

# 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                              
                                                 Small Industry Incentive Program          
                                                 Industrial Incentive Program               

(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? \_\_\_\_\_

### I. Applicant Information

Applicant's Name:	Showman Fabricators, Inc.		
Address:	29 Imlay Street, Brooklyn, NY 11231		
Phone/Fax Numbers:	(718) 935-9899	(718) 855-9823	
IRS Employer ID Number:	11-2806247		
S.I.C. Code:	1531		
NY State Dept. of Labor Number (if applicable)			

Officer of Applicant completing this application (contact person):

Name: Robert Usdin Title: President  
Phone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Applicant's operation:    Manufacturing    Service    Wholesale    Other

Brief description of business: Scenery & display Manufacturer for theatre, TV  
& museums.

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: NY

States in which Applicant is qualified to do business: Nationwide

Applicant's Attorney: Name: Jacob Steiner Phone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Firm and Address: 3 New York Plaza, New York, NY 10004

Applicant's Accountant: Name: Frank Sluter Phone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Firm and Address: \_\_\_\_\_

**II. PROJECT INFORMATION**

1. Please briefly describe the proposed project; if machinery and equipment is to be acquired, please list the type:  
Acquisition of a 77,000 square foot building  
and renovations.

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>5,300,000</u>	Bonds	<u>                    </u>
New Construction	<u>                    </u>	Loans (Please Identify Sources)	<u>3,900,000</u> Amalgamated
Renovations/Building Improvements	<u>4,00,000</u>	Company funds	<u>400,000</u>
Machinery/Equipment	<u>                    </u>	Officer Equity/Loans	<u>                    </u>
Showman 75,000	<u>                    </u>	Other Sources (Please Identify)	<u>1,000,000</u>
Fees/Other Soft Costs	<u>135,000</u>		
Union Local 4 60,000	<u>                    </u>		
Other (explain)	<u>                    </u>		
<b>Total Project Costs</b>	<b><u>5,835,000</u></b>	<b>Total Project Sources</b>	<b><u>5,835,000</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
47-22 Pearson Place	99	54,000	77,000	NA	1	M
Long Island City, NY	lot 10					
11101						

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
NA				

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

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

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
Robert Usdin	Pres.	117 Berkley Place Brooklyn, NY 11217	[REDACTED]	[REDACTED]
Michael Cioffi	V.P.	28 Warren Place Brooklyn, NY 11201		

11. Major Customers

Company Name	Address	Phone/Fax	Contact Person	Percent of Sales
CNBC	Fort Lee, NJ	[REDACTED]	[REDACTED]	[REDACTED]
MSNBC	Seacaucus, NJ			
CNN	Atlanta, Georgia			
Lincoln Center Theater	New York, NY			

12. Major Suppliers

Company Name	Address	Phone/Fax	Contact Person
Tulnoy Lumber	Bronx, NY		
I. Weiss	LIC, NY		
Rose Brand Textiles	1		
Atlas Materials			

13. Unions

Union	Address	Phone/Fax	Contact Person	Contract Expiration
Theatrical Stage Employees Local No. 4	2917 Glenwood Rd Bklyn, NY 11210			
United Scenic Artists Local 829	16 West 61st St. New York, NY 10023			

14. Banks

Bank Name	Contact Person	Phone/Fax	Type of Account
Merill Lynch	Matt Kammer		

#### 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: \_\_\_\_\_

Certification By: \_\_\_\_\_

  
Signature of Chief Executive Officer

ROBERT WAIN  
Printed Name

Attested By: \_\_\_\_\_

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

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





June 17, 2002

Ms. Carolyn Edwards  
New York City IDA  
Economic Development Corp.  
110 William Street  
New York, NY 10038

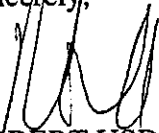
Dear Ms. Edwards:

Our company is a leading fabricator of scenery for Broadway and off Broadway, cable and network television, museums, corporate events, and architectural events. We have over 128 employees operating in six locations in Red Hook, Brooklyn and Queens. We are at a point where we must find a single consolidated location so that we can become more efficient. We looked at various buildings to see which jurisdiction would be most cost effective including Newark, Secaucus, and Clifton, New Jersey as well as in Brooklyn and Queens. Our employees are represented under two different collective bargaining agreements. The union that represents more than 50 employees felt threatened by our possible relocation to New Jersey. Consequently Theatrical Stage Employees Union Local 4, decided to offer our company financing to help the employees stay in New York City. Initially we were not going to take them up on their offer but then the events of September 11, 2001 and the impact on our revenues made their offer more attractive. Coupled with the significant benefits of an IDA project, the acquisition of 47-22 Pearson Place, Long Island City became even more attractive.

If it were not for the New York City IDA we could not go through with this acquisition. Our industry is very cost competitive. Our numerous competitors are located in Yonkers, New Jersey, Canada, and out West where it is far less expensive to operate, not only in terms of labor costs and electricity, but also real estate costs. The most expensive property that we looked at in New Jersey was \$3,500,000, much less than we are entertaining now. Operating in New Jersey would present no difficulties for us. Currently we "breakdown" the scenery that we construct, pack it into trucks, and drive through the tunnels and over the bridges to the locations in Manhattan where they are reassembled. This same process would occur if we were located in New Jersey.

We hope that the New York City IDA will approve our project so that we can keep our 128 employees in New York City. We are a growing company that would look forward to remaining in New York City and create ten new jobs within the next several years. We appreciate your consideration of our request.

Sincerely,

A handwritten signature in black ink, appearing to read 'RU', with a stylized flourish at the end.

ROBERT USDIN  
President

RU/cem

(2002 Spring/Showman Fab./C. Edwards, 6/5)