

**TOWN OF COLONIE INDUSTRIAL DEVELOPMENT AGENCY
APPLICATION FOR FINANCIAL ASSISTANCE**

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347 Old Niskayuna Road
Public Operations Center
Latham, NY 12110

DATE: December 13, 2023

APPLICANT: NSH USA Corporation, a New York corporation (the "Applicant")

ADDRESS: 47 Broadway, Village of Menands, County of Albany, New York

FEDERAL ID #: 16-1325700

CONTACT PERSON: David William Davis – President & Chief Operating Officer

TELEPHONE NO.: (518) 462-5431 FAX NO. : _____

EMAIL ADDRESS: ddavis@nsh-usa.com

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

NAME OF ATTORNEY: Keith M. Goldstein

FIRM: K. Goldstein & Co. PLLC

ADDRESS: 2 McCrea Hill Road, Ballston Spa, New York 12020

TELEPHONE NO.: (518) 527-5988 FAX NO.: _____

EMAIL ADDRESS: kmg@kgoldco.com

PLEASE READ THE INSTRUCTIONS ON PAGE 2 OF THIS APPLICATION
BEFORE FILLING OUT THE REST OF THIS FORM

INSTRUCTIONS

1. The answers to the questions contained in this application are necessary to determine the Company's eligibility for financial assistance from the Town of Colonie Industrial Development Agency (the "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, member, partner or other employee of your firm who is thoroughly familiar with the business and affairs of the Company and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.
2. The Agency will not approve any application unless, in the judgment of the Agency, said application contains sufficient information upon which to base a decision whether to approve or tentatively approve the project contemplated therein.
3. Please respond to all items either by filling in blanks by attachment (by marking space "See Attachment Number 1," etc.) or by using "none" or "not applicable" or "N/A" where the question is not appropriate to the project which is the subject of this application.
4. If an estimate is given as the answer to a question, put ("est") after the figure or answer which is estimated.
5. When completed, return five (5) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the project that is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the Applicant feels that there are elements of the project which are in the nature of trade secrets or competitive issues which if disclosed to the public or otherwise widely disseminated would cause substantial injury to the Company's competitive position, the Applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The Applicant shall pay or cause to be paid to the Agency all actual costs and expenses (including legal fees and cost-benefit analysis fees) incurred by the Agency in connection with this application and the project contemplated herein. The costs incurred by the Agency, including the Agency's counsel may be considered as a part of the project.
9. The Agency has established an administrative fee to be paid by the Company said fee being intended to cover the indirect expenses incurred by the Agency in administering the project including compiling reports relating to the project. The fee shall be payable upon the earlier to occur of (a) the closing of the straight lease transaction or (b) one (1) year after the Company is appointed agent of the Agency.
10. The Agency has established a **NON-REFUNDABLE** application fee to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.
11. **ALL ESTIMATES OF FINANCIAL ASSISTANCE AND ALL OTHER INFORMATION WILL BE RELIED UPON BY THE AGENCY. ANY REQUEST FOR CHANGES TO THIS APPLICATION MUST BE MADE IN WRITING AND MAY IMPACT THE GRANT OF FINANCIAL ASSISTANCE TO THE PROJECT.**

PART I. PROPOSED PROJECT OWNER (“COMPANY”)

- 1) Company Name **NSH USA Corporation, a New York corporation**
- 2) Address: **1700 North Broadway, Albany, New York 12204**
- 3) Federal ID No.: **16-1325700**
- 4) If the Company differs from the Applicant, give details of relationship: **N/A**
- 5) Business Organization of the Company

Type of business organization: **C-Corporation**

State incorporated in: **New York**

6) Company Ownership

- a) Is the Company publicly held? ____ Yes ☒ No

i) If yes, list exchanges where stock of the Company is traded: _____

ii) If no, list all stockholders, partners, members or managers having an interest in the ownership or profits of the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
NILES-SIMMONS-HEGENSCHEIDT GmbH (dba NSH Group)	Zwickauer Str. 355 09117 Chemnitz	100%
NSH Group beneficial ownership structure: <ul style="list-style-type: none">- Professor Hans J. Naumann (10%)- John O. Naumann (90%)		

iii) Has any person listed in Section 3(a)(ii) above ever been convicted of a criminal offense (other than a minor traffic violation)? ____ Yes ☒ No

iv) Has any person listed in Section 3(a)(ii) above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? ____ Yes ☒ No

v) If yes to (iii) or (iv), please furnish detail in a separate attachment.

7) Company Management

- a) List all officers, directors, members, managers, partners and general counsel:

NAME (First, Middle, Last) HOME ADDRESS	OFFICE HELD
--------------------------------------------	-------------

David William Davis 1 Klaasen Way Loudonville, NY 12211	President & Chief Operations Officer
John O. Naumann 3564 Fair Oaks Lane, Longboat Key, FL 34228	Chief Executive Officer
Prof. Hans J. Naumann 7 Bartes Court, Loudonville, NY 12211	Chairman

- b) Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? ____ Yes ☒ No
- c) Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? ____ Yes ☒ No
- d) Is the Company or management of the Company now a plaintiff or a defendant in any criminal litigation? ____ Yes ☒ No
- e) If yes to (b), (c) or (d) above, please furnish detail in a separate attachment.
- 8) Company Affiliates and Service Providers

Please list the name of and relationship to any subsidiary or direct or indirect affiliate of the Company: NSH Corporation is a wholly owned subsidiary of NSH Group, a German based company.

- a) Company's Principal Bank : Bank of America.
- b) Commercial real estate broker the Company is utilizing for this project: N/A
- c) Please list a few locally based suppliers you use during the course of business operation. These could be raw material, packaging, supplies, equipment vendors, etc.:
- Graybar - 2 Werner Rd, Clifton Park, NY 12065
 - Bearing Distributors, Inc. - 1 Spring Avenue, Troy, NY 12180
 - VM Choppy & Sons, LLC - 4 Van Buren St, Troy, NY 12180
 - Blanchard Industrial Supplies - 422 River St, Troy, NY 12180
 - Meridian Manufacturing Inc. - 27 Kent St #103A, Ballston Spa, NY 12020
 - Haun Welding Supply and Specialty Gases – 564 Broadway, Menands, NY 12204
- 9) Company's Prior Benefits
- a) Please list any prior industrial development agency assistance or any other municipal incentives including, but not limited to, New York State or Local Economic Development Assistance Programs in which the Company (or any Company affiliate) has been involved: N/A
- b) Please list any New York State or utility economic development benefits for this project for which the Company has applied: Previously, the Company worked with the Center for Economic Growth, who assisted in obtaining a grant from National Grid for Lean Education/Continuous Improvement and ISO 9001 Education.

- c) Has the Company or any related person applied to another IDA in regard to this Project? ____ Yes
X No
If yes, please provide details of any action taken with respect to and the current status of such application: _____

PART II.

PROJECT COST

- 1) State the costs reasonably necessary for the acquisition of the project site and the construction of the proposed project:

<u>Description of Cost</u>	<u>Amount</u>
Purchase of land	\$1,880,000.00
Purchase of existing buildings	\$ 0.00
Renovations/additions to existing buildings	\$0.00
New building construction	\$7,100,000.00
Machinery & equipment cost	\$910,000.00
Utilities, roads and appurtenant costs	\$855,000.00
Architects & engineering fees	\$50,000.00
Legal fees	\$80,000.00
Construction loan fees & interest	\$0.00
Other (specify) – Skills Training	\$150,000.00
TOTAL PROJECT COST	\$ 11,025,000.00

PART III. COST/BENEFIT ANALYSIS

ALL ESTIMATES OF FINANCIAL ASSISTANCE AND ALL OTHER INFORMATION WILL BE RELIED UPON BY THE AGENCY. ANY REQUEST FOR CHANGES TO THIS APPLICATION MUST BE MADE IN WRITING AND MAY IMPACT THE GRANT OF FINANCIAL ASSISTANCE TO THE PROJECT.

1) Estimated value of each type of exemption sought (indicate N/A if not being requested):

Mortgage amount \$4,970,000.00
Mortgage recording tax exemption \$49,700.00

Project costs subject to sales and use taxes \$8,480,000.00
Sales and use tax exemption \$678,400.00

Real property tax exemption/PILOT \$736,237 (estimated)

(a) fill out the chart below based on the Agency's UTEP; or

(b) if a deviation is being requested, please call Chris Kelsey at 783-2708

PILOT ESTIMATE WORKSHEET:

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA Financial Assistance*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000
\$7,100,000	\$3,620,971	5.680175%	4.285481% - Town of Colonie 8.907139% - Village of Menands	31.105917%

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT *	Net Exemption
1	90%	\$2,056.77	\$4,777.01	\$11,263	\$18,097	\$180,971	\$162,874.32
2	80%	\$4,195.82	\$9,745.10	\$22,977	\$36,918	\$184,591	\$147,672.72
3	70%	\$6,419.61	\$14,910.00	\$35,155	\$56,485	\$188,283	\$131,797.90
4	60%	\$8,730.66	\$20,277.60	\$47,811	\$76,819	\$192,048	\$115,229.02
5	45%	\$12,244.76	\$28,439.34	\$67,055	\$107,739	\$195,889	\$88,150.20
6	30%	\$15,895.92	\$36,919.43	\$87,049.63	\$139,865	\$199,807	\$59,942.14
7	15%	\$19,688.23	\$45,727.35	\$107,817.19	\$173,233	\$203,803	\$30,570.49
TOTAL		\$69,232	\$160,796	\$379,129	\$561,011	\$1,345,393	\$736,237

Estimated; assumes 2% annual increase

2) Is there a mortgage or other financing for this project? X Yes _____ No

Name of Lender: The Applicant anticipates financing the project through a traditional construction and term loan. However, a specific lender won't be chosen until the construction budgeting and permitting process is complete.

Approximate amount of financing: Undetermined this time, however the total amount to be financed is not currently expected to exceed \$4,970,000.

- 3) Amount the Company has invested and plans to invest in the project:

Approximately \$2.7 million has been spent by the Applicant to date for the acquisition of the Property, demolition of the previously existing structure and remediation of historical environmental conditions. The Company intends to invest an additional \$8.29 million in the construction and fit-up of the proposed Project.

- 4) Percentage of the project to be financed from public sector sources: 0%
- 5) Percentage of the project to be financed from private sector sources: 100%
- 6) Benefits of the project

Existing jobs	112 jobs
Jobs created	28 jobs
Jobs retained	112 jobs
Estimated payroll	Est. \$16,868,000.00 in Y2 post completion.
Sales tax generated	\$678,400.00
Property tax/special district tax	\$180,971.00
Increase in assessed value	\$3,620,971.00
Other (please specify)	\$150,000.00 – Amount invested by Applicant in local job skills training

Projected timeframe for the creation of new jobs: Two years after the completion of the Project

- 7) Discuss how the project will benefit the Town of Colonie and its residents. See Addendum A for particular selection criteria that the Agency will use in evaluating this project and incorporate relevant information regarding the selection criteria into your response.

The proposed construction and fit-up of a 25,000 square foot manufacturing facility in the Town of Colonie stands as a pivotal initiative that not only expands the Company's footprint, but also significantly contributes to the holistic development of the local community. This Project aligns seamlessly with the town's planning and development efforts, offering multifaceted benefits that address critical elements essential for sustainable growth. By expanding manufacturing and service capabilities, the Project complements the existing economic landscape, fostering synergy with the town's vision for diversified and robust industrial growth. A few examples of the Project's overall impact on the Village of Menands and Town of Colonie, include:

- Wage Rates (as Compared to Median Wage for Area): The proposed expansion includes a commitment to competitive wage rates, ensuring that employees receive compensation that compares favorably to the median wage for the area. Additionally, Applicant is dedicating additional resources to local training programs to encourage highly sought after skill development in Advanced Manufacturing. This not only supports the financial well-being of the workforce but also contributes to the overall economic stability of the community.
- Regional Purchases (% of Overall Purchases): Historically, Applicant sources a substantial percentage of its supplies locally. Applicant intends to continue its reliance on regionally supplied materials and a higher level of sales will only increase the volume of supplies purchased locally, ensuring a positive impact on the regional economy. Increased regional purchases translate into strengthened local businesses and a more resilient economy.
- Research and Development Activities: The expansion supports research and development activities in furtherance of advanced manufacturing, emphasizing the Company's commitment to innovation. This not only enhances the Company's competitive edge but also positions the Village of Menands and Town of Colonie as a hub for forward-thinking and pioneering industrial practices.
- Location, Land Use, Including Use of Brownfields or Locally Designated Development Areas: The Project carefully considers location and land use, being strategically located adjacent to NSH USA's existing

manufacturing facility, and near Hudson Valley Community College, Watervliet Arsenal and other key vendors and collaborators. The Project Site is a longstanding industrial property and the Applicant has performed significant remediation to improve environmental conditions and minimize future environmental impact within the industrially zoned area.

- Retention/Flight Risk: The NSH USA facility expansion mitigates retention/flight risks by consolidating the Company's growth within the Village of Menands and Town of Colonie. This strategic move not only retains existing jobs, but positions the Village and Town as a stable and attractive location for long-term business operations in advanced manufacturing.
- Use of LEED/Renewable Resources: The facility design prioritizes sustainability, incorporating elements aligned with Leadership in Energy and Environmental Design (LEED) standards. The utilization of renewable resources further underscores the commitment to green and responsible construction practices.

PART IV. DATA REGARDING PROPOSED PROJECT

- 1) Summary: (Please provide a brief narrative description of the project including why the Company is undertaking the project and why the Company is requesting the assistance of the Agency.)

NSH USA Corporation purchased the land and building at 47 Broadway in Village of Menands, New York for the construction of a new manufacturing technology center, the Niles Technical Application Center (NTAC). Niles-Simmons designs and manufactures precision CNC machining centers that are among the most advanced, reliable and versatile machine tools in the world. The new facility will contain a Niles-Simmons N30 MC turn-mill machining center, as well as other demonstration machines from additional subsidiaries of the NSH Group.

The new facility will allow NSH USA to work closely with customers on manufacturing process development, training and software development in leading industries, including aerospace, defense and railway, as well as other emerging transportation and renewable energy opportunities. The new facility will leverage NSH USA's core skill sets for the benefit of an expanded set of industries and deliver world class technical service support for Niles-Simmons customers in North America and beyond.

In June 2023, NSH USA engaged Jackson Demolition in the removal of the then-existing building for the preparation of the site for construction of the Project. During the demolition and removal of the previously existing building, Applicant discovered two fuel tanks were found, investigated, removed, and registered with the New York State Department of Environmental Conservation. Due to the unexpected environmental remediation, Applicant's cost to demolish and prepare the Project Site amounted to approximately \$800,000, \$300,000 more than the originally anticipated cost of site preparation. Moreover, since the initial conceptual phase in mid-2021, inflationary factors have additionally increased the contemplated building budget to approach \$7,100,000.00 and the fit out budget to rise to \$910,000.00. Due to the nature of the Applicant's business, the Project requires close proximity to the Applicant's existing manufacturing facility, which is adjacent to the site. If the assistance requested from the IDA is not provided, the building construction, fit out and commencement of operations will not be financially viable and the Company will instead expand its facilities in either Sterling Heights, Michigan and/or Chemnitz, Germany, resulting in the reduction of its Menands facility and its local employment.

- 2) Type of Project:
X Manufacturing _____ Warehouse/Distribution _____ Commercial _____
_____ Non-Profit _____ Other: _____
- 3) Location of Proposed Project

Street Address: 47 Broadway
Tax Map No.: 55.17-1-54
City: N/A Town: Colonie
Village: Menands School District: Menands
Fire District: Menands County: Albany

Please attach a map or sketch of the project site.



4) Project Site

- a) Approximate size (in acres or square feet): 3 acres
- b) Number and approximate size (in square feet) of each existing building: None – previously existing building was demolished as of June 2023
- c) Present legal owner: Applicant
- d) Business operation currently at project site: None
- e) Is project site currently vacant or underutilized and if so, for how many years? N/A
- f) If the Company (or Sublessee) owns the project site, please indicate the purchase price: \$1,880,000.00
- g) If the Company is not the owner of the project site, is there an option signed with owner to purchase?

If yes, indicate date option signed with owner: _____ Date option expires: _____
Purchase Price: _____ Proposed Closing Date: _____

- h) Is the project located within a federally-designated flood zone? No.

5) Project Site Plans

- a) Does part of the project consist of construction of a new building or buildings? ☒ Yes _____ No
If yes, indicate number and size of new buildings: One (1) 25,000 square feet building, as shown above.
- b) Does part of the project consist of additional and/or renovations to the existing buildings? _____ Yes
☒ No
If yes, indicate nature of expansion and/or renovation
- c) ☒ Will you be leasing the entire project site or a portion of it? No.
Proposed lease term in years: N/A
If a portion, provide the square footage of proposed rented space: N/A

Please provide a copy of lease if available.

6) Zoning

- a) Zoning District in which project site is located: 85 – Light Ind. L-1
- b) Are there any variances or special permits affecting the site? ____ Yes ☒ No
If yes, list below and attach copies of all such variances or special permits: _____
- c) Will the project meet current zoning requirements? ☒ Yes ____ No
If no, please provide the details/status of any change of zoning request: _____

7) Project Equipment

- a) Does a part of the project consist of the acquisition or installation of machinery, equipment or other personal property (the “Equipment”)? ☒ Yes ____ No
If yes, describe the Equipment: (i) Production and processing equipment (cranes/measuring); (ii) Warehousing Equipment (forklifts); and (iii) Office Furniture/ Equipment/Computers
- b) Will any of the Equipment have been previously used? ____ Yes ☒ No
If yes, please provide detail: _____

8) Project Use

- a) What are the principal products to be produced and/or principal activities to be conducted at the project?
The Project is to be used as manufacturing technology center, developing manufacturer processes, machine tool training and software for NSH USA’s customers, whose industries include aerospace, defense, railway and renewable energy. The new facility will be dedicated to the housing of the NSH N30 MC turn-mill machining center, as well as other demonstrations. machines to be used for: (i) customer demonstrations; (ii) workforce development and training; and (iii) development of Company’s products and software.

Additionally, the facility will also support NSH USA’s railway product line and final assembly of newer railway machine tools. Due to the nature of the Applicant’s business, the Project requires close proximity to the Applicant’s existing manufacturing facility, which is adjacent to the site.

- b) Is there a likelihood that the Company, but for the contemplated financial assistance from the Agency, would be unable to undertake the project? ☒ Yes ____ No

Please explain why the Agency should undertake the project:

If the assistance requested from the IDA is not provided, the building construction, fit out and commencement of operations will not be financially viable and the Company will instead expand its facilities in either Sterling Heights, Michigan and/or Chemnitz, Germany, resulting in the reduction of its Menands facility and its local employment.

- c) 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.

If yes, what percentage of the cost of the project will be expended on such facilities or property primarily used in making such retail sales? _____%

If greater than 33.33% please respond to the following:

Is the project a “tourism destination” that is 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: _____

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 Town of Colonie because of a lack of reasonably accessible retail trade facilities offering such goods or services? ____ Yes ____ No

Will the project be located in a “highly distressed area”? A “highly distressed area” is (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

- d) Are there facilities within the State of New York that will close or be subject to reduced activity as a result of the project? No.

If yes, please indicate whether the project is reasonably necessary for the Company to maintain its competitive position in its industry or to prevent the Company from moving out of New York State:

- e) Will the project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? X Yes _____ No

If yes, please explain: NSH USA is expecting an increase of 28 permanent jobs, located at their Menands location, which includes the Project Site, within the first two years after the Project is completed. The new jobs will result from greater sales of the Niles product line. Additionally, NSH USA is one of the largest private corporate donors to HVCC’s advanced manufacturing skills program and has consistently sponsored students since 2007 in its Advanced Manufacturing Skills and Mechatronics programs.

The N-TAC will provide a “postgraduate” like training facility for NSH sponsored students to continue their professional training within the framework of the Company’s apprenticeship program which is registered with the NYS DOL. The Company’s sponsored HVCC students will work side-by-side with advanced manufacturing employees from world class companies across North America, building the skills of the local workforce and increasing availability of skilled private sector jobs. It is Applicant’s preference to expand their Menands location. However, should the IDA not provide the requested benefits, the Company will expand its Sterling Heights, Michigan or Chemnitz, Germany facilities, which would result in permanent jobs instead being directed to Michigan or Germany.

9) Project Construction Status

- a) Please discuss the approximate extent of construction and/or acquisition which has commenced and the extent of completion. Indicate whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.: Approximately \$2.7 million has been spent by the Applicant to date for the acquisition of the Property, demolition of the previously existing structure and environmental remediation of the site.
- b) What is the scheduled completion date of the project? Building completion is estimated to occur in March 2025 and the Project’s final completion (including fit-out, equipment installation, etc.) is anticipated to occur in June 2025.
- c) Building/Contractor Name and Address: N/A – at this time, a Building/Contractor has not yet been selected.
- d) Architect and/or Engineer Address: N/A – at this time, neither an Architect nor an Engineering Firm has been selected.

PART V. LESSEE OR SUBLESSEE

- 1) Please give the following information with respect to each Sublessee to whom the Company intends to lease or sublease more than 10% (by area or fair market rental value) of the project:
- a) Lessee/Sublessee name: [N/A. – Project to be owned and utilized by Applicant](#)
 - b) Present address: _____
 - c) Relationship to the Company: _____
 - d) Percentage of project to be leased or subleased: _____
 - e) Date of lease or sublease to Sublessee: _____
 - f) Use of project intended: _____
- _____

PART VI. EMPLOYMENT IMPACT

Indicate the number of full time equivalent (“FTE”) jobs presently at the Company and the number of FTE jobs that will be employed at the project at the end of the first and second years after the project has been completed, by category, including full time equivalent independent contractors or employees of independent contractors that work at the project location. Do not include construction workers. Indicate the salary and fringe benefit averages or ranges for each category of jobs.

*2023 numbers reflect current NSH USA Corp. staffing at its Menands facility; **Assumes 5% Wages/Fringe Benefit Escalation	Present	Year 1	Year 2
Number of Professional/ Managerial/ Technical Jobs	30	32	34
Estimated Average Salary or Salary Range for Professional/ Managerial/ Technical Jobs	\$115,333.00	\$119,636.36	\$124,740.00
Estimated Average Benefits or Benefits Range for Professional/ Managerial/ Technical Jobs	\$28,833.33	\$30,275.00	\$31,788.75
Number of Skilled Jobs	79	89	103
Estimated Average Salary or Salary Range for Skilled Jobs	\$78,607.59	\$82,938.20	\$87,675.00
Estimated Average Benefits or Benefits Range for Skilled Jobs	\$19,651.90	\$20,634.49	\$21,666.22
Number of Unskilled or Semi-Skilled Jobs	3	3	3
Estimated Average Salary or Salary Range for Unskilled or Semi-Skilled Jobs	\$70,000.00	\$73,500.00	\$77,175.00
Estimated Average Benefits or Benefits Range for Unskilled or Semi-Skilled Jobs	\$17,500.00	\$18,375.00	\$19,293.75
Total Jobs	112 employees	124 employees (12 new jobs added in Y1)	140 employees (16 new jobs added in Y2)

Professional/ Managerial/ Technical Jobs includes jobs which involve skill or competence of extraordinary degree and may include supervisory responsibilities (*Examples:* architect, engineer, accountant, scientist, medical doctor, financial manager, programmer).

Skilled Jobs includes jobs that require specific skill sets, education, training and experience and are

generally characterized by high education or expertise levels (*Examples:* electrician, computer operator, administrative assistant, carpenter, sales representative).

Unskilled or Semi-Skilled Jobs includes jobs that require little or no prior acquired skills and involve the performance of simple duties that require the exercise of little or no independent judgment (*Examples:* general cleaner, truck driver, typist, gardener, parking lot attendant, line operator, messenger, information desk clerk, crop harvester, retail salesperson, security guard, telephone solicitor, file clerk).

Please describe or list each job title or position that will be created and/or retained and whether such position is a professional/managerial/technical job, skilled job or unskilled or semi-skilled job:

New Job Skills	Number of Positions Created	Range of Salary and Benefits
Industrial maintenance/mechatronics skills for maintaining, troubleshooting, and enhancing performance of the company's machines sold to customers in the USA, Canada, and Mexico	8 (Field Service Technician/Field Service Engineer - Skilled Jobs)	\$75,000-\$140,000 per year per position
Technical engineering for business/commercial applications incorporating basic machining tooling knowledge	2 (Sales Engineer - Sales/Customer Service - Skilled Jobs)	\$75,000-\$130,000 per year per position
Combined Metal cutting tooling and machining knowledge and CNC programming skills	2 (Applications Technician/Engineer - Turnkey Projects & Development - Skilled Jobs)	\$90,000-\$140,000 per year per position
Machine Design and/or Controls Engineering	2 (Design Engineering - Professional/Managerial/Technical Jobs)	\$90,000-\$150,000 per year per position
Advanced Manufacturing/Mechanical/Industrial Engineering	2 (Manufacturing Engineering - Professional/Managerial/Technical Jobs)	\$75,000-\$110,000 per year per position
Combined Entry Level CNC Machining/ Industrial Maintenance/Metatronics, Welding/Fabrication Technology	12 (Skilled Workers: Assembly Technicians both Electrical and Mechanical, CNC Machinists, Machinery Rigging/Crane Operator Technicians, and welders with associate degrees or equivalent experience in CNC Machining, Mechatronics, Welding/Fabrication Technology, Industrial Maintenance – Skilled Jobs)	\$60,000-\$80,000 per year per position

Please detail how many residents of the Economic Development Region as defined by the State Department of Economic Development or the Labor Market Area (defined by the Agency to consist of Albany County, Schenectady County, Rensselaer County, and Saratoga County) will fill such jobs:

Applicant's current percentage of employment that are residents of the Economic Development Region is 100%. It is expected that jobs created and filled in connection with the Project will continue to draw upon the local labor force.

Estimate of number of construction jobs to be created and timeframe(s) for such jobs

Year	Number of Construction Jobs	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	None	None	None
Year 1	FY2024 - 68 jobs	\$1,290,000.00	\$96,750.00
Year 2	FY2025 – 22 jobs	\$430,000.00	\$32,250.00

PART VII. COMPANY AFFIRMATIONS

The Company understands and agrees as follows:

- a) Truth of Statements. 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 the Agency's involvement in the project.
- b) General Municipal Law Compliance. The provisions of Article 18-A, including Sections 859-a and 862(1), of the New York General Municipal Law will not be violated if financial assistance is provided for the proposed project.
- c) Job Listings and Consideration for Employment. In accordance with Section 858-b(2) of the New York General Municipal Law, 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 must 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. Further, except as otherwise provided by collective bargaining agreements, where practicable, the Company 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.
- d) Annual Sales Tax Filings. In accordance with Section 874(8) of the New York General Municipal Law, if the project receives any sales tax exemptions as part of the financial assistance from the Agency, the Company will 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 Company and all consultants or subcontractors retained by the Company.
- e) Annual Employment Reports. If the project receives any financial assistance from the Agency, the Company will file, or cause to be filed, with the Agency, on an annual basis, a certified statement and documentation (i) enumerating the full time equivalent jobs retained and the full time equivalent jobs created as a result of the financial assistance, by category, including full time equivalent independent contractors or employees of independent contractors that work at the project location and (ii) indicating the salary and fringe benefit averages or ranges for categories of jobs retained and jobs created that was provided in this application is still accurate and if it is not still accurate, providing a revised list of salary and fringe benefit averages or ranges for categories of jobs retained and jobs created.
- f) Absence of Conflicts of Interest. The Company has received from the Agency a list of the members, officers and employees of the Agency. No member, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this application, except as hereinafter described:
- g) Payment of Fees and Expenses. The Company shall pay all reasonable legal fees and expenses paid or incurred by the Agency arising out of or connected with the Agency's undertaking or attempting to undertake the acquisition, construction, equipping or financing of the project or the Agency's granting or attempting to grant any financial assistance (within the meaning of Article 18-A of the General Municipal Law) with respect to the project, regardless of whether any such acquisition, construction, equipping or financing or granting is consummated.
- h) Compliance. The Company is in substantial compliance with all applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

IN WITNESS WHEREOF, the Applicant has duly executed this application this 29th day of November, 2023.

Applicant: NSH USA Corporation

By: 

Name: David W. Davis

Title: President & Chief Operations

APPLICANT MUST COMPLETE THE VERIFICATION AND HOLD HARMLESS AGREEMENT
APPEARING BELOW BEFORE A NOTARY PUBLIC.

VERIFICATION AND HOLD HARMLESS AGREEMENT

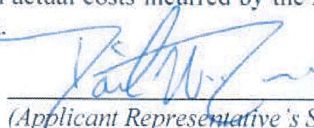
STATE OF NEW YORK)
COUNTY OF ALBANY)

David W. Davis, deposes and says that s/he is the
(Name of Individual)

President & Chief Operations Officer of NSH USA Corporation
(Title) (Applicant Name)

that s/he has read the foregoing application and knows the contents thereof and that the same is true, accurate and complete to the best of her/his knowledge, as subscribed and affirmed under the penalties of perjury. The grounds of deponent's beliefs relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which the deponent has caused to be made concerning the subject matter of this application as well as, if applicable; information acquired by deponent in the course of her/his duties for the applicant and from the books, and papers of the applicant.

Deponent on behalf of applicant hereby releases the Town of Colonie Industrial Development Agency and the members, officers, servants, agents and employees thereof (herein 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 the Application or the project described therein are favorably acted upon by the Agency and (ii) the Agency's granting of financial assistance to the Applicant; 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, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.


(Applicant Representative's Signature)

Sworn to before me this
29 day of November, 2023.


Notary Public

AMANDA S DEMMA
NOTARY PUBLIC, STATE OF NEW YORK
NO. 02DE6420924
QUALIFIED IN ALBANY COUNTY
COMMISSION EXPIRES AUGUST 23, 2023

ADDENDUM A

SELECTION CRITERIA BY PROJECT TYPE

Manufacturing, Warehouse, Distribution

1. Alignment with local planning and development efforts
2. Wage rates (as compared to median wage for area)
3. Regional wealth creation (% sales/customers within municipality)
4. Regional purchases (% of overall purchases)
5. Research and development activities
6. Investments in energy efficiency
7. Location, land use, including use of brownfields or locally designated development areas
8. Use of LEED/renewable resources
9. Retention/flight risk

Agricultural, Food Processing

1. Alignment with local planning and development efforts
2. Wage rates (as compared to median wage for area)
3. Regional wealth creation (% sales/customers outside area)
4. Regional purchases (% of overall purchases)
5. Research and development activities
6. Investments in energy efficiency
7. Location, land use factors, proximity to local agricultural production
8. Use of LEED/renewable resources
9. Retention/flight risk

Adaptive Reuse, Community Development

1. Alignment with local planning and development efforts
2. Location within distressed census tract
3. Age of structure
4. Elimination of slum and blight
5. Building or facility vacancy
6. Redevelopment supports local community development plan
7. Environmental or safety issues
8. Use of LEED/renewable resources
9. Building or site has historic designation
10. Site or structure has delinquent property or other local taxes
11. Project developer's return on investment
12. Ability to obtain conventional financing

Tourism

1. Alignment with local planning and development efforts
2. Market study (documenting demand and impact on existing tourism and businesses)
3. Regional wealth creation
4. Proximity to and/or support of regional tourism attractions/facilities
5. Support of local official(s), convention visitors bureau
6. Regional purchases, support of local vendors
7. Use of LEED/renewable resources
8. Generation of additional local revenues (such as hotel bed taxes)

Retail

1. Alignment with local planning and development efforts
2. Meets all requirements of General Municipal Law Section 862
3. Market study documenting need
4. Goods or services not readily available
5. Impact on existing businesses
6. Regional wealth creation
7. Location within highly distressed census tract
8. Location in urban or town center
9. Elimination of slum and blight
10. Alignment with local planning and development efforts

High Tech

1. Alignment with local planning and development efforts
2. Wage rates (as compared to median wage for area)
3. Regional wealth creation (% sales/customers outside area)
4. Regional purchases (% of purchases from local vendors)
5. Research and development activities
6. Investments in energy efficiency
7. Support of local business
8. Retention/flight risk
9. Use of LEED/renewable resources

Back Office, Data, Call Centers

1. Alignment with local planning and development efforts
2. Wage rates (as compared to median wage for area)
3. Regional wealth creation (% sales/customers outside area)
4. Regional purchases (% of purchases from local vendors)
5. Support of local business
6. Retention/flight risk
7. Use of LEED/renewable resources

Senior Housing

1. Alignment with local planning and development efforts
2. Market study (documenting unmet need and impact on existing housing facilities)
3. Location within a highly distressed census tract
4. Urban, town/village center location
5. Local official(s) support
6. Located in areas that provide support for below median income seniors
7. Location promotes walkable community areas
8. Project developer's return on investment
9. Ability to obtain conventional financing
10. Provision of senior-specific amenities (community rooms, health services, etc.)
11. Income level of potential residents (at or below median income)

Affordable Housing

1. Alignment with local planning and development efforts
2. Market study (documenting unmet need and impact on existing housing facilities)
3. Location within a highly distressed census tract
4. Alignment with local planning and development efforts
5. Urban, town/village center location

6. Local official(s) support
7. Located in areas that provide support for below median income individuals
8. Location promotes walkable community areas
9. Project developer's return on investment
10. Ability to obtain conventional financing
11. Income level of potential residents (at or below median income)

Commercial Housing

1. Alignment with local planning and development efforts
2. Market study (documenting unmet need and impact on existing housing facilities)
3. Location within a highly distressed census tract
4. Alignment with local planning and development efforts
5. Location within urban or town/village center
6. Support from local official(s) and the community
7. Location within areas that have inadequate housing supply
8. Promotion of transit-oriented or walkable community areas
9. Project developer's return on investment
10. Ability to obtain conventional financing

Student Housing

1. Alignment with local planning and development efforts
2. Market study (documenting unmet need and impact on existing housing facilities)
3. Location within a highly distressed census tract
4. Alignment with local planning and development efforts
5. Location within urban or town/village center
6. Support from local official(s) and the community
7. Location within areas that have inadequate housing supply
8. Promotion of transit-oriented or walkable community areas
9. Project developer's return on investment
10. Ability to obtain conventional financing

Energy Production

1. Alignment with local planning and development efforts
2. Wage rates (above median wage for area)
3. In region purchases (% of overall purchases, local construction jobs/suppliers)
4. Advances renewable energy production/transmission goals
5. Provides capacity or transmission to meet local demand or shortage

Miscellaneous Projects

1. Alignment with local planning and development efforts
2. Location within a highly distressed census tract
3. Alignment with local planning and development efforts
4. Location within urban or town/village center
5. Support from local official(s) and the community
6. Promotion of transit-oriented or walkable community



FEE SCHEDULE

The fee schedule below applies to the following, with said schedule being approved by the corresponding Board of Directors.

- Town of Colonie Industrial Development Agency
- Town of Colonie Local Development Corporation

Application Fee (non-refundable) \$1,000.00

THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.

Administrative Fees

- Sales and Use Tax, Mortgage Recording Tax Only 0.5% of total project cost
- PILOT, Bonds 1.0% of total project cost

The fee shall be payable upon the earlier to occur of (a) the closing of the straight lease transaction or (b) one (1) year after the Company is appointed agent of the Agency.

Approved December 20, 2021
Amended May 16, 2022