

Application Title

Cameron International Corporation (Compression Division)

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Total Project Cost **6560652**

Applicant Name **Cameron International Corp.(Compression Division)**

Applicant Address **3101 Braodway Street Buffalo, NY 14227**

Phone **716-896-6600**

Fax **716-891-3937**

E-mail **don.schad@c-a-m.com**

Website **http://intranet.c-a-m.com**

Fed ID# **76-0451843**

Individual Completing Application

Name **Donald Schad**

Title **Senior Plant Engineer**

Address **3101 Broadway Street buffalo, NY 14227**

Phone **716-891-3805**

Fax **716-891-3937**

E-Mail **don.schad@c-a-m.com**

Company Contact (if different from individual completing application)

Name

Title

Address

Phone

Fax

E-Mail

Company Counsel

Name of Attorney **Bruce Himmelreich**

Firm Name **Associate General Counsel Cameron**

Address **11210 Equity Drive, Houston Texas 77041**

Phone **832-619-7106**

Fax **832-619-7110**

E-Mail **bruce.himmelreich@c-a-m.com**

Identify the assistance being requested of the Agency

Exemption from Sales Tax	Yes
Tax Exempt Financing	No
Exemption from Mortgage Tax	No
Exemption from Real Property Tax	No
Assignment/Assumption of existing PILOT benefits	No

Business Organization

Type of Business	Corporation
Year Established	1994
State of Organization	Delaware

List all stockholders, members, or partners with % of ownership greater than 20%
Please include name and % of ownership.

There no Stock holders that own 20% or more shares in the corporation.

Business Description

Describe in detail company background, products, customers, goods and services

Facility as existed at the 3101 Broadway location since 1955. It was Joy Manufacturing from 1955 to 1986, then Cooper Turbocompressor from 1986 to 1995 and then Cameron Compression since 1995. The facility has manufactured, assembled and tested compressors for plant air and air separation applications. Current product lines include compressors for Plant air, air separation and now gas applications. major customers include Praxair, Linde, Air Liquid and Air Products

Estimated % of sales within Erie County	.5%
Estimated % of sales outside Erie County but within New York State	.1%
Estimated % of sales outside New York State	31%
Estimated % of sales outside the U.S.	68.4%

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? (You may be asked to provide supporting documentation of the estimated percentage of local purchases)

33%, \$38,353,209.18 to firms in Erie Ccounty

Section II: Project Description & Details

Location of proposed project facility

Address **3101 Broadway Street**
 City **Buffalo**
 State **New York**
 Zip Code **14227**
 SBL Number **SBL.102.04-3-17.1, .2 .3 and .112 .122 & .123**
 Town/City/Village **Cheektowaga**
 School District **Cheektowaga**
 Present Project Site Owner **Cameron International Corporation**

Please provide a brief narrative of the project

The Facility is separating our 6,500 hp and 11,000 hp test stands so, they can be run at the same time to improve test productivity and improve customer on time shipments. The first phase of the project is to expand our current substation to allow another feed line to the 6,500 hp test stand and also provide infrastructure for future expansion. This phase has been approved by Cameron for 2.6 million in capital expenditures and is in the design phase. The second phase is to install a new drive for the 6,500 hp stand and a new cooling tower to complete the separation of the Test stands. This has been submitted to corporate for 3.9 million in capital and is waiting for approval.

Site Characteristics

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

No

If yes, please explain

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site? (If yes, please provide copy)

No

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

No

If yes, please provide copies of the study.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Yes

If yes, please attach additional documentation describing the efficiencies achieved.

Does or will company perform substantial research and development activities on new products/services at the project

location?

Yes

If yes, please explain

The work performed at Cameron and the equipment produced is very customized in nature and always involves some R&D or highly engineered work to produce the compressors for customers.

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

10% of the operating expenses used for R&D

Explain why IDA participation is necessary for this project to proceed. Focus on competitiveness issues, project shortfalls, etc.

Cameron is making a 6.5 million dollar investment to the Facility. We will be employing local contractors for construction of substation and installation of equipment (Ferguson Electric) and construction of the Cooling Tower and related construction items (Lehigh Construction). looking for assistance with sales tax on capital purchases. The compressor industry is very competitive, by upgrading the infrastructure should help Cameron plant stay modern and keep it at the forefront of growth within Cameron system.

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition	\$ 0
0.00 acres 0.00 square feet	
New Building Construction	\$ 3047776
3000.00 square feet	
New Building addition(s)	\$ 185100
1600.00 square feet	
Renovation	\$ 80000
600.00 square feet	
Manufacturing Equipment	\$ 2113776
Non-Manufacturing Equipment: (furniture, fixtures, etc.)	\$ 0
Soft Costs: (professional services, etc.)	\$ 272000
Other Cost	\$ 862000

Explain Other Costs Costs for poles and wire for feed line from the substation plus the labor for installing this equipment.

Total Cost 6560652

Project Refinancing (est. amount) 0

Select Project Type (check all that apply)

Yes Industrial	No Multi-Tenant	No Mixed Use
No Acquisition of Existing Facility	No Commercial	No Facility for the Aging
No Housing	No Back Office	No Civic Facility (not for profit)
No Equipment Purchase	No Retail	No Other

SIC Code

NAICS Code 333912

For proposed facility please include # of sq ft for each of the uses outlined below

		Cost	% of Total Cost
Manufacturing/Processing	3300 square feet	0	0
Warehouse	0 square feet	0	0
Research & Development	0 square feet	0	0
Commercial	0 square feet	0	0
Retail	0 square feet	0	0
Office	0 square feet	0	0
Specify Other	0 square feet	0	0

Utilities and services presently serving site. Provide name of utility provider

Gas

Electric Size

Water Size

Sewer Size

Other (Specify)

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

What is your project timetable (Provide dates)

Start date : acquisition of equipment

2014-09-25

End date : Estimated completion of project

2015-08-01

Project occupancy : estimated starting date of operations

2015-09-01

Have site plans been submitted to the appropriate planning department for approval?

Yes

Have any expenditures already been made by the company?

Yes

If yes, indicate particulars (ECIDA benefits do not apply to expenses incurred prior to Board approval)

For the engineering and design of the substation. PO was issued on 5/20/14. Design process will take 10-12 weeks.

Is project necessary to expand project employment?

No

Is project necessary to retain existing employment?

No

Employment Plan (Specific to location):

	Current # of jobs at project location or to be relocated at project location	If project is to retain jobs, number of jobs to be retained	Total # of jobs 2 years after project completion
Full time	584	100	0
Part time	0	0	0
Total	584	100	0

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address	Current # of jobs at project location or to be relocated at project location	If project is to retain jobs, number of jobs to be retained	Total # of jobs 2 years after project completion
300 Airborne Parkway, Cheektowaga NY 14225			
Full time	35	0	0
Part time	0	0	0
Total	35	0	0

Payroll Information

Annual payroll

47306300

Estimated average annual salary of jobs to be retained

66820

Average estimated annual salary of jobs to be created

0

Estimated salary range of jobs to be created

From **0** To **0**

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

Yes

If yes, please explain and identify out-of-state locations investigated

This project allows the Facility to stay competitive in the market place by improving test productivity which will improve on on time shipments to our customers.

Were you offered financial assistance to locate outside of New York State?

No

If yes, from whom and what type of assistance was offered

What competitive factors led you to inquire about sites outside of New York State?

Have you contacted or been contacted by other economic or governmental agencies regarding this project?

Yes

If yes, please indicate the Agency and nature of inquiry below

Yes, National Grid capital project assistance

Section III: Adaptive Reuse Projects

Are you applying for a tax incentive under the Adaptive Reuse Program?

No

What is the age of the structure (in years)?

0.00

If yes, number of years vacant?

0

Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)

<BLANK>

Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)

<BLANK>

Does the site have historical significance?

<BLANK>

Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rates compared to regional industrial averages)

Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide the ECIDA with documentation of this support in the form of signed letters from these entities

Please indicate other factors that you would like the ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site or structure is presently delinquent in property tax payments

Section IV: Retail Determination

Will project involve the sales of goods or services to customers who personally visit the facility?

Yes

If yes, complete the Retail Questionnaire Supplement below.

Will any portion of the project consist of facilities or property that is primarily used in making sales of goods or services to customers who personally visit the project site?

Yes

If the answer is yes, please continue.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?

20.00 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

Will the project be operated by a not-for-profit corporation?

No

Is the project likely to attract a significant number of visitors from outside the economic development region in which the project will be located?

No

If yes, please provide a market analysis or other documentation supporting your response.

Would the project occupant, but for the contemplated financial assistance from the industrial development agency, locate the related jobs outside the State of New York?

No

If yes, please provide documentation regarding investigation of sites outside New York State.

Is the predominant purpose of the project to make available goods or services which would not otherwise be reasonably accessible to the residents of the project municipality?

No

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York?

Yes

Is the project located in a Neighborhood Redevelopment Area?

No

Section V: Inter-Municipal Move Determination

Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?

Within New York State No

Within Erie County No

If EITHER IS YES, please complete the following. If BOTH ARE NO, please 'save and continue' to the next section (Section VI: Facility Type - Single or Multi Tenant).

The Agency is required by state law to make a determination that Agency assistance is required to prevent the project occupant from relocating out of the state, or to preserve the project occupant's competitive position in its respective industry.

Will the project result in a relocation of an existing business operation from the City of Buffalo?

<BLANK>

If yes, please explain the factors which require the project occupant to relocate (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc...)

If the project occupant is currently located in Erie County and will be moving to a different municipality, has the project occupant attempted to find a suitable location within the municipality?

<BLANK>

Is the project reasonably necessary to preserve the project occupant's competitive position in its industry?

<BLANK>

If yes, please explain and provide supporting documentation

What factors have lead the project occupant to consider remaining or locating in Erie County?

What is going to happen to the current facility that project occupant is located in?

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

Section VI: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

For Single Use Facility

Occupant Name **Cameron Compression**
Address **3101 Broadway Street**
Contact Person **Don Schad**
Phone **716-891-3805**
Fax **716-891-3937**
E-Mail **don.schad@c-a-m.com**
Federal ID # **76-0451843**
SIC/NAICS Code

Multi-Tenant Facility

Please explain what market conditions support the construction of this multi-tenant facility

Have any tenant leases been entered into for this project?

<BLANK>

If yes, please list below and provide square footage (and percent of total square footage) to be leased to tenant and NAICS Code for tenant and nature of business

Section VII: Environmental Questionnaire

General Background Information

Address of Premises

3101 Broadway Street Buffalo, NY 14227

Name and Address of Owner of Premises

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

The facility sits on 54 acre site on Broadway street. The site is basically a flat terrian and the buildings occupy 273,000 square feet of the site. another 20-30% of the site is asphalt and the remainder of the site is grassy, woods and large drainage pond which is at the southern section of the property.

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

Original startup the facility was in 1955 under the Name Joy Manufacturing. Since then there have been expansions and additions added in 1959, 1964, 1971, 1974, 1978, 1981, 1996, 1997, 2008 and 2013.

Describe all known former uses of the Premises

Farm land

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

No

If yes, describe and attach any incident reports and the results of any investigations

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

Yes

If yes, provide the Premises' applicable EPA (or State) identification number

NYD002107209

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

Yes

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

Nexeo

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

Stormwater - SPDES permit. Sanitary sewer- no permit required

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

Yes

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

none

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

<BLANK>

if yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise. Have there been any PCB spills, discharges or other accidents at the Premises?

No

if yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

Yes

if yes, please identify the materials

Chrysotile