NYCIDA PROJECT COST/BENEFIT ANALYSIS December 12, 2019

APPLICANT

DNJ Industries Inc. 69-73 74th Street Middle Village, NY 11379

PROJECT LOCATIONS

55-03, 55-03 Flushing Avenue Maspeth, New York 11378

59-32 55th Street Maspeth, New York 11378

A. Project Description:

DNJ Industries Inc., a New York corporation doing business as "DNJ Mechanical," ("DNJ"), which manufactures and installs heating, ventilation, and air conditioning systems, and its affiliates, including DCD NY Properties LLC, a real estate holding company (collectively, the "Company"). The Company seeks financial assistance in connection with the acquisition, renovation, furnishing and equipping of an existing approximately 22,000 square foot facility on an approximately 16,000 square foot parcel of land located at 55-03 through 55-05 Flushing Ave., Maspeth, New York (the "Facility"). The Facility will be owned by DCD NY Properties LLC and operated by DNJ Industries Inc. as a manufacturing facility, as well as office space for the Company's headquarters. In addition, the Company will acquire a nearby 4,800 square foot parcel located at 59-32 55th St., Maspeth, New York, which will be used as a parking lot for Company trucks. The project cost is approximately \$7,570,000. The Company anticipates acquiring the Facility in Winter 2020 and completing renovation and equipping the Project within one year of acquiring the Facility.

B. Costs to City (New York City taxes to be exempted):	
Mortgage Recording Tax Benefit:	\$59,313
Land Tax Abatement (NPV, 25 years):	\$274,366
Building Tax Exemption (NPV, 25 years):	\$956,532
Sales Tax Exemption:	\$38,880
Total Cost to NYC	\$1,329,091

C. Benefit to City from Operations and	
Renovation (Estimated NYC direct and indirect	\$14,921,752
taxes to be generated by Company) (estimated	
NPV 25 years @ 6.25%):	

D. Benefit to City from Jobs to be Created (Estimated NYC direct and indirect taxes to be generated by Company) (estimated NPV 25 years @ 6.25%):	\$2,326,098
(<i>a</i>) 6.25%):	



NYCIDA CORE APPLICATION

Submit your electronically completed Core Application via email to your assigned Project Manager as a Word Document file or a Word Document saved as a PDF.

A. APPLICANT OVERVIEW

Applicant Name (the "Applicant"): DNJ Industries Inc	Name of operating company (if different from Applicant):DNJ Mechanical
Operating company address: 69-73 74 th st. Middle Village NY 11379 Website address: DNJmechanical.com	
EIN #:	NAICS Code:
State and date of incorporation or formation: NY 2013	Qualified to conduct business in NY? $oxtimes$ Yes $oxtimes$ No
Applicant is (check one of the following, as applicable): □ General Partnership □ Limited Partnership □ Limited Liability Company	☐ Business Corporation
Is Applicant publicly traded? □ Yes ⊠ No Is Applicant affiliated with a publicly traded company? □ Ye	s 🛛 No If yes, name the affiliated company:

B. APPLICANT CONTACT INFORMATION

	Name/Title	Company	Address	Email	Phone	Primary ¹
Applicant Contact Person	Ciro Intini		69-73 74 th street,Middle Village 11379			
Attorney	Brendan DeRiggi		d al fair an			
Accountant	Robert Elerman					
Consultant/Other	Rob Morel	City One Associates	2440 Broadway NYC		- Alan Kalan Ar	

C. APPLICABLE FINANCIAL ASSISTANCE

Provide the estimated value of each of the following types of Project Financial Assistance being requested. Discuss the estimation of the Requested Financial Assistance with your assigned Project Manager, if needed.

Requested Financial Assistance	Estimated Value of Requested Financial Assistance
Real Estate Tax Benefits	\$
Sales Tax Waiver	\$
Mortgage Recording Tax Benefit	\$

D. APPLICANT BACKGROUND

Provide a brief description of Applicant's history and the nature of its business. Feel free to include information from Applicant's website or other official documentation describing Applicant. Include information such as when Applicant was founded, who founded the Applicant, a brief history of the Applicant, the Applicant's primary services and market, and the number of Applicant's employees in NYC and elsewhere. Limit the description to 250 words.

See attached

¹ Select the individual to whom questions should be directed and who may speak on behalf of Applicant.

IDA Core Application D: DNJ

DNJ Mechanical Inc. and its various affiliates are a full-service manufacturing, estimating, designing and engineering heating, ventilation and air conditioning company employing approx. 61 employees. The company fabricates in various metals such as aluminum, copper, stainless steel, galvanized and black steel. Their machinery is cutting edge state of the art and produces finest quality work. Some of their computerized equipment and dual plasma tables can produce 1000 pieces daily for large-scale production projects such as high-rise buildings. Their customers include commercial users such Porsche, Verizon, Estée Lauder, Esty, WeWorks; and restaurants such as Momofuko, Milos and Tak Room at Hudson Yards; various Charter schools, The Trinity School, Cathedral School, to nname a few. As evidenced by this impressive list of customers, DNJ and affiliates has an excellent reputation. The company's customers come from architects, engineers, building managers, and property owners.

The company was founded by Ciro and Denise Intini in 2004. Ciro began his career in an unrelated HVAC business working his way up from a technical apprentice to foreman. In 2004 they started CPI, their own sheet metal manufacturing company which still operates today, and is one of the affiliates of the DNJ Group. Recently management restructured operations and established the parent company, DNJ Industries Inc, that is applying for IDA benefits along with their other 3 related business and all will be operating out of the new renovated building in Maspeth.



E. PROPOSED PROJECT ACTIVITIES

Describe the proposed Project, including its purpose and Project Location, in the text box below. Refer to the example below.

See attached

Example: [Applicant Name] ("Applicant") is a [describe general business activity, such as food processor, real estate developer, plastics manufacturer, etc.]. Applicant is seeking financial assistance in connection with the [list Project activities, such as construction, furnishing, equipping, etc.] of a [_] square foot parcel of land located at [address] (the "Facility"). The Facility will be owned by [Applicant or holding company] and used as a [describe specific business activities associated with the Project such as warehouse, commercial office space, manufacturing facility, ... etc.]. The total cost is approximately [Project cost]. The anticipated closing date is []. The project is anticipated to be completed in ____ [months or years].

F. PROJECT LOCATION DETAIL

Complete this table for each Project Location with a distinct Block/Lot. For Projects with more than one Block/Lot, copy the Project Location table below and paste it directly underneath to complete it.

	FIOJECT LOCA	ation Information	
Project Address: 5505 Flushing Ave., Masp	eth, NY 11378	Location #one of two	
Borough/Block/Lot: 2630 lot 46	Community Board #:		Neighborhood: Maspeth
Square footage of land: 16,000	Square footage of	existing building: 22,000	Number of Floors: to
How is the anticipated Project Location curr	rently used and what perce	ntage is currently occupied	? Vacant
In the case of relocation, what will happen w	Approximation affait affair and a first statement of the	10 CA Pri 17	
Does the Project Location have access to r	ail and/or maritime infrastru	cture? No	any entity other than the Applicant or operating
footage of tenant operations. (3) tenant oc	cupancy commencement a	nd termination dates, and (ss(es) (whether Affiliates or otherwise), (2) squar 4) copies of leases, licenses, or other document
footage of tenant operations, (3) tenant oc evidencing a right to possession or occupa	cupancy commencement a incy. ise or other right of possess	na termination dates, and (4) copies of leases, licenses, or other document
footage of tenant operations, (3) tenant oc evidencing a right to possession or occupa For the ourposes of this question, any licen	cupancy commencement a incy. ise or other right of possess tenancy.	na termination dates, and (

² More information on free energy efficiency advisory services can be found here.

PROPOSED PROJECT ACTIVITIES

DNJ MECHANICAL INC. and its affiliates is a manufacturing, designing, estimating, engineering and installing heating, ventilation and air conditioning company (HVAC). Applicant is seeking financial assistance in connection with the renovation, furnishing and equipping of a 22,000 square-foot building on a 16,000 square-foot parcel of land located at 5505 Flushing Ave., Maspeth, NY 11378. This facility will be owned by DCD NY Properties LLC and used as a manufacturing facility and company headquarters. As part of this acquisition the company will be acquiring an additional property 59-32 55th St. (Block 2629 Lot 27) consisting of 4800 ft.² which will be used for parking. The total cost is approximately \$7,300,000. The anticipated closing date is January 6 2020.

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Inducement

The company has been stretched thin at Middle Village for many years and has been looking for a building to purchase as its business continue to grow and could afford a purchase. Management has seen several buildings through the years in New Jersey which is much more cost-effective than New York. For instance there was a 37,000 square-foot building in northern New Jersey- Oakland- that was only 40 minutes from Times Square. Their current commute from middle Village is about 35 minutes in the best of circumstances. This building had been renovated recently and had 5000 ft.² of already built office space as well as a 18,000 and 13,000 square-foot production and warehousing sections. The asking purchase price was \$4,700,000 and would be pretty much moving condition. The company would just have to pay about \$40,000 to relocate their heavy equipment and that's about it. Compare that to purchasing this building in Maspeth for \$6.2 million in spending \$1 million in renovation. It's practically 40% cheaper. There were other smaller buildings in New Jersey that were even more advantageously priced. Operating in New Jersey would be no different than operating in middle Village. Production would be much easier as access from suppliers would be facilitated rather than having to go through Middle Village's residential neighborhoods. The company could easily access their New York City based customers and could start to focus on New Jersey customers.

The project

55-05 Flushing Ave. in Maspeth is a 22,000 square-foot two-story building with an additional 3600 square-foot lot across the street. The 13,000 square-foot ground floor will all be production and manufacturing which will almost double the production area in Middle Village. The upstairs 8000 ft.² will be used for offices. The lot across the way will park the company's trucks which will free up interior space that in Middle Village had to be set aside the parked trucks indoors.

The building needs quite a bit of work estimated to be approximately \$650,000 including:

- full electric upgrade including stations for two or more electric vehicles
- the office will need complete gutted and new rebuilt with new IT wiring, lighting, conference room, bullpen, estimating department, bathrooms, locker room, lunch room, etc.
- new windows throughout
- façade improvements
- roof work
- all new HVAC
- new sprinkler-new exhaust, etc.

Additionally the company will be spending \$150,000 in new machinery purchasing a automatic duct liner an additional Vicon plasma cutting table.

The company will be spending \$100,000 on two new trucks bringing the total expenditure to \$900,000. We are requesting that IDA agree that this expenditure be sufficient to provide a full 25 year PILOT. We understand the IDA typically seeks a million-dollar expenditure but it is very possible that in the course of construction, unforeseen construction conditions and cost overruns that the million dollar target will be reached anyway and management would prefer to target \$900,000 without penalty.

DNJ INDUSTRIES INC. and Affiliates

Company Background and Additional Project Information

DNJ INDUSTRIES INC. dba DNJ Mechanical was incorporated in 2014 as a separate entity to deal with estate planning issues and to centralize company operations. This entity manages all installations, and frequently hires subs to do certain activities that the other affiliated companies cannot provide such as wiring, piping, and other specialty services. DNJ also will sometimes be required to utilize the services of some of the affiliated companies to do the metal fabrication and installation.

CPI INC..- this affiliated metal shop company provides the fabrication, estimating, design and engineering aspects of this operation. The company has 24 employees and in 2019 had two part time seasonal (family) summertime workers who are no longer on the payroll.

ROYAL FABRICATION INC. provides the installation services for the overall company. This entity has 24 employees.

DNJ AIR CONDITIONING SERVICES INC. This entity employs 13 full-time employees and does the servicing of the DNJ installed HVAC systems as well as independently installed HVAC systems.

All four entities operate out of the 9,000 square-foot extremely cramped and inefficient currently leased location at Middle Village, New York.

Current Location and Reason for the Project

Simply put DNJ's current location is too small and too inefficient to handle the business that is knocking at the doors of the company. Right now, the company is not soliciting any business and is just responding to word-of-mouth inquiries. Frequently it must turn away business, since there is no room in the limited space to handle existing and new business.. Additionally, the company originally leased 5000 ft.² and set up their metal fabrication shop, but then as the company leased a second 5000 square-foot in the same facility it had no option but to set up the operations in an inefficient manner that building layout required.

Management believes sales will increase 15 to 20% in the new facility as it will have much more production space as well as ample room to do multiphase projects with the extra square footage the Maspeth property affords. The company will be adding two new machines (\$150,000) and upgrading several others. As part of the project budget the company will be acquiring some additional trucks (\$100,000) to assist in their expansion. Currently the company does most of its work in the Manhattan and the other for boroughs and Long Island but has started to work to expand into New Jersey.

Competition

One of the big advantages DNJ has over their competitors is that they have an in-house metal fabricator. Not only does this help with quality control but also with timing and pricing. The company is also known for excellent service, quality workmanship and their prices are reasonable. An excellent combination to create an excellent business model as long as they can find the right building where they can expand.



New York City Industrial Development Agency

E. PROPOSED PROJECT ACTIVITIES

Describe the proposed Project, including its purpose and Project Location, in the text box below. Refer to the example below.

See attached

Example: [Applicant Name] ("Applicant") is a [describe general business activity, such as food processor, real estate developer, plastics manufacturer, etc.]. Applicant is seeking financial assistance in connection with the [list Project activities, such as construction, furnishing, equipping, etc.] of a [_] square foot building on a [_] square foot parcel of land located at [address] (the "Facility"). The Facility will be owned by [Applicant or holding company] and used as a [describe specific business activities associated with the Project such as warehouse, commercial office space, manufacturing facility, , etc.]. The total cost is approximately [Project cost]. The anticipated closing date is []. The project is anticipated to be completed in ____ [months or years].

F. PROJECT LOCATION DETAIL

Complete this table for each Project Location with a distinct Block/Lot. For Projects with more than one Block/Lot, copy the Project Location table below and paste it directly underneath to complete it.

	Project Loca	tion Information	
Project Address: 5503 – 5505 Flushing /	Ave., Maspeth, NY 11378	Location #one of two	8 (20196) (K. 1978)
Borough/Block/Lot: 2630 lot 46	Community Board #:		Neighborhood: Maspeth
Square footage of land: 16,000	Square footage of e	existing building: 22,000 Number of Floors: to	
How is the anticipated Project Location c	urrently used and what percent	age is currently occupied?	Vacant
In the case of relocation, what will happe	n with Applicant's current facilit	y? N/A landlord	will release
Does the Project Location have access to	o rail and/or maritime infrastruc	ture? No	
footage of tenant operations, (3) tenant of evidencing a right to possession or occur	es that are part of this applicati e details about tenants such as occupancy commencement and pancy. ense or other right of possessio	(1) name of tenant busines d termination dates, and (4	s(es) (whether Affiliates or otherwise), (2) square) copies of leases, licenses, or other documents the Applicant or operating company with respect
	Constructio	on Information	
Construction Start Date (as defined in the Facility Operations Start Date (as defined	d in the Policies and Instruction		
		A COMPANY OF A COM	
Does the Project involve the construction If yes, complete the following questions a		sion/renovation of an existi	

² More information on free energy efficiency advisory services can be found here.



New York City Industrial Development Agency
Which of the below statements best reflects your current stage in the contractor procurement process?
□ A contractor has been selected and the procurement process is complete.
☑ The procurement process has begun but a contractor has not been selected. Selection is anticipated by: december
□ The procurement process has not begun. Procurement is anticipated to begin by:
Other:
□ Not applicable
Percentage of tenancy expected at Facility Operations Start Date: July 1, 2020
Percentage of tenancy expected six months after Facility Operations Start Date: 100%
Percentage of tenancy expected 12 months after Facility Operations Start Date:
Percentage of tenancy expected 18 months after Facility Operations Start Date
Zoning Information
Current zoning of Project Location: M1 – one
Is a zoning variance or special permit required for the Project to proceed at this Project Location?
If yes, attach a separate page and describe the zoning variance or special permit required, which agencies are involved, and the anticipated schedule for zoning approval.
Is the Project subject to any other city, state or federal approvals? 🛛 Yes 🗌 No DOB standard Building permit
If yes, attach a separate page and describe the approval required, and if applicable, list any other environmental review that may be required.
Is the Project Location a designated historic landmark or located in a designated historic district?
Is the Project Location within the NYC Coastal Zone Boundary? Yes No
Intended use(s) of site (check all that apply): Retail % Manufacturing/Industrial % Office %

G.ANTICIPATED OWNERSHIP

1. Check the accurate description of the Project Location's anticipated ownership.

Applicant or an Affiliate is/expects to be the Project Location's fee simple owner.		(Projected) Acquisition date: December 6, 2020	
 Applicant or an Affiliate leases/expects to lease the Project Location. Lease is for an entire building and property. Lease is for a portion of the building and/or property. 		(Projected) Lease signi	ing date:
Neither of the above categories fully describes Applicant's interes Describe the anticipated ownership of the Project Location		e Project Location.	
 Does/will an Affiliate own/control the Project Location?	⊠ No		
Name of Affiliate: DCD NY Properties LLC	Address of Affiliate: TB	D	
Affiliate is a (check one of the following, as applicable):	🗆 Busi	ness Corporation	□ Other:

□ S Corporation

H. PROJECT FINANCING

☑ Limited Liability Company

1. Sources of Financing. Provide amounts as aggregates for all Project Locations. Add table rows, if needed.

□ Sole Proprietorship

Sources	Total Amount	Percent of Total Financing
Equity	\$604,000	12.5%%
Commercial Loan (Bank Name:)	\$6,966,000	87.5%
Eventual SBA 504 take o of 40%	\$	%
Source:	\$	%
Source:	\$	%
New York State Public Funds	\$	%
Other:	\$	%
Total	\$7,570,000	100%

- Mortgage amount on which tax is levied (exclude SBA 504 financing¹): \$3,650,000
- Anticipated closing date between the [lender(s)]/[financing party(s)]/[financial institution(s) and/or funder(s)] and Applicant: January 6, 2020
- 4. Uses of Financing. Provide amounts as aggregates for all Project Locations.

Uses		Total Amount	Percent of Total Financing
Land and Building Acquisition		\$6,200,000	81.4%
Construction Hard Costs (i.e. site excavation, building materials, labor, land	dscaping, construction materials, etc.)	\$1,020,000	14%
Construction Soft Costs (i.e. pre-planning, legal, financing, design, etc.)		\$	%
Furnishings, Fixtures, & Equipment (FF&E) ar (i.e. generators, desks, chairs, electronic equipme equipment, etc.)	Id Machinery & Equipment (M&E) ent, specialized manufacturing equipment, assembly	\$	%
FF&E purchased in NYC		\$	
M&E purchased in NYC		\$150,000	2%
Closing Fees (costs associated the execution of origination fees, attorney fees, pre-payment pena	deal, i.e. debt service reserve fund, financing fees, loan lties, etc.)	\$200,000	2.6%
Other (describe):			%
Total		\$7,570,000	100 %
a. Indicate anticipated budgeting of Hard Costs:	Electrical:20 %Carpentry:20 %Excavation or Demolition:10 %Other:35 %	Painting: % I	Plumbing: 15 %
b. Indicate anticipated budgeting of Soft Costs:	Architecture: 1% % Engineering: 1 % Design	n: % Other:	%

I. EMPLOYMENT INFORMATION

The following information will be used as part of the Agency's calculation of the Project's benefit to the City, and as a basis for comparison with the employment information that Applicant will be required to report on an annual basis for the term of the Project Agreement (as defined in the Policies and Instructions).

1. Job Creation Schedule for the Applicant

For all responses in the table below, part-time ("PT") employees are defined as those working between 17.5 and 35 hours per week on average, and full-time ("FT") employees are defined as those working 35 hours or more per week. Hourly wages in Columns E & F should represent the pay rate and are exclusive of overtime. For salaried employees, divide the annual salary by 1,820 working hours per year to calculate an hourly wage.

Α	В		С		D	: Е	F	G	Н
Job Category	# of NYC jobs retained by Project	# of jobs to be added in each year at Project Location in first 3 years of operation to be employed by Applicant			Total # of Jobs at Project Location in first 3 years of	Average hourly wage for Year 1	Lowest hourly wage for	Average Fringe Benefit for retained jobs	Average Fringe Benefit for created jobs
		Year 1: 20 2021	Year 2: 2022	Year 3: 2023	operation (Sum of all Columns B and C)		Year 1		
FT Executive level			· · · · · · · · · · · · · · · · · · ·	-		\$		\$	\$
FT Manager level		1	1	1		\$		\$10,000	\$10,000
FT Staff level		4	4	4		\$		\$1,000	\$1,000
Total FT Employees	61	5	5	5	76	\$25	\$18	\$	\$

¹ The SBA 504 Loan Program, administered by the Small Business Administration, is designed to provide small businesses with long-term financing to acquire and improve major fixed assets, such as owner-occupied commercial real estate and heavy machinery.

Total PT Zero Employees	\$	\$	\$	\$
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Information included in Column C below will be used to determine eligibility for participation in the HireNYC Program. For program information, see Additional Obligations document. If eligible for the HireNYC Program participation, NYCEDC will provide additional details.

2. Job Creation Schedule for tenants at the Facility not affiliated with the Applicant

Α	В	No. Hoster Lines	С		D	E	F	G	Н	
Job Category	Job Category	# of NYC jobs retained by Project	# of jobs to be added in each year at Project Location in first 3 years of operation			Total # of Jobs at Project Location in first	Average hourly wage for	Lowest Hourly Wage	Average Fringe Benefit for retained jobs	Average Fringe Benefit for created jobs
		Year 1: 20	Year 2: 20	Year 3: 20	3 years of operation (Sum of all Columns B and C)	Year 1	for Year 1			
FT Employees	N/A					\$	\$	\$	\$	
PT Employees	N/A					\$	\$	\$	\$	

3. Of the Total Jobs at Project Location in Column D in Table 1, how many employees are/will be NYC residents? 95% plus

- 4. How many employees at the Project Location will be paid below living wage² at Project Start Date (as defined in the Policies and Instructions)? None
- 5. Does the Project currently have, or anticipate having, contract or vendor employees³ at the Project Location? \Box Yes \boxtimes No
- Generally describe all other forms of compensation and benefits that permanent employees will receive (i.e. healthcare, employer contributions for retirement plans, on-the-job training, reimbursement for educational expenses, etc.). Healthcare- dental and eye care; employer contributions for retirement plans vetting after one year IRA; apprenticeship training; reimbursement of education expenses full amount ; on job training
- 7. Will Applicant or any of its Affiliates be required to provide health coverage to its employees pursuant to the federal Patient Protection and Affordable Care Act (the "Act")? ⊠ Yes □ No If yes, provide an overview of the applicable requirements under the Act and an explanation of how Applicant plans to comply with such requirements. If no, explain why and provide a FT employee count using the Act <u>"FTE Employee Calculator"</u>. Aetna is our linsurance provider and we offer heath insurance to all our emloyees
- 8. Is Applicant currently providing paid sick time to employees in accordance with the Earned Sick Time Act (Chapter 8 of Title 20 of the NYC Administrative Code) and otherwise in compliance with such law? Yes No If yes, provide an explanation of your company's paid and unpaid sick time policy. If No, explain why and provide a table which outlines the number of anticipated employees and hours worked per calendar year.⁴ We offer 8 days sick leave and NYC law is 5 days. We also provide for additional days off

9. Will the Project use an apprenticeship program approved by the New York State Department of Labor? Vestor Yes No The company provides its own independent apprenticeship program

J. LABOR

Applicant and its Affiliates hereinafter will be referred to collectively as the "Companies" or individually as a "Company." If none of the following questions applies to any of these Companies, answer *No*. For any question that does apply, be sure to specify to which of the Companies the answer is relevant.

1. Has any of the Companies during the current calendar year or any of the five preceding calendar years experienced labor unrest situations, including actual or threatened labor strikes, hand billing, consumer boycotts, mass demonstrations or other similar incidents?

□ Yes ⊠ No If Yes, explain on an attached sheet.

2. Has any of the Companies received any federal and/or state unfair labor practices complaints asserted during the current calendar year or any the five calendar years preceding the current calendar year?

□ Yes ⊠ No If Yes, describe and explain current status of complaints on an attached sheet.

² For information regarding living wage, see Additional Obligations document.

³ Contract or vendor employees are independent contractors (i.e. persons who are not "employees") or are employed by an independent contractor, who provide services at a Project Location.

⁴Information on the Paid Sick Leave Law can be found here.

- 5. Has the United States Department of Labor, the New York State Department of Labor, the New York City Office of the Comptroller or any other local, state or federal department, agency or commission having regulatory or oversight responsibility with respect to workers and/or their working conditions and/or their wages, inspected the premises of any Company or audited the payroll records of any Company during the current or preceding three year calendar years?
 - ☐ Yes ⊠ No
 If "Yes," use an attached sheet to briefly describe the nature and date of the inspection and the inspecting governmental entity. Briefly describe the outcome of the inspection, including any reports that may have been issued and any fines or remedial or other requirements imposed upon any of the Companies as a consequence.
- 6. Has any of the Companies incurred, or potentially incurred, any liability (including withdrawal liability) with respect to an employee benefit plan, including a pension plan?
- 7. Are the practices of any of the Companies now, or have they been at any time during the current or preceding five calendar years, the subject of any complaints, claims, proceedings or litigation arising from alleged discrimination in the hiring, firing, promoting, compensating or general treatment of employees?

☑ Yes ☑ No If "Yes," provide details on an attached sheet. Note "discrimination" includes sexual harassment. AN EMPLOYEE WAS DISCHARGED FOR INCOMPETANCE AND AFTER HE WAS LET GO, COMPLAINED DNJ OWED HIM 2 DAYS OF PERSONAL TIME OFF. CHARGES WERE DROPPED AFTER COMPANY PROOVED THAT EX-EMPLOYEE'S CLAINS WERE ERRONEOUS.

- K. FINANCIALS
- Has Applicant, Affiliate(s), Principal(s), or any close relative of any Principal(s), ever received, or is any such person or entity currently receiving, financial assistance or any other kind of non-discretionary benefit from any Public Entities?

☐ Yes ⊠ No If Yes, provide details on an attached sheet.

 Has Applicant, or any Affiliate or Principal, or any existing or proposed occupant at the Project Location(s), obtained, or is any such person or entity in the process of obtaining, or contemplating obtaining, other assistance from the NYCIDA/Build NYC and/or other Public Entities?

3. Has Applicant, or any Affiliate or Principal, ever defaulted on a loan or other obligation to a Public Entity?

4. Has real property in which Applicant, or Affiliate or Principal, holds or has ever held an ownership interest and/or controlling interest of 25 percent or more, now or ever been (i) the subject of foreclosure (including a deed in lieu of foreclosure), or (ii) in arrears with respect to any type of tax, assessment or other imposition?

□ Yes ⊠ No If Yes, provide details on an attached sheet.

5. Does Applicant, or any Affiliate or Principal, have any contingent liabilities not already covered above (e.g., judgment liens, lis pendens, other liens, etc.)? Include mortgage loans and other loans taken in the ordinary course of business only if in default.

6. Has Applicant, or any Affiliate or Principal, failed to file any required tax returns as and when required with appropriate governmental authorities?

□ Yes ⊠ No If Yes, provide details on an attached sheet.

7. In the table below, provide contact information for Applicant's references. If the space provided below is insufficient, provide complete information on an attached sheet. List any "Major Customers" (those that compose more than 10% of annual revenues) and any "Major Suppliers" (those that compose more than 10% of goods, services, and materials).

Reference Type	Company Name	Address	Contact Person	Phone Fax	Email	% of Revenues
Major	Finaly Construction	130 West 29 th NYC	Vlad			5%
Customers	Arch Stone Builders	242 West 30 th St NYC	Joe			5%
Major	Twinco Supplies	270 Park AveNew Hyde Park	Julie			5%
Suppliers	Bush Wholesalers	637 Sackett St Brooklyn	Joan			20%
Unions	NA	n e (1999) a la facta de la constanción de l				
Banks	Sterling National	Melville, NY 11747	Sean Umhafer			

L. ANTI-RAIDING

1. Will the completion of the Project result in the relocation of any plant or facility located within New York State, but outside of New York City, to New York City?
York C

If "Yes," provide the names of the owners and addresses of the to-be-removed plant(s) or facility(ies):

2. Will the completion of the Project result in the abandonment of any plants or facilities located in an area of New York State other than New York City?

If "Yes," provide the names of the owners/operators and the addresses of the to-be-abandoned plant(s) or facility(ies):

If the answer to question 1 or 2 is "Yes," answer questions 3 and 4.

- 3. Is the Project reasonably necessary to preserve the competitive position of this Applicant, or of any proposed occupants of the Project, in its industry?
- 4. Is the Project reasonably necessary to discourage Applicant, or any proposed occupant of the Project, from removing such plant or facility to a location outside New York State?

🗆 Yes 🗆 No

If the answer to question 3 or 4 is "Yes," provide a detailed explanation on a separate sheet of paper.

M. COMPLIANCE WITH LAW

- 1. The Applicant and any owner or occupant of the proposed project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations. 🛛 Yes 🗆 No
- 2. The proposed project, as of the date of this application, is in compliance with all provisions of Article 18-A of the General Municipal Law, including, but not limited to the provisions of Section 859-a and Section 862(1) thereof. 🛛 Yes 🗆 No

N. ADDITIONAL QUESTIONS

- 1. Is the Applicant considering alternative Project Locations outside of New York City? ⊠ Yes □ No
 - a. If "Yes," where? Several in New Jersey
- 2. What uses are being considered for the Project Location other than those described in the Proposed Project Activities? None
- 3. How does the Applicant intend to utilize the tax savings provided through the NYCIDA? The new project is very expensive and significantly increasing real estate and related carrying costs and all savings will be used to reduce these real estate based expenses.
- 4. What are the primary sources of revenue supporting Applicant's operations? The manufacturing arm of the company
- 5. If the Applicant's income statement categorizes any revenues as "Other operating revenues," describe what revenues are captured in that category:
- 6. If the Applicant's income statement categorizes any revenues as "Other general and administrative," describe what revenues are captured in that category: 🛛 N/A

CERTIFICATION

I, the undersigned officer/member/partner of Applicant, on behalf of Applicant and its Affiliates, hereby request, represent, certify, understand, acknowledge and agree as follows:

I request that this Application, together with all materials and data submitted in support of this Application (collectively, these "Application Materials"), be submitted for review to the Agency's Board of Directors (the "Board"), in order to obtain from the Board an expression of intent to provide the benefits requested herein for the Project.

I certify that I have the authority to sign these Application Materials on behalf of, and to bind, Applicant and its Affiliates.

I certify under penalty of perjury to the best of my knowledge and belief, after due investigation, that the information contained in these Application Materials is accurate, true and complete and does not contain a misstatement of a material fact or omit to state a material fact necessary to make the statements contained herein not misleading. I understand that an intentional misstatement of fact, or, whether intentional or not, a material misstatement of fact, or the providing of materially misleading information, or the omission of a material fact, may cause the Board to reject the request made in the Application Materials. I understand that the Agency will rely on the information contained within these Application Materials in producing and publishing a public notice and convening a public hearing. If any information in these Application Materials is found to be incorrect, Applicant may have to provide new information and a new public notice and public hearing may be required. If a new public notice and public hearing is required, they will be at Applicant's expense.

I acknowledge 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 understand the following: that Applicant and Principals will be subject to a background check and actual or proposed subtenants may be subject to a background check, and if such background check performed by the Agency with respect to Applicant or any Affiliates reveals negative information, Applicant consents to any actions that the Agency or NYCEDC may take to investigate and verify such information; that the Agency may be required under SEQRA to make a determination as to the Project's environmental impact and that in the event the Agency determines that the Project will have an environmental impact, Applicant will be required to prepare, at its own expense, an environmental impact statement; that the decision of the Board to approve or to reject the request made in the Application Materials is a discretionary decision; that no Bonds may be issued (if Bonds are being requested) unless such Bonds are approved by the Mayor of the City; that under the New York State Freedom of Information Law ("FOIL"), the Agency may be required to disclose the Application Materials and the information contained therein (see the Disclosure Policy section of the Polices and Instructions document provided to Applicant and signed by Applicant on or about the date hereof (the "Policies and Instructions")); and that Applicant shall be entirely responsible and liable for the fees referred to in these Application Materials.

I further understand and agree as follows:

That notwithstanding submission of this Application, the Agency shall be under no obligation to present Applicant's proposed Project to the Board for approval. If the Agency presents Applicant's proposed Project to the Board for approval, the Agency does not guaranty that such approval will be obtained. If upon presenting Applicant's proposed Project to the Board for approval the Agency obtains such approval, such approval shall not constitute a guaranty from the Agency to Applicant that the Project transaction will close.

That preparation of this Application and any other actions taken in connection with the proposed Project shall be entirely at Applicant's sole cost and expense. Under all circumstances, the Application Fee is non-refundable, including but not limited to the circumstance where the Agency decides, in its sole discretion, to not present Applicant's proposed project to the Board for Approval.

That each of Applicant and each of its Affiliates (collectively, the "Indemnitors") hereby releases the Agency and NYCEDC and their respective directors, officers, employees and agents (collectively, the "Indemnitees") from and against any and all claims that any Indemnitor has or could assert and which arise out of, or are related to, any Application Materials, any actions taken in connection therewith or any other actions taken in connection with the proposed Project (collectively, the "Actions"). Each Indemnitor hereby indemnifies and holds harmless each of the Indemnitees from and against any and all claims and damages brought or asserted by third parties, including reasonable attorneys' fees, arising from or in connection with the Actions. As referred to herein, "third parties" shall include, but shall not be limited to, Affiliates.

That in the event the Agency discloses the Application Materials in response to a request made pursuant to FOIL, Applicant hereby authorizes the Agency to make such disclosure and hereby releases the Agency from any claim or action that Applicant may have or might bring against the Agency, their directors, officers, agents, employees and attorneys, by reason of such disclosure; and that Applicant agrees to defend, indemnify and hold the Agency and the NYCEDC and their respective directors, officers, agents, employees and attorneys and attorneys harmless (including without limitation for the cost of reasonable attorneys' fees) against claims arising out of such disclosure as such claims may be made by any party including Applicant, Affiliate, Owner or Principal, or by the officers, directors, employees and agents thereof.

That capitalized terms used but not defined in this Application have the respective meanings specified in the Policies and Instructions.

I acknowledge and agree that the Agency reserves its right in its sole and absolute discretion to request additional information, waive any requirements set forth herein, and/or amend the form of this Application, to the full extent permitted by applicable law.

Requested, Represented, Certified, Acknowledged, Understood and Agreed by Applicant,

I certify that, using due care, I know of no misstatement of material fact in the Application Materials, and know of no material fact required to be stated in the Application Materials to make the statements made therein not misleading. Certified by Preparer,

This 7 day of OCT, 2019	This Br day of Dat , 20
Name of Applicant:	Name of Preparer: Kobert Morel
Signatory: <u>Ciro Intini</u> Title of Signatory: <u>Presettent</u> Signature:	Signatory: Chy Gre Accounters Title of Signatory: Mes Signature:

ALSH-ATKINSON COMPANY, INC.

Sheet Metal Fabrication Machinery Since 1967

August 30, 2019

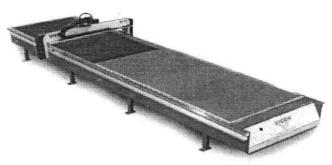
Jerry Intini CPI Industries 69-73 74th Street Middle Village, NY 11378

Phone:	
Fax:	

Quotation: 083019WA1

Dear Mr. Intini,

Thank you for your interest in our Vicon Cutting Systems. At your request, we are pleased to quote the Vicon Combination Plasma/Liner Cutting System as illustrated on the enclosed proposal.

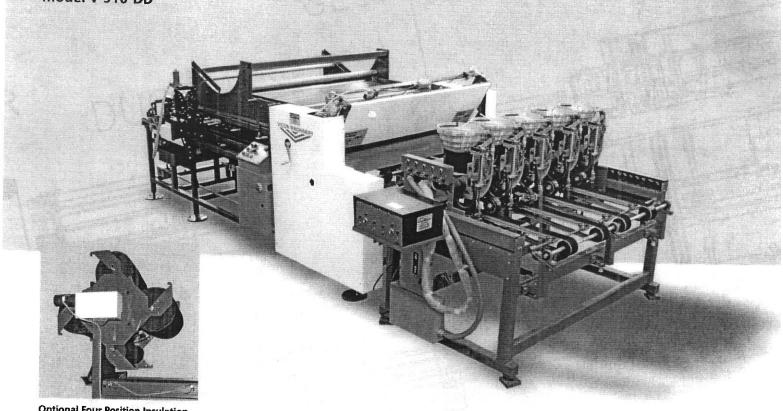


VICON MODEL: HVAC 520DL

Vicon Standard Features Include

- A Complete System Consisting of the Cutting Table, PC Controller, Cutting Software, Plasma Power Supply, and Liner Router Cutting System
- Single Source Support At Plasma Automation Inc. we custom design and build the Vicon Cutting Machines as well as develop and write our own Cutting Software operating in the Windows® 10 Environment
- A Unique One Piece Cutting Table No assembly is required, no rails
- Dual Rack & Pinion Drive
- Automatic Exhaust Signal for customer supplied ventilation system
- Dell PC Control with 3-Year Warranty
- On Site Machine Set Up and System Training Including Software Training for a Total of 3 Days by a Vicon Cutting Systems Technician at No Charge
- Free Telephone Support for as long as you own the machine.

VICON Automatic Duct Liner Application System



Optional Four Position Insulation Coil Holder (patent pending)

The VICON Automatic Duct Liner Application System uncoils duct liner, applies liner adhesive to the sheet metal and automatically pins the liner to the sheet metal.

Benefits

- Push button control allows fast, safe and easy threading and crop cutting
- Heavy duty liner shear with double-sided D-2 shear blade for extended life
- Rows of pins spaced to SMACNA standard for low and high velocity air flows (pin placement can be customized via the control system)
- Unit automatically controlled by the VICON Control System
- Easy, open access to glue heads for cleaning

specifications

- Automatic adhesive extrusion application system
- Multi-speed drive for optimum pinning speed or bypass of unlined duct
- Designed to apply 44", 47", 48", 56", 59" and 60" wide liner
- Low profile liner cradle/uncoiler
- Multi-head pin spotter: choice of Duro-Dyne® or Gripnail®

Options

- 72" Coil Capacity
- Four position insulation coil holder to allow for rapid change of insulation sizes

617.20 Appendix B Short Environmental Assessment Form

Instructions for Completing

Part 1 - Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 - Project and Sponsor Information				
Name of Action or Project:				
DNJ INDUSTRIES and AFFILIATES				
Project Location (describe, and attach a location map):				
55-05 Flushing Ave, Maspeth, N.Y. 11378				
Brief Description of Proposed Action:				
Acquisition of 22,000 sq ft industrial two storied building for HVAC ductwork fabrication. offices on the second floor and add new windows and HVAC.	The cor	npany will upgrade the pr	oject site wit	n new
Name of Applicant or Sponsor:	Telep	hone:		
DNJ Industries Inc.	E-Ma	il:		
Address:				
69-73 74th St Middle Village NY 11379				
City/PO:		State:	Zip Code	:
 Does the proposed action only involve the legislative adoption of a plan, leadministrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and may be affected in the municipality and proceed to Part 2. If no, continue to Does the proposed action require a permit, approval or funding from any If Yes, list agency(s) name and permit or approval: NYC Buildings Department and SBA 504 approval and financing 	the env questio	ironmental resources the n 2.	hat NO	YES YES
3.a. Total acreage of the site of the proposed action? les b. Total acreage to be physically disturbed? les		2 acres		
c. Total acreage (project site and any contiguous properties) owned	r	acres		
or controlled by the applicant or project sponsor?	r	na acres		
 4. Check all land uses that occur on, adjoining and near the proposed action. ✓ Urban □ Rural (non-agriculture) ✓ Industrial ✓ Comm □ Forest □ Agriculture □ Aquatic □ Other (□ Parkland	ercial	Residential (suburb	an)	

			76
5. Is the proposed action, a. A permitted use under the zoning regulations?	NO	YES	N/A
	┝┝┥		
b. Consistent with the adopted comprehensive plan?			
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?		NO	YES
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental A	rea?	NO	YES
If Yes, identify:	. ott :		
8. a. Will the proposed action result in a substantial increase in traffic above present levels?		NO	YES
		\checkmark	
b. Are public transportation service(s) available at or near the site of the proposed action?			\checkmark
c. Are any pedestrian accommodations or bicycle routes available on or near site of the proposed ac	tion?		\checkmark
9. Does the proposed action meet or exceed the state energy code requirements?		NO	YES
If the proposed action will exceed requirements, describe design features and technologies:		$\overline{\mathbf{V}}$	
10. Will the proposed action connect to an existing public/private water supply?		NO	YES
If No, describe method for providing potable water:			
11. Will the proposed action connect to existing wastewater utilities?		NO	YES
If No describe method for providing westervater treatments			
If No, describe method for providing wastewater treatment:			
12. a. Does the site contain a structure that is listed on either the State or National Register of Historic		NO	YES
Places?		\checkmark	
b. Is the proposed action located in an archeological sensitive area?		\checkmark	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain	in	NO	YES
wetlands or other waterbodies regulated by a federal, state or local agency?		\checkmark	
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?	J.		
If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres:			
14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check a	all that	apply:	
Shoreline Forest Agricultural/grasslands Early mid-success	ional		
Wetland I Urban Suburban			1
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed		NO	YES
by the State or Federal government as threatened or endangered?			ļШ
16. Is the project site located in the 100 year flood plain?		NO	YES
17 Will the proposed action exects story water lischance, either from point on pan point sources?			VES
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes,		NO	YES
a. Will storm water discharges flow to adjacent properties?			
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drain	ns)?		
If Yes, briefly describe:			
NYC street sewer system			

18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)?	NO	YES
If Yes, explain purpose and size:	\square	
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility?	NO	YES
If Yes, describe: <u>Please refer to Phase 1</u>	\bowtie	2
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hyperrelated water?	NO	YES
completed) for hazardous waste? If Yes, describe: Please refer to Phase 1	\mathbf{X}	
I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE KNOWLEDGE Applicant/sponsor name: Cros Intrini Date: 10/1/19 Signature: Cros Intrini	BEST O	PF MY

Part 2 - Impact Assessment. The Lead Agency is responsible for the completion of Part 2. Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

		No, or small impact may occur	Moderate to large impact may occur
1.	Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	X	
2.	Will the proposed action result in a change in the use or intensity of use of land?	X	
3.	Will the proposed action impair the character or quality of the existing community?	X	
4.	Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	X	
5.	Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	X	
6.	Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	X	
7.	Will the proposed action impact existing: a. public / private water supplies?	X	
	b. public / private wastewater treatment utilities?	X	
8.	Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	X	
9.	Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	X	

	No, or small impact may occur	Moderate to large impact may occur
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	\checkmark	
11. Will the proposed action create a hazard to environmental resources or human health?	\checkmark	

Part 3 - Determination of significance. The Lead Agency is responsible for the completion of Part 3. For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

	Check this box if you have determined, based on the information and analysis above, and any supporting documentation,
th	hat the proposed action may result in one or more potentially large or significant adverse impacts and an
e	nvironmental impact statement is required.

Check this box if you have determined,	based on the information and analysis above, and any supporting documentation in any significant adverse environmental impacts.
that the proposed action will not result	in any significant adverse environmental impacts.

NYC IDA	11/20/2019
Name of Lead Agency	Date
Sharon Tepper	Asst. VP
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
<u>Sharon Tepper</u> Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)