

HARBOR POINT HOTEL VENTURES LLC
and
CITY OF UTICA INDUSTRIAL DEVELOPMENT AGENCY

PAYMENT-IN-LIEU-OF-TAX AGREEMENT

City of Utica Industrial Development Agency
2025 Real Estate Lease
(Harbor Point Hotel Ventures LLC Facility)

Oneida County, City of Utica, Utica City School District

Tax Account Nos.: A portion of _____ (Lot 101)

PAYMENT-IN-LIEU-OF-TAX AGREEMENT

THIS PAYMENT-IN-LIEU-OF-TAX AGREEMENT, dated as of June 25, 2025, is by and between the **CITY OF UTICA INDUSTRIAL DEVELOPMENT AGENCY**, a public benefit corporation of the State of New York, with offices at One Kennedy Plaza, Utica, New York 13502 (the "Agency"), and **HARBOR POINT HOTEL VENTURES LLC**, a limited liability company duly organized, validly existing and in good standing under the laws of the State of New York, with offices at 508 White Spruce Boulevard, Rochester, New York 14623 (the "Company").

W I T N E S S E T H:

WHEREAS, the Agency is authorized and empowered by the provisions of Title 1 of Article 18-A of the General Municipal Law, Chapter 99 of the Consolidated Laws of New York, as amended, (the "Enabling Act"), and Chapter 710 of the Laws of 1981 of the State of New York, as amended, constituting Section 901 of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of, among others, industrial facilities for the purpose of promoting, attracting and developing economically sound commerce and industry in order to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, Utica Harbor Lodging Group LLC, on behalf of itself or an entity or entities to be formed on its behalf (collectively, the "Applicant") submitted to the Agency an Application for Financial Assistance dated November 7, 2024 (together with all related materials submitted therewith, the "Application") requesting the Agency assist in the acquisition of parcels of land measuring 20± acres in the aggregate located at Wells Avenue, Utica Harbor Point, City of Utica, Oneida County, New York to undertake a three-phase project including the construction and equipping of two hotel facilities (each a "Hotel Project") and one residential facility (the "Residential Project"), all in furtherance of enhancing economic development in downtown Utica and specifically within the Harbor Point area; and

WHEREAS, the Company was formed on behalf of the Applicant to undertake one of the Hotel Projects consisting of construction of an extended stay hotel with approximately 118 rooms, together with all parking and infrastructure to support the same (collectively, the "Improvements") situated on a 4.09± acre parcel of land located at Wells Avenue, Utica Harbor Point, City of Utica, Oneida County, New York (the "Land"); and acquisition and installation of furniture, fixtures and equipment in the Improvements (the "Equipment"), designed to cater to families and transient business as well as guests seeking a more upscale destination lodging experience (the Improvements and the Equipment are referred to collectively as the

“Facility” and the acquisition, construction and equipping of the Facility is referred to collectively as the “Project”); and

WHEREAS, Harbor Point Suites LLC (“HP Suites”) was formed on behalf of the Applicant to undertake the second Hotel Project, and Harbor Point Residents LLC (“HP Residents”) was formed on behalf of the Applicant to undertake the Residential Project; and

WHEREAS, in order to induce the Company to develop the Facility, the Agency is willing to take a leasehold interest in the Land, Improvements and Equipment constituting the Facility and lease said Land, Improvements and Equipment back to the Company pursuant to the terms and conditions contained herein; and

WHEREAS, Community Bank, National Association (the “Bank”) intends to finance a portion of the costs of the Hotel Projects and the Residential Project by way of a master construction loan to the Company, HP Suites and HP Residents in the maximum principal amount of \$35,000,000.00 (the “Loan”) to be secured by (a) a Mortgage and Security Agreement dated June 25, 2025 (the “Mortgage”) from the Agency, the Company, HP Suites and HP Residents to the Bank; and (b) an Assignment of Leases and Rents dated June 25, 2025 (the “Assignment”) from the Agency, the Company, HP Suites and HP Residents to the Bank; and

WHEREAS, it is the intention of the parties that, upon completion of each of the Hotel Projects and the Residential Project, the lien of the Mortgage will be split into separate mortgage liens, each encumbering a Hotel Project and the Residential Project, and the Agency, the Company, HP Suites and HP Residents will be asked to enter into agreements with the Bank evidencing the same; and

WHEREAS, the Project is in furtherance of enhancing economic development in downtown Utica and specifically within the Harbor Point area; and

WHEREAS, in order to induce the Company to develop the Facility, the Agency is willing to accept a leasehold interest in the Facility pursuant to a Lease Agreement dated of even date herewith and lease the Facility back to the Company pursuant to the terms and conditions contained in a Leaseback Agreement dated of even date herewith; and

WHEREAS, the Agency has agreed to accept a leasehold interest in the Facility in order to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, the Facility will be exempt from real property taxes, general property taxes, general school district taxes, general assessments, service charges or other governmental charges of a similar nature levied and/or assessed upon the

Facility or the interest therein of the Company or the occupancy thereof by the Company commencing March 1, 2026, the taxable status date, (the "Exempt Taxes"), because the Agency has a leasehold interest in the Facility and the Facility is used for a purpose within the meaning of the applicable Constitutional and statutory provisions, including the Enabling Act, provided, however, such exemption does not extend to special assessments or ad valorem levies; and

WHEREAS, the period of the Facility's exemption from Exempt Taxes imposed by each Taxing Authority will run from the first tax year following the March 1, 2026 tax status date through the term of the Leaseback Agreement (the "Exemption Term"); and

WHEREAS, each year of the Exemption Term for each Taxing Authority is more particularly set forth on Schedule B attached hereto (each year being referred to as an "Exemption Year"); and

WHEREAS, it is the intention of the parties that the fixed PILOT Payments (as described in Section 2(a)(ii) below) shall begin on the first Exemption Year following the issuance of a Certificate of Occupancy; attached as Schedule B is an illustration of PILOT Payments assuming a Certificate of Occupancy will be issued on or about August 1, 2027 as projected by the Applicant in the Application and the commencement of fixed PILOT payments may be adjusted based on the actual completion date; and

WHEREAS, the Agency and the Company deem it necessary and proper to enter into an agreement making provision for payments-in-lieu-of-taxes and such assessments by the Company to the City of Utica, or any existing incorporated village or any village which may be incorporated after the date hereof, within which the Facility is or may be, wholly or partially located, Oneida County, Utica City School District and appropriate special districts (hereinafter each a "Taxing Authority" and collectively the "Taxing Authorities") in which any part of the Facility is or is to be located; and

WHEREAS, the PILOT Payments represent a deviation from the Agency's Uniform Tax Exemption Policy (the "Policy"); and

WHEREAS, pursuant to Section 874 of the Act, the Agency sent a copy of the inducement resolution to the chief executive officer of each Taxing Authority providing a description of the PILOT Payments, the Agency's reasons for deviating from the Policy as well as the time and location of the public hearing and the meeting during which the Agency would consider a resolution approving the deviation from its Policy and the PILOT Payments; and

WHEREAS, all defined terms herein as indicated by the capitalization of the first letter thereof and not otherwise defined herein shall have the meanings ascribed to such terms as set forth in the Leaseback Agreement.

NOW, THEREFORE, to provide for certain payments to the Taxing Authorities, and for other good and valuable consideration, the receipt of which is hereby acknowledged, the parties hereto agree as follows:

1. The Company shall pay to each Taxing Authority:

(a) all taxes that are due with respect to the Facility prior to the Exemption Term, no later than the last day during which such payments may be made without penalty; and

(b) all special assessments and ad valorem taxes coming due and payable during the term of the Leaseback Agreement and the Leaseback Agreement for which the Facility is not exempt, no later than the last day during which such payments may be made without penalty.

2. (a) The Company shall pay to each Taxing Authority as set forth on Schedule A attached hereto and made a part hereof an amount in lieu of the Exempt Taxes (the "PILOT Payments") during each Exemption Year as follows:

(i) During the period commencing March 1, 2026 through the end of the first Exemption Year for each Taxing Authority following issuance of a Certificate of Occupancy (the "Construction Period"); an amount equal to the Exempt Taxes for the Land, such amount to be calculated using the assessed value and taxable status of the Land as of March 1, 2024; and

(ii) For each Exemption Year following the Construction Period, payments as more particularly described on Schedule B attached hereto and made a part hereof.

PILOT Payments will be allocated among the taxing jurisdictions in the same proportion as taxes would be allocated but not for the Agency's involvement, unless the taxing jurisdictions enter into a written agreement assigning a different allocation. For purposes of determining the allocation, the Taxing Authorities shall use the tax rates in effect during the prior Exemption Year.

(b) Anything herein to the contrary, notwithstanding, this Agreement shall terminate on the date on which the Leaseback Agreement shall terminate and the Agency shall terminate its leasehold interest in the Facility pursuant to the Leaseback Agreement.

(c) Anything herein to the contrary, notwithstanding, upon the failure of the Company in making any payment when due hereunder and upon failure to cure such default within thirty (30) days after receipt of notice as herein provided, shall constitute an Event of Default under Section 7.1(a)(vi) of the Leaseback Agreement,

and the Agency may take any one or all remedial steps afforded it in Section 7.2 of the Leaseback Agreement; provided, however, nothing herein contained shall be deemed to limit any other rights and remedies the Agency may have hereunder or under any other Transaction Document.

3. The Company will make PILOT Payments to each Taxing Authority hereunder for each Exemption Year by making the required payment to such Taxing Authority no later than the last day during which such Exempt Taxes could otherwise be made without penalty as if the Agency did not have a leasehold or other interest in the Facility. PILOT Payments that are delinquent under this Agreement shall be subject to a late penalty of five percent (5%) of the amount due which shall be paid by the Company to the affected Taxing Authority at the time the PILOT Payment is paid. For each month, or part thereof, that the PILOT Payment is delinquent beyond the first month, interest shall accrue to and be paid to the affected Taxing Authority on the total amount due plus a late payment penalty in the amount of one percent (1%) per month until the payment is made. Anything herein to the contrary, notwithstanding, upon the failure of the Company in making any payment (or causing any payment to be made) when due hereunder and upon failure to cure such default within thirty (30) days after receipt of notice as herein provided, the Agency shall have the right to terminate the Leaseback Agreement and this PILOT Agreement, and the Company shall henceforth pay one hundred (100%) percent of the Exempt Taxes, together with all costs of collection, including but not limited to reasonable attorneys' fees. Nothing herein contained shall be deemed to limit any other rights and remedies the Agency may have hereunder or under any other Transaction Document.

4. The PILOT Payments to be made by the Company pursuant to this Agreement are intended to be in lieu of all Exempt Taxes that would have to be paid on the Facility leased to the Company by the Leaseback Agreement if the Agency did not have a leasehold or other interest in the Facility.

5. If by reason of a change in the Constitution or laws of the State of New York, or an interpretation of the Constitution or the laws of the State of New York by the Court of Appeals (or such lower court from which the time to appeal has expired) of the State of New York, or for any other reason, the Company is required to pay any tax which the payments specified herein are intended to be in lieu of, the Company may deduct the aggregate of any such payments made by it from the amount herein agreed to be paid in lieu of such taxes and need only pay the difference. Furthermore, inasmuch as the PILOT Payments herein agreed to be made by the Company are intended to be in lieu of all Exempt Taxes, it is agreed that said payments shall not, as to any Exemption Year, be in an amount greater than would be payable for such year for such Exempt Taxes, in the aggregate, by a private corporation on account of its ownership of the Facility.

6. This Agreement shall be binding upon the successors and assigns of the parties. This Agreement shall be deemed assigned contemporaneously with any assignment of the Leaseback Agreement permitted pursuant to Section 6.3 thereof.

7. It is the intent of the parties that the Company will have all the rights and remedies of a taxpayer with respect to any real property or other tax, service charge, special benefit, ad valorem levy, assessment or special assessment or service charge because of which, or in lieu of which, the Company is obligated to make a payment hereunder, as if and to the same extent as if the Agency did not have a leasehold or other interest in the Facility. It is the further intent of the parties that the Company will have all of the rights and remedies of a taxpayer as if and to the same extent as if the Agency did not have a leasehold or other interest in the Facility with respect to any proposed assessment or change in assessment concerning the property, or any portion thereof, whether through an assessor, board of assessment review, court of law, or otherwise and likewise will be entitled to protest before and be heard by such assessor, board of assessment review, court of law or otherwise and will be entitled to take any and all appropriate appeals or initiate any proceedings to review the validity or amount of any assessment or the validity or amount of any taxes that would have been payable but for the provisions hereof provided however the Company must provide written notice to the Agency at least forty-five (45) days in advance of initiating such proceedings. In the event, however, that a court of competent jurisdiction shall enter an order or judgment determining or declaring that, by reason of the Agency's interest in the Facility, the Company does not have the right to bring a proceeding to review such assessment under the Real Property Tax Law or any other law, then the Company shall have the right to contest such assessment in the name and as the agent of the Agency, and the Agency agrees to cooperate with the Company in all respects in any such proceeding at the sole cost and expense of the Company. The Company hereby unconditionally and irrevocably waives its rights, if any, to apply for and/or receive the benefit of, any other real property tax exemption including, without limitation, any real property tax exemptions that may be available under Section 485-b and Section 485-e of the Real Property Tax Law for so long as the PILOT Agreement is in effect. Notwithstanding anything herein to the contrary, for so long as this Agreement is in effect, the Company shall not consolidate any other tax parcels into the tax parcels that are the subject of this Agreement, without the prior written consent of the Agency in each instance.

8. All amounts payable by the Company hereunder will be paid to the respective Taxing Authority and will be payable in such lawful money of the United States of America as at the time of payment is legal tender for the payment of public and private debts, including a check payable in such money.

9. (a) If any term or provision hereof should be for any reason held or adjudged to be invalid, illegal or unenforceable by any court of competent jurisdiction, such term or provision will be deemed separate and independent and the remainder hereof will remain in full force and effect and will not be invalidated, impaired or otherwise affected by such holding or adjudication.

(b) This Agreement may not be effectively amended, changed, modified, altered, assigned or terminated except by an instrument in writing executed by the parties hereto.

(c) All notices, certificates or other communications hereunder shall be in writing and shall be sufficiently given and shall be deemed given (i) when mailed by United States registered or certified mail, postage prepaid, return receipt requested or (ii) when delivered by a commercial overnight courier that guarantees next day delivery and provides a receipt, to the Agency, the Company or the Bank, as the case may be, addressed as follows:

If to the Agency:

City of Utica Industrial Development Agency
One Kennedy Plaza
Utica, New York 13502
Attn.: Executive Director

With a Copy to:

Bond, Schoeneck & King, PLLC
501 Main Street
Utica NY 13501
Attn.: Linda E. Romano, Esq.

If to the Company:

Harbor Point Hotel Ventures LLC
508 White Spruce Boulevard
Rochester, New York 14623
Attn.: Minesh Patel

With a Copy to:

The Halpin Firm
4588 NY-224
Montour Falls, New York 14865
Attn.: Robert L. Halpin, Esq.

If to the Bank:

Community Bank, National Association
201 North Union Street
Olean, New York 14760
Attn.: Commercial Lending Department

With a Copy to:

Rossettie Rosettie & Martino LLP
269 West Pulteney Street
Corning, New York 14830
Attention: Gabriel V. Rossettie, Esq.

provided, that the Agency, the Bank or the Company may, by notice given hereunder to the other, designate any further or different addresses to which subsequent notices, certificates or other communications to them shall be sent.

(e) This Agreement shall be governed by and construed in accordance with the laws of the State of New York.

[Signature page follows]

IN WITNESS WHEREOF, the parties have executed this **PILOT Agreement**
as of the date first above written.

HARBOR POINT HOTEL VENTURES LLC

By: _____

Name: Arun Patel
Title: Manager

STATE OF NEW YORK)

SS.:)

COUNTY OF *Schenectady*)

On the 24 day of June 2025 before me, the undersigned a notary public in and for said state, personally appeared **Arun Patel**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.

Notary Public

ROBERT L. PALPIN
Notary Public, State of New York
Qualified in Schoharie County
Commission Expires May 13, 2026

SECOND SIGNATURE PAGE TO PILOT AGREEMENT
(HARBOR POINT HOTEL VENTURES LLC FACILITY)

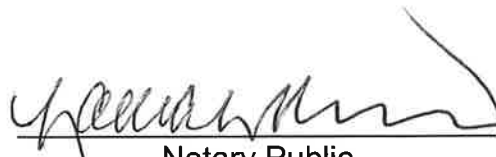
CITY OF UTICA INDUSTRIAL
DEVELOPMENT AGENCY

By: 
John F. Buffa
Treasurer

STATE OF NEW YORK)
 : ss.:
COUNTY OF ONEIDA)

On the 24th day of June 2025 before me, the undersigned a notary public in and for said state, personally appeared **John F. Buffa**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual or the person upon behalf of which the individual acted, executed the instrument.




Notary Public

SCHEDULE A

COUNTY OF ONEIDA
Receiver of Taxes
800 Park Avenue
Utica, New York 13501

CITY OF UTICA
Receiver of Taxes
City Hall
One Kennedy Plaza
Utica, New York 13502
Attn.: City Treasurer

UTICA CITY SCHOOL DISTRICT
Receiver of Taxes
929 York Street
Utica, New York 13502

SCHEDULE B-1

EXEMPTION YEARS and PILOT PAYMENTS

It is the intention of the parties that the Year Three and subsequently numbered fixed PILOT Payments begin following the issuance of a Certificate of Occupancy; the below illustration assumes a Certificate of Occupancy will be issued on or about August 1, 2027 and may be adjusted based on the actual completion date

Exemption Year	Taxable Status Date	School Tax Year	County Tax Year	City Tax Year	Fixed Payment
1	03/01/26	07/01/26 - 06/30/27	01/01/27 - 12/31/27	04/01/27 - 03/31/28	\$3,135.00
2	03/01/27	07/01/27 - 06/30/28	01/01/28 - 12/31/28	04/01/28 - 03/31/29	\$3,198.00
3	03/01/28	07/01/28 - 06/30/29	01/01/29 - 12/31/29	04/01/29 - 03/31/30	\$45,000.00
4	03/01/29	07/01/29 - 06/30/30	01/01/30 - 12/31/30	04/01/30 - 03/31/31	\$45,000.00
5	03/01/30	07/01/30 - 06/30/31	01/01/31 - 12/31/31	04/01/31 - 03/31/32	\$45,000.00
6	03/01/31	07/01/31 - 06/30/32	01/01/32 - 12/31/32	04/01/32 - 03/31/33	\$45,000.00
7	03/01/32	07/01/32 - 06/30/33	01/01/33 - 12/31/33	04/01/33 - 03/31/34	\$82,500.00
8	03/01/33	07/01/33 - 06/30/34	01/01/34 - 12/31/34	04/01/34 - 03/31/35	\$82,500.00
9	03/01/34	07/01/34 - 06/30/35	01/01/35 - 12/31/35	04/01/35 - 03/31/36	\$82,500.00
10	03/01/35	07/01/35 - 06/30/36	01/01/36 - 12/31/36	04/01/36 - 03/31/37	\$82,500.00
11	03/01/36	07/01/36 - 06/30/37	01/01/37 - 12/31/37	04/01/37 - 03/31/38	\$82,500.00
12	03/01/37	07/01/37 - 06/30/38	01/01/38 - 12/31/38	04/01/38 - 03/31/39	\$82,500.00
13	03/01/38	07/01/38 - 06/30/39	01/01/39 - 12/31/39	04/01/39 - 03/31/40	\$82,500.00
14	03/01/39	07/01/39 - 06/30/40	01/01/40 - 12/31/40	04/01/40 - 03/31/41	\$82,500.00
15	03/01/40	07/01/40 - 06/30/41	01/01/41 - 12/31/41	04/01/41 - 03/31/42	\$82,500.00
16	03/01/41	07/01/41 - 06/30/42	01/01/42 - 12/31/42	04/01/42 - 03/31/43	\$82,500.00
17	03/01/42	07/01/42 - 06/30/43	01/01/43 - 12/31/43	04/01/43 - 03/31/44	\$82,500.00
18	03/01/43	07/01/43 - 06/30/44	01/01/44 - 12/31/44	04/01/44 - 03/31/45	\$125,000.00
19	03/01/44	07/01/44 - 06/30/45	01/01/45 - 12/31/45	04/01/45 - 03/31/46	\$125,000.00
20	03/01/45	07/01/45 - 06/30/46	01/01/46 - 12/31/46	04/01/46 - 03/31/47	\$125,000.00
21	03/01/46	07/01/46 - 06/30/47	01/01/47 - 12/31/47	04/01/47 - 03/31/48	\$125,000.00
22	03/01/47	07/01/47 - 06/30/48	01/01/48 - 12/31/48	04/01/48 - 03/31/49	\$125,000.00
23	03/01/48	07/01/48 - 06/30/49	01/01/49 - 12/31/49	04/01/50 - 03/31/50	100% of taxes

(Shaded areas represent the projected construction period)