

**CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
APPLICATION FOR FINANCIAL ASSISTANCE**

Please answer all questions either by filling in the blanks or by attachment where necessary. All information will be kept confidential.

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**A. APPLICANT DATA**

Company Name: **Grober Inc.**

Address 1: 162 Savage Dr.

Address 2:

City/State/ZIP: Cambridge

ONTARIO N1T 1S4

Contact Person: P. Jurian Bartelse

Title: US Operations Vice President

Contact Telephone: 585-313-8466

Contact Fax:

Contact Email: [pjbartelse@grober.com](mailto:pjbartelse@grober.com)

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**Attorney:** Jared Lusk

Firm: Nixon Peabody LLP

Phone: 585-263-1140

Email: [jlusk@nixonpeabody.com](mailto:jlusk@nixonpeabody.com)

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**Accountant:** Greg McCauley

Firm: Ernst & Young

Phone: 519-571-3319

Email: [greg.j.mccauley@ca.ey.com](mailto:greg.j.mccauley@ca.ey.com)

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Business Type: Sole Proprietorship

If other, describe:

If a corporation, incorporated in what state?

Principal Officers, Partners or Shareholders with 15% or greater interest in Applicant organization:

<b>Name</b>	<b>Mailing Address</b>	<b>Telephone #</b>
Jurianus Bartelse	415 Dobbie Dr. Cambridge, Ontario N1T 1S9	519-622-2500 ext. 202

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*Attach additional sheets if necessary.*

## B. PROJECT DATA

1. a. Provide a narrative description of your project. Include major elements such as new construction, acquisition of existing building, acquisition of equipment, and proposed product lines. Also, indicate square feet by usage (e.g., office, laboratory, manufacturing), type construction, etc. In the case of pollution control project, also indicate the type of pollutants to be treated or removed and the type of process to be employed. *Attach additional sheets if necessary.*

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Grober plans to construct and operate an ingredient drying and feed blending facility. The project includes the construction of a new 60,000 sq.ft. facility. The facility will be comprised of a 30,000 sq ft production area that has 65 ft high ceilings where the ingredients will be dried and adjacent to the dryer will be the mixer for blending. In addition to the production area, we plan to build a 25,500 sq ft warehouse and a 2,000 sq ft office, a 2,000 sq ft worker welfare area, and a 500 sq ft lab. Product lines will include a full line of calf milk replacers, some niche market milk replacers, and some dry fat powder commonly called 7/60. Milk replacers will be marketed directly to distributors and farms, while dry fat powder will be marketed to other manufacturers of animal feeds.

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Waste generated by the plant will include wash water. We plan to discharge our wash water into Cayuga Milk Ingredients water treatment plant. Volumes are still to be determined. We will also be venting recycled air from the dryer.

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Equipment that will need to be acquired include a Filtermat spray dryer. We have identified a used unit that we are interested in acquiring. We will need to install a Forberg paddle mixer for the feed blending. We will need feed elevators, silos and bagging equipment. We will also need to purchase a used evaporator which will be used to condense any liquid ingredients that need to be concentrated before being dried. Finally, we will need to purchase a variety of stainless steel silos. Two large vertical silos for the milk and whey ingredients, and about 5 smaller silos for fat storage.

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b. Is any component of this Project a retail operation? **No**

If yes, what percentage is considered retail? %

2. a) Location of project including the City, Town, or Village within which it is located.

Street Address: Eagle Drive

City/State/ZIP: Auburn, NY 13021

Tax Map ID (if available): 114.00-3-7 1

- b) Attach map showing the general location of the project.
- c) If this project will result in closing or relocating from an existing facility, is the move necessary in order to remain competitive? **No**
3. Attach copies of preliminary plans or sketches of proposed construction, site plans or floor plans of existing facility.
4. Utilities on Site:
- |                        |           |                                    |
|------------------------|-----------|------------------------------------|
| a) Water Supply        | Municipal | <b>Describe source / supplier:</b> |
| b) Sewer               | Municipal | <b>Describe other:</b>             |
| c) Electricity Utility | NYSEG     | <b>Describe other:</b>             |
| d) Gas Utility         | NYSEG     | <b>Describe other:</b>             |
5. Who presently is legal owner of the project building or site described in # 2 above?  
IDA
6. Is there an existing or proposed lease for the project? **No**. If yes, attach a copy of the lease.

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## C. PAYROLL INFORMATION

1. Annual Payroll	\$0.00
Present Payroll	\$0.00
First Year After Completion of Project	\$560,000.00
Second Year After Completion of Project	\$1,140,000.00
2. Employment Plan- Complete Appendix I	

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**D. PROJECT COSTS****1. Give an accurate estimate of the following costs:**

Land	250,000
Building Construction	7,082,505
Site Work	1,140,000
Legal Fees (Other than Company's Attorney)	50,000
Engineering Fees	200,000
Financial Charges	200,000
Machinery & Equipment	3,300,000
Agency Fee	91,669
Other (Describe: )	
Subtotal:	\$ 12,314,174

2. Total Funds Required: \$12,314,174.00 Term: \_\_\_\_\_

3. Has the Applicant ever applied to this or any other issuer of Industrial Revenue Bonds for financing? **No**

If yes, explain:

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**E. INDICATE THE TYPE(S) OF ASSISTANCE APPLIED FOR:**

<u>Yes</u>	Real Property Tax Abatement
<u>No</u>	Issuance by the Agency of Tax Exempt Bonds
<u>Yes</u>	Mortgage Tax Exemption
<u>Yes</u>	Sales and Usage Tax Exemption
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**F. PROJECT CONSTRUCTION SCHEDULE**

1. Provide an accurate estimate of schedule to complete Project.

Attached

2. At what times and in what estimated amounts will funds be required?

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**G. COMPANY FINANCIAL INFORMATION ATTACHMENTS:**

1. Copies of two most recent financial statements.
2. Copy of most recent Annual Report, or for new ventures, attach your business plan.
3. As available, sales and income projections for future years.

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**H. ENVIRONMENTAL INFORMATION**

Has a copy of the Environmental Assessment Form been completed and submitted? **No**

If yes, attach a copy.

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**I. REMARKS OR COMMENTS:**

Please feel free to provide additional information that might be of assistance to the Agency in making a decision on your application.

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**J. APPLICATION/PUBLIC HEARING FEES:**

After the application has been reviewed and the Agency has agreed to schedule a public hearing, the project will be scheduled to appear before the full Agency Board for action. At the time the application is submitted to the Agency Board, an application fee of \$250 is due.

Send your completed application to:

**CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

C/O Cayuga Economic Development Agency

2 State Street

Auburn, NY 13021

ATTENTION: Andrew Fish, Executive Director, CCIDA

Email Applications (scanned PDFs) may be sent to: [director@cayugaeda.org](mailto:director@cayugaeda.org)

Telephone: (315) 252-3500

**The Agency will collect a fee of three quarter of one percent at the time of closing.**

## K. ESTIMATED FINANCIAL BENEFITS TO COMPANY

### *Note to Applicant:*

*CCIDA staff will work with applicants to identify potential IDA benefits upon receipt of a completed preliminary application and application fee, using the information contained in the preliminary application and discussions with the applicant. Therefore, please do not complete this section when submitting the application.*

*For information on town, city, school and special district tax rates, visit*

<http://www.cayugacounty.us/Portals/0/realproperty/Documents/ratechart.pdf>

### **1. Sales and Use Tax Exemption**

a. Amount of Project Cost Subject to Tax: \$ \_\_\_\_\_  
Applicable sales and use tax rate: x .08

b. Financial benefit if fully exempt: \$ \_\_\_\_\_

### **2. Mortgage Recording Tax Exemption**

a. Projected amount of Mortgage: \$ \_\_\_\_\_

Mortgage recording tax rate: \$\_\_ x .01 = \$

b. Financial benefit if fully tax exempt: \$ \_\_\_\_\_

### **3. Payment of Lieu of Taxes (PILOT) \***

a. Investment in real property \_\_\_\_\_

b. Equalization rate \_\_\_\_\_

c. Probable assessed value \_\_\_\_\_

d. Total applicable tax rates per \$1000 \_\_\_\_\_

e. Total taxes ( c x d ) \_\_\_\_\_

f. Proposed exemption rates: \_\_\_\_\_ / \$1000

g. PILOT payments ( e x f ) \_\_\_\_\_

h. Financial benefit of PILOT ( e-g ) \_\_\_\_\_

\* Cayuga County IDA Staff will work with application to assess potential PILOT benefits.

## APPENDIX I - EMPLOYMENT PLAN (PART 1)

Company Name:	<b>Grober Inc.</b>		
Address 1:	162 Savage Dr.		
Address 2:			
City/State/ZIP	Cambridge,	ONTARIO	N1T 1S4
Type of Business:	Sole Proprietorship		
Contact Person:	P. Jurian Bartelse	Title:	US Operations Vice President
Contact Telephone:	585-313-8466	Contact Fax:	
Contact Email:	pjbartelse@grober.com		

1. Complete this chart describing your projected employment plan following receipt of financing.

Job Title of Current and Planned Full Time Occupations in Company	Current # Full Time Jobs per Occupation	Estimated # of Full Time Jobs after Completion of the Project		
		1st Year	2nd Year	3rd Year
General Manager	0	1	0	0
Operations Manager	0	1	0	0
Supervisor	0	1	1	0
Lead Hand	0	2	1	0
Quality Control	0	0	1	0
General Labor	0	4	4	1
Maintenance	0	1	1	0
Mechanical Engineer	0	0	0	1
Office Manager	0	0	0	1
Office Administrator	0	1	1	2
Sales	0	1	1	2
Customer Service	0	0	1	0
Middle Management	0	0	2	2
	0	0	0	0

*Attach additional Sheets if required.*

2. Are the employees of your firm currently covered by a collective bargaining agreement? **No**

If yes, enter the Union Name and Local

List the union contact person, address, phone #:

3. Indicate whether labor pool in Cayuga County is adequate to fill new jobs. **Yes**

If no, explain why not:

Under New York State Municipal Law, an IDA must consider project elements like job creation and job retention when approving projects.

Prepared by: Pieter J. Bartelse

Title: US Operations Vice President

Signature: \_\_\_\_\_

*P.J. Bartelse*

Date: \_\_\_\_\_

*4/5/15*

## APPENDIX I - EMPLOYMENT PLAN (PART II)

In consideration of the issuance of Industrial Development bonds by the Cayuga County Industrial Development Agency, **Grober Inc.**, project beneficiary, agrees to cause any new employment opportunities created in connection with industrial or commercial projects financed by the proceeds of such obligations to be listed with the New York State Department of Labor Community Services Division (DOL) and with the Cayuga County Employment and Training Department.

**Grober Inc.**, project beneficiary, also agrees to report to the Cayuga County Industrial Development Agency on or before September 1 of each year on the status of employment opportunities filed with DOL, including the number of new employment opportunities created, the number listed, and the number filled.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

(Company Officer)

Address: \_\_\_\_\_

162 Savage Dr.

Cambridge, Ontario

CANADA NIT 154

Phone: \_\_\_\_\_

519-622-2500 ext. 202

Email: \_\_\_\_\_

jhartelse@grober.com



## APPLICATION CERTIFICATION

### CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Each Applicant must complete one of the two certifications below (strike the section not used):

#### Corporate Applicants:

JEFF BARTLESE Name \_\_\_\_\_ deposits and says that s/he is the  
CEO Title \_\_\_\_\_ of GROBBER INC Corporation Name \_\_\_\_\_

the corporation named in the attached application; s/he has read the foregoing and knows the contents thereof; that the same are true to his/her knowledge. S/he further deposes and says that s/he is authorized by the corporation (the "Applicant") to submit to application and incur the following legal obligations on its behalf.

#### Individual Applicants:

\_\_\_\_\_  
Name \_\_\_\_\_ deposes and says that s/he is submitting  
this application on behalf of \_\_\_\_\_ (the Applicant) That s/he has read the foregoing  
and knows the contents thereof; that the same are true to his/her knowledge, or are the result of investigation,  
which deponent has caused to be made concerning the subject matter of the application.

All applicants do agree to the following:

Deponent acknowledges and agrees that the Applicant shall be and is responsible for all costs incurred by the Cayuga County Industrial Development Agency (Hereinafter referred to as the "Agency") in processing the application, in negotiating with the Applicant and others, in preparing necessary financing documents, and in taking any other action necessary or appropriate toward the issuance of Bonds to provide the financing requested in this application. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action or withdraws, abandons, cancels, or neglects the application or if the Agency or Applicant is unable to find buyers willing to purchase the total Bond issue, then upon presentation of invoice, Applicant shall pay to the Agency, its agents, or assigns all actual costs incurred by the Agency with respect to the application, up to that date and time, including fees of bond counsel for the Agency and fees of general counsel for the Agency.

The costs incurred by the Agency and paid by the Applicant, including fees of the Agency's bond counsel and general counsel and the Agency fee, may be considered as a cost of the Project and included as part of the Bond issue to the extent provided by law.

Sworn to before me this 5<sup>th</sup>  
day of April, 20 15  
John C. Palozzi  
Notary Public

JOHN C. PALOZZI  
Notary Public, State of New York  
Monroe County  
Commission Expires 10/7/18

## HOLD HARMLESS AGREEMENT

Applicant hereby releases the Cayuga County Industrial Development Agency and its members, officers, servants, agents and employees thereof (the "Agency"), and agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and /or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorney's fees and any other expenses incurred without limiting the generality of the foregoing, all causes of actions and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If for any reasons, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all costs incurred by the Agency in the processing of the application, including attorney's fees, if any.

GROPER INC  
(Applicant)

By:

Name: TERRY BARTELCE

Title: CEO

Sworn to before me this 5<sup>th</sup>  
day of April, 20 15  
John C. Palozzi  
Notary Public

JOHN C. PALOZZI  
Notary Public, State of New York  
Monroe County  
Commission Expires 10/7/18