



## Application for Business Assistance

With this application, please submit a formal letter requesting assistance. There is an application fee of \$12,000 that will be used to pay legal and financial service fee's associated with the application process. Any unused portion of this fee will be returned to the applicant if project is not approved or if applicant decides not to proceed. Application is not considered complete until application fee has been received.

### APPLICANT INFORMATION

Business Name: Cherne Industries Incorporated

Address: 5700 Lincoln Dr.

City: Edina State: MN Zip Code: 55436-1695

Contact Person: Cindy Greiner Title: Director, Corporate Facilities

Telephone: 216-789-7659 Email: cgreiner@oatey.com

☒ To be listed as primary on legal documents

Parent Company: Oatey Holdings LLC

Address: 20600 Emerald Parkway

City: Cleveland State: OH Zip Code: 44135

☐ To be listed as primary on legal documents

Consultant Name: N/A

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

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

### TYPE OF SUBSIDY REQUESTED

☐ Tax Increment Financing (TIF) ☒ Tax Abatement ☐ Other \_\_\_\_\_

Type of TIF: ☐ Economic Development ☐ Redevelopment ☐ Housing

### OWNERSHIP STRUCTURE & FINANCIAL HISTORY

Indicate type of business:

☒ Corporation ☐ Partnership ☐ LLC ☐ Proprietorship or operates under a name other than the business legal name ☐ Other \_\_\_\_\_

Proprietorship, partners, officers, directors, holder of outstanding stock of 10 percent or more of business ownership must be accounted for on the table below.

| Name               | Title | % of Ownership |
|--------------------|-------|----------------|
| Oatey Holdings LLC | n/a   | 100 %          |
|                    |       | %              |
|                    |       | %              |
|                    |       | %              |

Have there ever been judgments or injunctions against the business or owners? ☐ Yes ☒ No

If yes, describe: \_\_\_\_\_

Is there pending litigation involved the business? ☐ Yes ☒ No

If yes, please attach summary and disposition.

Has the business or the owners of the business ever filed bankruptcy? ☐ Yes ☒ No

If yes, describe: \_\_\_\_\_

Has the business or the owners defaulted on a loan commitment? ☐ Yes ☒ No

Is the business or the owners currently delinquent on property taxes I the City of Shakopee? ☐ Yes ☒ No

Are you engaged in international trade? ☒ Yes ☐ No

## PROJECT INFORMATION

If awarded, what is the intended use of funds? If possible, please provide preliminary cost estimates.

Relocation and expansion of Cherne headquarters facility.

Project Type: ☐ Expansion ☐ Startup

Do you have facilities in other locations? ☒ Yes ☐ No

If yes, please list where: Edina, MN (current HQ) and Shakopee Temporary warehouse

Will any jobs be relocated from another Minnesota site? ☒ Yes ☐ No

If yes, which location(s) will the jobs be relocated from? Edina, MN

*\*Provide a statement within the attachment section as to why the project cannot be completed at its current location/facility.*

What is the company's current number of Full Time Equivalent (FTE) employees in Shakopee: 2

*\*Full Time Equivalent (FTE) is based on a total annual hours of 2,080.*

What is the company's current number of Full Time Equivalent (FTE) employees in Minnesota: 117

Number of new FTE jobs to be created within 2 years in Shakopee: 30 (in addition to the 117)

Number of new FTE jobs to be created within 5 years in Shakopee: 50 (in addition to the 117)

*\*Job number will be used to determine eligibility for scoring and for job creation commitments.*

What is the hourly base wage of the lowest paid job that will be created? \$15.00/hr

How many jobs earning a base wage of \$14.50 or higher are anticipated to be created? 50

*\*City requires a minimum wage of \$14.50 exclusive of benefits (200% of Federal Minimum wage).*

What is the average base wage of all the jobs created? \$20/hr

Complete the following wage/benefit table:

| Wage Levels<br>Per Hour | Number of Permanent<br>FTE Positions at this<br>Wage Level | Hourly Value of<br>Health Insurance<br>Benefits<br>(Health and Dental) | Hourly Value of Non-<br>Health Insurance Benefits<br>(Life, Profit Sharing/Bonuses,<br>Retirement, etc.) |
|-------------------------|--|--|--|
| Less than \$14.50       | 0  |  |  |
| \$14.50 - \$14.99       | 0  |  |  |
| \$15.00 - \$16.99       | 30   | Max \$9.16   | Range \$0 - \$18.76  |
| \$17.00 - \$18.99       | 26   | "  | "  |
| \$19.00 - \$20.99       | 7  | "  | "  |
| \$21.00 - \$22.99       | 12   | "  | "  |
| \$23.00 - \$24.99       | 11   | "  | "  |
| \$25.00 - \$26.99       | 8  | "  | "  |
| \$27.00 - \$28.99       | 2  | "  | "  |
| \$29.00 - 30.99         | 5  | "  | "  |
| \$31.00 and Over        | 16   | "  | "  |

## PROPERTY INFORMATION

Property Identification Number(s): 274730040 - Scott County Parcel

Total Size of the Property: Approximately 8 acres

Total Size of the Facility: 130,000 sf

| Facility Breakdown                | Total Square Feet Per Area |
|-----------------------------------|----------------------------|
| Manufacturing/Assembly/Processing | 66,000                     |
| Office                            | 22,000                     |
| Research Laboratory               | 7,000                      |
| Warehouse                         | 32,000                     |
| Other                             | 3,000                      |

Will the facility be leased or owned? ☒ Leased ☐ Owned

Are there any environmental risks associated with the site, building, or the business itself? ☐ Yes ☒ No

Have state environmental review requirements been met, if applicable? ☒ Yes ☐ No

### ESTIMATED SOURCES AND USES OF FUNDS

*\*Note: 20% of equity is required.*

|                                    | Local Government | Bank      | Equity    | DEED | Other     | Total |
|------------------------------------|------------------|-----------|-----------|------|-----------|-------|
| Property Acquisition               |                  |           | 1,200,000 |      |           |       |
| Site Improvement                   |                  |           | 1,700,000 |      |           |       |
| New Construction                   |                  | 7,000,000 | 6,000,000 |      |           |       |
| Renovation of an Existing Building |                  |           |           |      |           |       |
| Purchase of Machinery & Equipment  |                  |           |           |      | 1,200,000 |       |
| Public Infrastructure              |                  |           |           |      |           |       |
| Other                              |                  |           |           |      |           |       |
| Total Project Costs                |                  | 7,000,000 | 8,900,000 |      | 1,200,000 |       |

### ESTIMATED PROJECT TIMETABLE

| Task                    | Estimated Completion Date |
|-------------------------|---------------------------|
| Commitment of all Funds | March 2020                |
| Start of Construction   | May 2020                  |
| Purchase Equipment      | June 2020-December 2020   |
| Complete Construction   | February 2021             |
| Begin Operations        | May 2021                  |

## TAX INCREMENT FINANCING ONLY

Any project receiving tax increment financing must meet requirements established in the City of Shakopee's Tax Increment Financing Policy.

Will the developer receiving assistance provide a minimum of 20% cash equity investment in the project?

☐ Yes ☐ No

If new construction, will the building be at least 50,000 square feet? ☐ Yes ☐ No

## TAX ABATEMENT ONLY

Any project receiving tax abatement must meet requirements established in the City of Shakopee's Tax Abatement Policy.

Will the developer receiving assistance provide a minimum of 20% cash equity investment in the project?

☒ Yes ☐ No

Does the project meet the minimum investment of \$10 million (new businesses) or \$5 million (expansions)?

☒ Yes ☐ No

Attach the following information with the application. Application is not considered complete until all documents have been received.



Provide a brief narrative of the company.



What is the business' competitive position in the marketplace? Briefly describe the past and present operations of the business and/or events leading up to its creation. Include when business was established and any change in controlling ownership within the last five years.



Does the marketing strategy support the planned expansion or start-up?



Is public assistance necessary for this project? If so, why will the project not proceed without public assistance?



Site information, including site plan, renderings of the proposed project, narrative description of location, scope, size and type of development.



Planning and zoning analysis: Does the project conform to the current zoning? Are any variances needed? If so, please identify and explain.



Studies and analysis in support of project: Advise city would provide.



Preliminary economic analysis showing existing taxes, future taxes and source and use of funds.



Pro forma analysis of the project or market that have been completed.



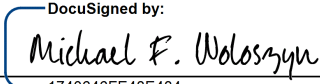
Market feasibility analysis.

A professional analysis of the company's financials may be required and would need to include review of the following information: Three years historical financial information: Balance Sheets, Profit and Loss Statements and Cash Flow Statements. Cherne is a privately held company and will not provide its financial information.

## NOTICE TO THE COMPANY: DATA PRACTICES ACT

The information that you supply in your application to the City of Shakopee/Shakopee EDA ("City") will be used to assess your eligibility for financial assistance. The City will not be able to process your application without this information. The Minnesota Government Data Practices Act (Minnesota Statutes, Chapter 13) governs whether the information that you are providing to the City is public or private. If financial assistance is provided for the project, the information submitted in connection with your application will become public, except for those items protected under Minnesota Statutes, Section 13.59, Subdivision 3(b) or Section 13.591, Subdivision 2.

I have read the above statement and I agree to supply the information to the City with full knowledge of the matters contained in this notice. I certify that the information submitted in connection with the application is true and accurate.

|   |  |           |
|---|--|-----------|
| DocuSigned by:  | Vice President & Chief Financial officer | 1/16/2020 |
|  | g  |           |
| <hr/>   |  |           |
| Signature / Title   |  | Date      |

**BUSINESS SUBSIDY REIMBURSEMENT AGREEMENT**

THIS AGREEMENT is made as of the \_\_\_\_ day of \_\_\_\_\_, 20\_\_, by and between the CITY OF SHAKOPEE, MINNESOTA (the "City"), a Minnesota municipal corporation, and Cherne Industries Incorporated, a Ohio corporation (the "Applicant").

**WITNESSETH:**

WHEREAS, Cherne Industries Incorporated has made application for Business Subsidy for a project located at Property ID Number 274730040 (the "Project"); and

WHEREAS, the City of Shakopee has collected the review fee of \$12,000 as required by the City's adopted Fee Schedule; and

WHEREAS, Cherne Industries Incorporated has agreed to reimburse the City for the costs of the preparation and review of the Business Subsidy application over and above the \$12,000 application fee.

NOW THEREFORE, in consideration of the foregoing and of the mutual covenants and obligations set forth herein, the parties agree as follows:

Cherne Industries Incorporated will reimburse the City for the costs actually incurred by the City in the preparation and review of the Business Subsidy application for the Project. Payment shall be due 10 days after written evidence reasonable acceptable to Cherne Industries Incorporated has been provided to legal@oatey.com that such costs have actually been incurred by the City. Termination of this Agreement shall not impair the obligation of Cherne Industries Incorporated to pay the reasonable costs actually incurred by the City for the preparation of the Business Subsidy application before the date of termination of this Agreement.

**APPLICANT'S NAME**

By: DocuSigned by: Michael R. Woloszyn  
 Title: Vice President & Chief Financial Officer

Date: 1/16/2020

**CITY OF SHAKOPEE**

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

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

Title: \_\_\_\_\_