover
FedEx Ground, Newington
FedEx Ground, North Chicago
FedEx Ground, Pomona
FedEx Ground, Shakopee
General Services Administration, Centennial
General Services Administration, Lincoln
Gold's Gym
Kendall-Jackson
Owens Corning
Saint Gobain
U.S. District Courthouse



Contact Scannell

"As a long-term capital partner of Scannell Properties, KeyBank has a great deal of confidence in their financial strength, ability to execute, and the quality of their projects. It is great to work with a company like Scannell."

TED LEWIS
SENIOR VICE PRESIDENT, KEYBANK

Headquarters

Indianapolis, IN
800 E. 96th Street, Suite 175
Indianapolis, IN 46240

Phone: (317) 843-5959
Fax: (317) 843-5957

Regional Offices

Alexandria, VA
Phone: (703) 684-4449
Fax: (703) 548-9446

San Francisco, CA
Phone: (510) 899-8302
Fax: (510) 899-8300

Denver, CO
Phone: (317) 218-1666
Fax: (317) 843-5957

Minneapolis, MN
Phone: (317) 670-1015
Fax: (763) 682-4524

Let us help you with your next project.

[Click here to email us.](#)



Covering Ground

A nationwide build-to-suit scope



Scannell Properties

Development Manager
Tim Elam

Location
Indianapolis, Indiana

Specializing in build-to-suit developments for single-tenant industrial, office and institutional purposes, Scannell Properties prides itself on its competitiveness, flexibility and quick decision-making.

"We are a privately held development company that averages annual volumes of \$250 million," says Tim Elam, Development Manager. "Our proven track record and national reach create opportunities for us to compete against larger competitors. By virtue of being a private company, we are also able to make quick decisions and take a unique approach to each requirement. We create solutions that vary in size, product type and location where others may shy away."

Headquartered in Indianapolis, Indiana for over 20 years, Scannell has a countrywide scope with four additional regional offices in San Francisco, Denver, Minneapolis and Alexandria. Scannell currently has over twenty projects in progress in fifteen different states. "Our business model enables us to deliver a competitively priced and quality product

anywhere in the U.S.," asserts Elam. He adds, "in part because we competitively bid general contracting services on all projects."

Though Scannell acknowledges there is a benefit to working with a select general contractor on multiple projects for a client, it also recognizes the benefit of working with local, reputable general contractors, especially in smaller markets. Thus, its model of competitively bidding general contracting services, results in a team that is "right-sized" for the project at hand.

If the greatest measure of success is earning a client's repeat business, then Scannell is at the top of its class. "We have worked repeatedly for over a dozen clients. We have the capability and knowledge to be the outsourced development arm for most corporate real estate departments," says Elam. A prime example is with Federal Express, for whom Scannell has completed over 75 projects in the United States.



BUILDING ON THE PAST

A daunting endeavor for some, Scannell recently purchased a former Chrysler stamping plant in Twinsburg, Ohio originally constructed in the 1950s. The company is now transforming the property into a new business park that has development potential of 2.3 million square feet. "Orchestrating and executing the demolition of this site was a significant undertaking as was planning for the infrastructure and improvements to accommodate future tenants" says Elam. "However, we saw early on that the value of this asset extended far beyond that of a typical commercial property, including salvage rights for scrap materials and mineral rights." Scannell is currently under construction on a 137,000 square foot distribution warehouse and cold storage facility for Performance Food Groups (PFG). As the site's first user of the former Chrysler plant, PFG is expected to migrate to this new location in September, 2012. Scannell is seeing great interest in this project from regional and national users alike.

PIONEERS AT WORK

Constructed for its most prominent client, Scannell recently developed a 215,000 square-foot FedEx Ground Distribution Center in Grays Lake, Illinois. The \$12 million project sits on previously undeveloped land and was designed around the client's automatic material handling system. "It's the first major user in a 140-acre business park," says Courtney Lehman, also Development Manager with Scannell Properties. "We were the pioneer for the park. We built a road and the entire infrastructure for the park in conjunction with this project.

"In doing so, Scannell had to overcome challenges associated with permitting, wetland mitigation and offsite improvements, but FedEx occupied the site on time and the project was recently nominated for the Commercial Real Estate Development Association's Industrial Build-to-Suit of the Year.

"It was very difficult on the financing side at the time," Lehman says. "It's the first major build-to-suit of that nature for Grays Lake. We worked with the Illinois Department of Transportation for incentives on the roads. All of those things culminated into a special project."

AMERICA'S MANUFACTURING SPACE

Currently under development, General Electric Aviation in Auburn, Alabama is a 300,000 square-foot office/manufacturing facility. This \$28 million project is in the Auburn Technology Park. The building will have a two story 35,000 square-foot office component with the remainder being set aside for high tech manufacturing. The building will be LEED certified upon completion in November, 2012. "From a development stand point, this project is fairly straightforward. However, in manufacturing facilities there is always a lot of extra coordination during the design process with manufacturing equipment feeds", says Elam.

Scannell Properties will continue to focus on build-to-suits for primarily office and industrial clients. The company's presence throughout the country will allow it to take on a variety of projects in many different locations and its personnel are skilled to tackle even the most challenging requirements. **DDC**



Published by **DDC Journal** - Summer 2012 ©2012 **Avenir Publishing, Inc.** For information
on ordering **Avenir** reprints visit us at www.avenirpublishing.com or email us at
reprints@avenirpublishing.com

Contact Us | Investor Relations | Employment Opportunities | Employee Resource Center
Contact Us: 704.992.2000

Distribution Centers | Programs | News



1 2 3 4 5

WELCOME TO AMERICAN TIRE DISTRIBUTORS

Since 1935 American Tire Distributors has supported the nation's tire dealers, service repair shops, and automotive performance shops with prompt and convenient delivery of the products, tools, and programs they need to service a country on the move.

Today, these same customers rely on us to provide a complete package of tires, custom wheels, service equipment, shop supplies, and a full complement of business resources needed to meet the challenge of an increasingly demanding and competitive retail landscape. We provide a whole lot more than just products. We offer a total package of tires, wheels, and a whole lot more!

- | | |
|-----------------|---|
| 5/24/12 | ATD Announced Acquisition of Consolidated Tire & Oil, Inc. |
| 4/30/12 | ATD and Tire Pros Open 5th Tread Town Boundless Playground for Children of All Abilities |
| 2/22/12 | ATD and Tire Pros Open 4th Tread Town Boundless Playground for Children of All Abilities |
| 11/16/11 | ATD and Tire Pros Open West Tennessee's First Public Boundless Playground for Children of All Abilities |
| 10/31/11 | ATD Announces Marketing Alliance with DUB Magazine |
| 9/14/11 | ATD and Tire Pros Open Second Tread Town, A Boundless Playground for Children of All Abilities, in Pearl, Mississippi |
| 4/18/11 | American Tire Distributors, Inc. ("ATD") announced today that it has executed an agreement to purchase the capital stock of North Central Tire Group ("NCT"). |
| 12/10/10 | American Tire Distributors, Inc. announces acquisition of Lisac's of Washington, Inc. and Tire Wholesalers, Inc. |
| 6/28/10 | American Tire Distributors Opens First Distribution Center in Ohio |
| 6/25/10 | American Tire Distributors Opens Tread Town, Mecklenburg County's First Boundless Playground for Children of All Abilities |
| 5/26/10 | No. 01 TireBuyer.com Chevrolet to Debut at Tech-Net Auto Service 300 at Charlotte Motor Speedway |
| 10/05/09 | ATD Announces National Charity Partner, Tops \$1 Million In Corporate Giving During 20th Annual Golf Classic |
| 9/14/09 | American Tire Distributors Named to 2009 Inc. 5000 List of Fastest-Growing Private Companies In America |
| 5/28/09 | ATD Announces Planned Sale of Autotire Car Care Centers Stores |

[Contact Us](#) | [Investor Relations](#) | [Employment Opportunities](#) | [Employee Resource Center](#)

Contact Us: 704.992.2000

[Home](#) | [About Us](#) | [Products](#) | [Distribution Centers](#) | [Programs](#) | [News](#)[Company](#) [History](#) [Leadership](#) [Hall Of Fame](#)

ABOUT US

Serving Tire Retailers and Service Shops Nationwide

At American Tire Distributors we have the ability to deliver tire, wheel and automotive service retailers a whole lot more by offering the tools and resources of success: close proximity distribution centers, rapid product delivery, state-of-the-art logistics, top brands, marketing programs, technology, training, and business consulting.

Our People Make The Difference

We believe excellent service and exceptional value distinguish a good company from a great one. These two values are evident in the people that make up American Tire Distributors. From our drivers to the CEO, a dedication to serving the tire and wheel retailer is priority one. This includes technical expertise from our wheel and equipment specialists, financial management training from our financial services department, and marketing support from account managers and our corporate marketing department. Providing tires and wheels to independent dealers is just the beginning of our commitment. We want to help dealers grow their business, generate more sales, increase their consumer base, and remain profitable. Our commitment is never ending.

American Tire Distributors At A Glance

- 99 Regional Warehouses with over 9.9 Million sq. ft
- Three National Mixing Warehouses
- Over 800 Delivery Vehicles
- Over 39.6 Million Annual Delivery Miles
- Over 40,000 SKU's
- Over 60,000 Customers

Specialists in Every Field

- Dedicated Equipment Specialists
- Knowledgeable Wheel Specialists
- Experienced CSR's (Customer Service Reps)
- Dedicated Account Managers

Marketing Support Programs

- Marketing Programs
- ATDSERVICEBAY®
- TireBuyer.com™
- CO-OP Advertising
- Sales Incentive Programs
- Advertising/Marketing Assistance
- Training
- Financial Business Assistance

American Tire Distributors History

Since 1935 American Tire Distributors has supported the nation's tire dealers, service repair shops, and automotive performance shops with prompt and convenient delivery of the products, tools, and programs they need to service a country on the move.



© 2012 American Tire Distributors

[Contact Us](#) | [Investor Relations](#) | [Employment Opportunities](#) | [Employee Resource Center](#)[Contact Us: 704.992.2000](#)[Home](#) | [About Us](#) | [Products](#) | [Distribution Centers](#) | [Programs](#) | [News](#)

PRODUCTS

Our customers rely on American Tire Distributors to provide more selection, wider availability, and easy access to a complete package of tires, performance wheels, service equipment, and shop supplies.

We carry tires for passenger vehicles, pick-up trucks, sport utility vehicles, tractor-trailers, buses, commercial applications, farm machinery, and specialty and recreational vehicles.

Our wheel offering to retailers includes performance wheels for passenger vehicles, pick-up trucks, and sport utility vehicles with rim diameters ranging from 13" to 30". Read below to learn more about the products we offer.



TIRES



WHEELS



SUPPLIES

© 2012 American Tire Distributors

Contact Us: 704.992.2000

[Home](#) | [About Us](#) | [Products](#) | [Distribution Centers](#) | **[Programs](#)** | [News](#)

PROGRAMS

American Tire Distributors offers all dealers a wide variety of services and benefits:

Convenience of 24 hour inventory access and order capability through ATDOnline®, with the dependability of a consistent delivery route. One-stop source for tires, wheels, automotive service equipment, and tire supplies. One call, one truck, and one invoice. Consumer awareness and exposure through exclusive national promotions, and name-brand, exterior identification. Many dealer benefits through ATD ServiceBAY™ including warranties, point-of-sale material, credit cards, ATDOnline® Rewards and TireBuyer™.

5/24/12	ATD Announced Acquisition of Consolidated Tire & Oil, Inc.
4/30/12	ATD and Tire Pros Open 5th Tread Town Boundless Playground for Children of All Abilities
2/22/12	ATD and Tire Pros Open 4th Tread Town Boundless Playground for Children of All Abilities
11/16/11	ATD and Tire Pros Open West Tennessee's First Public Boundless Playground for Children of All Abilities
10/31/11	ATD Announces Marketing Alliance with DUB Magazine
9/14/11	ATD and Tire Pros Open Second Tread Town, A Boundless Playground for Children of All Abilities, in Pearl, Mississippi
4/18/11	American Tire Distributors, Inc. ("ATD") announced today that it has executed an agreement to purchase the capital stock of North Central Tire Group ("NCT").
12/10/10	American Tire Distributors, Inc. announces acquisition of Lisac's of Washington, Inc. and Tire Wholesalers, Inc.
6/28/10	American Tire Distributors Opens First Distribution Center in Ohio
6/25/10	American Tire Distributors Opens Tread Town, Mecklenburg County's First Boundless Playground for Children of All Abilities
5/26/10	No. 01 TireBuyer.com Chevrolet to Debut at Tech-Net Auto Service 300 at Charlotte Motor Speedway
10/05/09	ATD Announces National Charity Partner, Tops \$1 Million In Corporate Giving During 20th Annual Golf Classic
9/14/09	American Tire Distributors Named to 2009 Inc. 5000 List of Fastest-Growing Private Companies in America
5/28/09	ATD Announces Planned Sale of Autotire Car Care Centers Stores

Dealer Programs

In addition to all the many benefits American Tire Distributors offers dealers we also administer many

ATD offers these Dealer Programs:

Alliance (Michelin, BFGoodrich, Uniroyal)
 TireStarz (Bridgestone, Firestone, Fuzion, Primewell)
 G3X (Goodyear, Dunlop, Kenda)
 Kumho Premium Fuel
 Gold Dealer (Continental, General)
 Firestone Ag Dealer
 Wheel Volume Rebate Program
 DUB Garage Dealer
 Mickey Thompson Marketing Alliance (MTMA)
 Mickey Thompson Performance Marketing Alliance (MTPMA)
 Cooper Medallion
 Mastercraft Century

[Contact Us](#) | [Investor Relations](#) | [Employment Opportunities](#) | [Employee Resource Center](#)**Contact Us: 704.992.2000**[Home](#) | [About Us](#) | [Products](#) | **[Distribution Centers](#)** | [Programs](#) | [News](#)

DISTRIBUTION CENTER

We currently have 99 Distribution Centers located in 40 states across the nation.

New York (2)



DISTRIBUTION CENTER INFO

215 ROCHESTER

401 PEXLEY ROAD ROCHESTER, NY 14624

Phone: 800-728-9229 / 585-465-5443**Fax:** 585-465-5442

270 LONG ISLAND

121 WILSHIRE BLVD EDGEWOOD, NY 11717

Phone: 855-428-3847 / 631-595-4000**Fax:** 631-242-0107