



**II. PROJECT INFORMATION**

1. Please briefly describe the proposed project; if machinery and equipment is to be acquired, please list the type:  
Acquisition of 2 lots totalling 25,000 sq. ft. of building &  
land and renovation there to in 2 phases... Initial 5,000  
office w/ and 5,000 in 2-4 years.

2. Please give best estimates for all anticipated costs and proposed sources of financing involved in the project:

| <u>Uses of Funds</u>              |                             | <u>Sources of Funds</u>         |                             |
|-----------------------------------|-----------------------------|---------------------------------|-----------------------------|
| Land & Building (Acquisition)     | <u>2,050,000</u>            | Bonds                           | <u>                    </u> |
| New Construction                  | <u>                    </u> | Loans (Please Identify Sources) | <u>1,760,000</u>            |
| Renovations/Building Improvements | <u>300,000</u>              | Company funds                   | <u>                    </u> |
| Machinery/Equipment               | <u>                    </u> | Officer Equity/Loans            | <u>690,000</u>              |
| Fees/Other Soft Costs             | <u>100,000</u>              | Other Sources (Please Identify) | <u>                    </u> |
| Other (explain)                   | <u>                    </u> |                                 |                             |
| <b>Total Project Costs</b>        | <b><u>2,450,000</u></b>     | <b>Total Project Sources</b>    | <b><u>2,450,000</u></b>     |

Please explain costs, loans and other sources of funding on a separate sheet.

3. Please provide the following information relating to the proposed project site.

| Street Address & Borough              | Block Lot & Section Number | Square Footage of Land | Square Footage of Building | Currently Owned or Leased | Number of Floors including Basement | Zoning |
|---------------------------------------|----------------------------|------------------------|----------------------------|---------------------------|-------------------------------------|--------|
| 116-122 3rd St.<br>Brooklyn, NY 11231 | 465<br>lot 33              | 15,200                 | 21,200                     | NA                        | 1                                   | M1-1   |
| 110-114 3rd St.<br>Brooklyn, NY 11231 | 465<br>lot 29              | 7,200                  | 3,500                      | NA                        | 1                                   | M1-1   |

4. Please provide the following information regarding all present and proposed tenant(s) and sub-tenant(s) at the proposed project site, their percentage of occupancy, and affiliation with the Applicant.

| Name Contact & Phone | Affiliation with Applicant | Square Feet & Floors (Percent of Occupancy) | Lease Expiration | Tenant Business |
|----------------------|----------------------------|---|------------------|-----------------|
| No                   |                            |   |                  |                 |
|                      |                            |   |                  |                 |
|                      |                            |   |                  |                 |

5. Provide street address, borough or town, for premises which you currently own or lease, even if you don't occupy same. Do you plan to terminate/sell/vacate/remain at such premises? With respect to currently leased premises, provide the name and address of the landlord and the expiration date of the lease term. Please provide additional details on an attached sheet.

| Property Location | Borough/Town | Own/Lease | Landlord | Lease Expiration | Planned Disposition |
|-------------------|--------------|-----------|----------|------------------|---------------------|
| see attached      |              |           |          |                  |                     |
|                   |              |           |          |                  |                     |
|                   |              |           |          |                  |                     |

6. Is there a relationship, by virtue of common control or through related persons, directly or indirectly, between the Applicant and the present owner of the project site?

YES       NO      If yes, please provide all details on attached sheet.

7. Will a real estate holding company, limited liability company, or partnership be formed to own the project or premises?

YES       NO      name to be determined

If yes, please provide the name and address of same, the kind of entity (corporation, partnership, etc.), and its officers, partners, shareholders, members, and their respective percentage ownership, etc.



**III. DUE DILIGENCE**

1. List name(s), address(es), and phone and fax numbers of any other entity in which, directly or indirectly, Applicant or any of its shareholders, partners, directors, or officers individually or collectively hold 5% or more of the stock or ownership interest (an "Affiliate"). Please include real estate holding companies if applicable.

| Entity Name                | Address                 | Phone/Fax Number  | Percent Interest |
|----------------------------|-------------------------|-------------------|------------------|
| TGI Office Automation Inc. | 18 Bergen St. Bklyn, NY | (718)<br>237-0060 | same as          |
| T & G Photography Inc.     | 18 Bergen St. Bklyn, NY | (718)<br>237-0060 | parent           |
| T & G Products Inc.        | Pampano Beach, Fl.      | (954)<br>974-7410 | corp.            |

2. Has Applicant or any of its Affiliates ever received, or is currently receiving, financial assistance or any other kind of discretionary benefit from any governmental entity or agency, including the New York City Industrial Development Agency ?
- YES       NO    If yes, please provide all details on attached sheet.
3. Has the Applicant, or any existing or proposed tenant of the proposed project facility, or any person related to any of the foregoing, received or benefitted from within the past six months, or is contemplating to receive or benefit from within the next six months, tax-exempt financing anywhere within the United States?
- YES       NO    If yes, please provide all details on attached sheet.
4. Has Applicant, or any stockholder, partner, officer or director, or any entity with which any of the foregoing individuals have been associated, ever been adjudicated bankrupt or placed in receivership, or otherwise been the subject of a bankruptcy or similar proceedings (prior or current)?
- YES       NO    If yes, please provide all details on attached sheet.
5. Have any of Applicant's stockholders, partners, officers or directors ever been convicted of any criminal proceedings?
- YES       NO    If yes, please provide all details on attached sheet.
6. Is Applicant, or any stockholder, partner, officer or director of Applicant, a plaintiff or defendant in any civil or criminal proceedings?
- YES       NO    If yes, please provide all details on attached sheet.

7. If you responded yes to the previous two questions, in what litigation is Applicant, or any of the individuals and entities currently involved, either as plaintiffs or as named defendants? Provide all details on attached sheet.
8. Does Applicant have any contingent liabilities? (e.g., pending claims; federal, state or local tax liabilities; judgment liens; other liens, etc.)
- YES       NO      If yes, please provide all details on attached sheet.
9. Has Applicant filed all required tax returns with appropriate governmental jurisdictions entities?
- YES       NO      If no, please provide all details on attached sheet.

Please provide the following information:

10. Company Principals (please attach a brief resume)

| Name                      | Title      | Address       | Social Security Number | Date of Birth |
|---------------------------|------------|---------------|------------------------|---------------|
| [REDACTED] e [REDACTED] r | [REDACTED] | 22 Redwood Dr | [REDACTED]             | [REDACTED]    |
| [REDACTED] k [REDACTED] o | [REDACTED] | [REDACTED] 6  | [REDACTED]             | [REDACTED] 43 |
| [REDACTED] y [REDACTED] o | [REDACTED] | [REDACTED] 6  | [REDACTED] 5314        | [REDACTED] 71 |
|                           |            | [REDACTED] 4  | [REDACTED] 30          | 12/5/72       |

11. Major Customers

| Company Name                  | Address             | Phone/Fax      | Contact Person  | Percent of Sales |
|-------------------------------|---------------------|----------------|-----------------|------------------|
| Porky Products                | Jersey City, NJ     | (732) 541-0200 | Cliff Braverman | less 1%          |
| World Wide Financial Resource | E. Brunswick, NJ    | (732) 698-0700 | Caroline        | less 1%          |
| Federal Reserve Bank          | East Rutherford, NJ | (201) 531-3470 | Ed Sissio       | less 1%          |
| Lochheed Martin               | Mitchelfield, LI    | (516) 228-1838 | Frank           | less 1%          |
| North Fork Bank               | Melville, LI        | (516) 844-4186 | Florence        | less 1%          |

12. Major Suppliers

| Company Name             | Address              | Phone/Fax    | Contact Person |
|--------------------------|----------------------|--------------|----------------|
| Panasonic Communications | Seacaucus, NJ        | 973-875-4306 | Kevin Reedy    |
| Savin Corp.              | Stanford, CT         | 203-967-5358 | Rick Sklar     |
| Imaging USA              | Fort Lauderdale, Fl. | 954-776-5754 | Ira            |
|                          |                      |              |                |

13. Unions

| Union | Address | Phone/Fax | Contact Person | Contract Expiration |
|-------|---------|-----------|----------------|---------------------|
| NO    |         |           |                |                     |
|       |         |           |                |                     |
|       |         |           |                |                     |
|       |         |           |                |                     |

14. Banks

| Bank Name | Contact Person | Phone/Fax    | Type of Account |
|-----------|----------------|--------------|-----------------|
| HSBC      | Ron Larsen     | 718-858-9100 | Full services   |
|           |                |              |                 |
|           |                |              |                 |
|           |                |              |                 |



#### IV. CERTIFICATION

I, the undersigned, request on behalf of \_\_\_\_\_ ("Applicant") that this Application, including financial data and any tax returns submitted herewith, be submitted for review by the Board of Directors of the New York City Industrial Development Agency ("IDA"). I hereby certify that the information contained herein and in the attachments hereto, are, to the best of my knowledge and belief, accurate, true and correct. I understand that any intentional misstatements or misleading information contained herein, or the omission of relevant information, could be cause for rescission of IDA approval and IDA benefits. Further, I fully understand and accept the fees associated with the IDA program, including but not limited to the IDA Closing Fee; I fully understand and accept the benefit package I am to receive under the IDA program; and I acknowledge receipt from the IDA of a memorandum explaining legal, insurance and various real estate related requirements, all of which will be necessary for the contemplated project.

On behalf of Applicant, I hereby acknowledge and agree that Applicant shall be, and is responsible for, and shall promptly pay all costs incurred by the IDA, in connection with document negotiations, closing and, where applicable, bond issuance and sale, whether or not closing occurs and whether or not bond issuance and sale occur in applicable instances. The aforesaid costs, and Applicant's obligation hereunder to pay for same, shall include, but not be limited to, attorney's fees. Applicant's obligations hereunder are absolute and shall in no event be contingent upon closing.

On behalf of myself, all other principals of Applicant, and Applicant, I hereby authorize the IDA and the New York City Department of Investigation (DOI) to initiate their background clearance procedure with respect to myself, all other principals of Applicant, and Applicant. I, all other principals of Applicant, and Applicant agree to give the DOI permission to secure all necessary personal data from all relevant sources, public and private, and I, all other principals of Applicant, and Applicant further agree to cooperate in all phases of the DOI background and clearance procedure. I, all other principals of Applicant, and the Applicant agree to hold the IDA and the City of New York harmless with respect to any claims for injury, damage, loss or expense which may arise should the above mentioned background clearance procedure not be completed satisfactorily.

On behalf of Applicant and its existing and future affiliates, I authorize any private or governmental entity, including but not limited to The New York State Department of Labor ("DOL"), to release to the IDA and/or to the New York City Economic Development Corporation ("EDC"), and/or to the successors and assigns of either (collectively, the "Information Recipients"), any and all employment information under its control and pertinent to Applicant and its existing and future affiliates and the employees of same. In addition, upon the IDA's request, Applicant shall provide to the IDA any employment information in Applicant's possession or in the possession of any of Applicant's existing and future affiliates, which is pertinent to Applicant and Applicant's existing and future affiliates and the employees of same. Information released or provided to Information Recipients by the DOL, or by any other governmental entity, or by any private entity, or by Applicant itself (collectively, "Employment Information"), may be disclosed by the Information Recipients in connection with the administration of the programs of the IDA, and/or EDC, and/or the successors and assigns of either, and/or the City of New York, and/or as may be necessary to comply with law; and, without limiting the foregoing, the Employment Information may be included in (x) reports prepared by the Information Recipients pursuant to New York City Local Law 69 of 1993, (y) other reports required of the IDA, and (z) any other reports required by law. If the IDA approves this Application and the IDA Board of Directors approves the financing project which is the subject of this Application, this authorization shall remain in effect through the term of the financial assistance documents which the Applicant and the IDA will enter into at closing. If the IDA does not approve this Application, and/or the IDA Board of Directors does not approve the project which is the subject of this Application, this authorization shall remain in effect through the earlier to occur of the aforesaid decisions not to approve.

I, all other principals of Applicant, and Applicant, understand that the IDA may be requested to disclose the information contained in this Application and the attachments hereto, under applicable disclosure laws, or at the request of investigative law enforcement or other governmental bodies. On behalf of myself, all other principals of Applicant, and Applicant, I authorize the IDA to disclose any such information, under such law or where so requested, and I, all other principals of Applicant and the Applicant release the IDA from any liability to the Applicant, all other principals, and/or myself for such disclosure. I also authorize the IDA at its discretion to transmit this Application, including any financial data or tax returns submitted herewith, to the IDA's financial advisors.

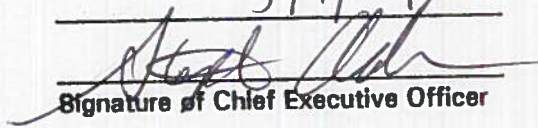
On behalf of Applicant, I acknowledge and agree that the IDA reserves the right to require Applicant to submit at Applicant's sole expense, such other documentation as the IDA may require in addition to the documentation required hereunder, and that all such documentation, whether requested hereunder or hereafter, shall be provided at Applicant's sole cost and expenses, and shall be in form and substance satisfactory to the IDA.

Approval of this Application may only be granted by the IDA's Board of Directors through the Board's adoption of an inducement or authorizing resolution for the project described in this Application. Additionally, it is understood and agreed that the \$2,500 Application fee accompanying this Application is non-refundable, regardless of whether or not this Application is so approved. Applicant acknowledges and accepts that: the \$2,500 Application fee will accrue toward payment of the IDA Closing Fee should closing occur; and if and when the IDA's Board of Directors approves this Application, the Agency may additionally require Applicant to pay at such time an amount equal to 1/10 of a percent of the bond/project amount (as applicable), which payment shall also accrue toward payment of the IDA Closing Fee should closing occur.

Date:

5/7/01

Certification By:

  
Signature of Chief Executive Officer

Stephen Adler  
Printed Name Stephen Adler  
President

Attested By:

\_\_\_\_\_  
Chief Financial Officer/Secretary

\_\_\_\_\_  
Printed Name



# T & G INDUSTRIES INC. - PROJECT HISTORY

T & G Industries Inc. is a distributor, remanufacturer, servicer, and vendor of high end business equipment and computer networks. The company's product line includes high tech digital and network computers, high end digital copiers/printers, faxes, electronic white boards, and other custom tailored e-equipment packages. The company's equipment is not inexpensive...the least expensive faxes are sold for a minimum of \$1,000 and the cheapest copiers sell for \$2,500 with typical copier systems selling for \$40,000.

The company sells to a wide range of organizations ranging from manufacturers to the City of New York. Typical customers include banks, universities, and hospitals. Some notable customers include New York City Department of Sanitation, New York City Board of Education, NYU Medical Center, Federal Reserve, Lockheed Martin, etc. Each customer represents less than 1% of the company's sales and the company has over 9,000 clients. T & G's area of sales concentration is Long Island (15%), New Jersey (15% and growing), Westchester (10% and growing), New York City (50%), and Florida (10%).

## COMPANY HISTORY

The company was formed in 1964 by Tony Grasso and Joe Tadanier. The company began selling and servicing photo copy machines in Brooklyn out of a basement. Soon the company relocated to Henry Street and then relocated to Court Street, and then relocated to Bergen Street. By 1976 the company had acquired the 18 Bergen Street facility and employed approximately 25 employees.

Soon thereafter the company opened up a Florida office with one employee and now utilizes 35 professionals. The company expanded in 1984 by acquiring a Long Island based company and set up shop in Deer Park, NY. That location now employs 25 to 30 employees. In 1987 the company opened up its New York City location which currently houses 25 employees. In 1990 operations expanded to New Jersey where the T & G warehouse is in close proximity to a Panasonic distribution center.

In 1967 Steve Adler joined the company and by 1996 he became President of the operation. Steve's focus is on sales and administration. In 1995 Joe Tadanier retired and Tony Grasso's ownership interest was transferred to his two sons, Frank and Anthony. Frank Grasso's specialty is administration and finance and Anthony specialty is quality control, service, inventory, shipping, and receiving.

The company started selling photo copiers specializing in 3M Corporations' small machines. As time progressed the company expanded to different manufacturers and bigger equipment. In 1980 T & G Industries became Panasonic Corporation's first dealer. As of 2001, T & G Industries is the largest Panasonic dealer and also their largest copier and fax dealer in the United States. Eight years ago T & G Industries introduced the Savin Color Digital Copier. In 1995 the company began a Network Division which connects the copiers to computers so that they may act as output devices for office automation systems.

Currently the three Brooklyn facilities house 70 employees in unbelievably cramped and inefficient space. The company was forced to lease two satellite warehouses for short term storage. It is this operation, plus the new remanufacturing operations and some employees from the New York City office that will relocate to our proposed 3rd Street location.

**ANSWER TO QUESTION #5 - OTHER LOCATIONS**

| PROPERTY LOCATION<br>SQUARE FOOTAGE  | OWNED/<br>LEASED | LANDLORD                     | LEASE<br>EXPIRATION | PLAN<br>DISPOSITION |
|--|------------------|------------------------------|---------------------|---------------------|
| 18 Bergen Street<br>Brooklyn, NY<br>4,000 square feet  | Owned            | N/A                          |                     | Unsure              |
| 50 Broadway<br>New York, NY<br>4,000 square feet   | Leased           | James Lang LaSalle           | 2007                | Retain              |
| 100 P.E. Jefryn Blvd.<br>Deer Park, NY<br>2,500 square feet                                  | Leased           | Executive Business<br>Square | 2006                | Retain              |
| A & Z Warehouse Bldg.<br>291 Maslin St.<br>Port Newark, NJ<br>5,000 to 20,000 square<br>feet | Leased           | AZ Carriers                  | Month to<br>Month   | Move                |
| 425 → Hoyt Street<br>Brooklyn, NY<br>4,000 square feet                                       | Leased           | Al Figliolia                 | 2002                | Move                |
| 107 Boerum Place<br>Brooklyn, NY<br>4,000 square feet  | Leased           | Mizhir Relaty                | 2001                | Move                |
| 2077 N. Powerlin Rd.<br>Pompano Beach, FL  | Owned            | N/A                          | N/A                 | Retain              |