

Adopted: March 21, 2001  
As Amended: May 14, 2012  
As Amended: January 14, 2013  
As Amended: August 8, 2013  
As Amended: June 13, 2016

## **TO APPLICANTS**

(Project Sponsor)

The County of Saratoga Industrial Development Agency was established by special act of the New York State Legislature in 1971.

Industrial Development Agencies were first legally authorized in 1969 when the New York State Legislature added a new Article 18-A to the General Municipal Law to provide for the establishment, by special act of the legislature, of local industrial development agencies as public benefit corporations.

Once established, a local industrial development agency is authorized to issue "taxable" industrial revenue bonds for the purposes of acquiring machinery, equipment, and other facilities deemed necessary or desirable in connection therewith, or incidental thereto, whether or not now in existence or under construction, which shall be suitable for manufacturing, warehousing, research, commercial or industrial purposes. Projects may also be financed through a "Straight Lease" transaction which may entail a conventional mortgage or other form of private financing.

Industrial Development Agencies offer attractive incentives to industry seeking new locations or expansion of existing facilities. The advantages to a business in financing a project through the Agency are substantial in providing the following:

- The project is exempt from real property taxes during the term of the bond issue and lease agreement. However, each project shall be required to enter into an agreement to pay a negotiated sum in lieu of taxes.
- Project related construction purchases and rentals as well as equipment purchases are exempt from state and local sales tax.
- A mortgage given by the Agency to secure project-related indebtedness is exempt from the state mortgage recording tax.

## APPLICATION PROCEDURES

1. Completed application submitted to Agency with a check of \$250 for application fee.
2. Agency subcommittee meeting scheduled for initial project review.
3. A meeting will be scheduled between project applicant and representatives of the Agency to review supporting financial data relating to the applicant and the Project.
4. If the application is deemed appropriate for Agency financial assistance, a public hearing to be held in the host municipality is scheduled.
5. At least 10 days prior to the public hearing, notice of the hearing is published in a suitable newspaper and notice is given by mail to the chief executive officer of each affected taxing jurisdiction.
6. Following the close of the public hearing, the Agency will consider adoption of an inducement resolution which (1) grants preliminary authorization for the extension by the Agency of financial assistance for a project, (2) describes the financial assistance to be rendered, and (3) sets forth the conditions for final approval including, but not limited to, compliance by the Agency with the provisions of the new York State Environmental Quality Review Act.
7. Following drafting of the necessary financing documents and prior to the issuance of bonds or closing on conventional financing, the Agency will meet to adopt a bond resolution or financing resolution.
8. An administration fee will be due the Agency at closing.

**It is the responsibility of the applicant to arrange for financing with respect to a given Agency project. Taxable bonds issued by the Agency are non-recourse to the Agency and the County of Saratoga and thus the credit-worthiness of a project is a factor solely of the applicant and the project itself.**

**The providing of financial assistance by the Agency triggers certain filing and/or reporting requirements with respect to employment and tax benefits received.**

## REQUIRED SUBMISSIONS

1. An original and eleven (11) fully completed and executed copies of the Application.
2. Non-refundable application fee in the amount of Two Hundred and Fifty Dollars (\$250.00) payable to: COUNTY OF SARATOGA INDUSTRIAL DEVELOPMENT AGENCY.
3. One copy of the audited (if available) financial statements of the applicant for the immediately preceding three (3) years together with pro-forma relating to the project (if project relates to new business operation).
4. If available, four (4) copies of a letter of intent or commitment letter from proposed lender for the Project.
5. Two (2) copies of a site plan or building plan with respect to the project.
6. An original and eleven (11) copies of fully completed and executed Environmental Assessment Questionnaire. (Attachment "A").
7. An original and eleven (11) copies of fully completed and executed Employment Reporting Agreement and Plan. (Attachment "B").
9. An original and eleven (11) copies of fully completed and executed Sales Tax Reporting Agreement. (Attachment "C").
10. An original and eleven (11) copies of a fully executed Labor Policy Form. (Attachment ""D").
11. An original and eleven (11) copies of a fully executed Construction Employment Agreement. (Attachment ""D-1").

PURSUANT TO THE PROVISIONS OF ARTICLE SIX OF THE NEW YORK STATE PUBLIC OFFICERS LAW, ALL SUBMISSIONS TO THE AGENCY ARE SUBJECT TO PUBLIC INSPECTION SUBJECT TO THE PROVISIONS OF SECTION 87(2) THEREOF.

**Section I: Applicant Information**

Please answer all questions. Use "None" or "Not Applicable" where necessary.

**A) Applicant Information-company receiving benefit:**

Applicant Name: Maple Avenue Development Associates LLC

Applicant Address: 5 Palisades Drive, Albany NY 12205

Phone: 518-459-0774 Fax: \_\_\_\_\_

Website: www.paulsendev.com E-mail: rpaulsen@paulsendev.com

Federal ID#: 99-4075245 NAICS: 621111

State and Year of Incorporation/Organization: 2024

List of stockholders, members, or partners of Applicant: Paulsen Group LLC; Albany ENT RE Group, LLC; EyesNY RE, LLC  
OrthoNY Master RE Holding Co, LLC; NY ASC, LLC; Goldstock Revocable Trust; CCA Properties, LLC, Saratoga Schenectady Real Property LLC

Will a Real Estate Holding Company be utilized to own the Project property/facility?  Yes or  No

What is the name of the Real Estate Holding Company: Maple Avenue Development Associates LLC

Federal ID# of Real Estate Holding Company: \_\_\_\_\_

State and Year of Incorporation/Organization: NY 2024

List of stockholders, members, or partners of Real Estate Holding Company: Paulsen Group LLC; Albany ENT RE Group, LLC; EyesNY RE, LLC  
OrthoNY Master RE Holding Co, LLC; NY ASC, LLC; Goldstock Revocable Trust; CCA Properties, LLC, Saratoga Schenectady Real Property LLC

Agency assisting in application (SCPP or SEDC): SEDC

**B) Individual Completing Application:**

Name: Richard Paulsen

Title: Managing Member

Address: 5 Palisades Drive, Albany NY 12205

Phone: 518-459-0774 Fax: \_\_\_\_\_

E-Mail: rpaulsen@paulsendev.com

**C) Company Contact (if different from individual completing application):**

Name: N/A

Title: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_

**D) Company Counsel:**

Name of Attorney: Paul J Goldman  
Firm Name: Goldman Attorneys, PLLC  
Address: 255 Washington Ave Extension  
Phone: 518-431-0941 Fax: \_\_\_\_\_  
E-mail: pgoldman@goldmanpllc.com

**E) Identify the assistance being requested of the Agency (select all that apply):**

- 1. Exemption from Sales Tax  Yes or  No
  - 2. Exemption from Mortgage Recording Tax  Yes or  No
  - 3. Exemption from Real Property Tax  Yes or  No
  - 4. Tax Exempt Financing \*  Yes or  No
- \* (typically small qualified manufacturers)

**F) Business Organization (check appropriate category):**

S Corporation   
Corporation  Partnership   
Public Corporation  Joint Venture   
Sole Proprietorship  Limited Liability Company   
Other (please specify) \_\_\_\_\_   
Year Established: \_\_\_\_\_  
State in which Organization is established: \_\_\_\_\_

**G) List all stockholders, members, or partners with % of ownership greater than 20%:**

<u>Name</u>	<u>% of ownership</u>
<u>OrthoNY Master Real Estate Holding Co, LLC</u>	<u>38%</u>
_____	_____
_____	_____

**H) Applicant Business Description:**

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility: Mixed use medical campus that will provide residents and employees with multiple services, closer to home, ability to get services faster with well respected and professional medical care providers.

Estimated % of sales within Saratoga County: 75%

Estimated % of sales outside Saratoga County but within New York State: 23%

Estimated % of sales outside New York State but within the U.S.: 2%

Estimated % of sales outside the U.S. \_\_\_\_\_

(\*Percentage to equal 100%)

I) What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Saratoga County. Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation including estimated percentage of local purchases.  
90% of all vendors will be local during construction and maintenance of the building thereafter.

**Section II: Project Description & Details**

**A) Project Location:**

Municipality or Municipalities of current operations: Albany, Schenectady, Colonie, Clifton Park, Glens Falls

Will the Proposed Project be located within the Municipality, or within a Municipality, identified above?

Yes or  No

If Yes, in which Municipality will the proposed project be located? \_\_\_\_\_

If No, in which Municipality will the proposed project be located? Wilton, NY

Provide the Property Address of the proposed Project:

612 Maple Avenue Wilton NY 12831

SBL (Section, Block, Lot) # for Property upon which proposed Project will be located: 140.17-1-9 & 140.18-1-13

What are the current real estate taxes on the proposed Project Site? \$2,055.00

If amount of current taxes is not available, provide assessed value for each:

Land: \$ 476,000

Buildings(s): \$ \_\_\_\_\_

**\*\* If available please include a copy of current tax bill.**

Are Real Property Taxes current?  Yes or  No. If no, please explain \_\_\_\_\_

Town/City/Village: Wilton School District: Saratoga Springs Central School District

Does the Applicant or any related entity currently hold fee title to the Project site?  Yes or  No

If No, indicate name of present owner of the Project Site: \_\_\_\_\_

Does Applicant or related entity have an option/contract to purchase the Project site?  Yes or  No

Describe the present use of the proposed Project site: Both parcels are vacant. One is residential  
and the other hosts a billboard

**B) Please provide narrative of project, the purpose of the project (new build, renovations, and/or equipment purchases), and the type of project (educational, recreational, historic preservation, etc.). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility – Attach additional pages if necessary):** \_\_\_\_\_

Please see Attachment E - Narrative of Project meeting the needs of the community

**Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary):** \_\_\_\_\_

Please see Attachment E-1 - Financial Assistance Necessary/Public Benefit

Please confirm by checking the box below if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency?

Yes or  No

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and County/City/Town/Village? \_\_\_\_\_

The residents will travel further for necessary services and still have extended wait times for appointments.

Additionally, the expense of expanding the infrastructure will fall solely on the municipality.

C) Will Project include the leasing of any equipment?  Yes or  No

If Yes, please describe: \_\_\_\_\_

\_\_\_\_\_

**D) Site Characteristics:**

Will the Project meet zoning/land use requirements at the proposed location?  Yes or  No

Describe the present zoning/land use: Res 1 & Com 1

Describe required zoning/land use, if different: R 1 and CR 1

If a change in zoning/land use is required, please provide details/status/timeline of any request for change of zoning/land use requirements: \_\_\_\_\_

\_\_\_\_\_

**1. Utilities serving project site:**

a. Water - Municipal: Wilton

Other (Describe): \_\_\_\_\_

b. Sewer - Municipal: Saratoga County Sewer #1

Other (Describe): \_\_\_\_\_



c. Electric – Utility: National Grid  
Other (Describe): \_\_\_\_\_

d. Heat – Utility: National Grid  
Other (Describe): \_\_\_\_\_

e. Gas – Utility: National Grid  
Other (describe): \_\_\_\_\_

2. Are there public infrastructure improvements required or proposed?  Yes  No

If yes, please describe:

Please see Attachment E-1 - Financial Assistance Necessary/Public Benefit

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Is the proposed project located on a site where the known or potential presence of contaminants is complicating the development/use of the property? If yes, please explain: n/a

\_\_\_\_\_  
\_\_\_\_\_

**E)** Has a Phase I Environmental Assessment been prepared or will one be prepared with respect to the proposed project site?  Yes or  No If yes, please provide a copy.

**F)** Have any other studies or assessments been undertaken with respect to the proposed project site that indicate the known or suspected presence of contamination that would complicate the site's development?

Yes or  No. If yes, please provide copies of the study

**G)** Provide any additional information or details: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

H) Select Project Type for all end users at project site (you may check more than one):

\*\* Please check any and all end users as identified below.

\*\* Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Questionnaire contained in Section IV of the Application.

Retail Sales:  Yes or  No

Services:  Yes or  No

For purposes of this question, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State 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 (ii) sales of a service to customers who personally visit the Project.

- Industrial
- Acquisition of Existing Facility
- Housing
- Equipment Purchase
- Multi-Tenant
- Commercial

- Back Office
- Mixed Use
- Facility for Aging
- Other \_\_\_\_\_

D) Project Information:

**Estimated costs in connection with Project:**

1. Land and/or Building Acquisition:	\$ 1,475,000
<u>13.66</u> acres _____ square feet	
2. New Building Construction: <u>125,000</u> square feet	\$ 43,443,735
3. New Building Addition(s): _____ square feet	\$ _____
4. Infrastructure Work	\$ _____
5. Reconstruction/Renovation: _____ square feet	\$ _____
6. Manufacturing Equipment:	\$ _____
7. Non-Manufacturing Equipment (furniture, fixtures, etc.):	\$ 21,300,000
8. Soft Costs: (professional services, etc.):	\$ 3,121,490
9. Other, Specify: _____	\$ _____
TOTAL Capital Costs:	\$ 69,340,225

Project refinancing; estimated amount \$ \_\_\_\_\_  
 (for refinancing of existing debt only)

**Sources of Funds for Project Costs:**

Bank Financing:	\$ 55,472,180
Equity (excluding equity that is attributed to grants/tax credits):	\$ 13,868,045
Tax-Exempt Bond Issuance (if applicable):	\$ _____
Taxable Bond Issuance (if applicable):	\$ _____
Public Sources (Include sum total of all state and federal grants and tax credits):	\$ _____

Identify each state and federal grant/credit:

_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Other: \_\_\_\_\_ \$ \_\_\_\_\_

Total Sources of Funds for Project Costs: \$ \_\_\_\_\_

Total Investment by applicant: \$ 13,868,045

Total Amount being financed: \$ 55,472,180

Percent of total costs be financed through the public sector \_\_\_\_\_%

Percent of total costs be financed through the private sector 100 %

Have any of the above costs been paid or incurred as of the date of this Application?  Yes or  No

If Yes, describe particulars: due diligence and civil engineering costs

**Mortgage Recording Tax Exemption Benefit:** Amount of mortgage that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing): \$ 55,472,180

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by current mortgage recording tax in Saratoga County):

\$ 416,041

**Construction Cost Breakdown:**

Total Cost of Construction (sum of 2,3,4,5, and/or 7 in Question I, above)	\$ <u>64,743,735</u>
Cost for materials	\$ <u>43,021,867</u>
% sourced in Saratoga County:	_____ %
% sourced in New York State:	_____ %
Cost for labor:	\$ <u>21,721,868</u>

**Sales and Use Tax:** Gross amount of costs for goods and services that are subject to State and local Sales and Use tax - said amount to benefit from the Agency's Sales and Use Tax exemption benefit:

\$ 43,021,867

Estimated State and local Sales and Use Tax Benefit (product of 7 % multiplied by the figure, above):

\$ 3,011,531

*\*\* Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate above represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate above as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.*

**Real Property Tax Benefit:**

Identify and describe if the Project will utilize a real property tax exemption benefit OTHER THAN the Agency's PILOT benefit: \_\_\_\_\_

**IDA PILOT Benefit:** Indicate the amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit year and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in Section V of the Application.

**Percentage of Project Costs financed from Public Sector sources:** Calculate the percentage of Project Costs financed from Public Sector sources based upon Sources of Funds for Project Costs as depicted above in Section II(I) of the Application.

J) For the proposed facility, please indicate the square footage for each of the uses outlined below:

\*If company is paying for FFE for tenants, please include in cost breakdown

	Square Footage	Cost	% of Total Cost of Project
Manufacturing/Processing			
Warehouse			
Research & Development			
Commercial	112,500	\$19,170,000	90%
Retail (see section K)			
Office	12,500	\$2,130,000	10%
Specify Other			

K) What is your project timetable (Provide dates):

1. Start date: acquisition of equipment or construction of facilities: 4th Quarter 2024
2. Estimated completion date of project: 1st Quarter 2026
3. Project occupancy – estimated starting date of operations: Late 1st Quarter 2026
4. Have construction contracts been signed?  Yes or  No
5. Has financing been finalized?  Yes or  No
6. Indicate number of full-time construction jobs to be created by the project 200.

*\*\* If construction contracts have been signed, please provide copies of executed construction contracts and a complete project budget. The complete project budget should include all related construction costs totaling the amount of the new building construction, and/or new building addition(s), and/or renovation.*

L) Have site plans been submitted to the appropriate Planning Department?

Yes or  No

**\*\* If yes, provide the Agency with a copy of the related State Environmental Quality Review Act ("SEQR") Environmental Assessment Form.**

Has the Project received site plan approval from the Local Planning Board?  Yes or  No.

If No, What is the anticipated approval date? \_\_\_\_\_

If Yes, provide the Agency with a copy of the Planning Board's approval resolution along with the related SEQR determination. [NOTE: SEQR Determination is required for final approval and sales tax agency appointment].

M) Is the project necessary to expand project employment:  Yes or  No

Is project necessary to retain existing employment:  Yes or  No

N) Employment Plan (Specific to the proposed project location):

Indicate below the number of people presently employed at the site of the project and the number that will be employed at the site at the end of the first and second years after the project has been completed. (Do not include construction workers.)

		TYPE OF EMPLOYMENT			see Exhibit E-2
		Professional Managerial Technical	Skilled	Unskilled or Semi – Skilled	Totals
PRESENT:	Full Time	46	120		166
	Part Time				
	Seasonal				
FIRST YEAR:	Full Time	67	216		283
	Part Time				
	Seasonal				
SECOND YEAR:	Full Time	79	239		318
	Part Time				
	Seasonal				

Indicate number of construction jobs expected to be generated by the project and the expected duration of such jobs:

Number of Jobs 200 Length of Employment 1 year

\*\*\* By statute, project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Project such jobs over the TWO-Year time period following Project completion. Convert PTE jobs into FTE jobs by dividing the number of PTE jobs by two (2).

Note: Agency Staff will review and verify all projections.

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	Average Salary or Range of Salary	Average Fringe Benefits or Range of Fringe Benefits
Management	\$65,000-\$130,000	\$12,000-\$20,000
Professional	\$110,000-\$500,000	\$15,000-\$100,000
Administrative	\$38,000-\$65,000	\$12,000-\$26,400
Production		
Independent Contractor		
Other		

Annual Payroll Current:	\$ 12,570,253
Annual Payroll, Yr. 1 (after project completion)	\$ 21,840,706
Annual Payroll, Yr. 2	\$ 25,559,130

Employment at other locations in Saratoga County: (provide address and number of employees at each location):

	Address	Address	Address
Full time	see exhibit E-2		
Part Time			
Total			

O) Will any of the facilities described above be closed or subject to reduced activity?  Yes or  No

*\*\* If any of the facilities described above are located within the State of New York, and you answered Yes to the question, above, you must complete Section IV of this Application.*

*\*\* Please note that the Agency may utilize the foregoing employment projections, among other items, to determine the Financial Assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.*

P) Is the project reasonably necessary to prevent the project occupant from moving out of New York State?  Yes or  No.

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation if available: \_\_\_\_\_  
\_\_\_\_\_

Q) What competitive factors led you to inquire about sites outside of New York State? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

R) Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?  Yes or  No.

If yes, please identify which agencies and what other Local, State and/or Federal assistance and the assistance sought and dollar amount that is anticipated to be received: \_\_\_\_\_  
\_\_\_\_\_

### Section III Retail Questionnaire

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 to purchase services.

Please answer the following:

- A. Will any portion of the project (including that portion of the cost to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

Yes or  No. If the answer is yes, please continue. If no, proceed to section V

For purposes of Question A, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State 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 (ii) sales of a service to customers who personally visit the Project.



- 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% do not complete the remainder of the retail determination and proceed to section V.**

If the answer to A is Yes **AND** the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

1. Is the Project location or facility likely to attract a significant number of visitors from outside the (8) county economic development region (Albany, Columbia, Greene, Rensselaer, Saratoga, Schenectady, Washington, Warren Counties) in which the project will be located?

Yes or  No

If yes, please provide a third party market analysis or other documentation supporting your response.

2. Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services?

Yes or  No

If yes, please provide a third party market analysis or other documentation supporting your response.

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 or  No.

If yes, explain \_\_\_\_\_

4. Is the project located in a Highly Distressed Area?  Yes or  No

"Highly distressed area" – As defined in NY General Municipal Law § 854 (18)

(a) a census tract or tracts or block numbering areas or areas or such census tract or block numbering area contiguous thereto which, according to the most recent census data available, has:

(i) a poverty rate of at least twenty percent for the year to which the data relates or at least twenty percent 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; or

(b) a city, town, village or county within a city with a population of one million or more for which:

(i) the ratio of the full value property wealth, as determined by the comptroller for the year nineteen hundred ninety, per resident to the statewide average full value property wealth per resident; and

(ii) the ratio of the income per resident; as shown in the nineteen hundred ninety census to the statewide average income per resident; are each fifty-five percent or less of the statewide average; or

(c) an area which was designated an empire zone pursuant to article eighteen-B of this chapter

**Section IV Inter-Municipal Move Determination**

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing 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 is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

**Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?**

Yes or  No

**Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?**

Yes or  No

If Yes to either question, 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: \_\_\_\_

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

**Within New York State**

Yes or  No

**Within Saratoga County/City/Town/Village**

Yes or  No

If Yes to either question, please, explain: \_\_\_\_\_

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**Section V: Estimate of Real Property Tax Abatement Benefits\*\*\* and Percentage of Project Costs financed from Public Sector sources**

**\*\* Section V of this Application will be: (i) reviewed & verified by IDA staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

**PILOT Estimate Table Worksheet**

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate(s) (Town/City/Village)/1000	School Tax Rate/1000
\$69,340,225	\$8,975,000	2.739449	0.00	13.592835

\*Apply equalization rate to value

1	2	3	4	5	6	7	8
PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT (3+4+5)	Full Tax Payment w/o PILOT	Net Exemption (7-6)
1st	0%	\$4,041	\$0	\$20,049	\$24,090	\$146,582	\$122,492
2nd	0%	\$4,041	\$0	\$20,049	\$24,090	\$146,582	\$122,492
3rd	0%	\$4,041	\$0	\$20,049	\$24,090	\$146,582	\$122,492
4th	0%	\$4,041	\$0	\$20,049	\$24,090	\$146,582	\$122,492
5th	0%	\$4,041	\$0	\$20,049	\$24,090	\$146,582	\$122,492
6th	50%	\$14,314	\$0	\$71,023	\$85,336	\$146,582	\$61,246
7th	60%	\$16,368	\$0	\$81,217	\$97,585	\$146,582	\$48,997
8th	70%	\$18,423	\$0	\$91,412	\$109,835	\$146,582	\$36,747
9th	80%	\$20,477	\$0	\$101,606	\$122,084	\$146,582	\$24,498
10th	90%	\$22,532	\$0	\$111,801	\$134,333	\$146,582	\$12,249
TOTAL	100%	\$112,317	\$0	\$557,306	\$669,623	\$1,465,822	\$796,199

**\*\*\* Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and will be reviewed and verified by IDA staff**

**Percentage of Project Costs financed from Public Sector Table Worksheet:**

Total Project Cost	Estimated Value of Property Tax Exemptions	Estimated Value of Sales Tax Exemptions	Estimated Value of Mortgage Tax Exemptions	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$69,340,225	\$796,199	\$3,011,531	\$416,041	n/a

**Percentage of Project Costs financed from Public Sector** (Est. Property Tax + Est. Sales Tax+ Est. Mortgage Tax+ Other) / Total Project Cost): 6 %

**Section VI Representations, Certifications and Indemnification**

**\*\* This Section of the Application can only be completed upon the Applicant receiving, and must be completed after the Applicant receives, IDA staff confirmation that Section I through Section V of the Application are complete.**

Richard Paulsen \_\_\_\_\_ (name of CEO or other authorized representative of Applicant) confirms and says that he/she is the Managing Member (title) of Maple Avenue Development Associates LLC (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, the Applicant understands and agrees that, if the 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 Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, 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. 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. Copies of all filings shall be provided to the Agency.
- D. 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, at least annually or as otherwise required by the Agency, reports regarding the number of people employed at the project site, salary levels, contractor utilization and such other information (collectively, "Employment Reports") that may be required from time to time on such appropriate forms as designated by the Agency. 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 Agent Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.
- E. The Applicant acknowledges that certain environmental representations will be required at closing. The Applicant shall provide with this Representation, Certification and Indemnification Form copies of any known environmental reports, including any existing Phase I Environmental Site Assessment Report(s) and/or Phase II Environmental Investigations. The Agency may require the Company and/or owner of the premises to prepare and submit an environmental assessment and audit report, including but not necessarily limited to, a Phase I Environmental Site Assessment Report and a Phase II Environmental Investigation, with respect to the Premises at the sole cost and expense of the owner and/or the Applicant. All environmental assessment and audit reports shall be completed in accordance with ASTM Standard Practice E1527-05, and shall be conformed over to the Agency so that the Agency is authorized to use and rely on the reports. The Agency, however, does not adopt, ratify, confirm or assume any representation made within reports required herein.
- F. The Applicant and/or the owner, and their successors and assigns, hereby release, defend and indemnify the Agency from any and all suits, causes of action, litigations, damages, losses, liabilities, obligations, penalties, claims, demands, judgments, costs, disbursements, fees or expenses of any kind or nature whatsoever (including, without limitation, attorneys', consultants' and experts' fees) which may at any time be imposed upon, incurred by or asserted or awarded against the Agency, resulting from or arising out of any inquiries and/or environmental assessments, investigations and audits performed on behalf of the Applicant and/or the owner pursuant hereto, including the scope, level of detail, contents or accuracy of any environmental assessment, audit, inspection or investigation report completed hereunder and/or the selection of the environmental consultant, engineer or other qualified person to perform such assessments, investigations, and audits.
- G. 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 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 Application, regardless of whether or not the Application or the proposed Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (ii) the Agency's acquisition, construction and/or installation of the proposed Project described herein; and (iii) any further action taken by the Agency with respect to the proposed Project including, without limiting the generality of the foregoing, all causes of action and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law 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, any mortgage recording tax exemption claimed by the Applicant and approved by the Agency, and/or any real property tax abatement 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. The Applicant further represents and warrants that the information contained in this Application, including without limitation information regarding the amount of the New York State and local sales and use tax exemption benefit, the amount of the mortgage recording tax exemption benefit, and the amount of the real property tax abatement, if and as applicable, to the best of the Applicant's knowledge, is true, accurate and complete.

H. This obligation includes an obligation to submit an Agency Fee Payment to the Agency in accordance with the Agency Fee policy effective as of the date of this Application

I. By executing and submitting this Application, the Applicant covenants and agrees to pay the following fees to the Agency and the Agency's general counsel and/or the Agency's bond/transaction counsel, the same to be paid at the times indicated:

(i) a non-refundable \$ 1,000 application and publication fee (the "Application Fee");

(ii) a \$ \_\_\_\_\_ expense deposit for the Agency's Counsel Fee Deposit. .

(iii) Unless otherwise agreed to by the Agency, an amount equal to \_\_\_\_\_ percent ( \_\_\_\_\_ %) of the total project costs.

(iv) 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 and/or the Agency's bond/transaction counsel, thus note that the Applicant is entitled to receive a written estimate of fees and costs of the Agency's general counsel and the Agency's 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.

J. If the Applicant fails to conclude or consummate the 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 the presentation of an invoice, Applicant shall pay to the Agency, its agents, or assigns all actual costs incurred by

the Agency in furtherance of the Application, up to that date and time, including but not necessarily limited to, fees of the Agency's general counsel and/or the Agency's bond/transaction counsel.

- K. The Applicant acknowledges and agrees that all payment liabilities to the Agency and the Agency's general counsel and/or the Agency's bond and/or transaction counsel as expressed in Sections H and I are obligations that are not dependent on final documentation of the transaction contemplated by this Application.
- L. The cost incurred by the Agency and paid by the Applicant, the Agency's general counsel and/or bond/transaction counsel 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.
- M. 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.**
- N. The Applicant acknowledges that it has been provided with a copy of the Uniform Tax Exemption Policy, Attachment A, being the Uniform Modification of Real Property Tax Abatement AND Claw Back Penalty for Failure to Meet Employment Levels. The Applicant covenants and agrees that it fully understands that the Termination and Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Termination and Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture of Agency financial assistance so provided and/or previously granted.
- O. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:
- § 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing 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, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- P. 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.
- Q. 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 the Project.

- R. 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 New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.
- S. The Applicant and the individual executing this Application on behalf of Applicant acknowledge that the Agency and its counsel will rely on the representations and covenants made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

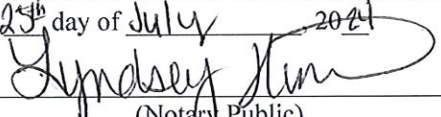
STATE OF NEW YORK )  
 COUNTY OF SARATOGA ) ss.:

\_\_\_\_\_ , being first duly sworn, deposes and says:

1. That I am the Mustafa McMillan (Corporate Office) of Maple Ave Development Associates LLC (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 25<sup>th</sup> day of July, 2024

  
 (Notary Public)

LYNDSEY HINE NOTARY PUBLIC, STATE OF NEW YORK Registration No. 01HI6446454 Qualified in Saratoga County Commission Expires <u>1/23/27</u>
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**PROJECTED EMPLOYMENT PLAN**

COMPANY: Maple Avenue Development Associates LLC ( See Attachment E-2 - Employment Plan)

ADDRESS: 5 Palisades Drive

TYPE OF BUSINESS: Office of Physicians

CONTACT PERSON: Richard Paulsen

TELEPHONE NUMBER: 518-459-0774

Please complete the following chart describing your projected employment plan following receipt of financing.

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	23	30	36	34
Advanced Practitioners	23	37	43	48
Administrative	7	9	11	11
Clinical Support Staff/Nurses etc	132	207	228	252
<b>Total</b>	166	283	318	345

Please indicate the estimated hiring dates for new jobs shown above and any special recruitment or training that will be required.

Recruitment will begin 4th Quarter 2025 and earlier. We highly value hiring from the local community where possible. Training programs can range anywhere from 2 -12 weeks for clinical support, advance practitioners 6-9 months, administration 3-5 months.

Are the employees of your firm currently covered by a collective bargaining agreement? Yes  No

If Yes, provide Trade's Name and Local Number: \_\_\_\_\_

Prepared by: Richard Paulsen

Title: Managing Member

Signature: \_\_\_\_\_

ATTACHMENT "A"

**ENVIRONMENTAL ASSESSMENT QUESTIONNAIRE**

NAME OF APPLICANT: Maple Avenue Development Associates LLC

Are approvals, consents, permits,  
funding or other actions required  
from any other governmental agency  
(including municipal Planning Boards,  
State agencies, etc.)

YES  NO

If "NO," skip the rest of this  
form and request a "long form  
environmental assessment form"  
from the Agency.

If "YES," list below the names of  
the other agency and the type of  
action required.

<u>Name of Agency</u>	<u>Type of Action</u>
<u>Town of Wilton Planning Board</u>	<u>Site Plan Approval 07/17/2024</u>
<u>NYSDEC</u>	<u>Final Approval</u>
<u>NYSDOH</u>	<u>Final Approval</u>

Attach copies of all Environmental Assessment Forms or Environmental Impact Statements submitted to any of the agencies you have listed.

ATTACHMENT "B"

**EMPLOYMENT REPORTING AGREEMENT AND PLAN**

In consideration of the extension of financial assistance by COUNTY OF SARATOGA INDUSTRIAL DEVELOPMENT AGENCY, Maple Avenue Development Associates LLC (Project Beneficiary), agrees to cause any new employment opportunities created in connection with projects financed by the proceeds of such obligations to be listed with the New York State Department of Labor Community Services Division and with the Saratoga County Dept. of Employment & Training. Maple Avenue Development Associates LLC (Project Beneficiary) also agrees to report to the County of Saratoga Industrial Development Agency on or before January 10 of each year on the status of employment plans filed with the Department of Economic Development, including the number of new employment opportunities created, the number listed and the number filled. Maple Avenue Development Associates LLC (Project Beneficiary) further agrees, subject to the requirements of any existing collective bargaining agreement, to first consider for new employment opportunities those persons eligible for service under the Job Training Partnership Act.

DATED: 7/25/2024

Maple Avenue Development Associates LLC  
[Signature]  
Name of Applicant  
By: Richard P. Plessen  
Its: Managing Member

ATTACHMENT "C"

Report to Agency added 09/14/09  
Abatement requires Cert.05/14/12  
Recapture language in bold 08/12/13

**SALES TAX REPORTING AGREEMENT**

Upon being designated as an agent of the County of Saratoga Industrial Development Agency in conjunction with the issuance of Industrial Revenue Bonds or the provision of other forms of financial assistance by the Agency, Maple Avenue Development Associates LLC

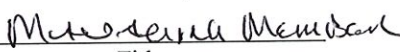
(Project Beneficiary) agrees to annually file a statement with the New York State Department of Taxation and Finance on a form and in such manner as is prescribed by the Commissioner, describing the value of all sales tax exemptions claimed by Maple Avenue Development Associates LLC (Project Beneficiary) as agent for the County of Saratoga Industrial Development Agency, including but not limited to, consultants and subcontractors. The Maple Avenue Development Associates LLC

(Project Beneficiary) recognizes that failure to file such statement will result in its removal of authority to act as an agent of the Agency. Maple Avenue Development Associates LLC (Project Beneficiary) further agrees that it will provide the Agency a

report of all sales tax abated during any applicable calendar year. Such report shall include the name, city and state of any company providing materials or a service which was subject to New York State and local sales tax; a description of the materials purchased or service provided the cost of those materials or services and the amount of sales tax abated in each case. The report shall be submitted by the last day in February following the close of the calendar year in which sales tax abatement occurred. **The Company acknowledges and agrees to the extent it (i) utilizes the exemption from New York State and local sales and use tax in a manner inconsistent with the intent of this application and/or (ii) attempts to obtain an exemption from New York State and/or local sales and/or use tax which exceeds the scope of the exemption provided in this application it will be subject to a recapture of such inconsistent or excessive exemption benefits by the Agency in accordance with the provisions of Section 875 of the General Municipal Law of the State, the provisions of which are hereby incorporated herein by reference. The Company agrees to cooperate with the efforts of the Agency to recapture such inconsistent or excessive exemption benefits and shall pay said amounts to the Agency or the State of New York as required and any failure to do so shall constitute an Event of Default.**

  
Signature

  
Date

  
Title

**NOTE:** Abatement of NYS Sales Tax on eligible purchases of goods and services by approved companies is subject to the issuance of a valid sales tax exemption certificate by the Agency.

ATTACHMENT "D"

**LABOR POLICY**

**Saratoga County Industrial Development Agency  
Declaration of Motivation  
For the Employment of Local Tradespeople  
During the Construction Phase of IDA-Benefited Projects**

The County of Saratoga Industrial Development Agency (IDA), formed pursuant to Section 856 of the New York State Industrial Development Act (the "Act"), was created for the purpose of promoting employment opportunities for and the general prosperity and economic welfare of Saratoga County residents. The IDA is authorized by Section 858 of the Act to enter into agreements requiring payments in lieu of taxes ("PILOT Agreements") with private companies in order to facilitate the location or the expansion of their businesses in Saratoga County. A PILOT Agreement essentially extends, either in whole or in part, an IDA's exemption from real property and other taxes to private companies participating in IDA programs.

Construction jobs, although limited in time duration, are vital to the overall employment opportunities within Saratoga County since construction wages earned by local residents are reinvested in the local economy, adding greatly to its vitality. It is the IDA's strong conviction that companies benefiting from its programs should employ New York State residents during the construction phase of projects. Only in that way can the public benefits accruing from the IDA's efforts be maximally distributed to the residents and taxpayers of Saratoga County. It is, therefore, the request of the IDA that firms benefiting from its programs be fully cognizant of the IDA's mission to promote employment opportunities during all project phases, including the construction phase.

The IDA hereby declares its right to request companies benefiting from its programs to engage Saratoga County residents in and during the project construction phase through the addition of an amendment to the IDA project application requiring applicants, prior to and during the construction phase of the development project, to:

1. Identify the name, title, mailing address, phone/FAX/E-Mail of the project contact person who will be responsible and accountable for providing information about the bidding for and awarding of future construction contracts relative to the application and project.
2. Describe, in the best way possible, the nature of construction jobs created by the project. The description should provide as much detail as possible, including the number, type and duration of construction positions.
3. Submit to the IDA a "Construction Completion Report" listing the names and business locations of prime contractors, subcontractors and vendors who have been engaged for the construction phase of the project by companies benefiting from IDA programs.

In turn the IDA will:

1. Post all applications approved for a public hearing to its web site ([www.saratogacountyida.org](http://www.saratogacountyida.org)) within two business days of such authorization.
2. Following the public hearing and after Agency approval has been granted for an inducement resolution, the website will be promptly updated for all current data.
3. Reserve the right to modify and/or rescind benefits granted to any company under the IDA's Uniform Tax Exemption Policy for the failure to comply with any of the provision listed herein.

ATTACHMENT "D-1"

**CONSTRUCTION EMPLOYMENT AGREEMENT**

Recognizing the mission of the Industrial Development Agency of Saratoga County (IDA) to promote construction employment opportunities for residents of Saratoga County and in consideration of the extension of financial assistance by the IDA, Maple Avenue Development Associates LLC (Project Beneficiary) understands that it is the Agency's policy that benefiting companies should employ New York State residents and agrees to provide the information requested below as a way to provide local construction opportunities. Maple Avenue Development Associates LLC (Project Beneficiary) also agrees to provide an estimate of the number, type and duration of construction jobs to be created through IDA financial assistance, whether employment is gained directly through the Company, its general contractor, or individual vendors.

Upon project completion Maple Avenue Development Associates LLC (Project Beneficiary) shall, if requested by the Agency, submit to the IDA a Construction Completion Report in which is identified names and business addresses of the prime contractor, sub-contractors and vendors engaged in the construction of the facility.

Company: Maple Avenue Development Associates LLC

Company Representative for Contract Bids and Awards:

Mailing Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

General Contractor, if determined

Company: BBL Construction Svcs, LLC

Representative: Cody Dutcher

Mailing Address: 302 Washington Ave  
Albany, NY 12205

Phone: 518-452-8200 Fax: \_\_\_\_\_

Email: cdutcher@bblinc.com

Construction start date is estimated to be November 2024 with occupancy to be taken on March 2026

Construction Phase or Process	Duration of Construction Phase	# to be Employed

Construction Phase or Process	Duration of Construction Phase	# to be Employed

Dated

7/25/24

Maple Avenue Development Associates LLC

Name of Applicant

Signed

Company Position

*[Handwritten Signature]*  
Managing Member

NOTE: THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS THE FOLLOWING HOLD HARMLESS AGREEMENT IS SIGNED BY THE APPLICANT.

**HOLD HARMLESS AGREEMENT**

Applicant hereby releases the County of Saratoga 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 thereof are favorably acted upon by the Agency, and (ii) the Agency's financing of the Project described herein; 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, upon presentation of an invoice itemizing the same, 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.

Maple Avenue Development Associates LLC  
Applicant

Applicant

By: [Signature]  
MARTINA MARISSE

By:

Sworn to before me this  
25<sup>th</sup> day of July, 2024  
[Signature]  
Notary Public

LYNDSEY HINE  
NOTARY PUBLIC, STATE OF NEW YORK  
Registration No. 01HI6446454  
Qualified in Saratoga County  
Commission Expires 1/23/27



**ATTACHMENT “E”**  
612 Maple Avenue: Addressing Community  
Healthcare Needs

Maple Avenue Development Associates LLC



## Executive Summary

**Project:** 612 Maple Avenue, a 125,000 sq. ft. multispecialty medical building in Saratoga County.

**Purpose:** Address critical community healthcare needs, as identified in the Saratoga County Community Health Assessment Survey, conducted July to December 2022.

### **Key Survey Findings:**

1. 46.1% of respondents identified access to healthcare as a top priority for the county.
2. 21% of respondents reported living with chronic conditions, highlighting the need for specialized care and support.
3. Over 61% of respondents recently experienced long wait times for healthcare appointments in Saratoga County.

**Facility Benefits:** Enhanced access to specialized care, reduced wait times, attraction of patients from surrounding areas, and support for local employers by decreasing employee downtime.

### **Tenant Services and Impact:**

#### **1. Albany ENT & Allergy Services**

- **Services:** ENT, facial plastics, urgent care, hearing aids, audiology, allergy.
- **Total Patients:** 94,015 (Jan-Jun 2024), 20% from Saratoga County.
- **Growth Expectancy:** 215,000 visits/year.
- **Impact:** First ENT urgent care in Upstate NY along the I-87 corridor, reducing patient leakage, improving access, and decreasing wait times.

#### **2. OrthoNY**

- **Services:** Orthopedics, physical therapy, imaging, same-day surgery.
- **Impact:** Reduces current 5-6 week wait time for surgery, supports employers, and the aging community.

#### **3. EyesNY**

- **Services:** Ophthalmology (cataract, glaucoma, retina care).
- **Total Patients:** 53,656 visits, 5,008 surgeries (2023), 25% from Saratoga County with 15% increase expected.
- **Growth Expectancy:** 65,000 visits/year.
- **Impact:** Reduces out-of-state leakage and improves eye health services.

#### **4. Saratoga-Schenectady Gastroenterology Associates**

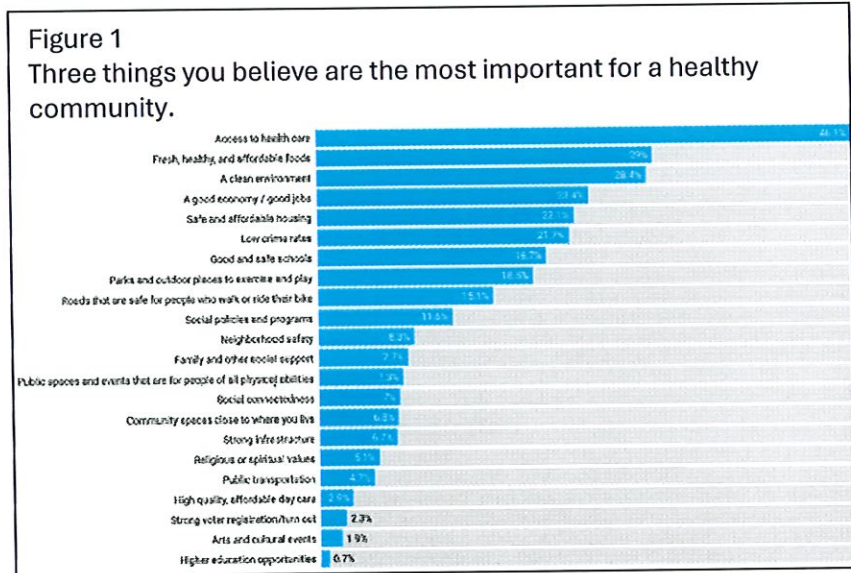
- **Services:** Gastroenterology, endoscopy, cancer screenings.
- **Total Patients:** 37,592 visits (2023), 46.3% from Saratoga County.
- **Growth Expectancy:** 20,000 patients/year.
- **Impact:** Reduces current 4-month wait times for appointments, expands local capabilities.

#### **5. Capital Cardiology Associates**

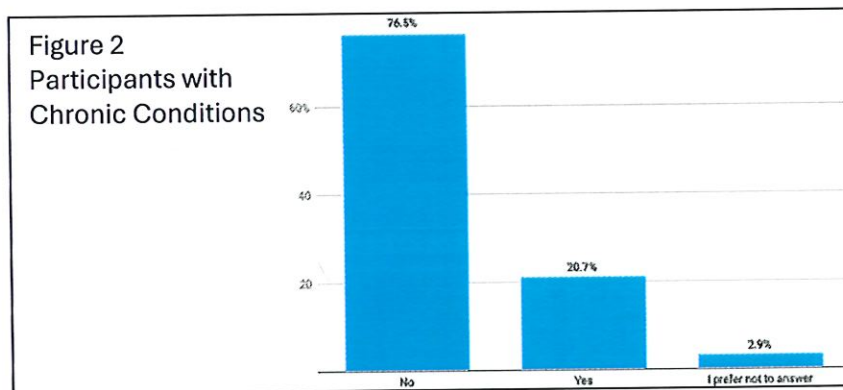
- **Services:** Comprehensive Cardiology (diagnostics, interventions, monitoring).
- **Total Patients:** 90,000 patients, 14,000 urgent care visits (2023), 15% from Saratoga County.
- **Growth Expectancy:** 30% increase in Saratoga County.
- **Impact:** Current wait times at competitors are 5-7 months. Provides urgent care and comprehensive cardiac care, increasing access and reducing wait times.

## Introduction

612 Maple Avenue, a proposed 125,000-square-foot multispecialty medical building in Saratoga County, will meet the primary concerns of Saratoga County residents, as identified in the Saratoga County Community Health Assessment Survey. This facility will consolidate leading medical practices, significantly improve healthcare access, reduce wait times, and provide specialized care for the growing demand of the Saratoga County community. Notably, the survey highlighted three issues that the project aims to directly address (Saratoga County Department of Health, 2022).



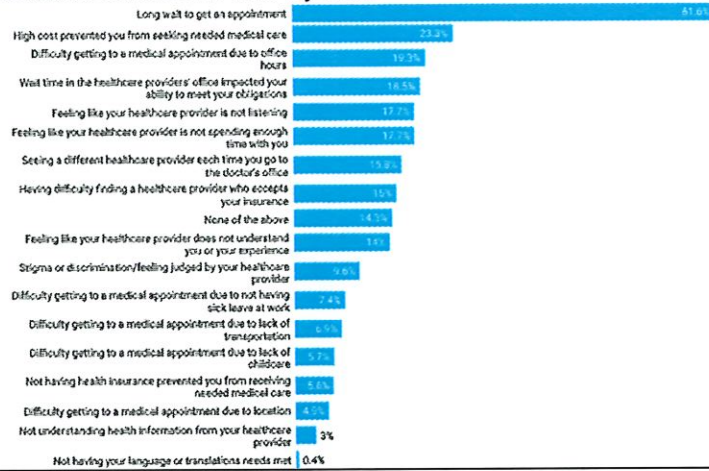
- 1. Access to Healthcare:** A notable 46.1% of survey participants selected access to healthcare as one of the top three most important factors for a healthy community, significantly higher than the next closest factor at 29%. This underscores the community's strong demand for improved healthcare services.



- 2. Chronic Conditions:** 21% of respondents reported living with chronic conditions, emphasizing the need for specialized care and support.

Figure 3

Which of the following have you, or your family, experienced when seeking medical care in the last 3 years?



- 3. **Long Wait Times:** The leading issue reported was long wait times for healthcare appointments, with over 61% of respondents experiencing this problem in the past three years.

The survey results are supported by additional data and align with patient experiences throughout the Capital District, where Upstate New York hospitals continue to have the longest ER wait times in the state (Times Union, 2023). Saratoga Hospital averages just under four hours, Albany Medical Center averages over five hours, and St. Peter's Medical Center averages over five and a half hours, as noted in an article published by the Times Union.

Furthermore, Saratoga County's population growth of 7.3% from 2012 to 2022, compared to just 0.5% growth for New York State overall (World Population Review, 2024), underscores the urgent need for expanded healthcare services. This population increase puts additional strain on existing healthcare infrastructure, which in turn is leading to longer wait times, overcrowded facilities, and potentially lower quality of care.

Improving healthcare access through the new facility will benefit local employers by reducing the time employees are out of work waiting for care or traveling to access care, contributing to a healthier workforce and stronger economy. It will also shorten the region's longest ER wait times, providing urgent care to patients in need.

As the population continues to grow, the demand for healthcare services rises, necessitating more providers, specialized care options, and accessible medical facilities. Without expansion, the current healthcare system risks becoming overwhelmed and unable to meet the community's needs effectively. Expanding healthcare services is crucial to ensuring that the growing population receives timely and adequate care, maintaining the overall health and well-being of Saratoga County residents.

anner.

## **References**

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# ATTACHMENT “E1”

612 Maple Avenue: Public Benefit

Maple Avenue Development Associates LLC

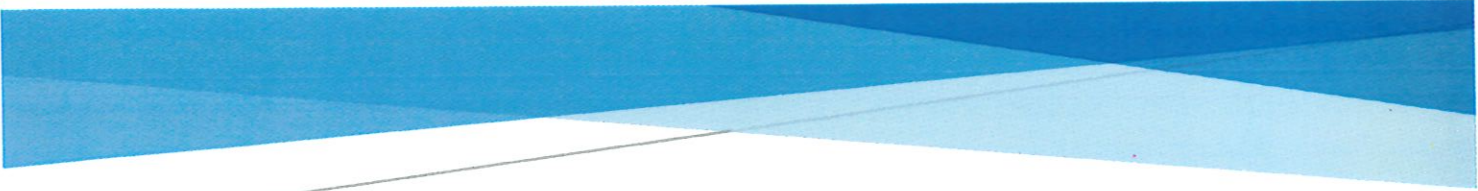
As detailed, the development of 612 Maple Ave addresses unmet healthcare needs in Northern Saratoga County. Despite the critical significance and extensive planning behind this project, it faces several financial and infrastructural challenges that render it economically unfeasible without the Saratoga County IDA's financial assistance. Here are the key reasons why the Agency's support is essential:

1. **Infrastructure Costs and Public Benefits:** The project entails substantial infrastructure improvements mandated by the Town of Wilton, which, although beneficial to the public, impose a considerable financial burden on the project. Specifically, these include:
  - **Traffic Improvements:** The project has agreed to construct a new, three-way, traffic signal at the intersection of Maple Avenue and Smith Bridge Road, reducing delays at the intersection by approximately 50% over No-Build conditions and providing controlled crossings for pedestrians. A new southbound right-turn lane at Daniels Road will also be constructed, reducing delays by approximately 18% over No-Build conditions. These improvements are designed to enhance traffic flow and safety in the corridor, benefiting the broader community beyond the project's immediate impact. The costs for the traffic signal and right-turn lane installation are \$441,980 and \$232,980, respectively, inclusive of design, permitting and construction.
  - **Multimodal Connectivity:** The project will expand the multimodal network through the construction of a multiuse path between 612 Maple Ave and 631 Maple Ave, which provides better connectivity and promotes non-vehicular travel. This 650-foot-long sidewalk will be constructed on the west side of Route 9 at a cost of \$147,000, inclusive of design, permitting, and construction. A new traffic signal at the site driveway will also be constructed along with a sidewalk along the project frontage. The signalized intersection with pedestrian accommodations will allow pedestrians to cross Maple Ave between the existing traffic signals at Northern Pines Road and Daniels Road, located approximately three-quarters of a mile apart. These improvements will enhance pedestrian safety and promote a more walkable community.
  - **Sanitary Sewer Extension:** The installation of a sanitary sewer extension with additional capacity for future connections offers long-term benefits to the community but will be funded entirely by the project. The project will use approximately 33% of the extension capacity, leaving 66% for future uses, equating to a public benefit of approximately \$193,400.

**The total estimated cost for these offsite improvements that will benefit the public is approximately \$1,011,360.**

1. **Financial Feasibility and Market Conditions:** The project has faced escalating costs due to inflation, increasing construction expenses by 30-40%, and rising interest rates. To mitigate these increases, we have expanded our tenant base to build economies of scale, reducing the total cost per square foot. To reduce costs without compromising quality, we engaged in value engineering with a strong and reputable general contractor. Finally, we have engaged multiple lenders to secure the best possible financing terms. Despite our efforts, the project remains financially strained. Commercial rents are constrained by market conditions, capping gross potential rent at prevailing market rates, which have not experienced the same growth.
2. **Economic and Employment Impact:** Expanding the project's size to 125,000 square feet from the initially planned 20,000 square feet has allowed us to attract various medical groups and specialty practices to Northern Saratoga County. This expansion is projected to create and retain over four hundred full-time equivalent jobs, primarily in the skilled healthcare field.
3. **Competitive Disadvantages:** Without the IDA's financial assistance, the project is economically infeasible and will not move forward at this time. This would not only delay addressing the pressing healthcare needs in Saratoga County but also potentially divert critical medical services and job opportunities to other regions.

**Conclusion:** Financial assistance from the Saratoga County IDA is critical for overcoming the infrastructure costs and market-induced financial constraints that the project faces. This support will enable the project to proceed, delivering needed healthcare services, creating significant employment opportunities, and contributing to the community's overall well-being. The benefits extend beyond the project's immediate scope, providing long-term public advantages through improved infrastructure and enhanced medical service accessibility.



# ATTACHMENT “E2”

612 Maple Avenue: Employment Plan

Maple Avenue Development Associates LLC



**Albany ENT & Allergy Services Projected Employment Plan**

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	0	2.5	3.5	4
Advanced Practitioners	0	3	4	5
Administrative	0	2	2	2
Support Staff	0	17.5	20	23.5
<b>Total</b>	<b>0</b>	<b>25</b>	<b>29.5</b>	<b>34.5</b>

Saratoga County Locations: None

**OrthoNY Projected Employment Plan**

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	13	13	15	15
Physician Assistants/Physical Therapists	11	17	20	22
Clinical Support Staff	65	112	120	125
Support Staff	10	10	12	15
Administrative	1	1	1	1
<b>Total</b>	<b>100</b>	<b>153</b>	<b>168</b>	<b>178</b>

Saratoga County Locations:

- 2388 US-9, Mechanicville
- 5 Care Lane, Saratoga Springs

**New York Eye Surgical Center Projected Employment Plan**

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	4	4	4	4
Advanced Practitioners	9	10	9	9
Administrative	1	1	1	1
Support Staff	6	7	9	9
Nurses	17	18	21	23
<b>Total</b>	<b>37</b>	<b>40</b>	<b>44</b>	<b>46</b>

Saratoga County Location: 135 North Road, Wilton

**Saratoga Vitreo-Retinal Ophthalmology Projected Employment Plan**

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	3	3	3	3
Advanced Practitioners	1	1	2	2
Administrative	2	2	3	3
Support Staff	4	4	4	6
<b>Total</b>	<b>10</b>	<b>10</b>	<b>12</b>	<b>14</b>

Saratoga County Location: 658 Malta Avenue, Ballston Spa

**Saratoga Schenectady Gastroenterology Associates Projected Employment Plan**

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	2	3	4	4
Advanced Practitioners	2-3	4	5	6
Administrative	0	0	0	0
Support Staff	9	12	14	16
<b>Total</b>	<b>13-14</b>	<b>19</b>	<b>23</b>	<b>26</b>


Saratoga County Location: 1 West Avenue, Saratoga Springs

**Capital Cardiology Associates Projected Employment Plan**

Current and Planned Full Time Occupations in Company	Current Number Full Time Jobs Per Occupation	Estimated Number of Full Time Jobs After Completion of the Project		
		1 Year	2 Year	3 Year
Physicians	1	3	4	4
Advanced Practitioners	0.5	2	3	4
Administrative	1	2.5	4	4
Support Staff	4	28	30.5	35
<b>Total</b>	<b>6.5</b>	<b>35.5</b>	<b>41.5</b>	<b>47</b>

Saratoga County Location: 34 Congress Street, Saratoga Springs

Base Info.

Client:	<b>612 Maple Medical</b>								
Property:	<b>612 Maple Avenue Wilton NY</b>								
	<b>140.17-1-9 &amp; 140.18-1-13</b>								
	<b>Land Purchase Price</b>			<b>New Construction Cost</b>			<b>Other Costs</b>		
	Total Acres	13.66		Blg. Size	125,000		Machinery & Equipment		\$0
	Price/Acre	\$107,980		Cost/Sq.ft.	\$348		Fixtures & Furniture		\$21,300,000
	Land Cost (Acres x Price)	\$1,475,000		Blg. Cost (Size x Cost)	\$43,443,735		Soft Costs		\$3,121,490
							Total Other Costs		\$24,421,490
	<b>Current Tax Rates</b>			<b>Land &amp; Building Costs</b>	<b>\$44,918,735</b>		<b>TOTAL PROJECT COST \$69,340,225</b>		
	County Tax Rate	2.739449	\$24,587	Cost of Construction Materials (50% of building cost)	\$21,721,868		<b>Estimated Benefits Costs</b>		
	School Tax Rate	13.592835	\$121,996	Mortgage Amt. - 80%	\$55,472,180		Application Fee		\$1,000
	Other	0.000000					Est. Bond Counsel Fee		\$15,000
	Total Tax Rate	16.332284		<b>Proposed Tax Benefits</b>			Est. IDA Counsel Fee		\$8,000
	Equalization Rate	0.0000		Mortgage Tax Benefit - 3/4% of mortgage amount	\$416,041		IDA Fee ***		\$273,351
				7% Sales Tax Benefit - cost of Construction Materials, Equipment, Fixtures & Furniture	\$3,011,531		<b>Est. Total Cost of Benefits \$297,351</b>		
	<b>Assessment Estimates</b>								
	Estimated New Construction Assessment	\$7,500,000		<b>Sales &amp; Mortgage Tax Benefits \$3,427,572</b>					
	PILOT Land & Bldg. Assessment	\$1,475,000					Present Assessed Value of property (Land Only)		\$476,000
	Estimated Total Assessment	\$8,975,000					Present Annual Taxes (Land Only)		\$2,055
	Annual Taxes without Incentive (Land & Building)	\$146,582					<b>ESTIMATE</b>		

Commercial Service 10 Year PILOT  
**COMMERCIAL SERVICE - 10 YEAR PILOT**

YEAR	ESTIMATED TOTAL ASSESSMENT	FULL VALUE TAXES PAID	PILOT ASSESSMENT	PILOT PAYMENT	ESTIMATED TAX SAVINGS
1	\$8,975,000	\$146,582	\$1,475,000	\$24,090	\$122,492
2	\$8,975,000	\$146,582	1,475,000	24,090	122,492
3	\$8,975,000	\$146,582	1,475,000	24,090	122,492
4	\$8,975,000	\$146,582	1,475,000	24,090	122,492
5	\$8,975,000	\$146,582	1,475,000	24,090	122,492
6	\$8,975,000	\$146,582	5,225,000	85,336	61,246
7	\$8,975,000	\$146,582	5,975,000	97,585	48,997
8	\$8,975,000	\$146,582	6,725,000	109,835	36,747
9	\$8,975,000	\$146,582	7,475,000	122,084	24,498
10	\$8,975,000	\$146,582	8,225,000	134,333	12,249
<b>Totals</b>	<b>N/A</b>	<b>\$1,465,822</b>	<b>N/A</b>	<b>\$669,623</b>	<b>\$796,199</b>
Total Pilot Paid		\$669,623	Mort. Rec. Tax	\$416,041	<b>Total</b>
Total Abatement		\$796,199	Sales Tax	\$3,011,531	<b>Savings</b>
			Property Tax	\$796,199	<b>\$4,223,771.56</b>
			Application Fee	\$1,000	
			Bond Counsel Fee	\$15,000	<b>Total</b>
			IDA Counsel Fee	\$8,000	<b>Costs</b>
			IDA Fee	\$273,351	<b>\$297,350.56</b>
<b>Present Assessed Value of property (Land Only)</b>		\$476,000	<b>Bottom Line Savings</b>		<b>\$3,926,421.00</b>
<b>Present Annual Taxes (Land Only)</b>		\$2,055			
<b>ESTIMATE</b>					



Commercial Service 10Year PILOT

Commercial Service 10Year PILOT					
Rates	\$2.739449	\$0.000000	\$13.592835	\$0.000000	
% Pmt	Cty PILOT	Local PILOT	School PILOT	Other	Total PILOT
0%	\$4,041	\$0	\$20,049	\$0	\$24,090
0%	\$4,041	\$0	\$20,049	\$0	\$24,090
0%	\$4,041	\$0	\$20,049	\$0	\$24,090
0%	\$4,041	\$0	\$20,049	\$0	\$24,090
0%	\$4,041	\$0	\$20,049	\$0	\$24,090
50%	\$14,314	\$0	\$71,023	\$0	\$85,336
60%	\$16,368	\$0	\$81,217	\$0	\$97,585
70%	\$18,423	\$0	\$91,412	\$0	\$109,835
80%	\$20,477	\$0	\$101,606	\$0	\$122,084
90%	\$22,532	\$0	\$111,801	\$0	\$134,333
	\$112,317	\$0	\$557,306	\$0	\$669,624