



North Youngmann Commerce Center

■ Section I: Applicant Background InformationApplicant Information - Company Receiving Benefit

Applicant Name	Unifrax 1 LLC
Applicant Address	600 Riverwalk Parkway, Suite 120, Tonawanda NY 14150
Phone	716-696-3004
Fax	716-696-3080
E-mail	mtravers@unifrax.com
Website	Unifrax.com
Federal ID#	34-1535916
NAICS Code	327993
Will a Real Estate Holding Company be utilized to own the Project property/facility	No

Individual Completing Application

Name	David Ricketts
Title	Project Manager
Address	330 Fire Tower Dr. Tonawanda NY 14150
Phone	716 -696 -3049
Fax	716-696-3080
E-Mail	dricketts@unifrax.com

Company Contact (if different from individual completing application)

Name	Mark Travers
Title	Director Engineering- Americas
Address	360 Fire Tower Drive, Tonwanda NY 14150
Phone	716-696-3004
Fax	716-696-3080
E-Mail	mtravers@unifrax.com

Company Counsel

Name of Attorney Terrence M. Gilbride
 Firm Name Hodgson Russ LLP
 Address The Guaranty Building 140 Pearl Street, Suite 100 Buffalo, NY 14202
 Phone 716-848-1236
 Fax 716-819-4625
 E-Mail terry_gilbride@hogsonruss.com

Identify the assistance being requested of the Agency

Exemption from Sales Tax Yes

Tax Exempt Financing* No

* (typically for not-for-profits & small qualified manufacturers)

Exemption from Mortgage Tax Yes

Exemption from Real Property Tax Yes

Tax Exempt Financing* No

* (typically for not-for-profits & small qualified manufacturers)

Business Organization

Type of Business Limited Liability Company
 Year Established 1996
 State of Organization Delaware

List all stockholders, members, or partners with % of ownership greater than 20%

Please include name and % of ownership.

Unifrax 1 LLC is a 100% owned subsidiary of Unifrax Holding Co. There are no shareholders.

Applicant Business Description

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility

Unifrax 1 LLC., has corporate headquarters located in Tonawanda, New York, Unifrax has 28 worldwide manufacturing facilities located in the U.S., Europe, Asia, South Africa and Latin America. Unifrax currently employs 378 at three facilities in New York State. Unifrax is a leading producer of high temperature insulation products for a wide variety of industrial applications. Since 1942, Unifrax high temperature insulation products have been providing heat management solutions in a wide range of markets. Our commitment to the high temperature insulation market is evident, with over 50 product forms, including bulk fiber, blankets, boards, modules, papers and felts, woven textiles, ropes and braids, coatings and mixes, and accessory products. Unifrax fiber products are used to solve application problems in the ferrous and non-ferrous metals, industrial chemicals, petroleum products, power generation, ceramic, glass, automotive, fire protection, aerospace, appliance and other industries. With corporate headquarters located in Tonawanda, New York, Unifrax has three U.S. manufacturing facilities - located in Tonawanda and Sanborn, New York; and New Carlisle, Indiana. The Tonawanda, New York manufacturing facility is ISO/TS-16949:2002 certified for the design and manufacture of ceramic fiber high temperature insulation products such as non-woven papers, felts and boards for use in automotive applications. TS-16949 is the automotive industry's adaption of ISO 9000, an international quality system standard for suppliers designed to promote common quality standards worldwide. The other facilities, including Tonawanda have achieved ISO 9001:2000 certification for the manufacture of ceramic fiber high temperature insulation products used in industrial applications. The New Carlisle, Indiana manufacturing facility produces bulk fiber, blanket, modules, vacuum cast boards and specialty products, woven and spun textiles, and fabricated products. Additionally, Sanborn, New York produces Fibermax high temperature fiber. Unifrax acquired three leading North American vacuum forming businesses in 2011, with manufacturing facilities in Ohio and specializing in the development, manufacture and sale of fiber-based value add shapes. Unifrax European Headquarters is located in Lorette, France. Manufacturing facilities are located in France, UK, Germany, India, Brazil, Australia, China, South Africa, Austria, and Czech Republic. All Unifrax manufacturing facilities have achieved current ISO certifications and comply

with all appropriate quality standards expected for production of high temperature insulation. Unifrax employs more than 1,600 people worldwide with 28 manufacturing facilities and various regional and sales locations in the United States, Europe, Asia, South Africa and Latin America. Together they provide customers with accessibility to high temperature insulation products, service and technical support from an experienced and knowledgeable team application specialists. Unifrax's commitment to customer satisfaction continues the tradition of supplying quality products which meet our customers' high temperature insulation application, while maintaining the strong spirit of innovation that has always been a hallmark of our business. This focus on providing innovative products and services continues to position us as a leader in our industry. Outstanding customer service and knowledgeable technical support continue to be the cornerstones of our success. The Unifrax culture is one that places a high value on quality and integrity in every aspect of the business operation. This is apparent in the roles that Unifrax has as an active and responsible corporate citizen within the communities in which it operates, helping to create stable work environments, supporting local businesses, and contributing financial and volunteer support to community based organizations and events. Unifrax produces the very highest quality high temperature insulation products available and excels in customer support and service. Unifrax currently manufactures highly engineered ceramic fiber at its Tonawanda facility. The product is used for high temperature insulation applications in automotive, refractory and a variety of manufacturing industries. Products from the Tonawanda facility are shipped world-wide.

Estimated % of sales within Erie County	.05%
Estimated % of sales outside Erie County but within New York State	.25%
Estimated % of sales outside New York State but within the U.S.	60.8%
Estimated % of sales outside the U.S.	38.9%

(*Percentage to equal 100%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases

Approximately 18%

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Town of Tonawanda

Will the Proposed Project be located within the Municipality, or within a Municipality, identified above?

Yes

In which Municipality will the proposed project be located

Tonawanda

Address

North Yourgmann Commerce Center Business Park, Tonawanda NY

If the Proposed Project is located in a different Municipality than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If Yes, you will need to complete Section V of this Application)

SBL Number for Property upon which proposed Project will be located

Unknown at this time.

What are the current real estate taxes on the proposed Project Site

Unkown at this time.

Assessed value of land

\$219,960 (Estimated at 47% of full market value)

Assessed value of building(s)

\$1,974,000 (Estimated at 47% of full market value)

Are Real Property Taxes current?

No, property is currently not on the tax roll

If no please explain

Property is currently owned by the Town of Tonawanda.

Town/City/Village of Project Site

Town of Tonawanda

School District of Project Site

Ken-Ton

Does the Applicant or any related entity currently hold fee title to the Project site?

No

If No, indicate name of present owner of the Project Site

Town of Tonawanda

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the Proposed Project site

The North Youngmann Commerce Center is a newly developed green field industrial park offered by the Town of Tonawanda.

Please provide narrative of project (new build, renovations, and/or equipment purchases). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

Unifrax has been making a polycrystalline fiber product jointly developed with ITM which is currently being manufactured in Japan. Demand is now exceeding production capacity and we are looking to either expand the Japanese plant; site a new manufacturing plant at one of our global locations (Europe, Asia, South Africa and Latin America) or in the US to manufacture this product. If located in NY, this project will create a minimum of 25 new high paying advanced manufacturing jobs. We are considering a location at the North Youngmann Commerce Center for this new manufacturing plant. The project will consist of the installation of new production equipment within the newly 76,000 sqft industrial building.

Describe the reasons why the Agency's Financial Assistance is necessary and how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

Financial assistance from ECIDA is necessary to position the North Youngmann Commerce Center in a financially economical position to be competitive with other US and abroad proposed sites. In addition to the ECIDA assistance, Unifrax has also filed ESD, NYPA low cost power & National Grid rebate forms. Unifrax has undertaken the development of new product lines as well as experienced increased demand for the newly developed product. We are now forced into expanding our production capacity in order to meet the current demands. Our current production line is located in Japan. Expanding the Japanese site makes economic and labor force knowledge of exiting product lines attractive to the financial position to continue to expand the Japanese location. Unifrax is evaluation sites to globally position our expanded production line in the US and aboard location.

Will project include leasing any equipment?

No

Site Characteristics

Will the Project meet zoning/land use requirements at the proposed location?

Yes

Describe the present zoning/land use

The North Youngmann Commerce Center is a newly created green field industrial park for new business development in Erie County and the Town of Tonawanda.

Describe required zoning/land use, if different

N/A

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

N/A

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?

Yes

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.

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

No

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

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

Yes

If yes, please explain.

Unifrax 1 LLC Corporate research and development will be conducted in our 600 Riverwalk Parkway , Tonawanda NY location. Production run tests will be conducted at production facilities to full test new product developments.

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

Less than 1% at the North Youngmann Commerce Center Site

Select Project Type for all end users at project site (you may check more than one)

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all uses as
identified below.

Retail Sales No

Services No

For purposes of this question, the term "retail sales" means (i) sales by 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), or (ii) sales of a service to customers who personally visit the Project.

Yes **Manufacturing**

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**

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

\$ 468,000

0 square feet

12 acres

New Building Construction

\$ 4,200,000

76,000 square feet

New Building addition(s)

\$ 0

0 square feet

Infrastructure Work

\$ 600,000

Renovation

\$ 0

0 square feet

Manufacturing Equipment

\$ 12,000,000

Non-Manufacturing Equipment: (furniture, fixtures, etc.)

\$ 150,000

Soft Costs: (professional services, etc.)

\$ 600,000

Other Cost \$ 0

Total Cost

\$ 18,018,000

Project Refinancing; estimated amount (for refinancing of existing debt only)

\$ 0

Sources of Funds for Project Costs: Estimated Mortgage

Amount

\$ 0

Lender Name, if Known

Equity

Have any of the above costs been paid or incurred as of the date of this Application?

No

If Yes, describe particulars:

Construction Cost Breakdown:

Total Cost of Construction

\$ 4,950,000

(sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 2,200,000

% sourced in Erie County

15%

% sourced in State

75% (including Erie County)

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit

\$ 2,625,000

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):

\$ 229,687

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

		Cost	% of Total Cost
Manufacturing/Processing	63,500 square feet	\$ 3,360,000	80
Warehouse	13,000 square feet	\$ 714,000	17
Research & Development	0 square feet	\$ 0	0
Commercial	0 square feet	\$ 0	0
Retail	0 square feet	\$ 0	0
Office	2,500 square feet	\$ 126,000	3
Specify Other	0 square feet	\$ 0	0

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

No

Will project result in significant utility infrastructure cost or uses

Yes

What is your project timetable (Provide dates)

Start date : Acquisition of equipment or construction of facilities

10/1/2014

End date : Estimated completion date of project

8/1/2015

Project occupancy : estimated starting date of operations

3/1/2015

Have construction contracts been signed?

No

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

Yes

Has the Project received site plan approval from the appropriate planning department?

Yes

Employment

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

No

Employment Plan (Specific to the proposed project location):

Total # of jobs 2
years after project
completion

	Current # of jobs at proposed project location or to be relocated at project location	If project is to retain jobs, number of jobs to be retained	
Full time	0	0	25
Part time	0	0	0
Total	0	0	25

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

Address	600 Riverwalk Parkway, Suite 120, Tonawanda NY 14150	360 Fire Tower Drive, Tonawanda, NY 14150	
Full time	94	268	0
Part time	0	0	0
Total	94	268	0

Will any of the facilities described above be closed or subject to reduced activity?

No

Payroll Information**Annual Payroll at Proposed Project Site**

\$ 1,262,080

Estimated average annual salary of jobs to be retained

\$ 0

Estimated average annual salary of jobs to be created

\$ 50,483

Estimated salary range of jobs to be created

From \$ 46,104 To \$ 68,000

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

Alternate site(s) for this plant are at Unifrax 1 LLC Indiana plant, Indicon Industrial Park, Niagara County and Japan. Tax abatement, utility infrastructure assistance and economic grants are being offered.

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

Polycrystalline fiber is a product used world wide. Location selection will be depend on all economic factors including and not limited to, low cost power, transportation cost, labor work force education levels, taxation, power infrastructure availability and land availability.

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?

Yes

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

In contact with Empire State Development and Niagara County Industrial Agency.

Do you anticipate applying for any other assistance for this project?

Yes

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)

Low cost power allotment, ESD & National Grid rebate

Section III: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program?

No

Section IV: Retail Determination

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

No

If yes, complete the Retail Questionnaire Supplement below.

Section V: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state? No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state? No

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	Unifrax 1 LLC
Address	600 Riverwalk Parkway, Suite 120, Tonawanda NY 14150
Contact Person	Mark Travers
Phone	716-696-3004
Fax	716-696-3080
E-Mail	mtravers@unifrax.com
Federal ID #	34-1535916
SIC/NAICS Code	327993

Section VII: Environmental Questionnaire

General Background Information

Address of Premises North Youngmann Commerce Center, Tonawanda, NY 14150

Name and Address of Owner of Premises Town of Tonawanda

Premises

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

The proposed new plant project location is located in a newly created industrial park on a dead end road with wetland present on complete industrial park and site parcel(s) selected. The property has access to all major utilities (currently under construction). No structures are present on any part of the newly created industrial park or site Unifrax is proposing for the new manufacturing plant. Structure will be a metal engineered building with some masonry to satisfy the Town of Tonawanda planning board. The proposed site is 12 acres with the construction of a 79,000 sq ft building.

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

No existing building on the North Youngmann Commerce Center site. The proposed site will house the production of polycrystalline fiber products.

Describe all known former uses of the Premises

Brown Field Site. Town of Tonawanda - North Youngmann Commerce Center. Site was originally used as a soil borrow pit for the construction of the 290 Highway. In 1992 DOE designated this site as a formerly utilized site of radiation action program (FUSRAP). The Army Corps of Engineers has cleared the site and no additional remediation is required.

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

Property will be owned by Unifrax 1 LLC

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?

No

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

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

No

If yes, please provide copies of the permits.

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

Modern Corp, Lewiston NY

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

N/A - Plant will be a new facility

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

Sewer - Town Municipal System (Approx 50 GPM maximum) Wet Scrubber -Permitted under sewer discharge

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

All waste water will be PH adjusted and discharged through the Town of Tonawanda's municipal sewer system. Storm water will be discharged into the Town of Tonawanda's storm water system.

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?**

Yes

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

Ventilation Exhaust from process kiln will be passed through a wet scrubber system prior to atmosphere release.

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

Alum Chlorhydrate - ALCH (30 cu meters) Silica SiO₂ - (15 cu meters)

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

No

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?

No

If yes, please identify the materials