

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY  
APPLICATION**

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IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from the Town of Bethlehem Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.  
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TO: Town of Bethlehem Industrial Development Agency  
Town Hall—Room 203  
445 Delaware Avenue  
Delmar, New York 12054

This application by applicant respectfully states:

APPLICANT: Air Products and Chemicals, Inc.

APPLICANT'S STREET ADDRESS: 7201 Hamilton Blvd, Attn: Tax Dept.

CITY: Allentown STATE: PA ZIP: 18195 PHONE: 610-481-7425

FAX: 610-481-8555 EMAIL: trinklrw@airproducts.com

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

*N/A* IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF FIRM: \_\_\_\_\_

NAME OF ATTORNEY: \_\_\_\_\_

ATTORNEY'S STREET ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_ PHONE: \_\_\_\_\_

FAX: \_\_\_\_\_ EMAIL: \_\_\_\_\_

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**NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 BEFORE FILLING OUT THIS APPLICATION.**  
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FOR AGENCY USE ONLY

1. Project Number	_____
2. Date application Received by Agency	_____, 20__
3. Date application referred to attorney for review	_____, 20__
4. Date copy of application mailed to members	_____, 20__
5. Date notice of Agency meeting on application posted	_____, 20__
6. Date notice of Agency meeting on application mailed	_____, 20__
7. Date of Agency meeting on application	_____, 20__
8. Date Agency conditionally approved application	_____, 20__
9. Date of mailing Notice of Public Hearing to affected taxing jurisdictions	_____, 20__
10. Date of posting Notice of Public Hearing	_____, 20__
11. Date of publication Notice of Public Hearing	_____, 20__
12. Date Public Hearing held	_____, 20__
13. Date Environmental Assessment Form ("EAF") received	_____, 20__
14. Date Agency completed environmental review	_____, 20__
15. Date of Town Board Approval	_____, 20__
16. Date of final approval or rejection of application	_____, 20__



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

A. Identity of Company:

1. Company Name:  
Air Products and Chemicals, Inc.  
  
Present Address:  
7201 Hamilton Blvd., Attn: Tax Dept.  
  
Town/City: Allentown State: PA Zip Code: 18195  
  
Employer's ID No.: 23-1274455  
  
Phone: 610-481-7425 Fax: 610-481-8555 Email: trinklwr@airproducts.com
2. If the Company differs from the Applicant, give details of relationship:  
N/A
3. Indicate type of business organization of Company:
  - a.  Corporation. If so, incorporated in what country? USA ;  
What DE State? Date Incorporated: 5/25/61 ;  
Type of Corporation? C corporation ;  
Authorized to do business in New York? Yes X ; No \_\_\_\_.
  - b.  Partnership. If so, indicate type of partnership: \_\_\_\_\_ ;  
Number of general partners \_\_\_\_ ; Number of limited partners \_\_\_\_.
  - c.  Limited liability company. If so, formed in what state? \_\_\_\_\_ .  
Date formed \_\_\_\_\_ ; Authorized to do business in New York? Yes \_\_\_\_ No \_\_\_\_.
  - d.  Sole proprietorship.

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

No

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B. Management of Company:

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

NAME AND HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
See attached lists of officers and directors.		

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes \_\_\_\_; No \_\_\_\_.\*
3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes \_\_\_\_; No \_\_\_\_.\*
4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated bankrupt? Yes \_\_\_\_; No \_\_\_\_.\*
5. Has the company been cited by any regulatory authority for environmental violations? Yes \_\_\_\_; No \_\_\_\_.\*
6. If the answer to any of questions 2 through 5 is yes, please furnish details in a separate attachment. \*Please see attached response for all the above.

C. Principal Owners of Company:

1. Is the Company publicly held? Yes  \_\_\_\_; No \_\_\_\_\_. If yes, please list exchanges where stocks are traded:

NYSE: APD

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

NAME	ADDRESS	PERCENTAGE OF HOLDING

## Section I.B.2-6. Response

### **Nos. 2, 3 and 4:**

Air Products and Chemicals, Inc. is a publicly traded company with more than 17,000 employees and operations in more than 40 countries. The company has litigation in the ordinary course of operating and managing its business, and discloses civil and criminal liabilities in its public filings to the extent required by law.

### **No. 6:**

Air Products and Chemicals, Inc. operates over one hundred facilities in the United States and occasionally receives citations from environmental regulatory authorities for minor noncompliance matters.

AIR PRODUCTS AND CHEMICALS, INC.  
OFFICE ADDRESS OF CORPORATE OFFICERS\*

Officer Name	Officer Title	Officer's Office Address
Seifi Ghasemi	Chairman, President, and Chief Executive Officer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Michael Scott Crocco	Senior Vice President and Chief Financial Officer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Corning F. Painter	Executive Vice President, Industrial Gases	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Samir J. Serhan	Executive Vice President, Global Engineering, Manufacturing and Technology	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Mary T. Afflerbach	Corporate Secretary and Chief Governance Officer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Gregory E. Weigard	Vice President and Corporate Treasurer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Marie A. Ffolkes	President IG-Americas	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Alyssa A. Budraitis	Vice President and Chief Informational Officer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Charles G. Stinner	Vice President - Taxes	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Jennifer L. Grant	Vice President and Chief Human Resource Officer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Joseph M. Pietrantonio	Vice President, Environmental, Health, Safety & Quality and Corporate Chief Engineer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Kearney A. Klein	Vice President, Corporate Development	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Richard Boocock	Vice President, Products, Technology and Operational Excellence Industrial Gases	Hersham Place Technology Park 41-61 Molesey Road, Hersham Walton-on-Thames KT12 4RZ
Russell A. Flugel	Vice President, Corporate Controller and Principal Accounting Officer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Simon R. Moore	Vice President, Investor Relations	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Wilbur W. Mok	Vice President, Energy and Materials and General Services	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Elizabeth Hoane	Vice President, Total Rewards	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Steven Don Morrison	Vice President, Global HyCO and Large ASU Development	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Melissa N. Schaeffer	Vice President, Chief Audit Executive	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Kanak K. Laliwala	Assistant Treasurer	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Andrea I. Rennig	Assistant Corporate Secretary	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Mark L. Rodgers	Assistant General Counsel	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Linda M. Svoboda	Assistant Corporate Secretary	7201 Hamilton Boulevard Allentown, Pennsylvania 18195

\* This list includes assistant corporate officers that have been delegated tax return and annual report signing responsibility.



AIR PRODUCTS AND CHEMICALS, INC.  
OFFICE ADDRESS OF BOARD OF DIRECTORS

Director Name	Director's Office Address
Susan K. Carter	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Charles I. Cogut	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Chadwick C. Deaton	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Seifi Ghasemi	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
David H. Y. Ho	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Margaret G. McGlynn	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Edward L. Monser	7201 Hamilton Boulevard Allentown, Pennsylvania 18195
Matthew H. Paull	7201 Hamilton Boulevard Allentown, Pennsylvania 18195

D. Company's principal bank(s) of account:

Wells Fargo, N.A  
\_\_\_\_\_  
\_\_\_\_\_

E. Please attach copies of the company's financial statements (audited preferred) for the last four years.

F. Please attach your Company's business plan; including projected financial statements for the next three years.

Note: For items E and F, confidentiality may be maintained upon your specific request.

**II. DATA REGARDING PROPOSED PROJECT.**

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

Air Products has an existing Air Separation Unit and Liquefier for the production of Liquid Nitrogen, Liquid Oxygen and Liquid Argon for distribution to local industries. Air Products is investigating installing a new Air Separation Unit and expanding the liquefaction capacity for the site. This represents a potential long term investment in the Glenmont facility.  
\_\_\_\_\_

B. Location of the Project:

- 1. Street 461 River Road  
Address: \_\_\_\_\_
- 2. City of: Glenmont  
\_\_\_\_\_
- 3. Town of: Bethlehem  
\_\_\_\_\_
- 4. Village of: \_\_\_\_\_  
\_\_\_\_\_
- 5. County of: Albany  
\_\_\_\_\_

C. Description of the Project site:

1. Approximate size (in acres or square feet) of the Project site: 500,000 ft<sup>2</sup>. Is a map, survey or sketch of the Project site attached? Yes X; No \_\_\_\_.

2. Are there existing buildings on the Project site? Yes X; No \_\_\_\_.

a. If yes, indicate the number of buildings on the site: 3. Also, please briefly identify each existing building and indicate the approximate size (in square feet) of each such building:

Control Room - 1200 Ft<sup>2</sup>, Maintenance Garage - 5000 ft<sup>2</sup>, Office - 800 ft<sup>2</sup>  
\_\_\_\_\_  
\_\_\_\_\_



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

Control room for facility, Tractor trailer maintenance and management office

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

d. Attach photograph of any existing buildings. *See attached aerial photo.*

3. Utilities serving the Project site:

Water-Municipal: Municipal Water

Other (describe) \_\_\_\_\_

Sewer-Municipal Private Septic System

Other (describe) \_\_\_\_\_

Electric-Utility National Grid

Other (describe) \_\_\_\_\_

Heat-Utility \_\_\_\_\_

Other (describe) \_\_\_\_\_

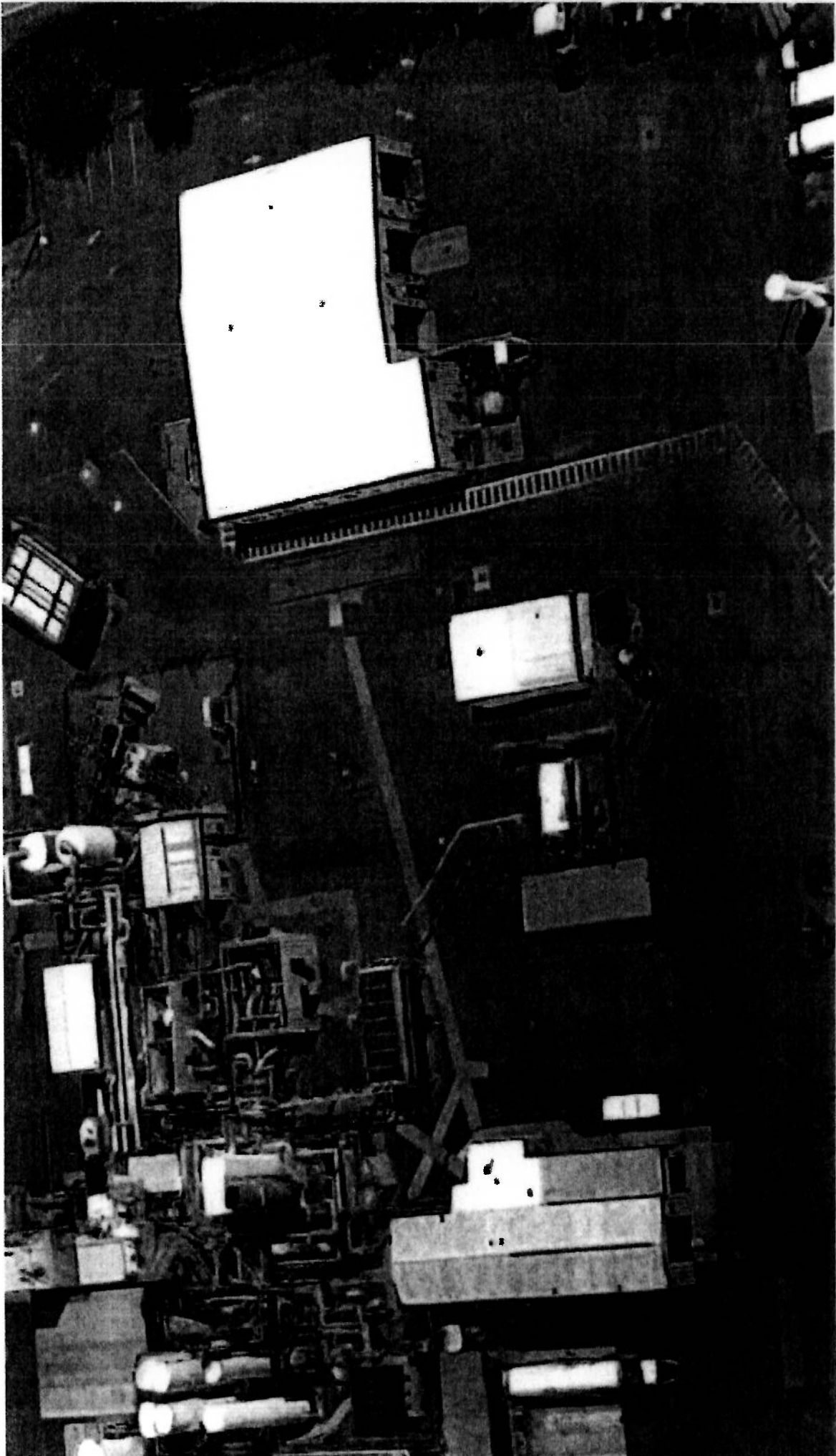
4. Present legal owner of the Project site:

Air Products and Chemicals, Inc.

a. If the Company owns the Project site, indicate date of purchase: 10/21/74, ~~20~~\_\_\_\_; purchase price \$205,000.

*N/A* b. If Company does not own the Project site, does Company have an option signed with the owner to purchase the Project site? Yes \_\_\_\_\_; No \_\_\_\_\_. If yes, indicate date option signed with the

Existing Buildings  
461 River Road  
Glennmont, NY 12077



owner: \_\_\_\_\_, 20\_\_; and the date the option expires:  
\_\_\_\_\_, 20\_\_.

- c. *N/A* If the Company does not own the Project site, is there a relationship legally or by common control between the Company and the present owner of the Project site? Yes \_\_\_\_; No \_\_\_\_\_. If yes, describe:

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

5. a. Zoning District in which the Project is located: Heavy Industrial .
- b. Are there any variances or special permits affecting the Project site? Yes \_\_\_\_; No X\_\_\_\_. If yes, list below and attach copies of all such variances or special permits:

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

D. Description of Proposed Construction:

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

One new 5000 Ft<sup>2</sup> Maintenance Garage and office  
\_\_\_\_\_  
\_\_\_\_\_

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

The existing control room will be updated to the latest operations technologies  
\_\_\_\_\_  
\_\_\_\_\_

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

Trailer maintenance, facility operation and management office  
\_\_\_\_\_

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

E. Description of the Equipment:

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

Air Separation Facility which includes compression, pumps and distillation  
equipment. This type of equipment exists on the site and will be replaced with  
new equipment.

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

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

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

Air Separation  
\_\_\_\_\_  
\_\_\_\_\_

F. Project Use:

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

Oxygen, Nitrogen and Argon  
\_\_\_\_\_  
\_\_\_\_\_

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

production of products and filling product into trailers for distribution to  
customers  
\_\_\_\_\_  
\_\_\_\_\_

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

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

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

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

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

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

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d. 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 city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes \_\_\_\_\_; No \_\_\_\_\_. If yes, please provide detail:



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

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6. *N/A* If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please explain:

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7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes \_\_\_\_; No X \_\_\_\_\_. If yes, please explain:

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8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes X \_\_\_\_; No \_\_\_\_\_. If yes, please provide detail:

The existing production facility at the site will be replaced with a new facility

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

a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes ; No \_\_\_\_\_. If yes, please provide detail:

The industry is very competitive with competing facilities in NY and neighboring states. The new facility will be more power efficient which will make the site more competitive.

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

The new facility could be built in a neighboring state to make the logistics closer to the customer base. However, potential incentives in Glenmont gives this site an advantage.

10. Will the Project be owned by a not-for-profit corporation? Yes \_\_\_\_\_; No . If yes, please provide detail:

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

11. If the answer to 10 is yes, is the corporation exempt from taxation under Section 501(c) of the Internal Revenue Code of 1986, as amended? Yes \_\_\_\_\_; No \_\_\_\_\_. If yes, please indicate details and which subsection of Section 501(c).

N/A

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

12. If the answer to question 10 is yes, indicate whether any of the following apply to the Project:

N/A

a. Is the Project a housing facility primarily designed to be occupied by individuals 60 years of age or older? Yes \_\_\_\_\_; No \_\_\_\_\_. If yes, please explain:

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

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

b. *N/A* Is the Project a dormitory for an educational institution? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please explain:

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

c. *N/A* Is the Project a facility as defined in Article 28 of the Public Health Law? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please explain:

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

13. *N/A* If the answer to any of the questions contained in question 12 is yes, indicate whether the cost of the Project will exceed \$20 million. Yes \_\_\_\_; No \_\_\_\_\_. If yes, please provide detail:

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

14. Will the Project be sold or leased to a municipality? Yes \_\_\_\_; No X \_\_\_\_\_. If yes, please provide detail:

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

G. Other Involved Agencies:

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

\_\_\_\_\_  
Town of Bethlehem construction permit  
\_\_\_\_\_

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

\_\_\_\_\_  
Planning stages, no applications yet  
\_\_\_\_\_  
\_\_\_\_\_

H. Project Status:

1. If the Project includes the acquisition of any land or buildings, have any steps been taken toward acquiring same? Yes \_\_\_\_; No X\_\_. If yes, please discuss in detail the approximate stage of such acquisition.

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

2. If the Project includes the acquisition of any Equipment, have any steps been taken toward acquiring same? Yes \_\_\_\_; No X\_\_. If yes, please discuss in detail the approximate stage of such acquisition:

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

3. If the Project involves the construction or reconstruction of any building or other improvement, has construction or reconstruction work on any such building or improvement begun? Yes \_\_\_\_; No X\_\_. If yes, please discuss in detail the approximate extent of construction or reconstruction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations, installation of footings; etc.:

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

4. Please indicate amount of funds expended on the Project by the Company in the past three (3) years and the purposes of such expenditures:

\_\_\_\_\_  
\$200,000 for equipment quotes and construction cost estimates  
\_\_\_\_\_

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

5. Please indicate the date the applicant estimates the Project will be completed: December 2018.

6. Please describe the projected timeframe for the creation of any new jobs with respect to the undertaking of the Project:

Construction jobs will be created in 2017. Site Facility jobs will be maintained throughout

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

I. Agent Status (for sales tax purposes) (See also question A.3 in Part VI below):

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

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

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

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

1. Sublessee Name: \_\_\_\_\_  
Present Address: \_\_\_\_\_  
*N/A* City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Employer's ID No.: \_\_\_\_\_  
Sublessee Is: Corporation: \_\_\_ Partnership: \_\_\_ Sole Proprietorship: \_\_\_  
Relationship to Company: \_\_\_\_\_

Percentage of Project to be leased or subleased: \_\_\_\_\_

Use of Project intended by Sublessee: \_\_\_\_\_

Date of lease or sublease to Sublessee: \_\_\_\_\_

Term of lease or sublease to Sublessee: \_\_\_\_\_

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

Please provide on a separate attachment answers to questions II(F)(7) and (8) with respect to such sublessee.

2. Sublessee Name: \_\_\_\_\_

*N/A* Present Address: \_\_\_\_\_

*N/A* City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Employer's ID No.: \_\_\_\_\_

Sublessee Is: \_\_\_ Corporation: \_\_\_ Partnership: \_\_\_ Sole Proprietorship: \_\_\_

Relationship to Company: \_\_\_\_\_

Percentage of Project to be leased or subleased: \_\_\_\_\_

Use of Project intended by Sublessee: \_\_\_\_\_

Date of lease or sublease to Sublessee: \_\_\_\_\_

Term of lease or sublease to Sublessee: \_\_\_\_\_

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

Please provide on a separate attachment answers to questions II(F)(7) and (8) with respect to such sublessee.

3. Sublessee Name: \_\_\_\_\_

*N/A* Present Address: \_\_\_\_\_

*N/A* City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Employer's ID No.: \_\_\_\_\_

Sublessee Is: \_\_\_ Corporation: \_\_\_ Partnership: \_\_\_ Sole Proprietorship: \_\_\_

Relationship to Company: \_\_\_\_\_

Percentage of Project to be leased or subleased: \_\_\_\_\_

Use of Project intended by Sublessee: \_\_\_\_\_

Date of lease or sublease to Sublessee: \_\_\_\_\_

Term of lease or sublease to Sublessee: \_\_\_\_\_

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

Please provide on a separate attachment answers to questions II(F)(7) and (8) with respect to such sublessee.

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

N/A  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

#### IV. EMPLOYMENT IMPACT.

- A. Indicate the number of people presently employed at the Project site and the **additional** number that will be employed at the Project site at the end of the first and second years after the Project has been completed, using the tables below for (1) employees of the Applicant, (2) independent contractors, and (3) employees of independent contractors. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

<b>TYPE OF EMPLOYMENT</b>					
<b>Employees of Applicant</b>					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	2	22	20	0	44
Present Part Time					
Present Seasonal					

First Year Full Time	3	33	30	0	66*
First Year Part Time					
First Year Seasonal					
Second Year Full Time	3	33	30	0	66*
Second Year Part Time					
Second Year Seasonal					

\*22 jobs will be transferred from another location in Glenmont; no new jobs are being created.

<b>TYPE OF EMPLOYMENT</b>					
<b>Independent Contractors</b>					
N/A	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					
First Year Full Time					
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					



Second Year Seasonal					
----------------------	--	--	--	--	--

<b>TYPE OF EMPLOYMENT Employees of Independent Contractors</b>					
N/A	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					
First Year Full Time					
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

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

*CONFIDENTIAL*				
<b>RELATED EMPLOYMENT INFORMATION</b>				
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	210,000	2,310,000	2,100,000	0
Estimated Number of Employees Residing in the Capital District Economic Development Region <sup>1</sup>	3	33	30	0

- C. Please prepare a separate attachment describing in detail the types of employment at the Project site. Such attachment should describe the activities or work performed for each type of employment.

**V. PROJECT COSTS AND FINANCING SOURCES.**

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

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ 3,200,000 (est)
Buildings	\$ 4,700,000 (est)
Machinery and equipment costs	\$ _____
Utilities, roads and appurtenant costs	\$ 6,200,000 (est)
Architects and engineering fees	\$ _____

<sup>1</sup> The Capital District Economic Development Region consists of the following counties: Albany, Schenectady, Rensselaer, Greene, Columbia, Saratoga, Warren and Washington.

Costs of Bond Issue (legal, financial and printing)	\$
	0
Construction loan fees and interest (if applicable)	\$
	0
Other (specify)	
	\$
	\$
	\$
<b>TOTAL PROJECT COSTS</b>	\$
	14,100,000 (est)

See attached supplemental information.

- B. Anticipated Project Financing Sources. State the sources reasonably necessary for the financing of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Sources</u>	<u>Amount</u>
Private Sector Financing	\$
Public Sector	
Federal Programs	\$
State Programs	\$
Local Programs	\$
Applicant Equity	\$
	14,100,000 (est)

Other (specify)	
_____	\$ _____
_____	\$ _____
_____	\$ _____
<b>TOTAL AMOUNT OF PROJECT FINANCING SOURCES</b>	\$ _____

14,100,000 (est)  
See attached supplemental  
information.

## V. Project Costs and Financing Sources Supplemental Information

The total project costs include estimated real property costs totaling \$14,100,000 and significant additional costs for the industrial gas facility machinery and equipment, furniture and fixtures, and other costs not related to the real property. S 2/16/17

C. Have any of the above expenditures already been made by the applicant?  
Yes ; No \_\_\_\_\_. If yes, indicate particulars.

\$200,000 of upfront engineering  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

D. Amount of loan requested: \$0;  
Maturity requested: \_\_\_\_\_ years.

E. Has a commitment for financing been received as of this application date, and if so, from whom?

Yes \_\_\_\_; No \_\_\_\_\_. Institution Name: N/A

Provide name and telephone number of the person we may contact.

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

F. The percentage of Project costs to be financed from public sector sources is estimated to equal the following: N/A %

G. The total amount estimated to be borrowed to finance the Project is equal to the following: \$ N/A

**VI. FINANCIAL ASSISTANCE EXPECTED FROM THE AGENCY.**

**A. Financing**

1. Is the applicant requesting that the Agency issue bonds to assist in financing the project? Yes \_\_\_\_; No . If yes, indicate:

- a. Amount of loan requested: \_\_\_\_\_ Dollars;
- b. Maturity requested: \_\_\_\_\_ Years.

2. N/A Is the interest on such bonds intended to be exempt from federal income taxation? Yes \_\_\_\_; No \_\_\_\_.

3. N/A If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes:

- a. retail food and beverage services: Yes \_\_\_\_; No \_\_\_\_
- b. automobile sales or service: Yes \_\_\_\_; No \_\_\_\_
- c. recreation or entertainment: Yes \_\_\_\_; No \_\_\_\_
- d. golf course: Yes \_\_\_\_; No \_\_\_\_
- e. country club: Yes \_\_\_\_; No \_\_\_\_

- f. massage parlor: Yes \_\_\_\_; No \_\_\_\_
- g. tennis club: Yes \_\_\_\_; No \_\_\_\_
- h. skating facility (including roller skating, skateboard and ice skating): Yes \_\_\_\_; No \_\_\_\_
- i. racquet sports facility (including handball and racquetball court): Yes \_\_\_\_; No \_\_\_\_
- j. hot tub facility: Yes \_\_\_\_; No \_\_\_\_
- k. suntan facility: Yes \_\_\_\_; No \_\_\_\_
- l. racetrack: Yes \_\_\_\_; No \_\_\_\_

4. *N/A* If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment.
5. Is the Applicant requesting the Agency to issue federally tax exempt Enterprise Zone bonds? Yes \_\_\_\_; No X.

B. Tax Benefits.

- 1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes X; No \_\_\_\_.
- 2. Is the applicant expecting that the financing for the Project will be secured by one or more mortgages? Yes \_\_\_\_; No X. If yes, what is the approximate amount of financing to be secured by mortgages? \$ \_\_\_\_\_.
- 3. Is the applicant expecting to be appointed agent of the Agency for the purpose of qualifying for exemption from N.Y.S. Sales Tax or Compensating Use Tax? Yes X; No \_\_\_\_\_. If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$ 5,640,000 (est)
- 4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of each exemption.

a. N.Y.S. Sales and Compensating Use Taxes:	\$
	<u>465,300 (est)</u>
b. Mortgage Recording Taxes:	\$
	<u>0</u>
c. Real Property Tax Exemptions:	\$
	<u>2,900,000 (est)</u>
d. Other (please specify):	

	\$	
		0
	\$	
		0

5. Are any of the real property tax exemptions being sought inconsistent with the Agency's Uniform Tax Exemption Policy? Yes \_\_\_\_; No X. If yes, please explain how the request of the applicant differs from the Agency's Uniform Tax Exemption Policy:

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

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

C. Project Benefit Information. Using the attached template, provide the Agency with information so that the Agency can perform a cost/benefit analysis of undertaking the Project.

**VII. REPRESENTATIONS BY THE APPLICANT.** The applicant understands and agrees with the Agency 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 (including any tenants located in the Project) will be listed with (1) the New York State Department of Labor Community Services Division (the "DOL") and (2) the administrative entity of the service delivery area created by the Federal Job Training Partnership Act (P.L. No. 97-300) (the "JTPA Law") in which the Project Facility is located (while currently cited in Section 858-b of the Act, the Federal Job Training Partnership Act was repealed effective June 1, 2000, and has been supplanted by the Workplace Investment Act of 1998 (P.L. No. 105-220)).

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 (and any tenants located in the Project) will first consider persons eligible to participate in JTPA Law 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.

- D. Annual Employment Reports: The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed (including any tenants located in the Project), with the Agency, on an annual basis, reports regarding the number of people employed at the project site.
- E. Agency Financial Assistance Required for Project: The Project would not be undertaken but for the Financial Assistance provided by the Agency, ~~or, if the Project could be undertaken without the Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons:-~~ S  
3/1/17

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- F. Relocation or Abandonment: The provisions of subdivision one of Section 862 of the General Municipal Law will not be violated if Financial Assistance is provided for the Project.
- G. Compliance with Federal, State, and Local Laws: The applicant is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.
- H. False or Misleading Information: The applicant understands 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 exemptions claimed by reason of Agency involvement in the Project.
- I. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

N/A

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I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

Air Products and Chemicals, Inc.  
\_\_\_\_\_  
Applicant

By:  \_\_\_\_\_ Charles G. Stinner  
Title: Vice President - Taxes  
\_\_\_\_\_

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**NOTE: APPLICANT MUST COMPLETE THE APPLICABLE VERIFICATION FORM ATTACHED TO THIS APPLICATION BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT ATTACHED TO THIS APPLICATION.**

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VERIFICATION

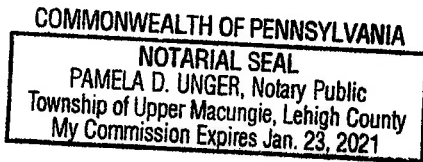
(If Applicant is a Corporation)

Commonwealth )  
~~STATE OF~~ Pennsylvania )  
 ) SS.:  
COUNTY OF Lehigh )

Charles G. Stinner \_\_\_\_\_, deposes and says that he is the  
(Name of officer of applicant)

Vice President - Taxes \_\_\_\_\_ of \_\_\_\_\_ Air Products and Chemicals, Inc. \_\_\_\_\_,  
(Title) (Company Name)

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



[Signature]  
(Officer of applicant)

Sworn to before me this

2<sup>nd</sup> day of February, 2017.

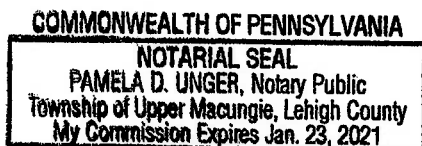
Pamela D. Unger  
Notary Public

## HOLD HARMLESS AGREEMENT

Applicant hereby releases the Town of Bethlehem 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 (1) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the project described therein or the issue of bonds requested therein are favorable acted upon by the Agency, and (2) the Agency described therein or the issue of bonds requested therein 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, and in that event, upon presentation of any 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, if any.

Air Products and Chemicals, Inc.

(Applicant)



By:  Charles G. Stinner

Title: Vice President - Taxes

Sworn to before me this

2<sup>nd</sup> day of February 2017

Pamela D. Unger, Notary Public

**NOTE: THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS THE APPLICANT SIGNS THE HOLD HARMLESS AGREEMENT NOTED ABOVE.**

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY  
COST / BENEFIT ANALYSIS - PROJECT QUESTIONNAIRE**

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

The Questionnaire must be completed before we can finalize the Cost/Benefit Analysis. Please complete the Questionnaire and forward it to us at your earliest convenience.

- |   |                                      |
|---|--------------------------------------|
| 1. Name of Project Beneficiary ("Company"):         | Air Products and Chemicals, Inc.     |
| 2. Brief Identification of the Project:             | Expansion of industrial gas facility |
| 3. Estimated Amount of Project Benefits Sought:     |                                      |
| A. Amount of Bonds Sought:                          | \$ <u>0</u>                          |
| B. Value of Sales Tax Exemption Sought              | \$ <u>465,300 (est)</u>              |
| C. Value of Real Property Tax Exemption Sought      | \$ <u>2,765,000 (est)</u>            |
| D. Value of Mortgage Recording Tax Exemption Sought | \$ <u>0</u>                          |

**PROJECTED PROJECT INVESTMENT**

- |  |                           |
|--|---------------------------|
| A. Land-Related Costs                                      |                           |
| 1. Land acquisition  | \$ _____                  |
| 2. Site preparation  | \$ <u>6,200,000 (est)</u> |
| 3. Landscaping   | \$ _____                  |
| 4. Utilities and infrastructure development                | \$ _____                  |
| 5. Access roads and parking development                    | \$ <u>3,200,000 (est)</u> |
| 6. Other land-related costs (describe)                     | \$ _____                  |
| B. Building-Related Costs                                  |                           |
| 1. Acquisition of existing structures                      | \$ _____                  |
| 2. Renovation of existing structures                       | \$ _____                  |
| 3. New construction costs                                  | \$ <u>900,000 (est)</u>   |
| 4. Electrical systems                                      | \$ _____                  |
| 5. Heating, ventilation and air conditioning               | \$ _____                  |
| 6. Plumbing  | \$ _____                  |
| 7. Other building-related costs (describe) 3,800,000 (est) | \$ <u>3,800,000 (est)</u> |
| -- liquid nitrogen flat-bottom tank 2,840 cubic meters     |                           |
| Total:   | 14,100,000 (est)          |

**PROJECTED PROJECT INVESTMENT - Continued**

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$ _____
2.	Packaging equipment	\$ _____
3.	Warehousing equipment	\$ _____
4.	Installation costs for various equipment	\$ _____
5.	Other equipment-related costs (describe)	\$ _____
D.	Furniture and Fixture Costs	
1.	Office furniture	\$ _____
2.	Office equipment	\$ _____
3.	Computers	\$ _____
4.	Other furniture-related costs (describe)	\$ _____
E.	Working Capital Costs	
1.	Operation costs	\$ _____
2.	Production costs	\$ _____
3.	Raw materials	\$ _____
4.	Debt service	\$ _____
5.	Relocation costs	\$ _____
6.	Skills training	\$ _____
7.	Other working capital-related costs (describe)	\$ _____
F.	Professional Service Costs	
1.	Architecture and engineering	\$ _____
2.	Accounting/legal	\$ _____
3.	Other service-related costs (describe)	\$ _____
G.	Other Costs	
1.	_____	\$ _____
2.	_____	\$ _____
H.	Summary of Expenditures	
1.	Total Land Related Costs	\$ 9,400,000 (est)
2.	Total Building Related Costs	\$ 4,700,000 (est)
3.	Total Machinery and Equipment Costs	\$ _____
4.	Total Furniture and Fixture Costs	\$ _____
5.	Total Working Capital Costs	\$ _____
6.	Total Professional Service Costs	\$ _____
7.	Total Other Costs	\$ _____

**INCLUDES CONFIDENTIAL INFORMATION**  
**PROJECTED CONSTRUCTION EMPLOYMENT IMPACT**

I. Please provide estimates of total construction jobs at the Project:

Year	Construction Jobs (Annual wages and benefits \$40,000 and under)	Construction Jobs (Annual wages and benefits over \$40,000)
Current Year		20
Year 1		65
Year 2		65
Year 3		n/a
Year 4		n/a
Year 5		n/a

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

Year	*CONFIDENTIAL Total Annual Wages and Benefits Estimated:	Estimated Additional NYS Income Tax
Current Year	\$ 1,500,000	\$ 144,300
Year 1	\$ 5,000,000	\$ 481,000
Year 2	\$ 5,000,000	\$ 481,000
Year 3	\$	\$
Year 4	\$	\$
Year 5	\$	\$

**PROJECTED PERMANENT EMPLOYMENT IMPACT**

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

Year	Existing Jobs (Annual wages and benefits \$40,000 and under)	Existing Jobs (Annual wages and benefits over \$40,000)
Current Year	N/A	44
Year 1		66
Year 2		66
Year 3		66
Year 4		66
Year 5		66

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

Year	New Jobs (Annual wages and benefits \$40,000 and under)	New Jobs (Annual wages and benefits over \$40,000)
Current Year	N/A	0
Year 1		
Year 2		
Year 3		
Year 4		
Year 5		

III. Please provide estimates of total annual wages and benefits of total permanent jobs at the Project: \*  
\*CONFIDENTIAL\*

Year	Total Annual Wages and Benefits (Estimated):	Estimated Additional NYS Income Tax
Current Year	\$ 3,080,000	\$ 296,296
Year 1	\$ 4,620,000	\$ 444,444
Year 2	\$ 4,770,000	\$ 458,874
Year 3	\$ 4,920,000	\$ 473,304
Year 4	\$ 5,070,000	\$ 487,734
Year 5	\$ 5,220,000	\$ 502,164

IV. Please provide estimates for the following:

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



**PROJECTED OPERATING IMPACT**

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

Additional Purchases (1 <sup>st</sup> year following project completion)	\$ _____	0
Additional Sales Tax Paid on Additional Purchases	\$ _____	0
Estimated Additional Sales (1 <sup>st</sup> full year following project completion)	\$ _____	0
Estimated Additional Sales Tax to be collected on additional sales (1 <sup>st</sup> full year following project completion)	\$ _____	0

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

Year	Existing Real Property Taxes	New Pilot Payments	Total
Current Year	55,583	0	55,583
Year 1	56,000 (est)	0	56,000 (est)
Year 2	56,000 (est)	0	56,000 (est)
Year 3	56,000 (est)	43,644 (est)	99,644 (est)
Year 4	56,000 (est)	88,598 (est)	144,598 (est)
Year 5	56,000 (est)	134,890 (est)	190,890 (est)
Year 6	56,000 (est)	182,552 (est)	238,552 (est)
Year 7	56,000 (est)	231,612 (est)	287,612 (est)
Year 8	56,000 (est)	282,104 (est)	338,104 (est)
Year 9	56,000 (est)	334,058 (est)	390,058 (est)
Year 10	56,000 (est)	387,507 (est)	443,507 (est)
Year 11	56,000 (est)	442,485 (est)	498,485 (est)

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

Please see attachment.

IV. Please provide estimates for the impact of economic and local costs expected to be produced as a result of the Project:


Please see attachment.

**CERTIFICATION**

I certify that I have prepared the responses provided in this Questionnaire.

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

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

<b>Date Signed:</b> <u>Feb. 2, 2017</u>	<b>Name of Person Completing Project Questionnaire on behalf of the Company.</b>  Name: <u>Charles G. Stinner</u> Title: <u>Vice President - Taxes</u> Telephone Number: <u>610-481-2978</u>  Signature: 
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## Projected Operating Impact Response

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

IV. Please provide estimates for the impact of economic and local costs expected to be produced as a result of the Project:

The facility in Glenmont will produce Nitrogen, Oxygen and Argon for local markets. The products are vital to reliability, costs competitiveness, environmental needs and viability of many local industries. Having a new, low cost, high efficient, highly reliable world class facility operating in Glenmont NY brings a strategic advantage top our customers for decades to come. Included here is a list of the specific industries served from the Glenmont facility. Actual economics are company sensitive information.

### Major Segment:

Amusement, recreation and leisure production  
Analytical instrumentation and services  
Chemical and allied products  
Coatings and paints  
Competitors or co-producers  
Distributors  
Electronics package, assembly, test  
Fabricated metal products and repairs  
Food and kindred products  
Glass, processed glass, other minerals  
Governments  
Health and medical products  
Inks and graphic arts products  
Integrated circuits  
Metal components and semi-finished production  
Oil and gas extraction  
Polymers processing  
Primary materials and products  
Universities and educational services  
Utilities  
Water  
Wood, pulp, and paper products



**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY  
ANNUAL STATEMENT OF FINANCIAL DISCLOSURE**

Project Name: Air Products and Chemicals, Inc. Glenmont Expansion  
 Project Type: Expansion Project  
 Total Project Cost: \$14,100,000 (est)

	Total Year 1	Total Years 2-10	Total Year 10
<b>Part 1: Sources of Tax Savings &amp; Payments</b>			
<b>Estimated Sales Tax Savings:</b>			
Projected Construction Cost	\$ 9,680,000	\$ 4,420,000	\$ 14,100,000
Percent Taxable (Estimated)	40.00%	40.00%	40.00%
Sales Tax Rate	8.25%	8.25%	8.25%
Sales Tax Due	\$ 798,600	\$ 364,650	\$ 1,163,250
Sales Tax Saved	<u>\$ 319,440</u>	<u>\$ 145,860</u>	<u>\$ 465,300</u>
<b>Estimated Mortgage Tax Savings</b>			
Mortgage Amount	\$ N/A	\$ N/A	\$ N/A
Mortgage Tax Rate	0.75%	0.75%	0.75%
Mortgage Tax Due	\$	\$	\$
Mortgage Tax Saved	<u>\$ N/A</u>	<u>\$ N/A</u>	<u>\$ N/A</u>
<b>Estimated Real Property Tax Savings &amp; Payments: (Schedule A)</b>			
Estimated Assessed Value	9,680,000	4,420,000	14,100,000
Property Taxes Saved	<u>\$ 290,839</u>	<u>\$ 2,474,679</u>	<u>\$ 2,765,486</u>
Property Taxes and PILOT Payments	<u>\$ 56,000</u>	<u>\$ 2,687,451</u>	<u>\$ 2,743,451</u>
<b>Total Estimated Net Tax Savings:</b>	<u>\$ 610,279</u>	<u>\$ 2,620,507</u>	<u>\$ 3,208,751</u>
<b>Part 2: Community Benefits &amp; New Taxes Produced</b>			
<b>Employment and Wages:</b>			
Number of Existing Jobs	66	66	66
Total Projected New Jobs	0.00	0.00	0.00
Average Annual Wage of New Jobs (Schedule B)	\$ 0	\$ 0	\$ 0
Projected Total Wages of New Jobs (Schedule B)	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>
<b>Income and Sales Taxes:</b>			
Average State Income Tax Rate *	3.50%	3.50%	3.50%
Estimated Total State Income Taxes Paid	\$ 0	\$ 0	\$ 0
Average % of Income Paid as Sales Tax	1.8%	1.8%	1.8%
Sales Tax Rate	8.25%	8.25%	8.25%
Total Sales Tax Paid	\$	\$	\$
Total Income and Sales Taxes Paid	<u>\$ N/A</u>	<u>\$ N/A</u>	<u>\$ N/A</u>
<b>Estimated Indirect Benefits and Taxes</b>			
Estimated Indirect Taxes Paid (ad valorem, fire, etc)	\$	\$	\$
Fee Paid to Agency	\$	\$	\$
Total Indirect Benefits	<u>\$</u>	<u>\$</u>	<u>\$</u>

Total Estimated NYS Taxes and Agency Fee	\$	\$	\$
Total Estimated Net Tax Savings	\$	\$	\$
Projected Net Community Benefits (Loss)	\$	\$	\$

\*Average state income tax rate was supplied by the IDA

Part 3: Cost Benefit Analysis

Schedule A - Property Tax Abatement: All amounts are estimated:

Base Year Annual Taxes	\$ 55,583
Estimated Annual Taxes on Improvements	\$ 290,839
Taxes Eligible for Abatement	\$ 2,765,000

Year	% Tax Due	Tax Due	Tax Savings
Year 1	0	\$ 0	\$ 290,839
Year 2	0	\$ 0	\$ 429,993
Year 3	10	\$ 43,644	\$ 392,799
Year 4	20	\$ 88,598	\$ 354,392
Year 5	30	\$ 134,890	\$ 314,744
Year 6	40	\$ 182,552	\$ 273,828
Year 7	50	\$ 231,612	\$ 231,612
Year 8	60	\$ 282,104	\$ 188,069
Year 9	70	\$ 334,058	\$ 143,168
Year 10	80	\$ 387,507	\$ 96,877
Year 11	90	\$ 442,458	\$ 49,165
Totals	100	\$ 2,127,451	\$ 2,765,486
Average		\$ 193,405	\$ 251,408

Schedule B - Calculation of Projected Total Wages for New Hires:

Year	Projected New Hires	Average Annual Wage of New Jobs	Total Annual Wage of New Jobs
Year 1		\$ .	\$ .
Year 2		\$ .	\$ .
Year 3		\$ .	\$ .
Year 4		\$ .	\$ .
Year 5		\$ .	\$ .
Year 6		\$ .	\$ .
Year 7		\$ .	\$ .
Year 8		\$ .	\$ .
Year 9		\$ .	\$ .
Year 10		\$ .	\$ .
Totals		\$ .	\$ .
Average		\$ .	\$ .

**TOWN OF BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY  
APPLICATION FOR ENHANCED TAX ABATEMENT**

Notice to Applicants:

*This application for an Enhanced Tax Abatement must be accompanied by the agency's standard application for financial assistance*

**Applicant Information:**

PROJECT NAME: Air Products and Chemicals, Inc. Glenmont Expansion  
REPRESENTATIVE NAME: Rick Trinkle  
REPRESENTATIVE PHONE: 610-481-7425  
REPRESENTATIVE E-MAIL: trinklrw@airproducts.com  
APPLICATION DATE: 2 February 2017

**Overview: BIDA Enhanced Tax Abatement Program**

This abatement is designed to enhance the regional competitive position of the Town in attracting high quality business development that meets very specific economic benefit criteria. As with all BIDA PILOT programs, the abatement is against the increase in assessed valuation resulting from the completion of the project. It also assumes that the abatement program begins after the completion of construction and a Certificate of Occupancy (CO) has been issued for the project. The tax abatement schedule is as follows:

<u>Year</u>	<u>% Abatement</u>
1	100%
2	100%
3	90%
4	80%
5	70%
6	60%
7	50%
8	40%
9	30%
10	20%
11	10%
12	0%

## BIDA Enhanced Tax Abatement Program Evaluative Criteria

To be eligible for the enhanced abatement, an applicant must demonstrate the project's ability to substantially meet specific criteria. For each of the criteria listed below and in the space provided, describe and document how the project meets each evaluative criterion:

### Criterion 1: Extraordinary New Job Creation or Capital Investment:

This project is a large new capital investment that includes \$14,100,000 in real property costs, significant additional investment in new machinery, equipment, and infrastructure, and the creation of 65 construction jobs. *g 2/16/17*

### Criterion 2: Net New Capital Investment in the Capital Region:

This project in Glenmont, NY, will include \$14,100,000 in real property costs and significant additional investment in new machinery, equipment, and infrastructure. *g 2/16/17*

### Criterion 3: Reuse or Redevelopment of Abandoned or Underutilized Real Estate:

The site expansion will take place on previously unutilised property at an existing facility.

### Criterion 4: Consistency with the Town's Comprehensive Plan Recommendations:

Please see attached.

### Criterion 5: Market Penetration; Potential for Catalytic Effect for Subsequent Projects:

This facility will be a state-of-the-art industrial gas supply facility supplying the entire New England area in competition with other industrial gas companies in neighboring states.

### Criterion 6: Consistency with Regional Target Industries:

This industrial gas facility will produce oxygen, nitrogen, and argon, which are products that many local industries require for competitive operations.

### Criterion 7: Business Development that Promotes Economic Diversification:

This industrial gas facility will produce oxygen, nitrogen, and argon, which are products that many local industries require for competitive operations.



## Project Fiscal and Economic Impact Analysis

### 1. Estimated Amount of Project Benefits Sought:

a) Amount of Bonds Sought:	\$ 0
b) Value of Sales Tax Exemption Sought	\$ 465,300 (est)
c) Value of Real Property Tax Exemption Sought	\$14,100,000 (est)
d) Value of Mortgage Recording Tax Exemption Sought	\$ 0

### 2. Summary of Project Costs:

a) Total Land Related Costs	\$ 9,400,000 (est)
b) Total Building Related Costs	\$ 4,700,000 (est)
c) Total Machinery and Equipment Costs	\$
d) Total Furniture and Fixture Costs	\$
e) Total Working Capital Costs	\$
f) Total Professional Service Costs	\$
g) Total Other Costs	\$

### 3. Economic and Fiscal Impacts:

In the space provided below and/or in an attachment to this application, provide information about the project's economic and fiscal impact on the economy of Albany County. A Fiscal and Economic Impact Analysis prepared by an independent contractor is preferred and may be required by BIDA. Regarding economic impacts, specific information to be considered includes employment, earnings and output data. Describe the type and number of both direct and indirect jobs that will be created by the project. Regarding fiscal impacts, provide an estimate of the governmental income and expenditures that will result from the project for all affected local taxing jurisdictions during the period that the project will be assisted by BIDA. Provide the assumptions used in developing all economic and fiscal projections.

Please see attachment.

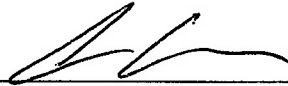
**Experience and Financial Capability**

In the space below, provide documentation of the applicant's relevant experience in undertaking similar projects. Also include information regarding the financial strength and credit worthiness of the applicant.

**Certification**

I certify that I have prepared the responses provided in this Application for Enhanced Tax Abatement and that, to the best of my knowledge, such responses are true, correct and complete. I also understand that projects that are eligible for New York State Empire Zone Benefits must first utilize the real property tax benefits of the Zones program before seeking additional abatement from the BIDA.

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

Signature of Certifying Representative:   
\_\_\_\_\_  
Charles G. Stinner  
Title of Certifying Representative: Vice President - Taxes  
\_\_\_\_\_  
Date Signed: 2/2/17  
\_\_\_\_\_

## **BIDA Enhanced Tax Abatement Program**

### **Criterion 4: Consistency with the Town's Comprehensive Plan Recommendations**

1. Achieve a balanced tax base. As the community continues to grow, the cost of providing services (such as schools, recreation, etc.) for new residential development will grow as well. To preserve fiscal responsibility while sustaining or enhancing services to meet changing desires or needs, it is important to ensure that the community maintains a balance of residential development, commercial and industrial development, and open space.
2. Create a business-friendly environment that is supportive of small local businesses, that encourages entrepreneurship, and that helps assure the provision of quality, living wage employment and a diverse economic base in the community.
3. Promote commercial and industrial growth in specifically designated locations. Encourage the reuse or redevelopment of existing sites and buildings as an alternative to development on "greenfield" locations. Create opportunities for increasing the value of underutilized commercial areas by focusing higher density development/redevelopment, and providing design guidelines and standards where appropriate, in these areas.

## Projected Fiscal and Economic Impact Response

### 3. Economic and Fiscal Impacts:

In the space provided below and/or in an attachment to this application, provide information about the project's economic and fiscal impact on the economy of Albany County. A Fiscal and Economic Impact Analysis prepared by an independent contractor is preferred and may be required by BIDA. Regarding economic impacts, specific information to be considered includes employment, earnings and output data. Describe the type and number of both direct and indirect jobs that will be created by the project. Regarding fiscal impacts, provide an estimate of the governmental income and expenditures that will result from the project for all affected local taxing jurisdictions during the period that the project will be assisted by BIDA. Provide the assumptions used in developing all economic and fiscal projections.

The facility in Glenmont will produce Nitrogen, Oxygen and Argon for local markets. The products are vital to reliability, costs competitiveness, environmental needs and viability of many local industries. Having a new, low cost, high efficient, highly reliable world class facility operating in Glenmont NY brings a strategic advantage top our customers for decades to come. Included here is a list of the specific industries served from the Glenmont facility. Actual economics are company sensitive information.

#### Major Segment:

Amusement, recreation and leisure production  
Analytical instrumentation and services  
Chemical and allied products  
Coatings and paints  
Competitors or co-producers  
Distributors  
Electronics package, assembly, test  
Fabricated metal products and repairs  
Food and kindred products  
Glass, processed glass, other minerals  
Governments  
Health and medical products  
Inks and graphic arts products  
Integrated circuits  
Metal components and semi-finished production  
Oil and gas extraction  
Polymers processing  
Primary materials and products  
Universities and educational services  
Utilities  
Water  
Wood, pulp, and paper products