

**City of Utica
Industrial Development Agency
Application**

The information required by this form is necessary to determine the eligibility of your project for IDA benefits. Please answer all questions; insert "NONE", or "NOT APPLICABLE", where necessary. If an estimate is given, put "EST." after the figure. Attach additional sheets if more space is needed for a response than is provided. Return three copies of this application to the City of Utica Industrial Development Agency.

Once submitted with the IDA, this Application becomes public information and will be published on the IDA's website. If the applicant deems any information requested to be exempt from FOIL, please answer the question "CONFIDENTIAL" and submit the information on a separate attachment marked confidential and provide the statutory exemption

A project financed through this Agency involves the preparation and execution of significant legal documents. Please consult with an attorney before signing any documents in connection with the proposed project.

**PART I
Applicant**

Applicant's legal Name: Performance Plus Solutions, LLC

Principal Address: 101 Stonebridge Court
New Hartford, NY 13413

Project Address: 20 Harbor Point Road
Utica, NY 13502

Telephone Number(s): 315-525-5016

Federal Identification Number: 45-4426927

Company IRS Filing Office Location: _____

Company Officer completing this application:

Name: Michael Maurizio

Title: President

Phone: 315-525-5016 cell _____ office _____

Email: Mike.maurizio1@gmail.com

1. A. **Is the applicant a:**

(x) Corporation: If YES, Public () Private ()
If a PUBLIC Corporation, on which exchange is it listed?

() Sole Proprietorship
() Partnership
() Subchapter S
() DISC
() Other (specify) _____

B. State of incorporation/organization, if applicable: New York

2. **Stockholders, Directors, Officers, Partners or Members**

A. Provide the following information in regard to principal stockholders or parties:

<u>Name</u>	<u>Home Address</u>	<u>Percentage of Ownership</u>
Michael Maurizio	101 Stonebridge Court, New Hartford, NY	100
_____	_____	_____
_____	_____	_____
_____	_____	_____

B. Provide the following information in regard to officers and directors:

<u>Company Officer</u>	<u>Name and Home Address</u>	<u>Other Principal Business Affiliation</u>
Michael Maurizio	101 Stonebridge Court, New Ha	
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

- C. Is the applicant or any of the persons listed in 2(A) above related, directly or indirectly, to any other entity by more than 50% common ownership? If also, indicate name of such entity and the relationship.

No

- D. Is the applicant affiliated with any other entity, directly or indirectly, other than as indicated in response to paragraph C above? If YES, please indicate name and relationship of such other entity and the address thereof:

NO

3. **Applicant's accountant**

Name and Title: Vincent Gilroy

Name of Firm: Vincent Gilroy

Address: 110 Lomond Ct

Utica, NY 13502

Telephone Number: 3155278190 Email: vin@vgilroycpa.com

4. **Applicant's attorney**

Name and Title: Andrew Kowalczyk

Name of Firm: Kowalczyk LLP

Address: 185 Genesee St

Utica, NY 13501

Telephone: 315-724-3164 Email: ask3@ktdlaw.com

5. **References** (Individuals and institutions in this section may be contacted)

A. Banking/Financial Institution:

<u>Name of Institution</u>	<u>Address and Phone Number</u>	<u>Account Officer/ Contact Person</u>
Key Bank	315-725-9298	John Catera

B. Business suppliers (list three largest accounts)

<u>Name of Supplier</u>	<u>Address and Phone Number</u>	<u>Account Officer/ Contact Person</u>
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C. Major customers (list three largest)

<u>Name of Customer</u>	<u>Address and Phone Number</u>	<u>Account Officer/ Contact Person</u>
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6. **Business Description**

A. Describe nature of business and principal products and/or services:

With our investment in the Harbor Point facility we have secured a long term tenant in eBliss Global. This agreement was reached based on the desire to build a manufacturing, assembly and distribution business that is re-shoring a transportation, lifestyle and health minded product in eBikes. eBliss has an exciting program in place to achieve there goals and bring jobs to Utica.

- B. Describe the geographical market(s) served:
With this project managed by eBliss they will bring 27 jobs to the area over
the next 3 years with a direct impact on the community and with the product
being built we will service communities all over the USA with product made in Utica.

7. **Present location(s) of business operations**

- A. List present location(s):

1. Austin, Texas- eBliss

2.

3.

- B. For what purpose is each of these used?

1. Management offices for eBliss Global

2.

3.

- C. For each of your present locations which are RENTED, provide the following information:

- | D. | <u>Name of Landlord</u> | <u>Landlord's Address</u> | <u>Landlord's
Telephone Number</u> |
|----|-------------------------|---------------------------|--|
|----|-------------------------|---------------------------|--|

1. N/A

2.

3.

Amount of Space

Annual Rental

Lease Termination Date

1. N/A

2.

3.

E. For each of your present locations which you OWN, provide the following information:

	<u>Location</u>	<u>Annual Mortgage Payment</u>	<u>Termination Date</u>
1.	N/A		
2.			
3.			

F. List which of your present locations, if any, will be vacated if IDA approval for your project is given:

eBliss will move and transfer out of its 3rd Party Logisitc (3PL) location that stores and ships current product. This opportunity will allow eBliss to stop building its product in Asia, primarily

China and move assembly to Utica.

If any of these locations will be sublet or sold, provide information concerning your ability to do so:

N/A

PART II

Reasons for Project

Please explain in detail why you want to undertake this project and define scope of project:

As the property owner my goal has been to make an impact on the community.

This goal is being achieved by aligning with eBliss Global to re-shore manufacturing of eMobility & eBikes and make them here in Utica. This is a significant addition to Utica manufacturing & employment, changing to the bicycle industry, and impactful on bring products back to the USA for manufacturing. The short, mid, and long terms goals established by eBliss Global is one as a property owner I could not be more excited about. They are already engaged with AIM and other community leaders, business and programs and the focus on community will help us all grow.

Why are you requesting the involvement of the IDA in your project?

My key reason to request involvement from UIDA is to achieve engagement, awareness, and support to the project. This project has local, statewide, national and international impact and awareness.

Achieving support from UIDA will help us scale faster and with more impact. This program is looking to establish long term manufacturing impact on the Utica community. We will also be restoring property to increase image.

How will the applicant's plans be affected if IDA approval is not granted?

If this application is not granted it will jeopardize the impact of our tenant eBliss. We have worked diligently to help support and bring eBliss to Utica. They have had a number of cities that have been working to attract the opportunity that eBliss brings in regards to jobs, community, and national impact of manufacturing. In summary, the approval of UIDA is critical and important and if we are unable to achieve this support it will, at the least, have an impact on scale and opportunities but would likely drive eBliss to continue to court other offers and thus jeopardize my tenant.

Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency?

☒ Yes or ☐ No

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency: If financial assistance is not provided it is likely the scale of the project will be reduced and significant portions of the process, product and work could likely go to other markets outside of Utica and New York. We have the opportunity of having eBliss Global and ebikes Made in UTICA, NEW YORK in the USA locked in to a long term program

Identify the assistance being requested of the Agency (select all that apply):

- | | | |
|----|----------------------------------|--------------------------------------|
| 1. | Exemption from Sales Tax | <u> X </u> Yes or <u> </u> No |
| 2. | Exemption from Mortgage Tax | <u> X </u> Yes or <u> </u> No |
| 3. | Exemption from Real Property Tax | <u> X </u> Yes or <u> </u> No |
| 4. | Tax Exempt Financing * | <u> </u> Yes or <u> X </u> No |

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

A. **Type of Project**

Check category or categories best describing your project (O - Owner) and all end-users (T – Tenant(s)) and the square footage of each:

x	Manufacturing	15,000	sf
	Industrial (Assembly or Service)		sf
x	Research and Development	2,000	sf
x	Warehousing	7,500	sf
	Commercial		sf
	Pollution Control		sf
	Housing		sf
x	Back Office	2,000	sf
	Facility for Aging		sf
	Multi-Tenant		sf
x	Retail	1,000	sf
	Recreational		sf
	Other (specify)		sf
	Total	27,500	sf

B. **Description of Proposed Project**

Check all appropriate categories which apply to the proposed project:

- | | | |
|--|----------|---------|
| 1. Acquisition of land | YES() | NO(X) |
| 2. Acquisition of existing building | YES(x) | NO() |
| 3. Renovations to existing building | YES(X) | NO() |
| 4. Construction of addition to existing building | YES() | NO(X) |
| 5. Demolition | YES() | NO(X) |
| 6. Construction of a new building | YES() | NO(X) |
| 7. Acquisition of machinery and/or equipment | YES(X) | NO() |
| 8. Installation of machinery and/or equipment | YES(X) | NO() |
| 9. Other (specify) _____ | YES() | NO(X) |

C. What is the zoning classification of the proposed site?

light manufacturing

- D. For what purpose was the site most recently used (e.g. light manufacturing, heavy manufacturing, assembly, etc.)?

light manufacturing

E.	<u>Location(s)</u>	<u>Street Address</u>	<u>Number of Floors/ SF/floor</u>
		20 Harbor Point Road	1/27,500

- F. Is the site in a former Empire Zone? (X) Yes () No

Is the business Empire Zone certified at this location: () Yes (X) No

Will the project contain an on-site Child Care component? () Yes (X) No

Is the proposed project located within the boundary of a Central New York Regional Transportation (Centro) District? (X) Yes () No

- G. 1. Please describe in detail the facility to be acquired, constructed or renovated (including number of buildings and other existing structures or facilities) and attach plot plans, photos or renderings, if available.

We plan to restore the 27,500sf single-story brick building that sits on

a 3 acre parcel by enhancing and revitalizing the exterior

with windows, overhangs, driveways, a test track for the ebikes, an employee christmas tree farm to enhance landscaping, with a full landscape enhancements, The interior will be complete remodeled to align with image, work, and employee features.

2. If construction or renovation work on this project has already begun, please describe the work in detail.

NO

3. What is the estimated useful life of the:

a. Facility: 25+

b. Equipment: 10+

- H. List the principal items or categories of equipment to be acquired as part of the project.
Specialty equipment for assembly, manufacturing, QC of ebikes,
warehousing & distribution equipment, employee & facility equipment
- I. If any of this equipment has already been purchased or ordered, please attach all invoices and purchase orders and list amounts paid and dates of expected delivery as well as a brief description:

NO

- J. If the construction or operation of the proposed project will require any local ordinance or variance to be obtained or requires a permit or prior approval of any state or federal agency or body (other than normal occupancy/construction permits), please specify:
All required permits and safety regulations will be followed

- K. Will the project have a significant effect on the environment, YES () NO (x). If YES, please describe the effect. **Important: please attach Environmental Assessment Form to this Application**

- L. Will a related real estate holding company, partnership or other entity be involved in the ownership structure of the Transaction? YES () NO (x) If YES, please explain:

M. 1. With regard to the present owner of the project site, please give:

Name: Falvo Manufacturing- Gene Falvo

Address: 20 Harbor Point Road
Utica, NY 13502

Telephone Number: 315-794-0900

2. If the applicant already owns the project site, indicate:

a. date of purchase: 09/15/25- in escrow to Performance Plus

b. purchase price: \$650,000

3. If the project site is mortgaged, please indicate:

a. balance of mortgage: \$635,000

b. holder of mortgage: Gene Falvo

N. Is there a relationship, legally, 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 (x) If YES, please explain:

O. Is the company currently a tenant in the building to be occupied?

YES (x) NO ()

P. Are you planning to use/develop the entire proposed facility?

YES (x) NO ()

If NO, give the following information with respect to present tenants:

1. Present Tenant Information

a.	<u>Name of Business</u>	<u>Floors Occupied</u>	<u>Square Feet Occupied</u>	<u>Nature of Tenant's Business</u>
	Falvo Manufacturing	ALL	27,500	Light Manufacturing

- b. Which of the above tenants will be vacating upon your initial use of the facility? How many jobs will be affected?

<u>Name of Firm</u>	<u>Jobs</u>	<u>Square Footage Now Occupied</u>
Falvo Manufacturing		27,500

- c. For those tenants who will remain after your initial occupancy of the site, provide the following transaction:

<u>Name of Tenant</u>	<u>Term of Lease</u>	<u>Renewal Options</u>	<u>Square Footage Now Occupied</u>
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Are any of the above tenants related to the owner of the facility? YES () NO (x)

- d. If the applicant will be occupying the premises of any of the tenants listed in (c) when their lease expires, please list.

- e. Please provide copies of all present lease(s) at the proposed project site.

- f. Do you propose to lease part of the project facility to firms not presently tenants?

YES () NO (x) If YES, provide details of your proposals:

Current owner is retiring and selling his business and property. Performance Plus is excited to become the new owner of the property and continue to expand the manufacturing impact.

- g. Will the project result in either (a) the removal of an industrial or manufacturing plant of any project occupant from one area of the state to another area of the state, or (b) in the abandonment of one or more plants or facilities of any project occupant located within the state? YES () NO (X)

If the answer is YES, please explain briefly the reasons for the move.

We will be repurposing a current local light manufacturing into a consumer light manufacturing product that will increase jobs, create national awareness to the area and engage other local manufacturers to build and support the finished product by eBliss

Is the proposed project reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the State of New York?

YES () NO (x)

Is the proposed project reasonably necessary to preserve the competitive position of the project occupant in its respective industry? YES () NO (x)

- h. If any of the parties who will be tenants in this project are related to or affiliated with the applicant, please identify them:

Current owner Falvo Manufacturing is retiring and selling all assets.

Performance Plus is purchasing this property and has solicited and engaged a long term tenant to Build USA eBikes providing manufacturing, assembly jobs.

1. Please attach any written agreements (e.g., options, purchase contracts, invoices, etc.) concerning the acquisition of the real property or equipment for this proposed facility.

2. Employment *

- a. List your present employment in the City of Utica, if any, and an estimate of the employment at the proposed facility at the end of two years. NOTE: New York State considers Full Time employment as 35 hours or more. Full-time jobs, plus the combination of two or more part-time jobs that, when combined together, constitute the equivalent hours of a full-time position (35 or more hours).

Employment	Current # of applicant's jobs at/or to be located at proposed project location	Number of FTE jobs to be RETAINED	Number of FTE jobs to be CREATED two years after project completion	Estimate number of residents in Labor Market Area that will fill projected jobs two years after project completion
Full-Time (FTE)	0	0	19	19

The Labor Market Area consists of the following counties: Oneida, Lewis, Herkimer, Otsego, Madison and Oswego

- b. Characterize the labor force to be associated with this project location according to the following categories:

Category	Current/ Anticipated	Avg Salary or Salary Range	Avg Fringe Benefits or Range
Officers			
Sales/Supervisory	2	125,000	25,000
Clerical			
Plant/Production	17	65,000	17,500
Other (specify)			

Notes:

- c. Estimate the Annual Payroll for the employees associated with the project location.

Currently	End of Year One	End of Year Two
\$	\$ 1,207,500	\$ 1,537,500

* Company/Applicant will be required to submit Annual Project Monitoring Reports (attached) along with a copy of the NYS 45 (four quarters) for a minimum of five (5) years for any commercial project and ten (10) years for any industrial/manufacturing project, or for the length of UIDA involvement in the project. Annual Project Monitoring Reports will be compared to employment counts as stated above and companies whose reported counts fall below those levels above will be subject to the Agency's Recapture Provisions Policy.

Sources of Funds for Project Costs:**% of Total
project costs**

Bank Financing:	\$ 2,500,000	_____
Equity (excluding equity attributed to grants/tax credits)	\$ _____	_____
Tax Exempt Bond Issuance (if applicable)	\$ _____	_____
Taxable Bond Issuance (if applicable)	\$ _____	_____
Public Sources (Include sum total of all state and federal grants and tax credits)	\$ _____	_____

Identify each state and federal grant/credit:

Empire State Development	\$ 500,000
Private Finance	\$ 851,000
_____	\$ _____
_____	\$ _____

Total Sources of Funds for Project Costs:	\$ 3,851,000	_____
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Have any of the above costs been paid or incurred as of the date of this Application?

☐ Yes ☒ No. If Yes, describe particulars:

Mortgage Recording Tax Exemption Benefit: Amount of mortgage that would be subject to mortgage recording tax:Mortgage Amount (include sum total of construction/permanent/bridge financing): \$ N/AEstimated Mortgage Recording Tax Exemption Benefit (product of mortgage \$ N/A

Amount as indicated above multiplied by 0.75%):

Please Note: The New York State General Municipal Law was recently amended to reflect that industrial development agencies are not exempt from the additional mortgage recording tax of .25% that is assessed to properties that are located within a regional transportation district. Oneida County is located within the Central New York Regional Transportation District; as such, all UIDA projects will be exempt from .75% of mortgage recording tax, but must pay .25% of mortgage recording tax, which will be directed to the Transportation District.

3. Estimated Project Cost

Listed the costs necessary for the construction, acquisition or renovation of the project (this should NOT include working capital needs, moving expenses, work in progress, stock in trade, applicant's debt repayment, real estate broker fees or your legal fees):

Acquisition of Land	\$ _____
Acquisition of Building(s)	\$ <u>650,000</u>
Renovation Costs	\$ <u>1,250,500</u>
New Construction of Buildings	\$ _____
Machinery and Equipment (taxable) (other than furniture costs)	\$ <u>350,000</u>
Machinery and Equipment (non-taxable)	\$ <u>1,450,500</u>
Furniture and Fixtures	\$ <u>150,000</u>
Installation Costs	\$ _____
Architectural/Engineering Fees	\$ _____
Fees (other than your own counsel and brokerage fees)	\$ _____
Interest on Interim Financings	\$ _____
Other (specify) _____	\$ _____

Total Project Cost	\$ <u>3,851,000</u>

UIDA Agency Fee \$ 9,705.38 (to be computed by UIDA)

Sales and Use Tax: 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:

\$ 1,125,250

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

\$ \$98,459

4. Real Estate Taxes

List separately the proposed project's Real Estate Taxes and/or Assessed Value as it applies to land and building:

Project's	Real Estate Taxes	Assessed Value
Land(s)	\$ 3,278	\$ 46,000
Building(s)	\$ 11,543	\$ 162,000
Total	\$ 14,821	\$ 208,000

Calculate the value of the PILOT exemption anticipated for the project described:

\$ 89,073

5. Project Schedule

Indicate the estimated dates for the following:

- a. Construction commencement: 09/15/25
- b. Construction completion: 04/30/26
- c. Project financing: List the dates and in what amounts the estimated funds will be required:

09/15/25 25%, 12/15/25 25%, 02/15/26 25%, 04/15/26 25% approximate dates and amounts

- d. Indicate the name of the incorporated municipality in which the facility will be located and the applicant's (or any related entity's) estimated capital expenditures in such municipality during the past three years:

City of Utica

- e. What do you expect the applicant's (or any related entities) capital expenditures to be in the above municipality during the next three years (including this project):

Facility, Operations, Labor, equipment for first 3 years is \$15M with manufacturing cost of materials being \$83M over 3 years

- f. If the applicant or any related entity has previously secured the benefit of tax exempt financing in the City of Utica, whether through IDA, the New York Job Development Authority or any other entity, please explain (indicate date, location of financed facility, and outstanding balance):

N/A

- g. Has the applicant or any related entity received the benefit of tax exempt financing anywhere within the United States within the past 90 days or is the applicant or any related entity contemplating the receipt of such financing assistance within the next 90 days? YES (X) NO () if YES, please explain.

Performance Plus has not but eBliss Global has recieved a grant from ESD

6. Project Financing Efforts

IT IS THE APPLICANT'S RESPONSIBILITY TO SECURE A PURCHASER FOR IDA BONDS ISSUED IN CONJUNCTION WITH THIS PROJECT. Below are a series of questions relating to your efforts to secure financing for your project if IDA approval is granted.

A. Has the applicant contacted any bank, financial/lending institution or private investor in regard to the financing for this project? YES (X) NO () If YES, please give details:

Performance Plus is fully funding the building acquisition. We have completed

due diligence of eBliss Global and are very comfortable with the funding.

They have achieved investments, guarantees, a bank line of credit, they

have current revenue on current product, and have achieved support from Empire State Development.

B. Have you obtained a financial commitment for this project? YES (X) NO ()

1. If YES, please briefly describe this commitment and attach related correspondence:

eBliss Global has committed to be our long term tenant and as such we have verified that they

have appropriate finance as well as a revenue program designed to help build and grow

local communities through manufacturing eBikes.

2. If NO, please explain how you will be able to finance this project:

C. Are there any other governmental agencies that you have contacted concerning financial assistance in regard to your proposed project? YES (x) NO () If YES, please explain:

In support of eBliss Global and this project, they have received grant funding from the

Empire State Development Excelsior Job Program.

D. 1. Will the applicant's obligations be guaranteed, and if so, by whom?

Guaranteed by Mike Maurizo

2. Is the guarantor related to or affiliated with the applicant?

Yes

E. Financial Information (Attach the Following).

1. Financial Statements for the last three fiscal years.
2. Pro forma Balance Sheet as at start of operations at project site.
3. Projected Profit and Loss Statements for first two years of operation at project site.
4. Projected "Cash Flow" Statement, by quarters, for first year of operation at project site.

REPRESENTATIONS AND CERTIFICATION BY APPLICANT

The undersigned requests that this Application be submitted for review to the City of Utica Industrial Development Agency (the "Agency") and its Board of Directors.

Approval of the Application can be granted solely by this Agency's Board of Directors. The undersigned acknowledges that Applicant shall be responsible for all costs incurred by the Agency and its counsel in connection with the attendant negotiations whether or not the transaction is carried to a successful conclusion.

The Applicant further understands and agrees with the Agency as follows:

1. **Annual Sales Tax Filings.** In accordance with Section 858-b(2) of the New York General Municipal Law, the Applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the Applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the Applicant and all consultants or subcontractors retained by the Applicant.
2. **Annual Employment Reports.** The Applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the Applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site as well as tax benefits received with the action of the Agency. Failure to provide such reports as provided in the transaction documents will be an Event of Default under the Lease (or Leaseback) Agreement between the Agency and Applicant. In addition, a Notice of Failure to provide the Agency with an Employment Report may be reported to Agency board members, said report being an agenda item subject to the Open Meetings Law.
3. **Absence of Conflict of Interest.** The Applicant has consulted the Agency website of the list of the Agency members, officers and employees of the Agency. No member, officer, or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as herein after described (if none, state "none"):
4. **Hold Harmless.** Applicant hereby releases the Agency and its members, officers, servants, agents and employees from, 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 the Project described therein or the tax

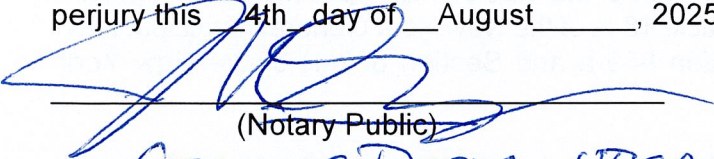
exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' 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 reason, 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 attorneys' fees, if any.

5. The Applicant acknowledges that the Agency has disclosed that the actions and activities of the Agency are subject to the Public Authorities Accountability Act signed into law January 13, 2006 as Chapter 766 of the 2005 Laws of the State of New York.
6. The Applicant acknowledges that the Agency is subject to New York State's Freedom of Information Law (FOIL). **Applicant understands that all Project information and records related to this application are potentially subject to disclosure under FOIL subject to limited statutory exclusions.**
7. The Applicant acknowledges that it has been provided with a copy of the Agency's recapture policy (the "Recapture Policy"). The Applicant covenants and agrees that it fully understands that the Recapture Policy is applicable to the Project that is the subject of this Application, and that the Agency will implement the Recapture Policy if and when it is so required to do so. The Applicant further covenants and agrees that its Project is potentially subject to termination of Agency financial assistance and/or recapture of Agency financial assistance so provided and/or previously granted.
8. The Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would 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 or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

9. The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
10. The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.

Subscribed and affirmed to me under penalties of
perjury this 4th day of August, 2025.


(Notary Public)

COMM OF DEEDS - UTICA, NY

Comm Exp: 12/31/26

JACK N. SPAETH

If the application has been completed by or in part by other than the person signing this application
for the applicant please indicate who and in what capacity:

By: _____

Name: _____

Title: _____

Date: _____

**Return the original application materials with a check in the amount of \$300.00
made payable to: Utica Industrial Development Agency, 1 Kennedy Plaza, Utica,
New York 13502, Attn.: Jack N. Spaeth, Executive Director.**

11. The Applicant confirms and hereby acknowledges that as of the date of this Application, the Applicant is in substantial compliance with all provisions of Article 18-A of the New York General Municipal Law, including, but not limited to, the provision of Section 859-a and Section 862(1) of the New York General Municipal Law.
12. The Applicant and the individual executing this Application on behalf of the Applicant acknowledge that the Agency will rely on the representations made herein when acting on this Application and hereby represent that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.
13. Applicant acknowledges receipt of notice from the Agency pursuant to Section 224-a(8)(d) of the New York Labor Law that the estimated mortgage recording tax exemption benefit amount, the estimated sales and use tax exemption benefit amount, and the estimated real property tax abatement benefit amount as so identified within this Application are "public funds" and not otherwise excluded under Section 224-a(3) of the New York Labor Law. Applicant further acknowledges and understands that you have certain obligations as related thereto pursuant to Section 224-a(8)a) of the New York Labor Law.

STATE OF NEW YORK)

) ss.:

COUNTY OF ONEIDA

M.KE MAORIZIO, being first duly sworn, deposes and says:

1. That I am the __President__ (Corporate Officer) of __Performance Plus Solutions, LLC (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read the attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete.


(Signature of Officer)

**UTICA INDUSTRIAL DEVELOPMENT AGENCY
COST/BENEFIT ANALYSIS
Required by §859-a(3) of the
New York General Municipal Law**

TO BE ATTACHED TO AND MADE PART OF APPLICATION TO THE AGENCY

Name of Applicant: Performance Plus Solutions, LLC

Address of Project: 20 Harbor Point Road Utica, NY 13502

Description of Project:

Purchasing a light manufacturing facility that current ownership is selling and retiring. With this purchase we will be rehabilitating the exterior of the buildings, enhancing the landscape, hard-scape and enhance the interior to achieve optimal manufacturing, assembly, and distribution

Name of all Sublessees or Other Occupants of Facility:

Performance Plus Solution has reached an agreement with eBliss Global to be a long term tenant

Principals or Parent Company of Applicant:

Performance Plus Solutions, LLC

Principals of any Sublessee or Occupant:

eBliss Global, Inc

Product/Services of Applicant:

Light manufacturing, assembly, and distribution of eBikes

Estimated Completion Date of Project: 05/01/26

Type of Financing/Structure: ☐ Tax-Exempt Financing
 ☐ Taxable Financing
 ☒ Lease/Leaseback, Sale/Leaseback
 ☐ Other

Explain: _____

Types of Benefits**Expected to Receive:**

☐ Tax-Exempt Bonds
☒ Sales Tax Until Completion Date
☐ Mortgage Tax Abatement
☒ Real Property Tax Abatement

Project Costs - Capital Investment

Land	\$ _____	Cost per Acre \$ _____
Existing Building	\$ 650,000	
Rehab of Existing Building	\$ 1,250,500	
Construction of New Building	\$ _____	Cost per Sq Ft \$ _____
Addition or Expansion	\$ _____	Cost per Sq Ft \$ _____
Engineering and Architectural Fees	\$ _____	
Equipment (detail below)	\$ 1,950,500	
Legal Fees		
Bank, Bond, Transaction, Company, Credit Provider, Trustee	\$ _____	
Finance Charges		
Title Insurance, Environmental Review, Bank Commitment Fee, Appraisals, etc.	\$ _____	

TOTAL COST OF PROJECT

\$ 3,851,000

Type of Equipment to be Purchased

Specialty equipment for ebike manufacturing and assembly

Warehouse equipment

Employee and Office equipment

Grants or Loans expected to be received (by who and amount)

Empire State Development	\$ 500,000
_____	\$ _____
_____	\$ _____

Company Information

Existing Jobs	0
Created Jobs (by year 3)	27
Retained Jobs	0

BENEFITS

Taxable Goods and Services

		Spending Rate	Wages	Expenditures	Sales Tax Rate	State/ Local Sales Tax Revenues
Direct Jobs						
_____	Created	36.0%	x _____ = _____	x 8.75%	= _____	
_____	Existing	36.0%	x _____ = _____	x 8.75%	= _____	
Indirect Jobs						
27	Created	36.0%	x 2,212,500 = 796,500	x 8.75%	= 69,694	
_____	Existing	36.0%	x _____ = _____	x 8.75%	= _____	
9	Construction	36.0%	x 630,000 = 226,800	x 8.75%	= 19,845	
(see below)	Totals		2,842,500	1,023,300		89,539
				x 3 years = \$268,617		

Real Property Taxes

Local (3 year) real property tax benefit (assuming 50 % of jobs existing and created own a residence with an average assessment of \$ 75000 and the remainder of jobs existing and created pay real property taxes through rent based on an average assessment per apartment of \$ 25000

Current tax rate = 71.25 per \$1000 of AV

Real Property Taxes Paid

\$ 293,907

3 Yr Comparative Benefits

\$ 562,524

COSTS

Real Property Taxes Abated on Improvements only (3-year period) \$ 35,807

Mortgage Tax Abated \$ 0

Estimated Sales Tax Abated During Construction Period \$ 98,459

3 Yr Comparative Costs

\$ 134,266

Calculation of Construction Jobs: Total project hard construction costs x .45 = Total Labor Costs / Construction term (in months) = Labor costs per month / \$3,750 (approx. average construction salary of \$45,000 per year / 12 months) = Number of construction employees. Use the Total Labor Costs as Construction Wages above.

**City of Utica Industrial Development Agency
One Kennedy Plaza, Utica, New York 13502**

RETAIL DETERMINATION

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

- A. Will any portion of the project 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?

☒ Yes or ☐ No. If the answer is yes, please continue.

For purposes of Question A, 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.

- B. 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? 5 %
If the answer is less than 33% do not complete the remainder of the retail determination.

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

1. Will the project be operated by a not-for-profit corporation ☐ Yes or ☒ No.
2. Is the Project location or facility likely to attract a significant number of visitors from outside the City of Utica?

☐ Yes or ☒ No

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

3. Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services?

☐ Yes or ☒ No

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

4. 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 or ☐ No.

If yes, explain Projected 27 jobs over 3 years will be generated based on this project


5. Is the project located in an area that has been designated an Empire Zone? ☒ Yes or ☐ No

The undersigned hereby certifies that the information contained in this Retail Determination is true, accurate and complete.

Print Name of Applicant: Performance Plus Solutions, LLC

Print Name of Authorized Representative: Michael Maurizio

Title: President

Signature: 

Date: 08/04/25

Short Environmental Assessment Form

Part 1 - Project Information

Instructions for Completing

Part 1 – Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 – Project and Sponsor Information			
Performance Plus Solutions, LLC			
Name of Action or Project:			
eMobility and eBike Manufacturing, Assembly and distribution			
Project Location (describe, and attach a location map):			
20 Harbor Point Road Utica, NY 13502			
Brief Description of Proposed Action:			
Property investment that will be used to execute manufacturing, assembly and distribute nationwide ebikes and other emobility products and parts.			
Name of Applicant or Sponsor:		Telephone: 3155255013	
Mike Maurizio		E-Mail: mike.maurizio1@gmail.com	
Address:			
101 Stonebrige Court			
City/PO:		State:	Zip Code:
New Hartford		NY	13413
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation?			NO
If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			YES
2. Does the proposed action require a permit, approval or funding from any other government Agency?			NO
If Yes, list agency(s) name and permit or approval:			YES
3. a. Total acreage of the site of the proposed action?			3.5 acres
b. Total acreage to be physically disturbed?			0 acres
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?			3.5 acres
4. Check all land uses that occur on, are adjoining or near the proposed action:			
5. <input checked="" type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input type="checkbox"/> Industrial <input type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban)			
<input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other(Specify):			
<input type="checkbox"/> Parkland			

5. Is the proposed action,	NO	YES	N/A
a. A permitted use under the zoning regulations?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
b. Consistent with the adopted comprehensive plan?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area?	NO	YES	
If Yes, identify: _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Are public transportation services available at or near the site of the proposed action?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements?	NO	YES	
If the proposed action will exceed requirements, describe design features and technologies: _____ _____	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply?	NO	YES	
If No, describe method for providing potable water: _____ _____	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities?	NO	YES	
If No, describe method for providing wastewater treatment: _____ _____	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____ _____ _____			

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply: <input type="checkbox"/> Shoreline <input type="checkbox"/> Forest <input type="checkbox"/> Agricultural/grasslands <input type="checkbox"/> Early mid-successional <input type="checkbox"/> Wetland <input checked="" type="checkbox"/> Urban <input type="checkbox"/> Suburban		
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
16. Is the project site located in the 100-year flood plan?	NO	YES
	<input type="checkbox"/>	<input checked="" type="checkbox"/>
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes,	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. Will storm water discharges flow to adjacent properties?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? If Yes, briefly describe:	<input checked="" type="checkbox"/>	<input type="checkbox"/>
_____ _____		
18. Does the proposed action include construction or other activities that would result in the impoundment of water or other liquids (e.g., retention pond, waste lagoon, dam)? If Yes, explain the purpose and size of the impoundment:	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe:	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe:	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE Applicant/sponsor/name: <u>Mike Maurizio</u> Date: <u>07/31/2025</u> Signature: _____ Title: <u>President</u>		

Jack Spaeth

From: Brian Thomas
Sent: Tuesday, August 12, 2025 11:47 AM
To: Jack Spaeth
Subject: RE: eBliss

Jack-

Having reviewed the Part 1 of the Short Environmental Assessment Form for the aforementioned project along with the SEQR regulations at 6 NYCRR Part 617, I believe that the proposed action is a Type II action under SEQR, per § 617.5(c)(18) – “Reuse of a residential or commercial structure, or of a structure containing mixed residential and commercial uses, where the residential or commercial use is a permitted use under the applicable zoning law or ordinance, including permitted by special use permit, and the action does not meet or exceeds any of the thresholds in section 617.4 of this Part”

As a Type II action, any resolution granting assistance to this proposed action should simply state that the IDA determines the proposed action to be a Type II action under SEQR and that no further action is required relative to SEQR.

Any questions on the above, please let me know.

Brian

City of Utica, New York
Department of Urban & Economic Development
Brian Thomas, AICP - Commissioner
1 Kennedy Plaza
Utica, New York 13502
(315) 792-0181 phone
www.cityofutica.com

From: Jack Spaeth
Sent: Tuesday, August 12, 2025 11:27 AM
To: Brian Thomas <bthomas@cityofutica.com>
Subject: RE: eBliss

PYR

From: Brian Thomas <bthomas@cityofutica.com>
Sent: Tuesday, August 12, 2025 10:46 AM

To: Jack Spaeth <jspaeth@cityofutica.com>

Subject: RE: eBliss

Has eBliss shared with you Part I of the Short Environmental Assessment Form that I can review??

City of Utica, New York
Department of Urban & Economic Development
Brian Thomas, AICP - Commissioner
1 Kennedy Plaza
Utica, New York 13502
(315) 792-0181 phone
www.cityofutica.com

From: Jack Spaeth

Sent: Friday, August 08, 2025 3:25 PM

To: Brian Thomas <bthomas@cityofutica.com>

Subject: eBliss

POD

Thank you