

**Ulster County Industrial Development Agency /
Ulster County Capital Resource Corporation**

Application for Incentives

Date: 2/24/2021

Answer all questions. Use "None" or "Not Applicable" where necessary.

I. APPLICANT INFORMATION

A) Applicant:

Name: Romeo Enterprises, LLC d/b/a Romeo KIA of Kingston
Address: 111 Schwenk Drive
City: Kingston State: NY Zip: 12401
Federal ID/EIN: 26-0335801 Website: www.RomeoKia.com
Primary Contact: Lucia Romeo
Title: Corporate Counsel
Phone: [REDACTED] Email: Lucia@RomeoAutoGroup.c

B) Real Estate Holding Company (if different from Applicant):

Will a separate company will hold title to/own the property related to this Project? If yes:

Name: 64 Properties, LLC
Address: 170 Saratoga Ave
City: South Glens Falls State: NY Zip: 12803
Federal ID/EIN: 20-1723810 Website: _____
Primary Contact: Lucia Romeo
Title: Corporate Counsel
Phone: [REDACTED] Email: Lucia@RomeoAutoGroup.com

Describe the terms and conditions of the lease between the Applicant and the Real Estate Holding Company. If there is an option to purchase the property, provide the date option was signed and the date the option expires:
On July 23, 2019, the parties signed a 10 year lease for the property, with unlimited 5 year renewal options.

C) Current Project Site Owner (if different from Applicant or Real Estate Holding Company):

Name: _____
Title: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: () - _____ Email: _____

D) Holding Company of Applicant:

Is the Applicant a subsidiary, direct, or indirect affiliate of another organization? If yes, attach an organizational chart:

Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Federal ID/EIN: _____ Website: _____
Primary Contact: _____
Title: _____
Phone: () - _____ Email: _____

E) Attorney:

Name: John Hoke, Esq.
Firm Name: Smith Hoke, LLC
Address: 16 Wade Road
City: Latham State: NY Zip: 12110
Phone: ~~518-782-1234~~ Email: JHoke@SmithHoke.com

F) General Contractor:

Name: unknown as of now
Firm Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: () - _____ Email: _____

A) Company Organization:

Year founded: 2012 NAICS Code: 441110

Type of ownership (e.g., C-Corp, LLC): LLC

B) Company Ownership:

List all stockholders, members, or partners with ownership of greater than 5% and attach an organizational ownership chart with complete name, TIN, DOB, home address, office held, and other principal businesses (if applicable).

Name	Office Held	% of Ownership	% of Voting Rights
Leonard Romeo	Managing Member	75%	75%
Kathy Romeo	Member	25%	25%

Is the Applicant now a plaintiff or a defendant in any civil or criminal litigation? Yes No

If yes, describe: _____

Is a member(s) of the Applicant's management now a plaintiff or a defendant in any civil or criminal litigation? Yes No

If yes, describe: _____

Has any person listed above ever been charged with a crime other than a minor traffic violation? Yes No

If yes, describe: _____

Has any person listed above ever been convicted of a crime other than a minor traffic violation? Yes No

If yes, describe: _____

Has any person listed above, any concern that such person is related to, or any person related to this Project ever been in receivership or been adjudicated as bankrupt? Yes No

If yes, describe: _____

C) Company Description:

Describe in detail the Company's background, products, customers, goods and services:

Since March 2012, Romeo Kia has been in the automotive sales and service business. Romeo Kia is a franchise dealer for Kia Motors America. The dealership has been located in uptown Kingston since its inception. While sales have increased since the beginning, sales and especially service are negatively impacted by the location of the dealership. Currently, we are unable to become a Kia Certified EV Dealer due to the space constraints and our inability to provide on-site electric charging stations to the public. We would be able to become Certified and add the stations with the move.

The site is small (2.1 acres), located on a divided street with a difficult access-point. Customers often complain that the dealership is hard to find and that parking is extremely limited. The location has been a car dealership for approximately 50 year - first as Century Buick Pontiac, then as Kingston Buick Pontiac GMC, which later became our sister store, Romeo Chevrolet Buick GMC. Since Romeo Chevrolet Buick GMC moved out of the Schwenk Drive location and over to Ulster Avenue, directly across the street from the proposed new Kia location, sales and service business has more than doubled, enabling RCBG to hire more employees and assist more customers.

Major Customers: Any drivers in the local area who purchase or service a new or used vehicle.

Major Suppliers: Kia Motors America

Existing Banking Relationship(s): Ulster Federal Credit Union, Glens Falls National Bank.

Has the Company ever received incentives tied to job creation?

Yes No

If yes, describe:

Were the goals met?

Yes No

If no, why not?

Additional sheets may be attached, if necessary.

Provide estimates in either dollar amount or percentage based on your existing Company's business. If this is a new Company, provide estimates based on proforma financial projections:

Estimated annual sales to customers in Ulster County:	\$10779900 .00	34%
Estimated annual sales outside of Ulster County but within New York State:	\$19717650 .00	62%
Estimated annual sales outside of New York State but within the U.S.:	\$1151850. 00	4%
Estimated annual sales outside the U.S.:	\$0.00	0%
Total	\$31649400	100%

Estimated annual sales subject to local sales tax:	\$31649400.00	100%
Estimated value of annual supplies, raw materials, or vendor services that are expected to be purchased from firms in the Mid-Hudson Economic Development Region (i.e., Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster, and Westchester counties):	\$2500000.00	8%

III PROJECT DESCRIPTION AND DETAILS

A) Assistance requested from the Agency:

Select all that apply:

- Exemption from Sales Tax
- Exemption from Mortgage Tax
- Exemption from Real Property Tax
- Taxable Bonds
- Tax-exempt Bonds (typically for non-for-profits or qualified manufacturers)
- Other, specify: _____

B) Project Description:

Attach a map, survey or sketch of the Project site, identifying all existing or new buildings/structures.

Project Location (address/SBL): 1670-1694 Ulster Ave. Lake Katrine
SBL #39.82-2-3.110 and #39.82-2-3.120

Property Size (acres): existing: 4.35 proposed: 4.35

Building Size (square feet): existing: 0 proposed: 18,991

Proposed Project Time Table: start: 4/1/2021 end: 12/1/2021

Is the Applicant the present legal owner of the Project site? Yes No

If yes: Date of Purchase: _____ Purchase Price: \$_____

If no:

1. Present legal owner of the Project site: 64 Properties, LLC
2. Is there a relationship, legally or by common control, between the Applicant and the present owner of the Project site? Yes No

If yes: Common control

3. Does the Applicant have a signed option to purchase the site? Yes No

If yes: Date option signed: _____ Date option expires: _____

Is the Project site subject to any property tax certiorari? Yes No

If yes:

Describe the Project including, scope, purpose (e.g., new build, renovations, and/or equipment purchases, equipment leases, etc.), timeline, and milestones. The Project scope must entail only future work, as the Agency's benefits are not retroactive:

The Project will consist of constructing an 18,991 square foot automotive dealership for sales and service on what is now vacant land next to the Quick Chek on Ulster Ave, and directly across from Romeo Chevrolet Buick GMC. The Project will be ground-up construction of a new building, including all new equipment for the interior - lighting, mechanicals, shop equipment, furniture, etc.

By 2030, Kia Motors intends that 40% of its global sales are eco-friendly vehicles, including hybrids, plug-in hybrids and pure-electric vehicles. Kia also intends to become the world-leader in dedicated EV sales by the same year. To maximize our contribution to this endeavor, the Project will include installing high-speed chargers that will be available to the public and will allow Romeo Kia to become a Kia Certified EV Dealer.

Additionally, the Applicant intends to keep as many purchases as possible for the Project with local business. While the Applicant must purchase its vehicles, parts and accessories from Kia directly, and must purchase some of the building equipment from Kia directly, whatever can be sourced locally, will be.

The goal is to begin construction on April 1, 2021, but the Project needs the assistance of the Agency to make this viable as the costs to construct such a facility are high. Particularly with the uncertainties of the economy with the impacts of COVID-19, it is imperative that the Applicant receive assistance so that this Project can be completed.

Would this Project be undertaken but for the Agency's financial assistance? Yes No

If no, describe why the Agency's financial assistance is necessary and the effect the Project will have on the Applicant's business or operations:

As stated above, the costs of the Project are substantial and are concerning in light of the economic uncertainties caused by the impacts of COVID-19 over the past year. In addition, Kia vehicles sales and service are not hugely profitable ventures so the margins are traditionally slim for this type of dealership. Without the Agency's assistance, this Project will not be profitable to the extent necessary to make it viable.

C) Project Site Occupancy

Select Project type for all end-users at Project site (choose all that apply):

- | | |
|---|--|
| <input type="checkbox"/> Industrial | <input checked="" type="checkbox"/> Service* |
| <input type="checkbox"/> Acquisition of existing facility | <input type="checkbox"/> Back-office |
| <input type="checkbox"/> Housing | <input type="checkbox"/> Mixed use |
| <input type="checkbox"/> Multi-tenant | <input type="checkbox"/> Facility for Aging |
| <input checked="" type="checkbox"/> Commercial | <input type="checkbox"/> Civic facility (not-for-profit) |
| <input checked="" type="checkbox"/> Retail* | <input type="checkbox"/> Other |

* The term "retail sales" means (1) sales by a registered vendor under Article 28 of the Tax Law of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property, as defined in Section 1101(b)(4)(i) of the Tax Law, or (2) sales of a service to customers who personally visit the Project location. If "retail" or "service" is checked, complete the Retail Questionnaire contained in Section IV.

List the name(s) of the expected tenant(s), nature of the business(es), and percentage of total square footage to be used by each tenant. Additional sheets may be attached, if necessary:

Company:	Nature of Business:	% of total square footage:
1. Romeo Enterprises, LLC d/b/a Romeo Kia of Kingston	Automotive sales & service	100%
2. _____	_____	_____
3. _____	_____	_____

IV. RETAIL QUESTIONNAIRE

Additional information for retail projects in economically distressed areas (Section III)

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or purchase services.

- A) Will any portion of the Project consist of facilities or property that will be primarily used in making sales of goods or services to customers who personally visit the Project site? Yes No

If yes, continue with the remainder of the Retail Questionnaire. If no, do not complete the remainder of the Retail Questionnaire.

- B) What percentage of the cost of the Project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the Project? **100** %

If the answer is less than 33.33% do not complete the remainder of the Retail Questionnaire.

If the answer to Question A is Yes and the answer to Question B is greater than 33.33%, complete the remainder of the Retail Questionnaire:

1. Is the Project location or facility likely to attract a significant number of visitors from outside the Mid-Hudson Economic Development Region (i.e., Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster, and Westchester counties)? Yes No

2. Will the Project make available goods or services which are not currently reasonably accessible to the residents of the municipality within which the proposed Project would be located? Yes No

3. 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, explain: The Project will create additional, permanent, private sector jobs as the sales and services increase as expected. We anticipate the addition of at least 10 jobs within the first year.

4. Will the Project be located in an area designated as an economic development zone pursuant to Article 18-B of the General Municipal Law (Source: <https://esd.ny.gov/empire-zones-program>)? Yes No

If yes, explain: In the area of the Town of Ulster that this project is to be located, the property is designated as an economically development zone.

5. Will the Project be in 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 (i) 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 (ii) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? (Source: United States Census Bureau <https://factfinder.census.gov/>) Yes No

If yes, explain: In the area of the Town of Ulster that this project is to be located, the property is designated as an economically distressed zone. Please see the attached Census Tract.

ENVIRONMENTAL REVIEW AND FINDINGS

The Applicant must comply with the State Environmental Quality Review Act (SEQRA) before the Agency can vote on proposed financial incentives. It is the Applicant's responsibility to provide a copy of the final SEQRA determination to the Agency.

Environmental Assessment Form: Short Form Long Form

Lead Agency: Town of Ulster Town Board

Agency Contact: James E. Quigley, 3rd

Date of submission: 2/29/2020

Status of submission: Approved

Final SEQRA determination: Negative Declaration

A) Site Characteristics:

Will the Project meet zoning and land use regulations for the proposed location?

Describe the present zoning and land use regulation: **The present zoning for the Project is Regional Commercial.**

Is a change in zoning and land use regulation is required? If yes, specify the required change and status of the change request: **No change is required**

If the proposed Project is located on a site where the known or potential presence of contaminants is complicating the development/use of the property, describe the potential Project challenge: **No.**

B) Permits:

Describe other permits required and the status of the approval process. Attach copies of variances and special permits to this Application.

Permit:	Status:
1. <u>Lot Line Adjustment</u>	<u>Approved</u>
2. <u>Site Plan</u>	<u>Approved</u>
3. <u>Kia Relocation</u>	<u>Approved</u>
4. _____	_____

VI. INTER-MUNICIPAL MOVEMENT OF BUSINESS

The Agency is required by State law to make a determination that, if completion of a Project benefiting from the Agency's financial assistance results in the removal of a plant of the Project occupant from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the Project occupant located within the State, Agency financial assistance is required to prevent the Project occupant from relocating out of the State, or it is reasonably necessary to preserve the Project occupant's competitive position in its respective industry.

Will the Project result in the removal of a plant of the Project occupant from one area of the State to another area of the State? Yes No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the State? Yes No

If yes to either question above, explain how notwithstanding the aforementioned closing or activity reduction, the Agency's financial assistance is required to prevent the Project from relocating out of the State or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry: The current facilities for Romeo Kia are completely inadequate to serve our customers and to grow the business. The facilities are located adjacent to historical Uptown Kingston, with no opportunity to expand the footprint of the building. The location is difficult to access, particularly for tractor trailers to deliver new inventory to the dealership. Without the Agency's assistance to relocate Romeo Kia to the Town of Ulster, the business will continue to be stagnant and will not support the cost of doing business, which would result in the owner deciding to close the location altogether or to explore other options in Greene or Columbia Counties. The applicant no longer owns the current site and the current owner plans to re-develop and re-lease the current site. The lease on the current site is currently set to expire on December 31, 2021. A copy of the lease extension has been included.

Does the Project involve relocation or consolidation of a Project occupant from another municipality?

Within New York State: Yes No

Within Ulster County: Yes No

If yes, explain: The Project will move the dealership from its present location in the City of Kingston to the proposed location in the Town of Ulster.

VII. EMPLOYMENT INFORMATION

A) Current and Projected Employee Headcount

	Current Headcount	Projected Headcount			
		New Year 1	New Year 2	New Year 3	Total by Year 3
Full-time	18	9	6	3	36
Part-time	1	0	0	0	1
Seasonal	0	0	0	0	0

B) Employment Plan in FTE

Estimate the number of full-time equivalent (FTE) jobs that are expected to be retained and created as part of this Project. One FTE is equivalent to 35 hours of work per week or 1,820 hours per year. Convert part-time jobs into FTE by dividing the total number of hours for all part-time resources by 35 hours per week or 1,820 hours per year.

Attach a list that describes in detail the types of employment for this Project, including the types of activities or work performed and the projected timeframe for creating new jobs.

Occupation in Company	Current (Retained) Permanent FTE		Projected New Permanent FTE			
	Average Annual Salary or Hourly Wage ¹	Number of Current FTE	FTE in Year 1	FTE in Year 2	FTE in Year 3	Total New FTE by Year 3
Professional/Management	89,000	6	1	1	0	2
Administrative	35,000	2	0	1	1	2
Sales	50,000	5	5	2	1	8
Services	45,000	5	3	2	1	6
Manufacturing						
High-Skilled						
Medium-Skilled						
Basic-Skilled						
Other (specify)						
Total		18	9	6	3	18

¹ Wages are defined as all remuneration paid to an employee. Remuneration means every form of compensation for employment paid by an employer to an employee; whether paid directly or indirectly by the employer, including salaries, commissions, bonuses, and the reasonable money value of board, rent, housing, lodging, or similar advantage received. Where gratuities are received from a person other than the employer, the value of such gratuities shall be included as part of the remuneration paid by the employer. Source: <http://labor.ny.gov>.

C) Estimated Wages and Incentives

What is the estimated percentage of FTEs (retained and new) will receive the following hourly wage² and benefits or more?

\$12.85 or less	0%
\$12.86 - 19.28	25%
\$19.29 - 25.70	50%
\$25.71 or above	25%
Total	100%

Estimate the percentage of the current workforce whose wages meet or exceed the livable wage for Ulster County as defined by the Living Wage Calculator, Massachusetts Institute of Technology, Updated 2016 NY (<http://livingwage.mit.edu/counties/36111> for 1 adult): 100 %

Will the Applicant pay a livable wage for Ulster County, as defined by the Living Wage Calculator for 1 adult, to all employees for the duration of the Agency's incentives? Yes No

Estimate the percentage of residents of the Mid-Hudson Region (Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster, and Westchester counties) who are expected to fill the projected new jobs at the end of year three (3) years after Project completion: 100 %

Describe the benefits you offer or plan to offer to your employees:
 Applicant offers competitive health care plans, including vision, dental, elective disability and life insurance options. Applicant contributes \$300 per month per employee toward the cost of the health insurance premium and, if the employee chooses the High Deductible plan, the Applicant pays 50-67% of the deductible costs for the employee, depending on the level of the plan.

Additionally, Applicant matches 25% of the employee's contribution to the sponsored 401(k). Applicant also provides paid sick leave, bereavement leave, and paid time off leave to employees.

Describe the internal training and advancement opportunities you offer or plan to offer to your employees:
 Applicant has a 2 week initial training for all new sales hires, with an ongoing mentorship program designed to help a new sales hire learn the day-to-day operations and become proficient in his/her new job. Office staff receive one-on-one training for several weeks. Through Kia, technicians have the ability to achieve Certified Master Technician status, and Applicant covers the cost of training, including transportation and hotels, in addition to paying the Techs for their time.

Applicant intends to work with Ulster Boces to hire local technicians-in-training and train them in-house and with the Kia University training courses. There is currently a pilot program at Romeo Ford of Kingston which utilizes a Certified Master Tech and former Field Tech as the trainer and mentor for new hires fresh out of school. Applicant intends to implement the same program utilizing Applicant's Shop Foreman as the trainer and working with the local Boces program to recruit upcoming and recent

² The wages are based on most recently available data annualized by multiplying quarterly wages by four (4) and adjusting for 35 hours of work per week. Source: Quarterly Census of Employment and Wages (QCEW) for Ulster County for All Industries.

graduates. Applicant is also open to working with Boces on internship programs for students to learn while still in school.

All employees have the ability to advance from within as every Manager currently employed was promoted from within.

VIII. INDEPENDENT CONTRACTOR RESOURCES

Estimate the number of full-time equivalent (FTE) jobs that are contracted to independent contractors (e.g. contractors or subcontractors) that would be retained and created as part of this Project.

Attach a list that describes in detail the types of contract resources for this Project, including the types of activities or work performed and the projected timeframe for creating new contractor positions.

	Current Headcount	Projected			Total by Year 3
		New Year 1	New Year 2	New Year 3	
Full-time	1	1	0	0	2
Part-time					
Seasonal					

IX. CONSTRUCTION LABOR

Number of construction workers expected to be hired for this Project: 40

Does the Applicant utilize contractors who:

- Have a certified apprenticeship program? Yes _____ % No
- Pay a prevailing wage? Yes _____ % No
- Pay a living wage as defined by the Living Wage Calculator for 1 adult? Yes 100 % No
- Use construction labor from Ulster, Greene, Delaware, Sullivan, Orange, Dutchess or Columbia counties? Yes _____ % No

Describe the general contractor's plans and selection process for using regional construction labor or regional sub-contractors: We have not yet retained a general contractor for the project as the feasibility of completing the project depends on the Agency's assistance. However, we utilized J. Luk Construction to build Romeo Chevrolet Buick GMC in 2011 and J. Luk used primarily regional/local construction labor and sub-contractors. Additionally, the general contractors to which we intend to send the bid are local/regional businesses, many of whom are customers of Applicant's sister stores, Romeo Chevrolet Buick GMC and Romeo Ford of Kingston.

V PROJECT COSTS AND FINANCING

**Attach additional
A) Project Costs**

		Estimated Amount
Land Acquisition:	4.335 acres	\$1,100,000
Building Acquisition:	square feet	\$
New Building Construction:	1899 square feet	\$3,323,425
	1	
Building Addition(s):	square feet	\$
Infrastructure Work:		\$900,000
Reconstruction/Renovation:	square feet	\$
Manufacturing Equipment:		\$100,000
Non-Manufacturing Equipment (furniture, fixtures, etc.):		\$100,000
Soft Costs (professional services, labor, etc.):		\$300,000
Other (specify):		\$
TOTAL:		\$5,823,425

Have any of the above costs been paid or incurred as of the date of this application? Yes No
 If yes, describe: Approximately 50% of the land acquisition has been paid for, along with approximately 80% of the professional services.

B) Sources of Funds for Project Costs

Equity:		\$500,000
Bank Financing:		\$5,323,425
Tax Exempt Bond Issuance:		\$0
Taxable Bond Issuance:		\$0
Public Sources (Include total of all State and Federal grants and tax credits):		\$0

Identify each State and Federal program:

_____ \$ _____

_____ \$ _____

_____ \$ _____

Additional sheets may be attached, as necessary. **TOTAL: \$5,823,425**

Amount of total financing requested from lending institutions: **\$5,323,425**
 Amount of total financing related to existing debt refinancing: **\$0**
 Has a commitment for financing been received? Yes No

If yes:
 Lending Institution: _____
 Contact: _____ Phone: _____

UCIDA's Uniform Tax Policy Matrix is applicable to Uniform Tax Exemption Policy ("UTEP") Categories 1-4.

<p>Projected New FTE Jobs³ to be Created - ONLY CHOOSE ONE, IF ANY</p> <ul style="list-style-type: none"> • 5-9 - <i>(1 point)</i> • 10-49 - <i>(2 points)</i> • 50+ - <i>(3 points plus 1 point for every additional 15 jobs)</i> 	<p>18 # of FTE</p> <p style="text-align: center;"><u>2</u></p>
<p>Current (Retained) FTE Jobs - ONLY CHOOSE ONE, IF ANY</p> <ul style="list-style-type: none"> • 5-29 - <i>(1 point)</i> • 30-99 - <i>(2 points)</i> • 100+ - <i>(3 points)</i> 	<p>18 # of FTE</p> <p style="text-align: center;"><u>1</u></p>
<p>Projected Wages⁴ - ONLY CHOOSE ONE, IF ANY</p> <ul style="list-style-type: none"> • All jobs over LW - <i>(1 point)</i> • 25% of FTE earn over 150% LW plus benefits - <i>(2 points)</i> • 25% of FTE earn over between 150% LW and 200% LW plus 25% FTE earn over 200% LW plus benefits - <i>(3 points)</i> 	<p>Enter Point Value</p> <p style="text-align: center;"><u>3</u></p>
<p>Construction Workforce - ONLY CHOOSE ONE, IF ANY</p> <ul style="list-style-type: none"> • 75% regional workforce⁵ (Ulster County & neighbors) - <i>(1 point)</i> • 50% paid prevailing wages - <i>(2 points)</i> • 75% paid prevailing wage - <i>(3 points)</i> 	<p>Enter Point Value</p> <p style="text-align: center;"><u>1</u></p>
<p>Environmentally Sustainable - <i>(If any of the following apply, 2 points)</i></p> <ul style="list-style-type: none"> • Use of existing industrial site or brownfield • Construction at a shovel-ready site or in a designated business park • Use of energy-efficient technology • Use of significant renewable energy 	<p>Enter Point Value</p> <p style="text-align: center;"><u>2</u></p>
<p>Community Investment - CHOOSE AS MANY AS APPLICABLE</p> <ul style="list-style-type: none"> • Project within ¼ mile of public transit - <i>(1 point)</i> • In economically distressed area of County⁶ - <i>(2 points)</i> 	<p>Enter Point Value</p> <p style="text-align: center;"><u>1</u> <u>2</u></p>
<p>Educational/ Workforce Investment - CHOOSE AS MANY AS APPLICABLE</p> <ul style="list-style-type: none"> • At least 50% of workforce has advanced educational credential - <i>(2 points)</i> • Workforce housing or senior/disabled housing - <i>(3 points)</i> 	<p>Enter Point Value</p> <p style="text-align: center;"><u>0</u> <u>0</u></p>

³ One FTE is equivalent to 35 hours of work per week or 1,820 hours per year.

⁴ The wages for each PILOT point level are based on most recently available data annualized by multiplying quarterly wages by four (4) and adjusting for 35 hours of work per week. Source: Quarterly Census of Employment and Wages (QCEW) for Ulster County for All Industries.

⁵ Regional labor refers to workers residing in Ulster, Greene, Delaware, Sullivan, Orange, Dutchess, and Columbia counties.

⁶ Economic distress applies if one or more of the following criteria is met: 1) The unemployment rate is, for the most recent 24-month period for which data are available, at least one percentage point higher than the national average unemployment rate; 2) Per capita income is, for the most recent period for which data are available, 90 percent or less of the national average per capita income; or 3) The area is subject to a "special condition" resulting from severe short- or long-term changes in economic conditions, such as the shutdown of a major employer or the loss of a significant industry. See US Economic Development Administration, 13 CFR 301.3 (www.eda.gov)

III. ESTIMATED VALUE OF INCENTIVES

A) Property Tax Exemption:

Agency staff will complete this section with the Applicant based on information submitted by the Applicant and the local taxing jurisdiction's Assessor.

Current assessed full value of the property before Project improvements:	<u>\$375,000</u>
Estimated assessed value of Project improvements (i.e., increase in value of the property's assessment with the Project improvements)	<u>\$2,000,000</u>
Estimated new assessed full value of property after Project improvements	<u>\$2,375,000</u>
Estimated real property tax rate per dollar of full assessment	<u>\$.0539</u>
Assumed annual increase in assessment and tax rate	1.4586%
Abatement schedule based on PILOT Points Calculation results	_____
Estimated PILOT property tax abatements over 15 years	<u>\$966,782</u>

PILOT Year	A Existing Real Property Taxes	B Estimated Real Property Taxes Without PILOT ⁷	C = A + B Estimated Total Without PILOT	D % of PILOT Exemption, according to Abatement Schedule	E = B x (1-D) Estimated PILOT Payments With PILOT	F = A + E Estimated Total With PILOT
1	20,194	107,703	127,898	95%	5,385	25,580
2	20,489	109,274	129,763	90%	10,927	31,416
3	20,788	110,868	131,656	85%	16,630	37,418
4	21,091	112,485	133,576	80%	22,497	43,588
5	21,399	114,126	135,525	75%	28,531	49,930
6	21,711	115,791	137,501	70%	34,737	56,448
7	22,027	117,480	139,507	65%	41,118	63,145
8	22,349	119,193	141,542	60%	47,677	70,026
9	22,675	120,932	143,606	55%	54,419	77,094
10	23,005	122,696	145,701	50%	61,348	84,353
11	23,341	124,485	147,826	40%	74,691	98,032
12	23,681	126,301	149,982	30%	88,411	112,092
13	24,027	128,143	152,170	20%	102,515	126,541
14	24,377	130,012	154,390	10%	117,011	141,388
15	24,733	131,909	156,641	10%	118,718	143,451

⁷ The figures in this column assume that the Project is completed as described in the Application and without the involvement of the Agency and, therefore, subject to real property taxes. However, as provided in this Application, the Applicant has certified that it would not undertake the Project without the financial assistance granted by the Agency. Accordingly, this column is prepared solely for the purpose of determining the estimated amount of the real property tax abatement being granted by the Agency.

Total	335,887	1,791,398	2,127,285	--	824,616	1,160,503
--------------	----------------	------------------	------------------	-----------	----------------	------------------

If the Applicant is requesting incentives that are greater than the Agency's standard tax exemptions, describe the incentives and provide a justification for this Deviated PILOT request⁸:

B) Sales and Use Tax Benefit:

Note: The figures below will be provided to the New York State Department of Taxation and Finance and represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to the application.

Costs for goods and services that are subject to State and local sales and use tax ⁹ :	\$2,000,000
Estimated State and local sales and use tax benefit (sales tax amount multiplied by 8.0% plus additional use tax amounts):	\$160,000

C) Mortgage Recording Tax Benefit:

Mortgage amount (include construction, permanent, bridge financing or refinancing):	\$5,323,425
Estimated mortgage recording tax exemption benefit (mortgage amount multiplied by 0.75%):	\$39,926

D) For bond applicants only: (Projected _____ year borrowing term)

	Without Bonds	With Bonds
First Year Debt Service:	\$ _____	\$ _____
Total Debt Service:	\$ _____	\$ _____

E) Percentage of Project Costs Financed from Public Sector:

Percentage of Project costs financed from public sector: **12%**
(Total B + C + D + E below / A Total Project Cost)

A. Total Project Cost:	\$5,823,425
B. Estimated Value of PILOT:	\$966,782
C. Estimated Value of Sales Tax Incentive:	\$160,000
D. Estimated Value of Mortgage Tax Incentive:	\$39,926
E. Total Other Public Incentives (tax credits, grants, ESD incentives, etc.):	\$ _____

⁸ Historically, the Agency has required consent from all local taxing jurisdictions before approving a Deviated PILOT.

⁹ Sales and use tax (sales tax) is applied to: tangible personal property (unless specifically exempt); gas, electricity, refrigeration and steam, and telephone service; selected services; food and beverages sold by restaurants, taverns, and caterers; hotel occupancy; and certain admission charges and dues. For a definition of products, services, and transactions subject to sales tax see the following links:
<https://www.tax.ny.gov/bus/st/subject.htm> and
https://www.tax.ny.gov/pubs_and_bulls/tg_bulletins/st/quick_reference_guide_for_taxable_and_exempt_property_and_services.htm.

Is there anything else the Agency's board should know regarding this Project?

This project has been in the works for approximately 6 years. The first proposed location was not feasible due to the extensive site work costs to prepare the site for construction. After that was determined, we were able to obtain the current site. Due to the tremendous hardship and pressures of the COVID-19 pandemic over the past year, this project has again been delayed.

At this point, if we are unable to move forward, we may be forced to reevaluate whether this is a viable business in Ulster County. The Agency's assistance with the applied-for tax credits is vital to the viability of the project and, without said assistance, this project will likely be abandoned and the existing dealership may be closed.

REPRESENTATIONS, CERTIFICATIONS AND INDEMNIFICATION

Lucia Romeo (name of CEO or another authorized representative of Applicant)

confirms and says that he/she is the Corporate Counsel (title) of Romeo Enterprises, LLC d/b/a Romeo KIA of Kingston (name of corporation or other entity) named in the attached Application (the "Applicant"), that he/she has read the foregoing Application and knows the contents thereof, and hereby represents, understands, and otherwise agrees with the Agency and as follows:

- A. **Job Listings.** In accordance with Section 858-b(2) of the New York General Municipal Law ("GML"), the applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the proposed Project must be listed with the New York State Department of Labor Community Services Division (the "DOL") and the Ulster County Office of Employment and Training (collectively with the DOL, the "OET Entities"), the administrative entity of the service delivery area created by the Federal Job Training Partnership Act (Public Law 97-300) ("OET LAW"), as supplanted by the Workplace Investment Act of 1998 (P.L. No. 105-220), in which the proposed Project is located.
- B. **First Consideration for Employment.** In accordance with Section 858-b(2) of the GML, the applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must first consider persons eligible to participate in OET LAW programs who shall be referred by the OET Entities for new employment opportunities created as a result of the proposed Project.
- C. **Employment Reports.** The Applicant understands and agrees that, if the proposed Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, and salary levels, including (1) the NYS-45-Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return - for the quarter ending December 31 (the "NYS-45"), and (2) the US Dept. of Labor BLS 3020 Multiple Worksite report if applicable. Failure to provide Employment Reports within 30 days of an Agency request shall be an Event of Default under the PILOT Agreement between the Agency and Applicant and, if applicable, an Event of Default under the Project Agreement between the Agency and Applicant.
- D. **Sales Tax.** In accordance with Section 874(8) of the GML, the Applicant understands and agrees that, if the proposed Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the GML, 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. Copies of all filings shall be provided to the Agency.

Applicant hereby understands and agrees, in accordance with Section 875(3) of the GML and the policies of the Agency that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project, may be subject to recapture and/or termination by the Agency under such terms and conditions as will be established by the Agency and set forth in transaction documents to be entered into by and between the Agency and the Applicant.

- E. **Agency Enforcement Policy.** The applicant acknowledges that it has read and understands the Agency's Enforcement of Agency Projects Policy and recognizes that in connection the assistance by the Agency in the undertaking by the applicant of the Project, the Agency will require the applicant to execute and deliver a Uniform Agency Project Agreement outlined in Section F below.
- F. **Uniform Agency Project Agreement.** The applicant agrees to enter into a uniform agency project agreement with the Agency where the applicant agrees that (1) the amount of Financial Assistance to

be received shall be contingent upon, and shall bear a direct relationship to the success or lack of success of such project in delivering certain described public benefits (the "Public Benefits") and (2) the Agency will be entitled to recapture some or all of the Financial Assistance granted to the applicant if the project is unsuccessful in whole or in part in delivering the promised Public Benefits.

- G. 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 understands 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.
- H. Post-Closing Cost Verification.** The applicant agrees (1) the scope of the Project will not vary significantly from the description in the public hearing resolution for the project and (2) to deliver to the Agency within sixty (60) days following the completion date of a project an affidavit providing the total costs of the project. In the event that the amount of the total project costs described in the affidavit at the completion date exceeds the amount described in an affidavit provided by the applicant on the closing date of the project, the applicant agrees to adjust the amounts payable by the applicant to the Agency by such larger amount and to pay to the Agency such additional amounts. In the event that the amount described is less, there shall not be any adjustment to the Agency fees.
- I. Hold Harmless Provision.** The Applicant acknowledges and agrees that the Applicant shall be and is responsible for all costs of the Agency incurred in connection with any actions required to be taken by the Agency in furtherance of the Application including the Agency's costs of general counsel and/or the Agency's bond/transaction counsel whether or not the Application, the proposed Project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and hereby releases the Agency, including the members, officers, servants, agents and employees thereof, from and 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 tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (ii) the Agency's acquisition, construction and/or installation of the Project described therein and (iii) any further action taken by the Agency with respect to the Project; 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.
- J. Fees.** By executing and submitting this Application, the applicant covenants and agrees to pay the following fees:
- (i) A non-refundable Application Fee of \$1,000 per application;
 - (ii) Expenses associated with Applicant background check;
 - (iii) Expenses associated with Public Hearing(s), including stenographers' fees;
 - (iv) A Closing Fee in accordance with the Fee Policy effective as of the date of this application, to be paid at transaction closing (unless otherwise outlined in the Project Agreement or authorizing resolution). This fee will be equal to 1% of the total value of expenses that are positively impacted by the Agency incentives.
 - (v) All fees, costs, and expenses incurred by the Agency for (1) legal services, including but not limited to those provided by the Agency's general counsel or bond/transaction counsel, and (2) other consultants retained by the Agency in connection with the proposed Project; with all such charges to be paid by the Applicant at the closing or, if the closing does not occur, within ten (10) business days of receipt of the Agency's invoices therefor (please note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's bond/transaction counsel);

(vi) The cost incurred by the Agency and paid by the Applicant, including bond/transaction counsel and the Agency's general counsel's fees and the processing fees, may be considered as a cost of the Project and included in the financing of costs of the proposed Project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.

If 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 Applicant is unable to find buyers willing to purchase the bond issue requested, or if the Applicant is unable to facilitate the sale/leaseback or lease/leaseback transaction, then, upon presentation of an invoice, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

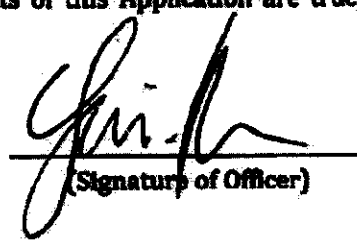
- K. **FOIL.** The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.
- L. **Financial Review.** The Applicant acknowledges that the Agency shall undertake an assessment of all material information included in connection with the Application for Financial Assistance as necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project, including, but not limited to qualification of the proposed project under the GML (including any retail analysis, as applicable), conducting a full application review, review of applicant financial history and project pro-formas, and consideration of all local development priorities.
- M. **Background Check.** The Applicant acknowledges that the Agency shall undertake a background check on the Applicant, including but not limited to the Applicant's related business entities and stockholders, members or partners with a % ownership greater than 5%. The Applicant shall furnish the Agency with a Certificate of Standing from the Department of State or personal tax reports and police records as outlined in the Agency's Background Check Policy.
- N. **Compliance with Article 18-A of the GML.** The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the GML, including, but not limited to, the provisions of Section 859-a and subdivision one of Section 862 of the GML, and the provisions of subdivision one of Section 862 of the GML will not be violated if Financial Assistance is provided for the Project.
- O. **Compliance with Federal, State, and Local Laws.** The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, State and federal tax, worker protection and environmental laws, rules and regulations.
- P. **False or Misleading Information.** The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement in the Project.
- Q. **Absence of Conflicts of Interest.** The applicant acknowledges that the members, officers and employees of the Agency are listed on the Agency's website. 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:
- R. **Additional Information.** Additional information regarding the requirements noted in this Application and other requirements of the Agency are included in the Agency's Policies which can be accessed at <http://ulstercountyny.gov/economic-development/ulster-county-industrial-development-agency/policies>.

S. Representation of Information. Neither this Application nor any other agreement, document, certificate, project financials, or written statement furnished to the Agency or by or on behalf of the applicant in connection with the project contemplated by this Application contains any untrue statement of a material fact or omits to state a material fact necessary in order to make the statements contained herein or therein not misleading. There is no fact within the special knowledge of any of the officers of the applicant which has not been disclosed herein or in writing by them to the Agency and which materially adversely affects or in the future in their opinion may, insofar as they can now reasonably foresee, materially adversely affect the business, properties, assets or condition, financial or otherwise, of the applicant.

STATE OF NEW YORK)
) SS.:
 COUNTY OF ULSTER)

Lucia Romeo being first duly sworn, deposes and says:

1. That I am the Corporate Counsel (Corporate Office) of Romeo Enterprises, LLC d/b/a Roma Kia of Kingston (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read the attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate, and complete.


 (Signature of Officer)

Subscribed and affirmed to me under penalties of perjury
 This 8th day of March, 2021

Lori Zelinsky
 (Notary Public)
 LORE ZELINSKY
 NOTARY PUBLIC, STATE OF NEW YORK
 QUALIFIED IN ULSTER COUNTY
 NO. 00000000000000000000
 COMMISSION EXPIRES JUNE 11, 2023

**NEW YORK STATE FINANCIAL REPORTING
REQUIREMENTS FOR INDUSTRIAL DEVELOPMENT AGENCIES**

Be advised that the New York General Municipal Law imposes certain reporting requirements on IDAs and recipients of IDA financial assistance. Of importance to IDA Applicants is Section 859 (<https://www.nysenate.gov/legislation/laws/GMU/859>). This section requires IDAs to transmit financial statements within 90 days following the end of an Agency's fiscal year ending December 31, prepared by an independent, certified public accountant, to the New York State Comptroller, and the Commissioner of the New York State Department of Economic Development. These audited financial statements shall include supplemental schedules listing the following information:

1. All straight-lease ("sale-leaseback") transactions and whether or not they are obligations of the Agency.
2. All bonds and notes issued, outstanding or retired during the period and whether or not they are obligations of the Agency.
3. All new bond issues shall be listed and for each new bond issue, the following information is required:
 - a. Name of the Project financed with the bond proceeds.
 - b. Whether the Project occupant is a not-for-profit corporation.
 - c. Name and address of each owner of the Project.
 - d. The estimated amount of tax exemptions authorized for each Project.
 - e. The purpose for which the bond was issued.
 - f. The bond interest rate at issuance and, if variable, the range of interest rates applicable.
 - g. Bond maturity date.
 - h. Federal tax status of the bond issue.
 - i. Estimate of the number of jobs created and retained for the Project.
4. All new straight lease transactions shall be listed and for each new straight lease transaction, the following information is required:
 - a. Name of the Project.
 - b. Whether the Project occupant is a not-for-profit corporation.
 - c. Name and address of each owner of the Project.
 - d. The estimated amount of tax exemptions authorized for each Project.

- e. The purpose for which each transaction was made.
- f. Method of financial assistance utilized for each Project, other than the tax exemptions claimed by the Project.
- g. Estimate of the number of jobs created and retained for the Project.

Sign below to indicate that you have read and understood the above.

Signature:

[Handwritten Signature]

Name:

LUCIA ROMEO

Title:

Corporate Counsel

Company:

Romeo Enterprises, LLC d/b/a Romeo


Date:

3/8/2021 *Kia of Kingston*



List of Entities

Name:	Leonard Romeo	Kathy Romeo
Date of Birth:	[REDACTED]	[REDACTED]
Social Security No.:	[REDACTED]	[REDACTED]
Address (for both):	[REDACTED]	
<i>Ro-Zap Enterprises, Inc. d/b/a Carriage Traders</i>	EIN: 14-1638813	
Used vehicle sales and service	Founded 1982	
Joint ownership – Len & Kathy Romeo		
<i>Romeo Chevrolet Buick GMC, LLC</i>	EIN: 14-1817824	
New and used vehicle sales and service	Founded 1999	
Joint ownership – Len & Kathy Romeo		
<i>Romeo Enterprises, LLC d/b/a Romeo Kia of Kingston</i>	EIN: 26-0335801	
New and used vehicle sales and service	Founded 2012	
Joint ownership – Len & Kathy Romeo		
<i>Romeo Ford of Kingston, LLC</i>	EIN: 82-3278589	
New and used vehicle sales and service	Founded 2018	
Sole ownership – Len Romeo		
<i>Romeo Motors LLC d/b/a Romeo Toyota of Glens Falls</i>	EIN: 84-4941935	
New and used vehicle sales and service	Founded 2020	
Joint ownership – Len & Kathy Romeo		
<i>64 Properties, LLC</i>	EIN: 20-1723810	
Property management entity	Founded 2004	
Joint ownership – Len & Kathy Romeo		
<i>7 Properties, LLC</i>	EIN: 20-1723769	
Property management entity	Founded 2004	
Joint ownership – Len & Kathy Romeo		
<i>Lucia Properties, LLC</i>	EIN: 20-1978357	
Property management entity	Founded 2004	
Joint ownership – Len & Kathy Romeo		



OWNERSHIP INFORMATION		PARCEL NO: 39.82-2-3.120	
64 PROPERTIES, LLC 1670 ULSTER AVE ULSTER NY 00000-0000		Mail: 170 SARATOGA AVE SOUTH GLENS FALLS NY 12803-5263	
COUNTY: ULSTER		PHONE NUMBER:	
PROPERTY CLASS: 330 - VACANT LAND LOCATED IN COMMERCIAL AREAS		CENSUS TRACT:	

SALE INFORMATION		Sale Date 11/13/2017	Price \$ 1,100,000	Deed Date 12/12/2017
Arms Length Y	Libre 6244	Page 65	# Total Parcels 2	
Seller ULSTER 9W HOLDINGS, LLC	Buyer 64 PROPERTIES, LLC	Personal Property 0		

PRIOR SALES	PRICE	DATE	ARMS LENGTH	SELLER	BUYER
1	\$ 225,000	06/07/2007	Y	SPEER RALPH G	ULSTER 9W HOLDINGS LLC


STRUCTURAL INFORMATION	LOT INFORMATION	TAX INFORMATION
Square Feet 0	Lot Size Dim.: 141.80x267.90	Tax ID# 39.82-2-3.120
Sqft. 1st Floor	Land SQFT	Assessed Value \$ 200,000
Sqft. 2nd Floor	Lot Size Acres 0.87	Land Assesment \$ 200,000
Fin. Basement Sqft.	Zoning 35	School Tax \$ 5,566
Year Built 0	Nbhd Code 5	County/Town Tax \$ 2,214
Bldg Style UNKNOWN	School District 510800 - KINGSTON	City/Village Tax \$
# Units	Desirability TYPICAL	Total Tax \$ 7,780
# Stories 0.00	Water Front N	Full Tax Value \$ 254,777
# Baths 0	Sewer COMMERCIAL/PUBLIC	Equalization Rate 0.79
# Bedrooms 0	Water COMMERCIAL/PUBLIC	Prior Tax ID#
# Fireplaces	Utilities GAS/ELECTRIC	Full Land Value \$ 254,777
# Kitchens	Nbhd. Rating AVERAGE	*The calculated tax amounts are not exact. No special district tax amounts or exemptions have been included. All numbers are estimated based on town values. Taxes should be verified directly from the local tax collector.
Garage Type	Nbhd. Type COMMERCIAL	
Garage Bays	# Res. Sites 1	
Cooling Detail	# Comm. Sites 0	
Heat Type	Swis Code 515400	
Exterior		Updated: 12/27/2020 4:40 pm
Condition		
Basement Type		

EXEMPTIONS:

IMPROVEMENTS:

Note: Display indicates first residential site and up to four improvements.

real-info.com makes no warranty or guarantee concerning the accuracy or reliability of the content contained in this site. Information is obtained from many sources. real-info.com shall not be liable for errors contained herein or for any damages in connection with the use of the information contained herein.



OWNERSHIP INFORMATION		PARCEL NO: 39.82-2-3.110	
ULSTER 9W HOLDINGS LLC 1690 ULSTER AVE ULSTER NY 08906-0900		Mail: 170 SARATOGA AVE SOUTH GLENS FALLS NY 12803-8263 PHONE NUMBER: CENSUS TRACT:	
COUNTY: ULSTER PROPERTY CLASS: 330 - VACANT LAND LOCATED IN COMMERCIAL AREAS			
SALE INFORMATION		Price \$ 225,000 Deed Date 08/11/2007 Page 18 # Total Parcels 1 Personal Property 0	
Sale Date 08/07/2007 Arms Length Y Libre 4421 Seller SPEER RALPH Buyer ULSTER 9W HOLDINGS LLC			

PRIOR SALES	PRICE	DATE	ARMS LENGTH	SELLER	BUYER
No sale history in database for this parcel.					

STRUCTURAL INFORMATION	LOT INFORMATION	TAX INFORMATION
Square Feet 0 Sqft. 1st Floor Sqft. 2nd Floor Fin. Basement Sqft. Year Built 0 Bldg Style UNKNOWN # Units # Stories 0.00 # Baths 0 # Bedrooms 0 # Fireplaces # Kitchens Garage Type Garage Bays Cooling Detail Heat Type Exterior Condition Basement Type	Lot Size Dim.: 0.00x0.00 Land SQFT Lot Size Acres 3.79 Zoning 35 Nbrhd Code 6 School District 510800 - KINGSTON Desirability TYPICAL Water Front N Sewer COMMERCIAL/PUBLIC Water COMMERCIAL/PUBLIC Utilities GAS/ELECTRIC Nbrhd. Rating AVERAGE Nbrhd. Type COMMERCIAL # Res. Sites 1 # Comm. Sites 0 Swts Code 315400	Tax ID# 39.82-2-3.110 Assessed Value \$ 175,000 Land Assessment \$ 175,000 School Tax \$ 4,870 County/Town Tax \$ 1,937 City/Village Tax \$ Total Tax \$ 6,807 Full Tax Value \$ 222,929 Equalization Rate 0.79 Prior Tax ID# Full Land Value \$ 222,929 *The calculated tax amounts are not exact. No special district tax amounts or exemptions have been included. All numbers are estimated based on town values. Taxes should be verified directly from the local tax collector. Updated: 12/27/2020 4:40 pm

EXEMPTIONS:

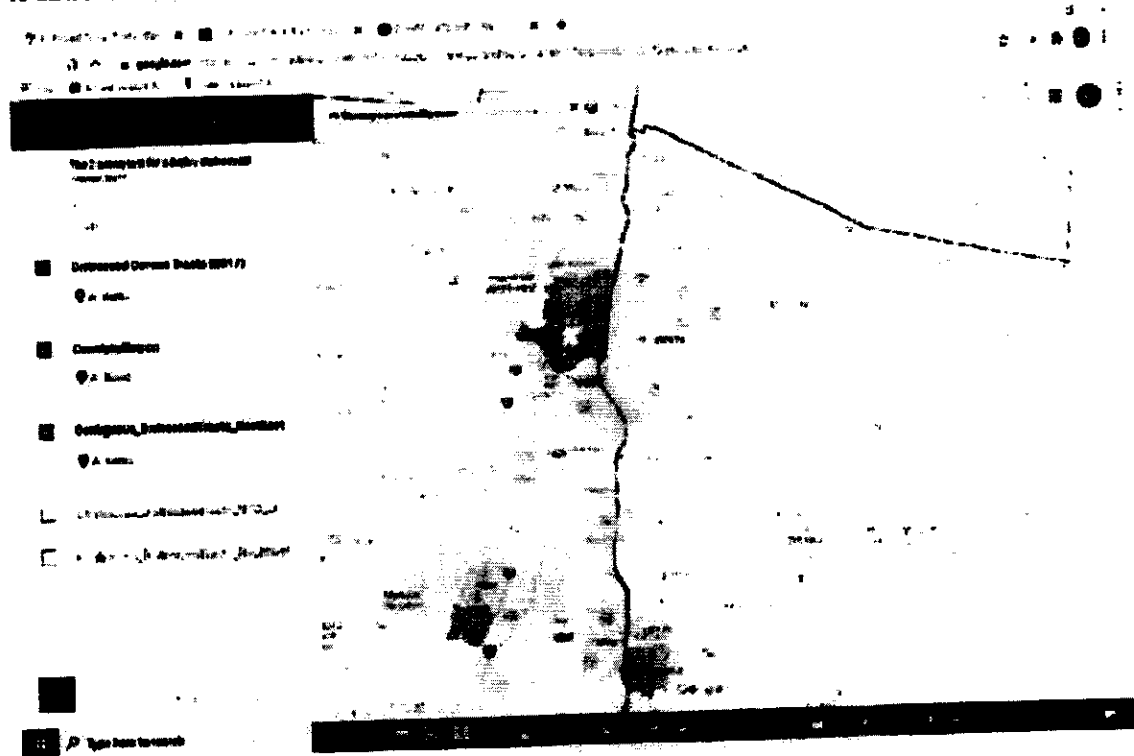
IMPROVEMENTS:

Note: Display indicates first residential site and up to four improvements.

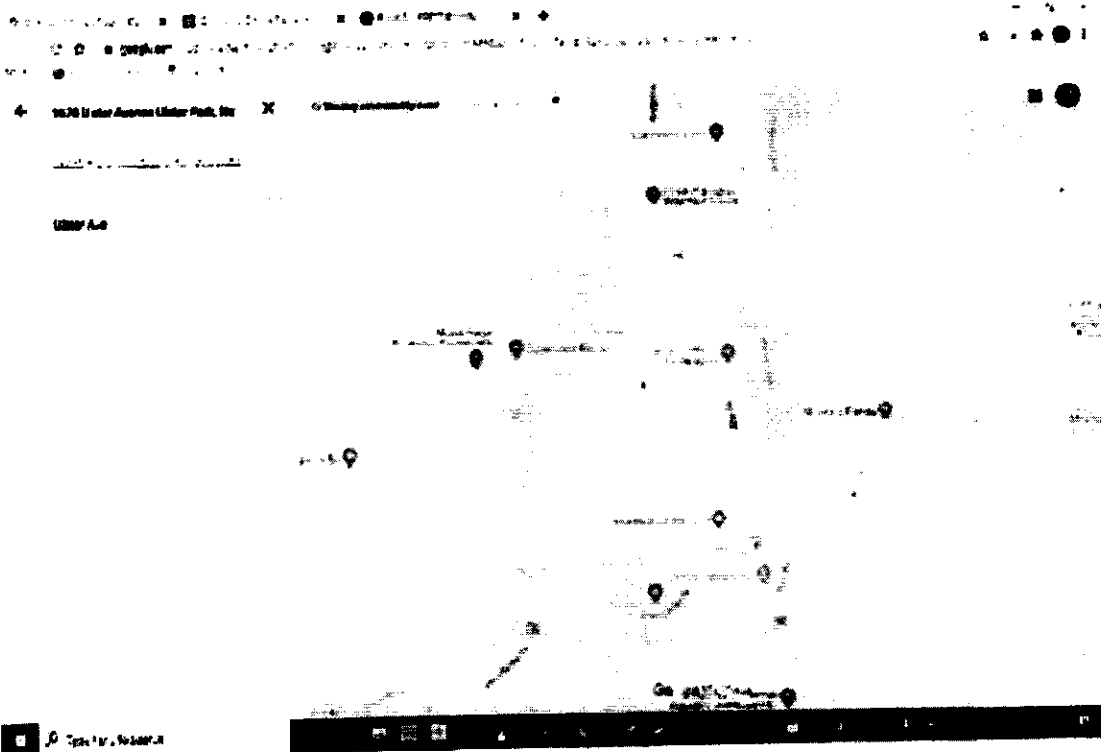
real-info.com makes no warranty or guarantee concerning the accuracy or reliability of the content contained in this site. Information is obtained from many sources. real-info.com shall not be liable for errors contained herein or for any damages in connection with the use of the information contained herein.

Item	Description	Quantity	Unit Price	Total Price
1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46
47
48
49
50
51
52
53
54
55
56
57
58
59
60
61
62
63
64
65
66
67
68
69
70
71
72
73
74
75
76
77
78
79
80
81
82
83
84
85
86
87
88
89
90
91
92
93
94
95
96
97
98
99
100

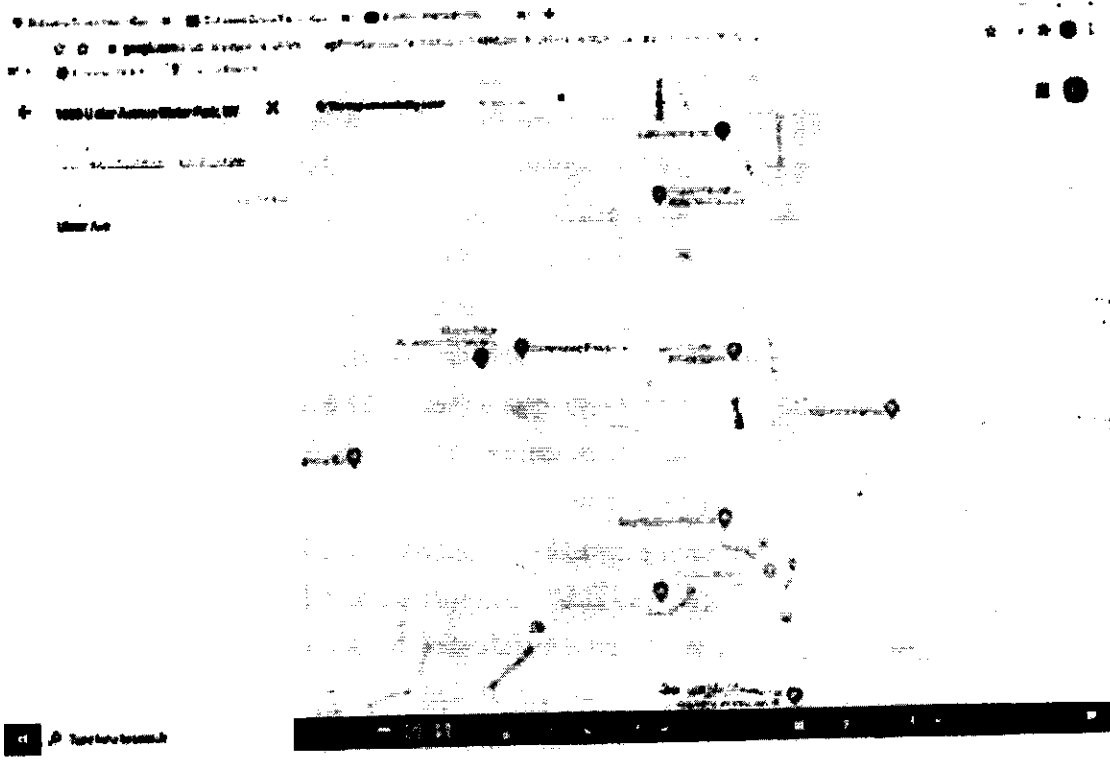
*Please note below in the column on the far left side the color purple represents tracts that are contiguous to distressed census tracts. See next page for further confirmation.



1670 Ulster Avenue (tax map # 39.82-2-3.120) is represented by the small red dot on the map which falls within census tract 9526 which is a census tract contiguous to distressed census tract 9517.



1680 Ulster Avenue (tax map # 39.82-2-3.110) is represented by the small red dot on the map which falls within census tract 9526 which is a census tract contiguous to distressed census tract 9517.



LEASE EXTENSION & MODIFICATION AGREEMENT

AGREEMENT made as of the 15th day of February, 2021, by and between 714 HOOPER PROPERTIES, LLC, 94 Parkview Drive, Bronxville, NY 10708, (hereinafter "Lessor") and ROMEO ENTERPRISES LLC d/b/a ROMEO KIA OF KINGSTON, 111 Schwenk Drive, Kingston, NY 12401 (hereinafter "Lessee") for Premises located at 111 Schwenk Drive, Kingston, NY 12401.

WHEREAS, the parties have entered into a certain Lease Agreement dated February 8, 2019, for Premises located at 111 Schwenk Drive, Kingston, NY 12401, consisting of approximately 12,100 rentable square feet of the building located at 111 Schwenk Drive, Kingston, NY 12401, as presently occupied by ROMEO KIA OF KINGSTON, as set forth in said Lease; and

WHEREAS, the parties have entered into a certain Lease Extension & Modification Agreement dated March 4, 2020, incorporated by reference herein; and

WHEREAS, Lessee has requested a modification of Lessee's Option to Renew in that the Lease shall now terminate December 31, 2021. .

NOW, THEREFORE, the parties hereto agree to the modification and extension of the Lease upon the following terms and conditions:

- 1. The 2nd Year Renewal Period as set forth in said Lease shall be modified so that it commences February 1, 2021, and terminates December 31, 2021, for a renewal term of six (11) months, rather than twelve (12) months, as set forth in said Lease;**
- 2. The rent during the Renewal Period (2/1/2021 – 12/31/2021) shall be in the monthly amount of \$ [REDACTED] plus CAM charges and other additional rent as set forth in the Lease.**
- 3. If Lessee is in violation of any of the terms of said Lease or of this Modification and Extension Agreement, Lessee shall be responsible to pay Lessor the monthly rent, CAM and additional charges for the full 12 month period of the 2nd Renewal Term, which would have commenced**

2/1/2021 and terminated 1/31/2022, regardless of whether or not Lessee vacates on or before 12/31/2021.

4. All other terms and conditions of said Lease shall remain in full force and effect during said renewal term, as modified, specifically including, but not limited to the obligations of Lessee for environmental remediation of the Premises and Lessee's obligations to contribute 50% of the expense to remove the in-ground hydraulic lifts identified in a Phase II Environmental Site Assessment dated June 22, 2018. Lessee's contribution shall not exceed but may be less than \$50,000.00, as set forth in Lease Paragraph 34.
5. Except as modified and extended by this Agreement, including, but not limited to the extension of the Lease Termination Date to December 31, 2021, all other terms and conditions of said original Lease, as extended and modified herein, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date first above written.

714 HOOPER PROPERTIES, LLC

By: Todd W Hooper
Lessor

ROMEO ENTERPRISES LLC

By: [Signature]
Lessee