

## PROJECT APPLICATION

### Confidentiality

All information contained in this Application will be treated confidentially to the extent permitted by law (see "Certification" section IV of this Application). Under the New York State Freedom of Information Law, information must be disclosed unless such information contains trade secrets (which, if disclosed, would cause irreparable harm). Please indicate which information provided in this Application constitutes trade secrets with an explanation as to why in a letter accompanying this Application. The letter should be addressed to the New York City Industrial Development Agency.

Are you applying for the:

Bond Program	<input type="checkbox"/>
Small Industry Incentive Program	<input type="checkbox"/>
Industrial Incentive Program	<input checked="" type="checkbox"/>

(SIIP, if annual revenues are less than \$5 million and IIP, if annual revenues are greater than \$5 million)

By what date do you wish to close the proposed project financing? May 30, 1999

### I. Applicant Information

Applicant's Name:	Steinway, Inc.
Address:	Steinway Place / 19th Avenue L.I.C., NY 11105
Phone/Fax Numbers:	718-721-2600 / 718-932-4332
IRS Employer ID Number:	[REDACTED]
S.I.C. Code:	3931
NY State Dept. of Labor Number (if applicable)	[REDACTED]

Officer of Applicant completing this application (contact person):

Name: Dennis Tortora Title: Assistant Treasurer  
Phone #: 718-204-3145 Fax #: 718-932-4332

Applicant's operation:  Manufacturing  Service  Wholesale  Other

Brief description of business: See Attachment A

To describe what kind of entity Applicant is, please check one of the following:

Public Corp.  Private Corp.  General Partnership  Limited Partnership  C Corp.  S Corp.  
 Limited Liability Company  Other (specify) \_\_\_\_\_

Applicant's State of Incorporation or Registration: Delaware  
States in which Applicant is qualified to do business: All 50 States  
Applicant's Attorney: Name: Barbara Briggs Phone #: 212-530-5142 Fax #: 212-530-5219  
Firm and Address: Milbank, Tweed, Hadley & McCloy LLP  
Applicant's Accountant: Name: Kent Stout Phone #: 617-261-8110 Fax #: 617-261-8111  
Firm and Address: Deloitte & Touche LLP, 125 Summer Street, Boston, MA 02110-1617

**II. PROJECT INFORMATION**

1. Please briefly describe the proposed project; if machinery and equipment is to be acquired, please list the type:

Building Improvements at Long Island City manufacturing  
site of approximately \$1,400,000.00

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)	_____	Bonds	_____
New Construction	_____	Loans (Please Identify Sources)	_____
Renovations/Building Improvements	\$1,400,000	Company funds	\$1,400,000
Machinery/Equipment	_____	Officer Equity/Loans	_____
Fees/Other Soft Costs	_____	Other Sources (Please Identify)	_____
Other (explain)	_____		
<b>Total Project Costs</b>	<b>██████████</b>	<b>Total Project Sources</b>	<b>██████████</b>

Please explain costs, loans and other sources of funding on a separate sheet. **See Attachment B**

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
Steinway Place						
L.I.C., NY Queens	814 Lot 1	484,000	421,000	owned	5	Factory/ Industrial

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: **L.I.C. site is 100 pct. owner-occupied**

Name Contact & Phone	Affiliation with Applicant	Square Feet & Floors (Percent of Occupancy)	Lease Expiration	Tenant Business
		N/A		

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. **N/A**

Property Location	Borough/Town	Own/Lease	Landlord	Lease Expiration	Planned Disposition
		N/A			

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.) **Owner**

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

YES  NO

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

**III. DUE DILIGENCE**

1. List name(s), address(es), 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. **N/A**

Entity Name	Address	Phone/Fax Number	Percent Interest
	N/A		

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 **ICIP and ECSP**
- (If YES, please provide all details on attached sheet.) **ICIP application nos: 3955, 4651**
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

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. N/A

8. Does Applicant have any contingent liabilities? (e.g., pending claims; federal, state or local tax liabilities; judgment liens; other liens, etc.)

YES  NO Material

(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 for each principle.)

Name	Title	Home Address	Social Security Number	Date of Birth
Bruce Stevens	President	7 Robinson Circle Winchester, MA	[REDACTED]	7/28/42
Dennis Hanson	Treasurer	21 Crystal Road Wilmington, MA		6/4/54
Frank Mazurco	Executive	9 Lenox Court Montville, NJ		11/20/50
Dennis Tortora	Assistant Treasurer	564 Manhattan Ave. Thornwood, NY		2/21/54

11. Major Customers

Company Name	Address	Phone/Fax Number	Contact Person	Percent of Sales
Sherman Clay & Co.	851 Traeger Ave. San Bruno, CA	650-952-2300	Eric Schwartz	10.8
Schmitt Music Co.	88 South 10th St. Minneapolis, MN	612-339-4811	Wayne Rheinhardt	6.3
Jordan Kitt's Music	9522 Baltimore Bl. College Pk. MD	301-474-9500	Bill McCormick	5.6
Fields Piano & Organ	810 East Dyer Rd. Santa Ana, CA	714-662-2117	Jerry Goldman	5.3

12. Major Suppliers

Company Name	Address	Phone/Fax Number	Contact
Brown & Bryan	2 Omni Court	914-639-7111	John
Lumber Co., Inc.	New City, NY	914-639-7114	Norton
Stonehurst	250 Executive Dr	516-243-0303	George
Industries, Inc.	Edgewood, NY	516-243-0309	Kuzma
Charles Ramsey	P.O. Box 2264	914-338-1464	Vince
Company	Kingston, NY	914-338-5751	Hart
Con Edison	118-29 Queens B.	718-830-8369	Mike
	Forest Hills, NY	718-520-8653	Memoli

13. Unions

Union	Address	Phone/Fax	Contract Expiration
Local 102, FW	28-10 Astoria B.	718-728-1070	
I.U.E., A.F.L.	L.I.C., NY	718-728-1084	9/30/2000
C.I.O.			

14. Banks

Bank Name	Contact Person	Phone/Fax Number	Type of Account
BNY	Frank		Credit
Financial	Imperato	212-408-7000	Facility
Fleet Bank	Robert		
	Storer	401-278-6472	Checking

#### IV. CERTIFICATION

I, the undersigned, request on behalf of Steinway, Inc. ("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 (DO I) 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 1 993, (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:

March 24, 1998

Certification By:

Bruce A. Stevens  
Signature of Chief Executive Officer

Bruce A. Stevens  
Printed Name

Attested By:

Dennis Hanson  
Chief Financial Officer/Secretary

Dennis Hanson  
Printed Name



## **Attachment A**

### **Description of Business**

Steinway and Sons' history in New York dates back 145 years to the family's first manufacturing site located in a lower Manhattan loft. In 1860, just seven years after its founding, Steinway and Sons broke ground on the world's largest piano factory located on Park Avenue between 52<sup>nd</sup> to 53<sup>rd</sup> streets in New York City. It was not long, however, before the company had outgrown this site and moved the factory to its current location in Astoria. The Steinway factory, situated on 11 acres near the Triborough Bridge, has been operating since 1876 and serves as the company's headquarters.

Steinway concentrates on the high-end grand piano segment of the industry. Steinway produces the highest quality piano in the world and has one of the most widely-recognized and prestigious brand names. Steinway has pioneered the development of the modern piano with over 125 patents granted since its founding. The manufacturing process takes up to nine months to achieve the high quality standards expected of Steinway pianos. Today, the company employs approximately 600 people in New York City; many of which are immigrants, speaking over 17 different languages. Although the Steinway family no longer owns the company, (the company went public in 1996) the Steinway tradition of producing the world's finest piano continues without interruption.

For more than a century, the Steinway concert grand has been the piano of choice for the world's greatest and most popular pianists. More than 97% of all concert piano performances worldwide were held on Steinway grand pianos during the 1998 concert season. Steinway also offers vertical pianos as well as a full, mid-priced line of pianos under the Boston brand name. Steinway hand crafts its pianos in New York and Germany and sells them worldwide through approximately 200 independent piano dealers and five Steinway-operated showrooms located in New York, New Jersey, London, Hamburg, and Berlin.

In 1997, Steinway sold 3,134 grand pianos, with 2,277 units manufactured at its New York City facility and 857 units manufactured in Germany. Steinway's core customer base consists of professional artists and amateur pianists, as well as institutions such as concert halls, conservatories, colleges, universities and music schools.

**Attachment B**

<b><u>Renovation/Building Improvement</u></b>	<b><u>Cost</u></b>
Windows	\$ 600,000.00
Construction and other expenses	\$ 500,000.00
Equipment/Furnishings	\$ 300,000.00
<b>TOTAL PROJECT COSTS</b>	<b>██████████</b>

\* Company funds

## MANUFACTURING DETERMINATION FORM

Please complete the following questions for each facility to be financed. Use additional pages as necessary.

1. Describe the production process which occurs at the facility to be financed:
2. Allocate the facility to be financed by function (expressed in square footage) (e.g. production line, employee lunchroom, offices, restrooms, storage, warehouse, loading dock, repair shop, parking, research, sales) and location in relation to production (e.g., same building, adjacent land or building, off-site, etc.) Please attach blueprints of the facility to be financed. See attached Blueprints

Function	Location	Square Footage
Production		361,400
Lunchroom	Same Bldg.	1,500
Offices	Same Bldg.	18,600
Restrooms	Same Bldg.	3,500
Storage	Same Bldg.	10,000
Whse. & Loading Dock	Same Bldg.	25,000
Research	Same Bldg.	1,000
		<b>Total 421,000</b>

3. Of the space allocated to offices above, identify by function (e.g., executive offices, payroll, production, etc.) and location in relation to production (same building, adjacent land or building, off-site, etc.).

Function	Location	Square Footage
Executive	Same Bldg.	1,500
Payroll	Same Bldg.	225
Production	Same Bldg.	9,875
Administrative	Same Bldg.	7,000
		<b>Total 18,600</b>

4. Of the space allocated to storage or warehousing above, identify the square footage and location of the areas devoted to storage of the following:

	Location	Square Footage
Raw materials used for production of manufactured goods	Same Bldg.	5,000
Finished product storage	Same Bldg.	25,000
Component parts of goods manufactured at the facility		-0-
Purchased component parts	Same Bldg.	5,000
Other (specify)		-0-
		<u>Total 35,000</u>

5. List raw materials used at the facility to be financed, in the processing of the finished products(s).

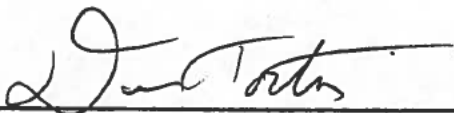
Lumber  
Veneer  
Felt

Purchased Parts ie:

Plates  
Strings  
Screws

6. List finished product(s) which are produced at the facility to be finished.

Pianos

Signature: 

Name: Dennis Tortora

Title: Assistant Treasurer

Date: 3/19/99

ANTI-RAIDING QUESTIONNAIRE

PLEASE NOTE: for purposes of this Questionnaire, "project" means the proposed expenditures and activities, and the proposed plant and facilities, in connection with all of which Applicant is applying to the New York City Industrial Development Agency for financial assistance.

A. Will the completion of the project result in the removal of a plant or facility of Applicant, or of a proposed occupant of the project, from an area in New York State (but outside of New York City) to an area within New York City?

YES \_\_\_ NO

If the answer to "A" is "Yes", provide the following information:

Address of the to-be-removed plant or facility:

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

Names of all current occupants of the to-be-removed plant or facility:

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

B. Will the completion of the project result in the abandonment of one or more plants or facilities of the Applicant, or of any proposed occupant of the project, located in an area of New York State other than New York City?

YES \_\_\_ NO

If the answer to "B" is "YES", please provide the following information:

Addresses of the to-be-abandoned plants or facilities:

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

Names of all current occupants of the to-be-abandoned plants or facilities:

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

C. Will the completion of the project in any way cause the removal and/or abandonment of plant and facilities any where in New York State (but outside of New York City)?

YES \_\_\_ NO

If the answer to "C" is "YES", provide all information relevant to such future removal and/or abandonment.

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

IF THE ANSWER TO EITHER "A", "B" OR "C" IS "YES", PLEASE CONTINUE AND ANSWER "D" AND

D. Is the project reasonably necessary to preserve the competitive position of the Applicant, or of any proposed occupant of the project, in its industry?

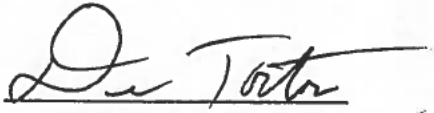
YES \_\_\_ NO \_\_\_

E. Is the project reasonably necessary to discourage the 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 "D" AND/OR "E" IS "YES" PLEASE PROVIDE ON A SEPARATE SHEET OF PAPER A DETAILED STATEMENT EXPLAINING SAME.

THE UNDERSIGNED HEREBY CERTIFIES that the answers and information provided above and in any statement attached hereto, are true and correct.

Signature:   
Name: DENNIS TORTORA  
Title: ASSISTANT TREASURER  
Date: 3/19/99

## RETAIL QUESTIONNAIRE

- A. Will any portion of the Project consist of facilities or property that are or will be primarily used in making retail sales of goods to customers who personally visit the Project?  
YES \_\_\_; NO
- B. If the answer to question A is yes, will the applicant or any other project occupant be a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the "retail sale of tangible personal property" (as defined in Section 1101(b)(4)(i) of the Tax Law)?  
YES \_\_\_; NO \_\_\_
- C. Will any portion of the Project consist of facilities or property that are or will be primarily used in making retail sales of services to customers who personally visit the Project?  
YES \_\_\_; NO
- D. If the answer to question A or question C is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project?  
\_\_\_\_\_ %
- E. If the answer to question A or question C is yes, and the answer to question D is more than 33.33%, indicate whether any of the following apply to the Project:
- (1) Will the Project be operated by a not-for-profit corporation?  
YES \_\_\_ NO
  - (2) Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located?  
YES \_\_\_ NO \_\_\_
  - (3) Would the project occupant, but for the contemplated financial assistance from the IDA, locate the related jobs outside the State of New York?  
YES \_\_\_ NO \_\_\_
  - (4) Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to New York City residents, because of a lack of reasonably accessible retail trade facilities offering such goods or services?  
YES \_\_\_ NO \_\_\_
  - (5) Will the Project be located in one of the following: (a) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (b) 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 (i) 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 (ii) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates?  
YES \_\_\_ NO \_\_\_

- F. If the answers to any of subdivisions (3) through (5) of question E is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York?  
If yes, please furnish details in a separate attachment.
- G. If the answer to any of subdivisions (1) through (5) of question E is yes, please furnish details in a separate attachment.

Signature: 

Name: DENNIS TORTORA

Title: ASSISTANT TREASURER

Date: 3/19/99



## EMPLOYMENT QUESTIONNAIRE

The New York City Industrial Development Agency requires all Applicants to fill out this Employment Questionnaire. As used in this Questionnaire, "Company" means the Applicant; "Project Location" means the project location which Applicant has identified in its Application; and "Tenant" means any person or entity to whom or to which Applicant intends to lease part or all of the Project Location. If Applicant is a real estate holding company, which is an affiliate of an operating company, and Applicant intends to lease the Project Location to such operating company, then, the Applicant and the operating company must fill out separate copies of this Questionnaire.

Name and Address of Company: Steinway, Inc.  
Steinway Place/19th Avenue L.I.C., NY 11105

Tax I.D. Number:                      D.O.L. Registration Number                     

Phone Number: 718-721-2600

Contact Person: Dennis Tortora

Project Location: Steinway Place/19th Avenue L.I.C., NY 11105

Do you expect to conduct business at other locations in New York State YES  NO

Expected Construction Completion Date (where applicable): September 2000

Contact Person(s): Dennis Tortora

Phone Number: 718-204-3145

D.O.L. Registration Number of your Tenant(s): N/A

Complete the following information for the Project Location only. Do not include any subcontractors/subconsultants; include only employees and owners/principals on your payroll and on the payroll of your Tenants at the Project Location.

No. of jobs to be retained by the Company: 618, by your Tenant(s): N/A

Projected Employment for the Company on an Annual basis:

1st. '99	2nd.	3rd.	4th.	5th.	6th.	7th. years
<u>650</u>	<u>680</u>	<u>705</u>	<u>710</u>	<u>715</u>	<u>720</u>	<u>725</u>

Projected Employment for your Tenant(s) on an Annual basis:

1st.	2nd.	3rd.	4th.	5th.	6th.	7th. years
_____	_____	_____	_____	_____	_____	_____

Total projected number of new jobs to be created over the next 7 years by the Company and your Tenant(s):

Company: 107

Tenant(s): N/A

This section asks for more specific information about Applicant's operations. Please complete the following questions.

1. How many employees does Applicant employ in New York City at the time of the date of this Application?

Full Time 613 Part Time 5

2. How many employees does Applicant employ outside of New York City but in New York State at the time of the date of this Application?

Full Time 0 Part Time 0

3. Does Applicant intend to employ new employees at the proposed site, and/or will Applicant transfer current employees from premises presently being used? Please provide details.

New employees only through job growth

I authorize any private or governmental entity, including but not limited to the New York State Department of Labor ("DOL"), to release to the New York City Industrial Development Agency (the "Agency") 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 DOL's control, which is pertinent to the Company and the Company's employees. In addition, upon the Agency's request, the Company shall provide to the Agency any employment information in the Company's possession which is pertinent to the Company and the Company's employees. Information released or provided to Information Recipients by DOL, or by any other governmental entity, or by any private entity, or by the Company itself, or any information previously released as provided by all or any of the foregoing parties (collectively, "Employment Information"), may be disclosed by the Information Recipients in connection with the administration of the programs of the Agency, 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 Agency, and (z) any other reports required by law. This authorization shall remain in effect throughout the term of this Lease.

Name of Company: Steinway, Inc.

[Signature] 3/23/99  
Signature of ~~Principal/Owner~~ Chief Financial Officer Date

Attach to this Questionnaire (1) your most recent IA-5 form and (2) completed Employment Questionnaire(s) and IA-5 form(s) from your Tenant(s). Attach additional pages if necessary.