

Tompkins County
Development Corporation
Not-for-Profit Application for Incentives

Applicant Information

Date: 3/16/16

Name of Company/Applicant: The William George Agency for Children's Services, Inc.	
Address: 380 Freeville Road	
City/State/ZIP: Freeville, New York 13068	
Primary Contact: Jeffery Dailey, Managing Director	
Phone: 607-844-6200 Email: daileyj@gjrmail.com	Fax: 607-844-4053

Applicant Attorney: Paul Reichel	
Address: Bond, Schoeneck and King , One Lincoln Center	
City/State/ZIP: Syracuse, New York 13202-1355	
Primary Contact:	
Phone: (315) 218-8135 Email: preichel@bsk.com	Fax:

Applicant Accountant: Ciaschi, Dietershagen, Little and Mickelson, a division of Insero and Co. CPS's LLP	
Address: 401 East State Street, Suite 500	
City/State/ZIP: Ithaca, New York 14850	
Primary Contact: Patrick Jordan, Partner	
Phone: 607-272-4444 Email: Patrick.Jordan@Inserocpa.com	Fax: 607-273-8372

Applicant Engineer/Architect (if known): LA Hauer-Laduca	
Address: 10940 Main Street	
City/State/ZIP: Clarence, New York 14031	
Primary Contact: Laurie Hauer-Laduca	
Phone: 716-759-1965 Email:	Fax 716-759-1966

Applicant Contractor (if known): Not known at this time.	
Address:	
City/State/ZIP:	
Primary Contact:	
Phone:	Fax:
Email:	

Business History

Year Company was Founded: 1896 Type of Ownership (Corporation, LLC, Sole Proprietor)
 NAICS Code: _____ 501 (C) (3) Not for Profit

Product or Service: Residential treatment center for at risk youth.
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Major Customers: 49 Counties plus school districts throughout New York State. <i>The IDA avoids offering incentives to businesses that will compete with or displace existing Tompkins County businesses.</i>

Major Suppliers: SYSCO Food Services, NYSEG, Staples Office Products

Who are your major competitors in Tompkins County? None

Has your business ever received incentives tied to job creation from local governments in New York State?
 _____ Yes X No

If Yes, please describe. _____

Were the goals met? _____ Yes _____ No

If No, why were goals not met? _____

Project Description

Please give a brief narrative description of the project.

We are looking to expand the program services we provide through the construction of a 24 bed residence hall. We have maximized our current "cottage" settings and need the additional facility to increase treatment provision services for youth. We anticipate the development of new programs as well as expansion of currently offered modalities of treatment.

Location: On campus of The William George Agency for Children's Services in Freeville, NY.

Property size (acres) – both existing and proposed: Approx. 1 acre

Building size (square feet) – both existing and proposed: 0 / 15,000 sq. feet

Proposed project start and completion dates: March/April 2016 ending March 2017

What types of green building practices do you plan to use, if any? Energy efficient mechanical systems and lighting.

Do you certify that the project will not result in the relocation of all or part of any business or jobs from within New York State to Tompkins County? X Yes _____ No

Will this project result in a regular increase in overnight visitors to your facility (e.g. for training programs)?
_____ Yes X No

If Yes, number of visitors per year _____ Average duration of stay (days) _____

Occupancy

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

The William George Agency (owner) will be responsible for and utilize 100% of the facility.

Project Costs

	<u>Amount</u>	<u>% subject to sales tax</u>
Value of land to be acquired (if any):	<u>N/A</u>	<u>N/A</u>
Value of building to be acquired (if any):	<u>N/A</u>	<u>N/A</u>
Cost of new construction:	<u>2,650,000.</u>	<u>%</u>
Value of improvements to existing building:	<u></u>	<u>%</u>
Value of equipment to be acquired:	<u></u>	<u>%</u>
Other:	<u></u>	<u>%</u>
	TOTAL: <u>2,650,000.</u>	<u>N/A</u>

Financing

	<u>Without Bonds</u>	<u>With Bonds</u>
First year debt service	<u>\$209,235.</u>	<u>\$186,918.</u>
Total debt service	<u>\$3,937,930.</u>	<u>\$3,637,144.</u>

(Projected 25 year borrowing term.)

Amount of anticipated financing from a lending institution \$2,650,000

(Please note: The applicant must inform the TCDC at the time of issuance of commitment letter if the financing will exceed the amount stated here.)

Need for Incentives

If the applicant is requesting incentives that are greater than the Development Corporation Standard Policies, please include a detailed justification for this provision.

N/A

Employment Information (please note that during the course of the abatement you will be required to provide employment information annually.)

Please provide a description of the benefits that you offer to your employees.

Health, Dental, Vision (Union only) insurances, 401 (k) retirement plan, federal and state mandated benefits, paid holidays and paid leave.

Please provide a description of internal training and advancement opportunities offered to your employees.

As an Agency we offer frequent trainings and advancement opportunities. Training sessions include several different topics ranging from residential issues to effective supervision of employees. Additionally our direct care staff are afforded several avenues of career advancement. Due to the diverse services offered by the Agency individuals may be promoted in various areas, to include middle management as well as administrative positions in a number of different services areas (i.e. multiple different residential treatment program settings, work experience programs, food service, recreation, business administration, program administration, etc.)

What percentages of your current positions do women occupy? 37%

What percentages of your current positions do minorities occupy? 18%

Are you willing to pay a livable wage as defined by the Alternatives Federal Credit Union (AFCU) of Ithaca, NY (<http://www.alternatives.org/2015livingwagechart.html>) to all employees for the duration of the abatements?

 Yes X No

What percent of current workforce and management are in:

Tompkins County?	<u>40%</u>
In New York State?	<u>100%</u>
Out of New York State?	<u>0%</u>

Do you have a strategy for ensuring diversity in hiring? X Yes No

If yes, please describe.

As an Agency we make a concerted effort to reach out to surrounding communities through several avenues to ensure an effort has been made to cast a “wider net” to find qualified applicants from every walk of life, which is reflected in the above percentages. Additionally, we have believe that the diversity of our Agency is a fundamental strength of our overall mission and that our mission is best fulfilled when we embrace diversity in the workforce as a value and practice.

Please provide your Employment Plan

Permanent Occupations in Company	Current Permanent Full-Time Jobs by Occupation		Projection of New Permanent Full-Time Jobs			
	Annual Salary Ranges/ Hourly Wage	Number of Employees	Added in Year 1	Added in Year 2	Added in Year 3	Total New Jobs
Professional:	\$33,381 – \$160,000	78				
Clerical:	\$23,400 - \$45,017	20				
Sales:						
Services:	\$18,200 - \$43,410	34				
Construction:						
Manufacturing:						
High Skilled:						
Medium Skilled:						
Basic Skilled:						
Other (Describe):						
Childcare Workers	\$23,026 - \$44,251	202				
Total:		334				

Estimated percentage of new hires who would be unemployed at time of hire N/A%

Construction Labor

Will you use contractors who:

Have a certified apprenticeship program	<input type="checkbox"/> Yes	<input type="checkbox"/> No Unknown
Pay a prevailing wage	<input type="checkbox"/> Yes	<input type="checkbox"/> No Unknown
Use Local Labor	<input type="checkbox"/> Yes	<input type="checkbox"/> No Unknown

Environmental Review

Environmental Assessment Form – short or long

Submitted to: _____

Agency name: _____

Agency address: _____

Date of submission:

Status of submission:

(please note: an environmental review must be completed before TCDC can vote on proposed financial incentive. It is the applicant's responsibility to provide a copy of the determination of environmental impact by another agency to TCDC.)

Permits

Describe other permits required and status of approval process.

This project will require the issuance of a building permit from the Town of Dryden.

Other

Do you have any thing else you would like to tell Development Corporation regarding this project?

The Agency has continued to grow and be a strong employer in the area for over 100 years. We have contractual relationships with 55 counties and multiple school districts throughout the state and work diligently to provide dynamic treatment for youth with a wide array of learning and emotional challenges, many of whom have had involvement in the legal system. We strive to give our children a safe, structured and therapeutic environment in which to grow and learn to become productive members when returning to their local communities. This expansion represents a commitment of the Agency and the Board of Directors to continue this effort and to increase our capacity to provide services to the many counties who recognize our programs as a valuable tool in assisting youth who otherwise would not have an opportunity to experience success and growth in an environment modeled to support their treatment needs.

CERTIFICATION

Jeffery A. Dailey _____ deposits that she/he is the Managing Director _____
(Name of chief executive officer of company submitting application) (Title)

of The William George Agency for Children's Services, Inc., the corporation named in the attached application; t
(Company Name)

that he has read the foregoing application and knows the contents thereof; that the same is true to his knowledge.

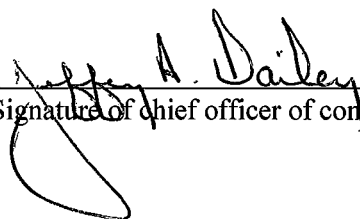
Deponent further says that the reason this verification is made by the deponent and not by

The William George Agency for Children's Services, Inc. is because the said company is a corporation.


(Company Name)

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.

As an officer of said corporation (hereinafter referred to as the "Applicant"), deponent acknowledges and agrees that applicant shall be and is responsible for all costs incurred by the nonprofit Tompkins County Industrial Development Agency (hereinafter referred to as the "Agency") acting in behalf of the attached application whether or not the application, the project it describes, the attendant negotiations and ultimately the necessary issue of bonds or transfer of title are ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act 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 Applicant are unable to find buyers willing to purchase the total bond issue required or financing for the project, then upon presentation of invoice, the Applicant shall pay to the Agency, its agents, or assigns all actual costs involved in conduct of the application, up to that date and time, including but not limited to fees of bond counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion and sale of the required bond issue or transfer of title the Applicant shall pay to the Agency an administrative fee set by the Agency, not to exceed an amount equal to 1% of the total project cost. The cost incurred by the Agency and paid by the Applicant, including bond counsel, the Agency's general counsel's fees and the Agency's administrative fees, may be considered as a cost of the project and included as part of the resultant bond issue.



Signature of chief officer of company submitting application

 NOTARY

LINDA M. RABUSIN
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01RA6275008
Qualified in Cortland County
Commission Expires Jan. 14, 2017

Sworn to before me this

5 day of April, 2016