



Board of Directors Meeting

Tuesday, June 16, 2026 – 8:45 am
111 Washington Ave, Suite 100, Albany, NY 12210
Conference Room

AGENDA

1. Welcome & Roll Call Alan Alexander, Chair
2. Minutes Review & Approval – March 17, 2026 p.3-4 Alan Alexander, Chair
3. Committee Reports
 - a. Governance Committee Alan Alexander, Acting Chair
4. CFO Report Amy Thompson, CFO
 - a. May 2026 Financials p.5-9
 - b. Q1 Voucher p.10-13
5. CEO Report Kevin O'Connor, CEO
6. Applications for Consideration Kevin Catalano
 - a. P&M Brick, LLC DBA Port of Coeymans p.15-81
 - i. (action) Resolution 2026-06-01 p.14
7. Other Business
 - a. Meeting Cadence Alan Alexander, Chair
8. Public Comments Alan Alexander, Chair
9. Executive Session (if necessary) Alan Alexander, Chair
10. Adjournment Alan Alexander, Chair



Board of Directors Meeting

Tuesday, June 16, 2026 – 8:45 am
111 Washington Ave, Suite 100, Albany, NY 12210
Conference Room

ROLL CALL

<u>Board Member</u>	<u>Present / Excused / Absent</u>
Alan Alexander, Chairman	
Diana Ostroff, Secretary & Treasurer	Excused
Allen Maikels, Member	
Marcus Pryor, Member	
Daniel Scarring, Member	
Susan Pedo, Member	
Lucas Rogers, Member	

**Board of Directors Meeting Minutes
March 17, 2026**

DIRECTORS PRESENT	Alan Alexander, Diana Ostroff, Marcus Pryor, Susan Pedo, Caitlin O'Brien, (Designated Representative of the Albany County Legislature Chairperson), and Patrick Curran (Designated Representative of the Albany County Executive)
EXCUSED DIRECTORS	Allen Maikels, Daniel Scaring, Lucas Rogers (via video)
COUNSEL PRESENT	Madeline Kauffman
AACA STAFF PRESENT	Kevin O'Connor, Amy Thompson, Kevin Catalano, Antionette Hedge, Sara Paulsen, and Mark Opalka
GUEST PRESENT	Alexander Mathes

Call to Order

Mr. Alexander called the meeting to order at 8:52 a.m. Roll Call was made, and it was determined there was a quorum.

Meeting Minutes Review

Mr. Alexander presented the Minutes from the January 20, 2026 Meeting for review and approval. There were no corrections noted. A motion was made by Ms. Pedo to approve the Meeting Minutes, seconded by Mr. Pryor; all those present voted in favor.

Committee Reports

Ms. Pryor presented the Audit Committee report and introduced Resolution 2026-03-01 to approve the 2025 Annual Report, Procurement Report, Investment Report, and Independent Audit and Financial Statements, including required filings and postings. Upon brief clarification of the reports included in the board packet, and hearing no further questions or comments, a motion to approve the resolution was made by Mr. Pryor, seconded by Ms. Ostroff. All those present voted in favor.

CFO Report

Ms. Thompson presented the January financials, highlighting approximately \$10 million in cash, with \$7.5 million invested in Treasury bills at current interest rates, and \$10.2 million in loans receivable, all of which remain current. Operating revenues totaled \$58,000 against \$38,000 in expenses, resulting in a positive change in net position of \$19,000. Ms. Thompson then reviewed the fourth quarter 2025 vouchers, including \$194,000 for operating expenses such as salaries, benefits, and professional fees, and \$246,000 for shovel-ready projects, consisting of legal and professional fees and costs associated with a New York independent systems power study. Upon clarification that board approval was required for the vouchers but not the financial statements, and hearing no further discussion, a motion to approve the vouchers under Resolution 2026-03-02 was made by Ms. Ostroff, seconded by Mr. Pryor, and unanimously approved.

CEO Report

First, Mr. O'Connor presented his report, highlighting ongoing redevelopment efforts related to the former St. Rose campus, including discussions with developers and potential use of the AI Tech Trust Fund to support projects. He noted progress on property sales, including an agreement involving the University at Albany's housing affiliate, as well as continued negotiations on other sites and efforts to

address parking needs. He further reported a significant reduction in outstanding debt tied to these activities. Mr. O'Connor then provided updates on the redevelopment of the Al Tech Steel site, including environmental review work and coordination with state agencies to prepare the property for future development, the transfer of the property to Albany County Industrial Development Agency, and a timeline estimate of 12 months. Mr. O'Connor then discussed projects that could benefit from the Governor's downtown Albany initiative, including the planned demolition of the Central Warehouse, which is expected to proceed following completion of asbestos remediation, and the redevelopment of 106 S Pearl St. into a new intercity bus terminal with community engagement planned as part of the design process. Mr. O'Connor then reported on the development of a new strategic plan, currently underway with consulting firm HR&A, which will guide future organizational priorities. Mr. O'Connor outlined a proposed county housing initiative, including the creation of a revolving loan fund to support affordable and workforce housing development. Hearing no further questions, the report was concluded.

Other Business

Mr. Alexander reminded the board of the annual financial disclosure form, noting it must be completed, notarized, and submitted directly to the county's ethics commission, rather than to the board. A brief discussion followed regarding the airport, where it was reported that terminal improvements are progressing despite some delays and rising costs, with the completed project expected to significantly enhance the passenger experience.

Public Comments

None.

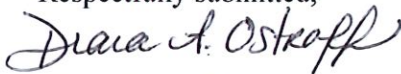
Executive Session

None.

Adjournment

Mr. Pryor made a motion to adjourn the meeting at 9:23 a.m. and Ms. Ostroff seconded the motion; All those present voted in favor.

Respectfully submitted,



Diana Ostroff, Secretary

ALBANY BUSINESS DEVELOPMENT CORPORATION
Financial Statement Narrative
For the Period Ending YTD
May 31, 2026

This report provides an overview of the P&L and Balance Sheet for Albany Business Development Corporation YTD May 2026.

In 2026 the ACBDC will continue to promote economic growth and business retention by offering financing to businesses. These businesses will demonstrate strong possibilities for growth, real property improvement, increased employment, and retention of employment within the County.

Total revenue for YTD May was \$284,904 derived from bank, investment, and loan interest. The corporation has wisely invested funds in US Treasury Bills. We were favorable to budget by \$49,055.

The ACBDC remains committed to financial transparency and accountability. Rigorous financial controls and reporting mechanisms are in place to ensure the effective and responsible use of funds in alignment with the organization's mission and objectives and the economic development strategy of Albany County.

The expenses YTD of \$245,928 were favorable to budget by \$189,488. All in, the ACBDC has spent roughly \$547,309 of the \$1,000,000 pledged to the Alliance to assist with the expenses related to shovel ready sites.

Our current cash position is strong at \$10,497,291. The decision to invest \$7,700,000 in US Treasury Bills has resulted in additional investment interest earned annually. The net gain for the ACBDC at the end of May was \$38,975 compared to a budgeted net loss of \$101,458.

Our loan receivable balance stands at \$9,718,260 and all loans are paid current.

There are currently no identifiable significant risks or uncertainties that would impact the ACBDC's future financial performance.

ALBANY BUSINESS DEVELOPMENT CORPORATION
Financial Statement Narrative
For the Period Ending YTD
May 31, 2026

Profit & Loss

Operating Revenue –

Application Fees of \$500

Bank interest of \$18,904

Loan interest of \$151,509

Investment interest of \$113,991

Operating Expenses–

Agency Fee and Shovel Ready Site Development Fees of \$245,928 include YTD expenses to be reimbursed to the Alliance. These expenses include payroll/benefits, professional/legal services, and miscellaneous office expenses.

Balance Sheet

Assets –

Cash balance as of May 31, 2026 is \$10,497,291 of which \$7,740,431 is invested in US Treasury bills.

Loans receivable of \$9,718,260 of which all loans are currently paid up to date.

Liabilities –

Due to Alliance balance of \$293,413 includes reimbursable expenses for Q1 and Q2 for both operating expenses as well as Shovel Ready Site Development Fund.

Albany County Business Development Corp

Balance Sheet

As of May 31, 2026

	Total
ASSETS	
Current Assets	
Bank Accounts	
Restricted Cash	
10220 - M&T MM 3324 ALTECH ACBDC	2,234,584.80
10230 - M&T 6270 SSBCI	50.00
10250 - M&T 4113 AI Tech Operating	497,708.65
10260- US Treasury Bill - 6 Month 9/17/26 3.50%	2,817,663.70
10270 - US Treasury Bill - 3 Month 7/07/26 3.48%	2,806,332.65
10280 - US Treasury Bill - 4 Month 7/17/26 3.47%	2,116,435.06
Total Restricted Cash	\$ 10,472,774.86
Unrestricted Cash	
10210 - M&T ACBDC Corp Checking 4105	24,512.71
10255 - M&T 3994 CRAF Operating	3.00
Total Unrestricted Cash	\$ 24,515.71
Total Bank Accounts	\$ 10,497,290.57
Accounts Receivable	
14615 - Loans Receivable-AI Tech LT	9,718,259.79
14620 - Bad Debt Allowance	-88,336.00
15150 - Accrued Loan Interest	31,465.17
Total Accounts Receivable	\$ 9,661,388.96
Other Current Assets	
15200 - Accrued Investment Income	66,837.56
Total Other Current Assets	\$ 66,837.56
Total Current Assets	\$ 20,225,517.09
Fixed Assets	
16000 - Furniture & Fixtures	6,588.00
16999 - Accumulated Depreciation	-6,588.00
Total Fixed Assets	\$ 0.00
TOTAL ASSETS	\$ 20,225,517.09
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20051 - Due to Advance Albany Co Alliance	293,412.70
Total Accounts Payable	\$ 293,412.70
Total Current Liabilities	\$ 293,412.70
Long-Term Liabilities	
20017 - Deferred SSBCI Funds	50.00
Total Long-Term Liabilities	\$ 50.00
Total Liabilities	\$ 293,462.70
Equity	
28615 - Trust Assets	15,650,961.00
30000 - Net Assets	6,176,905.00
Retained Earnings	-1,934,786.69
Net Income	38,975.08
Total Equity	\$ 19,932,054.39
TOTAL LIABILITIES AND EQUITY	\$ 20,225,517.09

Albany County Business Development Corporation
Statement of Revenue, Expenses and Changes in Net Position
YTD May 2026

	<u>Total</u>
Operating Revenues	
41000 - Application Fees	500.00
44000 - Bank Interest	18,903.81
44050 - Loan Interest Earned	151,508.65
44100 - Investment Interest	113,991.06
Total Operating Revenues	\$ 284,903.52
Operating Expenses	
50034 -Shovel Ready Site Development Fees	44,773.15
50035 - Agency Fee	201,155.29
Total Operating Expenses	\$ 245,928.44
Change in Net Position	\$ 38,975.08

Albany County Business Development Corporation
Budget vs. Actuals: 2026 Budget - FY26 P&L
YTD May 2026

	Actual	Budget	Budget Variance	% of Budget
Operating Revenues				
41000 - Application Fees	500.00	625.00	-125.00	80.00%
44000 - Bank Interest	18,903.81	0.00	18,903.81	
44050 - Loan Interest Earned	151,508.65	156,250.00	-4,741.35	96.97%
44100 - Investment Interest	113,991.06	177,083.31	-63,092.25	100.00%
Total Operating Revenues	\$ 284,903.52	\$ 333,958.31	-\$ 49,054.79	85.31%
Operating Expenses				
50034 -Shovel Ready Site Development Fees	44,773.15	237,500.00	-192,726.85	100.00%
50035 - Agency Fee	201,155.29	197,916.65	3,238.64	101.64%
Total Operating Expenses	\$ 245,928.44	\$ 435,416.65	-\$ 189,488.21	56.48%
Change in Net Position	\$ 38,975.08	\$ (101,458.34)	\$ 140,433.42	-38.41%

Advance Albany County Alliance LDC
as agent for
Albany County Business Development Corporation
Q1 2026 Voucher
Voucher \$103,450.05

2026 Agency Budget	\$	475,000.00
Q1 2026 Salaries and Fringe Benefits	\$	63,636.74
Q1 2026 Professional Fees	\$	25,950.97
Q1 2026 Other Business Expenses	\$	13,862.34
Total Q1 2026 Voucher	\$	103,450.05
 Total Remaining	 \$	 371,549.95

Advance Albany County Alliance LDC
as agent for
Albany County Business Development Corporation
Shovel Ready Site Development
Q1 2026 Legal/Professional Fees
Voucher \$14,198.97

Shovel Ready Site Budget	\$	1,000,000.00
Q1 2026 Legal/Professional Fees	\$	14,198.97
Total Q1 2026 Voucher	\$	14,198.97
2023-2025 Paid Vouchers	\$	390,387.53
Total Remaining	\$	595,413.50

Advance Albany County Alliance
Profit and Loss by Class
January - March, 2026

	ACBDC	Shovel Ready Site Dev Fund
Income		
ACBDC Reimbursement	103,450.05	
ACPHLA Management Fee		
ACPHLA Reimbursement		
ARPA Grant Income		
CRC Management Fee		
IDA Management Fee		
Interest Income		
Shovel Ready Site Reimbursement		14,198.87
Total Income	\$ 103,450.05	\$ 14,198.87
Gross Profit	\$ 103,450.05	\$ 14,198.87
Expenses		
Legal & Professional Services		
Legal Fees	36.50	3,090.00
Professional Fees	23,362.50	10,951.72
Total Legal & Professional Services	\$ 23,399.00	\$ 14,041.72
Other Business Expenses		
Automobile	157.15	157.15
Bank Charges & Fees	750.00	
Cell Phone		
Computer Software	2,237.50	
Computer/Internet	1,728.07	
Dues & Subscriptions	1,322.48	
Insurance	1,112.76	
Marketing	2,446.73	
Meals & Entertainment		
Meeting Expense		
Miscellaneous Expense		
Office Supplies	484.53	
Parking	-245.00	
Payroll Fee	1,586.90	
Postage		
Professional Development		
Rent	5,925.84	
Repairs & Maintenance		
Telephone		
Travel Expenses		
Utilities	494.25	
Total Other Business Expenses	\$ 18,001.21	\$ 157.15
Payroll Expenses		
Employee Benefits		
401k ER Match	4,565.86	
Health Insurance	6,530.17	
Payroll Tax - FICA	3,545.18	
Payroll Tax - FUTA	114.24	
Payroll Tax - SUTA	906.00	
Workers Comp	46.44	
Total Employee Benefits	\$ 15,707.89	\$ 0.00
Salaries	46,341.95	
Total Payroll Expenses	\$ 62,049.84	\$ 0.00
Property Tax		
Total Expenses	\$ 103,450.05	\$ 14,198.87
Net Operating Income	\$ 0.00	\$ 0.00
Other Expenses		
Depreciation Expense		
Total Other Expenses	\$ 0.00	\$ 0.00
Net Other Income	\$ 0.00	\$ 0.00
Net Income	\$ 0.00	\$ 0.00
Depreciation Expense		
Other Miscellaneous Expense		
Total Other Expenses		
Net Other Income		
Net Income	0.00	0.00

ACBDC

Row Labels	Sum of Amount
Adobe	932.73
ADP	1,586.90
Amazon	49.95
Baker Public Relations Inc	2,331.00
Boardable	257.17
Bonadio & Co, LLP	11,800.00
CDPHP	589.86
CEG	1,249.98
Commercial & Industrial Real Estate Br	72.50
Downhome Solutions	675.00
FirstLight Fiber Inc.	350.25
HR&A Advisors, Inc.	11,562.50
Indeed	50.32
Intelligent Technology Solutions, Inc	1,295.16
Intuit	372.60
Iron Mountain	302.94
Kathoderay	63.82
Mathes Public Affairs	157.15
MVP	5,940.31
National Business Technologies	126.94
Park Inc	55.00
Parking	(300.00)
Payroll	55,519.67
Philadelphia D&O Insurance	378.51
Rent	5,925.84
Travelers Ins	734.25
Utilities	494.25
W.B. Mason	70.11
WatchGuard	18.84
Whiteman Osterman & Hanna LLP	511.00
WHO	(474.50)
Wilmington Trust	750.00
Grand Total	103,450.05

Shovel Ready Site Dev Fund

Row Labels	Sum of Amount
Mathes Public Affairs	157.15
McFarland-Johnson, Inc	10,951.72
Thomas M. Owens, Esq.	1,800.00
Young Sommer LLC	1,290.00
Grand Total	14,198.87

**RESOLUTION 2026-06-01
OF THE
ALBANY COUNTY BUSINESS DEVELOPMENT CORPORATION
APPROVING P & M BRICK, LLC, DBA PORT OF COEYMANS
LOAN APPLICATION**

WHEREAS, Albany County Business Development Corporation (“ACBDC”) administers a revolving business loan fund for the purpose of creating and retaining jobs in Albany County; and

WHEREAS, the staff of the Advance Albany County Alliance Local Development Corporation (the “**Alliance**”), as agents of the ACBDC, has reviewed and recommends approval of a loan application from P & M Brick, LLC, DBA Port of Coeymans to partially finance the acquisition of a certain Tadano 1600XL Crane (and all related equipment, if any) to be used at the Port of Coeymans and the Coeymans Industrial Park (the “**Loan Application**”); and

WHEREAS, the material terms of the ACBDC loan recommended to be provided on the basis of the Loan Application (the “**Loan**”) would be as follows:

<u>Borrower:</u>	P&M Brick, LLC, DBA Port of Coeymans
<u>Principal Amount:</u>	\$1,000,000.00
<u>Interest Rate:</u>	4%
<u>Term:</u>	7-year term, 7-year amortization.
<u>Guaranty:</u>	Unlimited personal guaranty of Carver Laraway
<u>Collateral:</u>	First priority security interest in and to and lien on a certain Tadano 1600XL Crane and all related equipment (if any)

NOW, THEREFORE, BE IT RESOLVED, that the Loan Application is hereby conditionally approved, subject to completion of all standard requirements of ACBDC and satisfaction of all conditions precedent normally applicable to ACBDC business loans and all conditions which legal counsel for ACBDC deems reasonably appropriate to the circumstances; and be it further

RESOLVED, that upon satisfaction of all of the aforesaid requirements and conditions, ACBDC is authorized to close and fund the Loan, including execution by appropriate official of Alliance, as agent of ACBDC, of all documents required to be executed in connection therewith.

Albany County Business Development Corp.
Al Tech Loan Fund
Loan Proposal
June 16, 2026

BORROWER: P&M Brick, LLC DBA Port of Coeymans

REQUEST: One Million Dollars (\$1,000,000)

TERM: 7-year term – 7-year amortization

RATE: 4.00%

PROJECT: P&M Brick, LLC DBA Port of Coeymans is in need of a specialized piece of equipment to support a company (AProjects USA, LLC) as they expand at the Port of Coeymans and Coeymans Industrial Park.

Total project investment is expected to exceed \$7.9 Million

The sources and uses of the proposed project financing are follows:

SOURCES			USES	
Al Tech Funds	\$1,000,000		Purchase	\$1,800,000
Owners Equity	800,000			
Total	\$1,800,000		Total	\$1,800,000

COLLATERAL: Collateral will be the first lien on the equipment being purchased,
a. ACBDC Counsel will work with borrower and Key Bank to effectuate a 1st Lien on the equipment.

GUARANTORS: The Loan will require the unlimited personal guarantee of Mr. Carver Laraway.

BACKGROUND: Carver proposes the construction of a 75,000 square foot advanced logistics and materials handling facility at the Coeymans Industrial Park; the purpose-built facility will serve as a critical supply chain node for the capital region's rapidly expanding clean energy and advanced manufacturing sectors.

The new facility will be owned and operated by Coeymans Recycling Center, LLC DBA Coeymans Industrial Park and operated by their affiliate P&M Brick, LLC and will serve as the primary staging and distribution hub for AProjects USA, LLC (Tenant) a regional logistics management firm with headquarters in Albany County which supports

regional industrial cargo operations, clean energy supply chain logistics, advanced manufacturing activities and specialized freight handling services, all of which are part of the County's current Economic Development Strategy.

Carver refers to this project as a regional economic multiplier as the Capital Region sits at a strategic crossroads for the buildout of America's clean energy infrastructure, components for wind turbines, EV Battery systems, power gen and hydrogen technology companies, their components are large, high-value and logistically complex. The companies in these industries require trusted, regionally embedded partners to manage these complex logistics and the facility for AProjects USA, LLC will meet the needs of these industries.

Without infrastructure like the proposed facility, this supply chain activity the jobs created and economic output it will generate flows to other markets with deep-water Ports. This project will support Albany County's efforts to be an active participant in the future of complex, high-value logistics supporting Americas energy transition.

The proposed facility will directly create additional skilled trade and logistics operations positions in Albany County with wages and benefits consistent with Carver Companies established standards. Beyond direct employment, the facility will serve as an anchor for the broader ecosystem of contractors, vendors, and service providers that support active logistics operations generating meaningful indirect and induced economic activity.

The proposed project enhances Albany County's ability to attract and retain industrial investment that might otherwise be located outside the region due to infrastructure limitations. The requested low interest loan assistance will help offset substantial increases in construction and material costs, infrastructure and equipment costs experienced throughout the industrial and logistics sectors over the past several years.

This project, including the associated specialized equipment purchase represents a \$7.9 million private-investment at the Port and the request for assistance will ensure the facility remains competitive, financeable and deliverable within current market conditions.

Port of Coeymans – History, Future, Challenges and Opportunities:

Port of Coeymans is a privately owned deep-water marine terminal located on the western shore of the Hudson River in the Town of Coeymans, approximately 10 miles south of Albany. Owned and operated by the Carver Companies, the port has evolved from a former brick manufacturing site into one of the most significant heavy-lift and project cargo facilities in the Northeast.

The port sits on the former site of the Powell & Minnock Brick Company, once one of the region's major brick manufacturing operations. As industrial activity declined in the latter half of the twentieth century, the property became underutilized.

In the early 2000s, Carver Companies acquired and redeveloped the site into a modern marine terminal. Since its establishment, more than \$100 million has been invested in

infrastructure, equipment, docks, heavy-lift capabilities, and industrial development. The redevelopment transformed a former industrial brownfield into a major logistics and manufacturing asset for New York's Capital Region.

The Port of Coeymans is arguably one of the most important industrial and maritime assets in Upstate New York. While much public attention has focused on offshore wind manufacturing, the port today is far more diversified and resilient than many people realize. The facility has evolved into a multi-purpose heavy industrial logistics hub, marine terminal, manufacturing center, and project cargo port serving regional, national, and international markets.

Today, the port handles a broad mix of cargo and industrial activity, including:

- Offshore wind components
- Heavy steel fabrication
- Bridge components
- Project Cargo
- Aggregate materials
- Road salt distribution
- Scrap metal exports
- Marine transportation services
- Industrial manufacturing and assembly operations

Unlike many Northeast ports that primarily handle containerized freight, Coeymans specializes in oversized and heavy-lift cargo. Its large acreage, river frontage, rail access, and proximity to the New York State Thruway make it uniquely positioned for large industrial projects.

The port has become particularly valuable as a staging location for infrastructure projects throughout the Northeast because components can be fabricated or assembled on-site and then transported by barge, avoiding significant highway transportation challenges.

From 2021 through 2024, the Port of Coeymans emerged as one of New York's flagship offshore wind manufacturing locations.

The original vision included:

- Blade manufacturing
- Nacelle assembly
- Foundation component fabrication
- Offshore wind staging and transportation

However, the offshore wind industry experienced significant turbulence beginning in 2023 due to inflation, supply-chain disruptions, financing challenges, and changes in federal energy policy. A major planned turbine manufacturing investment at Coeymans ultimately did not proceed when GE Vernova altered its manufacturing plans.

Despite this setback, the port remains active in offshore wind supply chain work.

The facility has been manufacturing and staging foundation components and related infrastructure for projects such as Empire Wind and Sunrise Wind, preserving an

important role within the domestic offshore wind supply chain. New York State continues to recognize Coeymans as a strategic offshore wind assembly and manufacturing location.

The Port of Coeymans has become one of the largest private-sector economic engines in southern Albany County.

Key impacts include:

- Hundreds of direct jobs
- Significant union construction employment
- Regional supply chain opportunities
- Industrial tax base growth
- Maritime commerce activity
- Attraction of related industrial businesses

Economic impact studies commissioned by regional organizations have projected that offshore wind and associated port development activities at Albany and Coeymans could support thousands of jobs and generate billions of dollars in economic activity throughout the Capital Region.

The port has also become an important catalyst for industrial development along the Hudson River corridor.

Port of Coeymans and Coeymans Industrial Park:

One of the port's greatest strengths is its integration with the adjacent industrial properties owned and developed by the Carver Companies.

The combination creates something rare in New York:

- Deep-water port access
- Large industrial acreage
- Heavy manufacturing capability
- Warehousing opportunities
- Rail and highway connectivity

This allows companies to locate manufacturing and logistics operations immediately adjacent to marine transportation infrastructure.

From an economic development perspective, this significantly enhances the competitiveness of the site compared to many inland industrial parks.

Looking forward, several opportunities appear particularly promising:

Advanced Manufacturing

The port is well positioned to attract:

- Steel fabrication
- Modular construction
- Energy equipment manufacturing
- Defense-related production
- Heavy industrial assembly

Offshore Wind Recovery

Although the industry has slowed, New York continues to invest heavily in offshore wind infrastructure. If federal policy stabilizes and project economics improve, Coeymans remains one of the few East Coast ports capable of supporting large-scale component manufacturing.

Clean Energy Supply Chain

The site could support:

- Grid equipment manufacturing
- Battery storage components
- Transmission infrastructure
- Renewable energy logistics

Hudson River Freight Expansion

As transportation agencies seek alternatives to truck congestion, marine freight along the Hudson River may become increasingly important. Coeymans is strategically positioned to benefit from this trend.

The port's biggest challenges include:

1. Uncertainty in the offshore wind market.
2. Competition from East Coast ports in New Jersey, Massachusetts, and Virginia.
3. Federal policy changes affect renewable energy investment.
4. Workforce recruitment for specialized manufacturing trades.
5. Infrastructure needs associated with continued growth.

The most important takeaway is that the Port of Coeymans should no longer be viewed solely as an "offshore wind port."

Today it functions as a diversified industrial maritime complex that combines:

- Marine cargo operations,
- Heavy manufacturing,
- Industrial real estate development,
- Energy-sector supply chain activity,
- and project logistics.

Even though some of the originally envisioned offshore wind manufacturing investments have not materialized, the port has successfully diversified its operations and remains one of the Capital Region's most strategically important economic development assets. Its combination of deep-water access, industrial land, heavy-lift capability, and proximity to Albany positions it as a potentially transformative industrial hub for the Hudson Valley and Upstate New York over the next decade.

For Albany County economic development professionals, the Port of Coeymans is increasingly comparable to a small-scale industrial port complex such as Port of Cleveland or Port of Milwaukee—a regional industrial engine whose long-term value extends well beyond any single industry cycle.

FINANCIALS:

Financial information provided and reviewed by Senior Vice-President: 2022, 2023 and 2024 Accountant prepared Financial Statements and 2025 internally prepared P&L and BS.
Quote for Tadano 1600XL Crane

ECONOMIC IMPACT: Al Tech will be providing a loan to P&M Brick, LLC BDA Port of Coeymans as part of a bigger projects for AProjects, USA, LLC. The Loan will support the creation of 18 Jobs over 3 years and retain up to 10 at the Port of Coeymans.

The Alliance engaged Camoin Associates to prepare an Economic and Fiscal Impact report and determined that through the construction phase of the project the Impact will be 16 jobs with a payroll of \$1.8 million, \$4.8 million on sales and sales taxes of \$12,500.

Once operational, the facility is projected to create a significant ongoing economic benefit for Albany County. The analysis estimates that the project will support 42 total jobs throughout the county, including 28 direct jobs associated with facility operations.

These jobs are expected to generate approximately \$3.7 million in annual earnings and support more than \$9.1 million in annual economic output. Employee spending associated with these jobs is projected to generate approximately \$26,100 in annual County sales tax revenue.

The fiscal analysis also examined the proposed Payment in Lieu of Taxes (PILOT) agreement. Under the proposed 11-year PILOT schedule, local taxing jurisdictions are projected to receive approximately \$417,640 in PILOT payments. By comparison, taxing jurisdictions would receive approximately \$163,453 if the project did not occur. This results in a projected net fiscal benefit of approximately \$254,187 over the life of the PILOT agreement.

STRENGTHS

- Support for a growing deep-water Port in Albany County
- Fits the County's Economic Development Strategy
- Financially sound company making an additional investment in their Port
- Project has a strong economic impact on the County
- Second loan to this operator.

WEAKNESS:

- Significant loan amount for modest job growth, but part of a bigger economic ecosystem the County is looking to support as part of our Strategy.

OTHER TERMS AND CONDITIONS

- Al Tech to fund at closing
- First Lien on the Tadano 1600XL Crane, Counsel and Borrower to work with Key Bank Lender on securing the lien.

GTC-1600

160 US TON MAX. CRANE CAPACITY

*TADANO
GREEN
SOLUTIONS*

- Suitable for alternative fuels



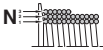
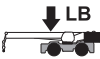
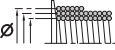
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Key

	Counterweight		Jib offset angle
	Radius		Max. line pull
	Main boom		Rope length
	Folding swing-away jib		Rope
	Insert		Hook block
	Carbody counterweight		Assembly weight
	Overall width		Transport variant
	Roll / list angle		Wire rope layer
	Total weight		Total wire rope
	Hook block		Winch layer diameter
	Overhaul ball		Wind speed in mph
	Travel speed		
	Gradeability		
	Working speeds		

Highlights

200.1' pinned boom; 11.8' to 105' jib (tiltable from 5° to 40°)

Lifting capacities up to 4° out of level with full pick and carry.
Jib capacities to 1.5° or 2.5° out of level depending on jib length.

Dual hook operation with auxiliary nose sheave or jib

Powerful winches with 19 mm rope

Tool-free self-rigging operation

Remote control for all rigging operations standard

Full crane operation remote optional

Best in class gradeability at 52 %

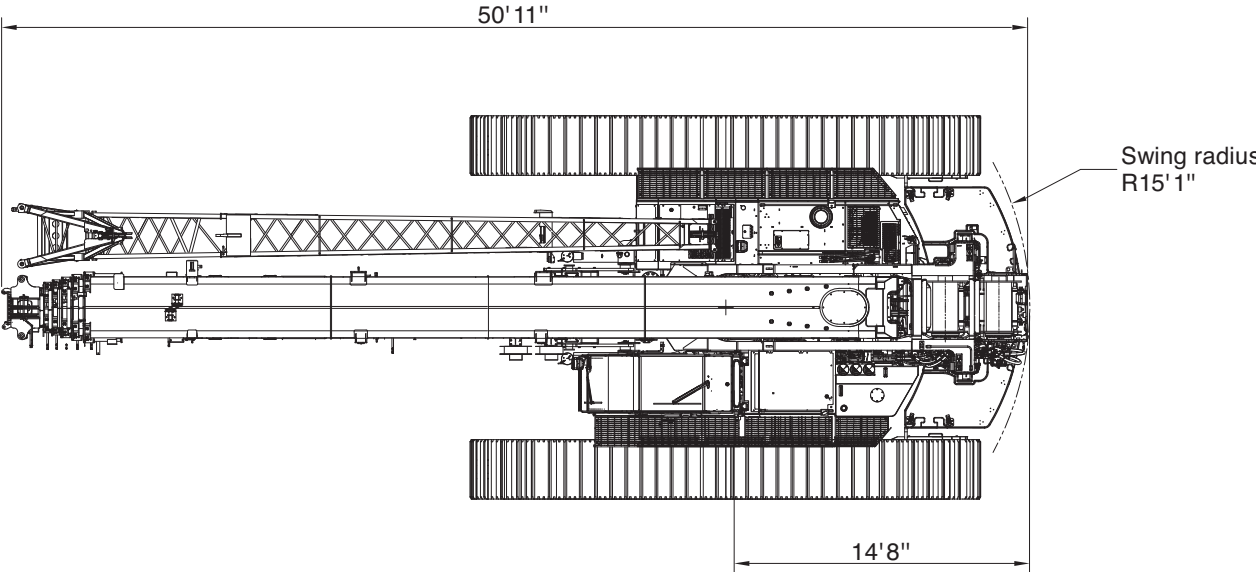
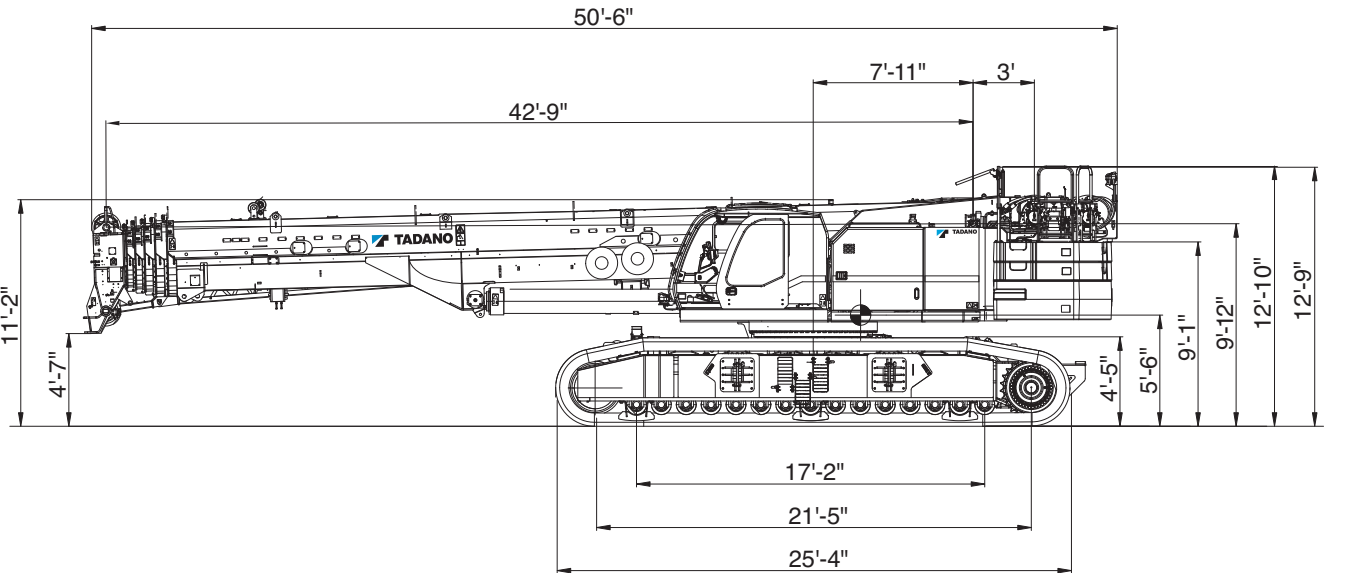
Notes

SPECIFICATIONS



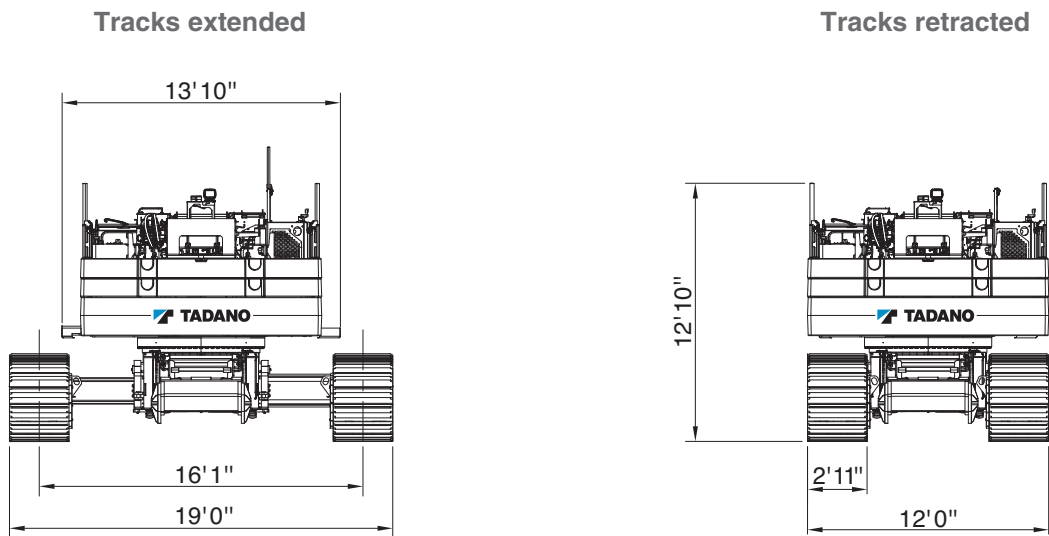
Specifications

Vehicle dimensions



Specifications

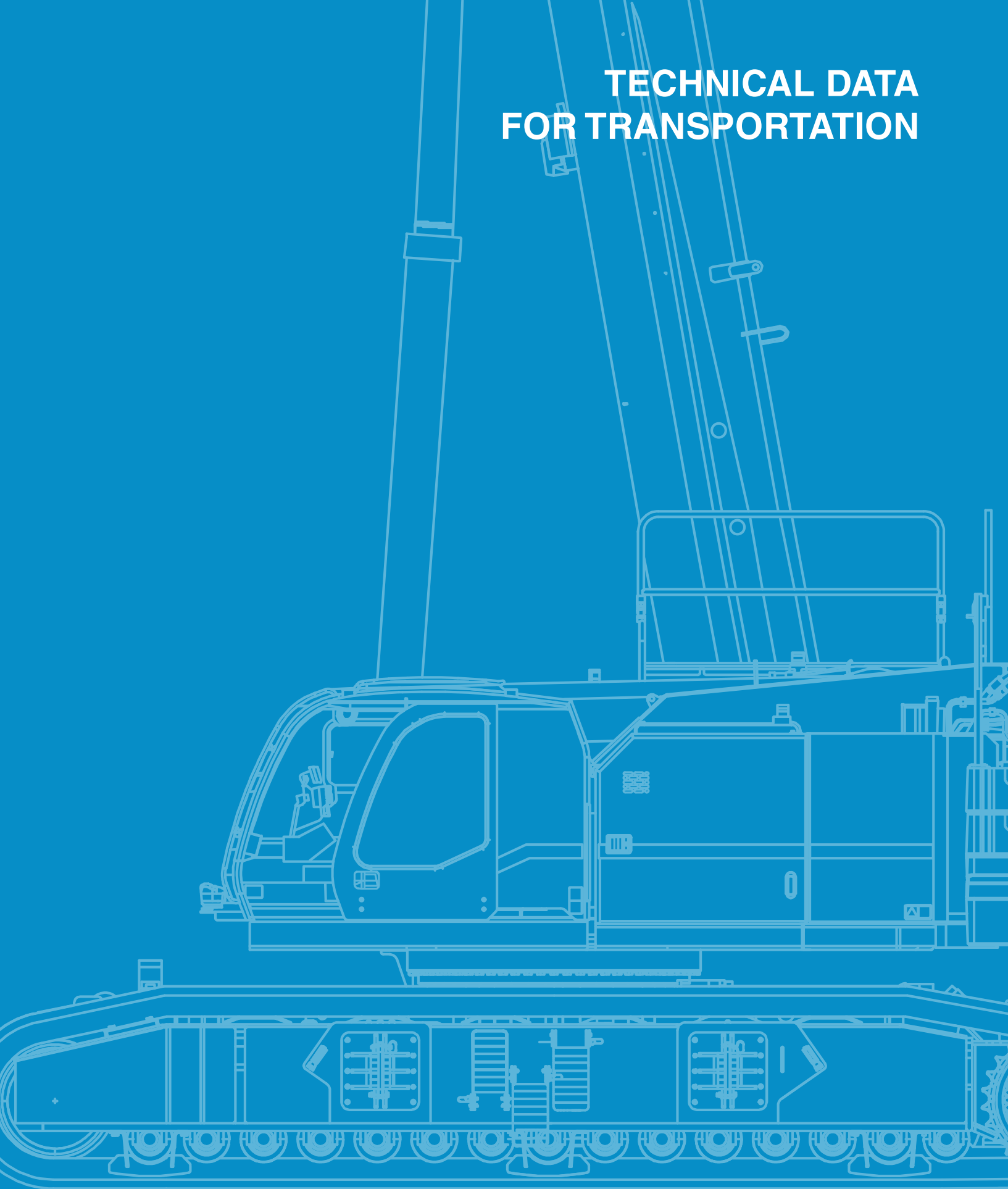
Vehicle dimensions



General dimensions	
Overall length	50' 11"
Overall width (tracks extended)	19' 0"
Overall width (tracks retracted)	12' 0"
Overall width (tracks removed)	10' 10"
Overall height (working)	14' 7"

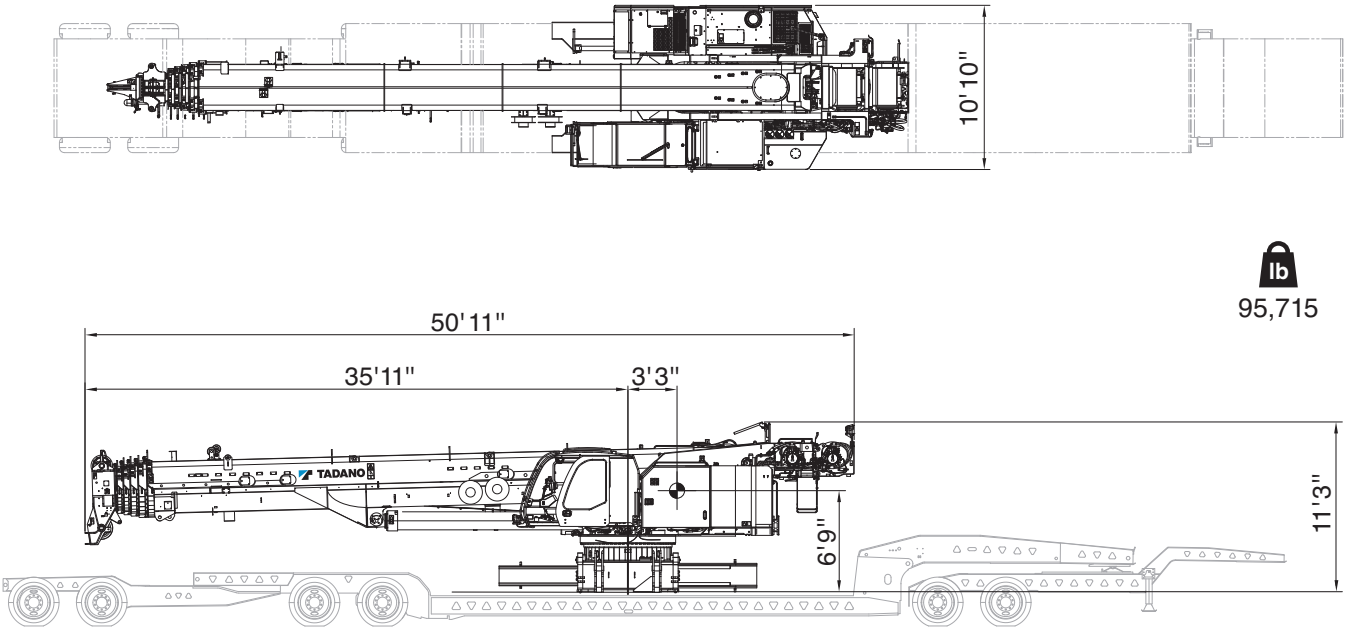
Notes

TECHNICAL DATA FOR TRANSPORTATION



Transportation

Transport dimensions



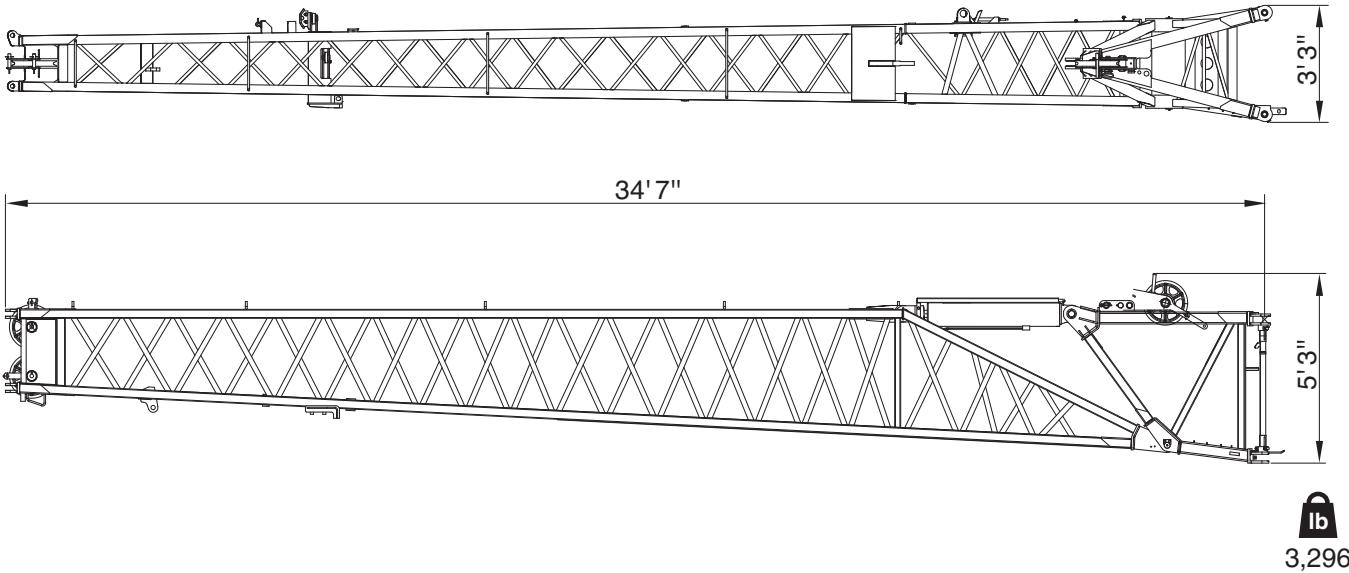
Transportation

Transport plan							
		Dimensions L x W x H					
Crane transporter (with 2 winches, boom, wire rope, aux. nose sheave)	95,715	50' 11" x 10' 10" x 11' 4"	X				
Left track frame	30,220	25' 4" x 3' 7" x 4' 4"		X			
Right track frame	30,220	25' 4" x 3' 7" x 4' 4"			X		
Counterweight – Base assembly	40,300	6' 0" x 12' 0" x 5' 10"				X	
Counterweight – Mid	14,700	1' 10" x 12' 0" x 5' 10"					X
Counterweight – Upper	15,100	1' 5" x 12' 0" x 5' 10"					X
Carbody counterweight – Front counterweight with toolbox	13,180	4' 5" x 4' 3" x 3' 0"		X			
Carbody counterweight – Rear counterweight with shelf, 2 bars, 4 outrigger pads	12,660	8' 10" x 4' 5" x 3' 1"			X		
Heavy lift jib	1,448	8' 9" x 12' 4" x 3' 2"					X
Main jib	2,543	35' 1" x 4' 6" x 3' 2"					X
Fly jib	753	25' 10" x 1' 8" x 2' 10"					X
Jib insert	968	23' 4" x 3' 2" x 4' 4"					X
Jib insert	968	23' 4" x 3' 2" x 4' 4"					X
Hook block - 110 US ton	2,405	5' 3" x 1' 10" x 2' 2"				X	
Hook block - 50 US ton	1,335	4' 5" x 1' 9" x 1' 8"					X
Overhaul ball - 11 US ton	660	3' 2" x 11" x 11"			X		
Miscellaneous items (crate)	500	4' 0" x 3' 0" x 3' 0"				X	
Total net weight on trailer (lb)			95,715	43,400	43,540	43,205	37,815

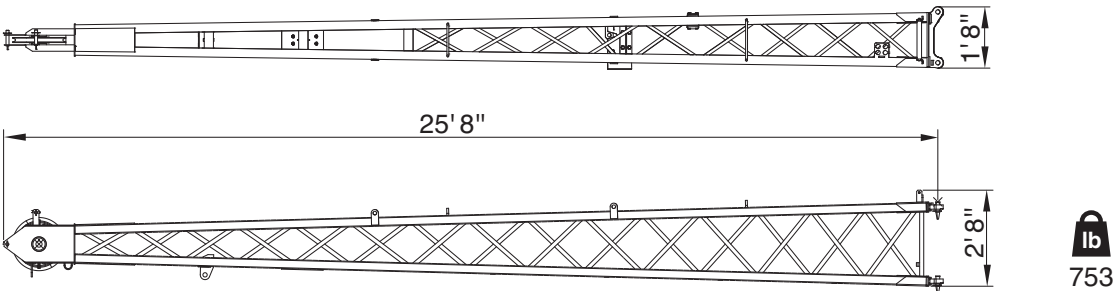
Transportation

Transport dimensions

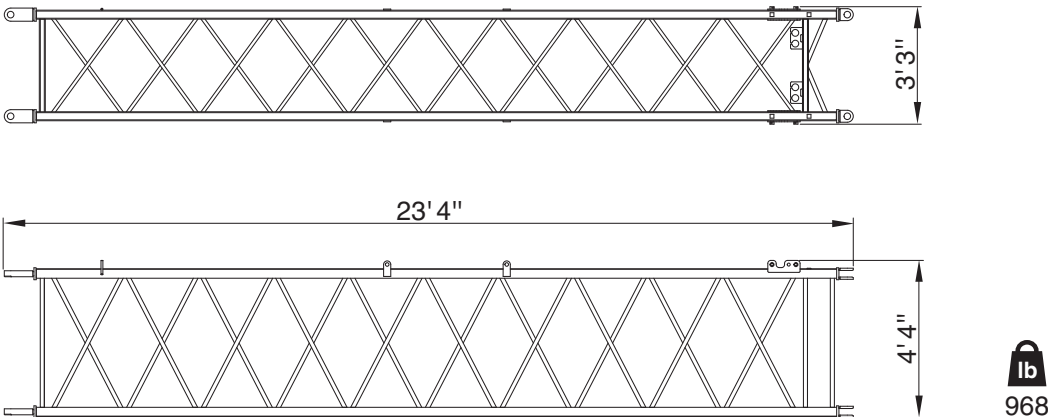
Main jib



Fly jib



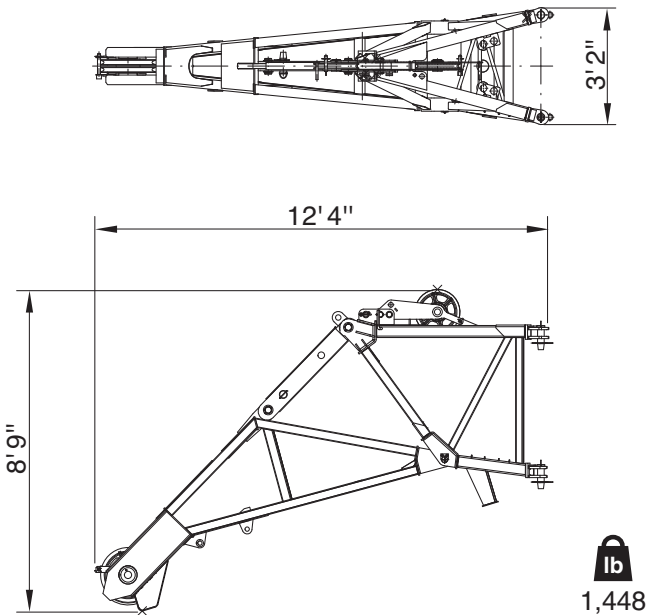
Jib insert



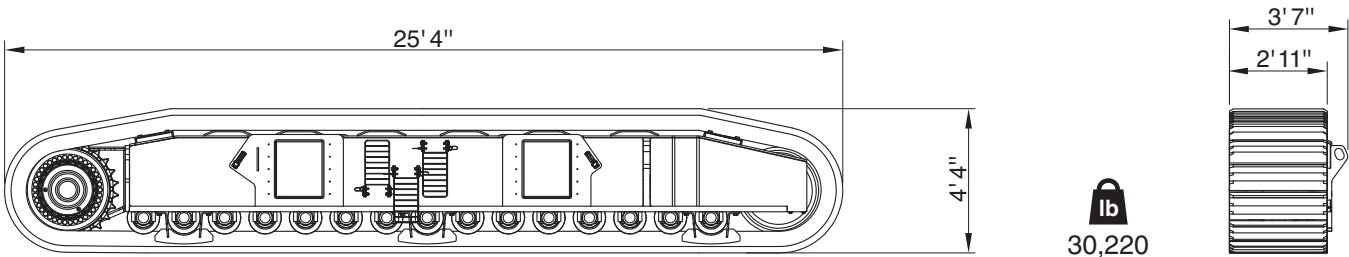
Transportation

Transport dimensions

Heavy lift jib



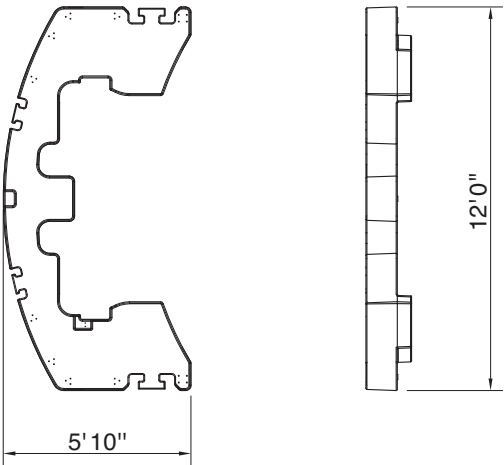
Track frame assembly



Transportation

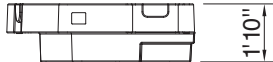
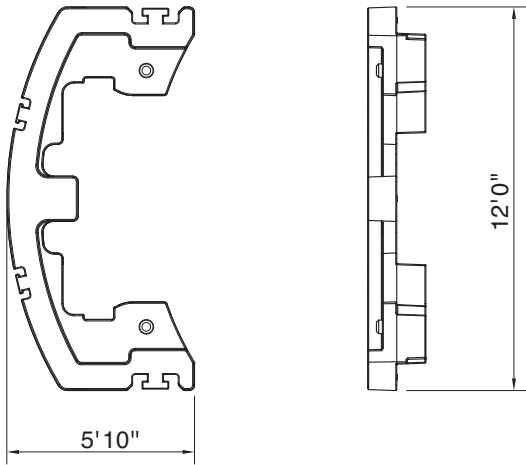
Transport dimensions

Upper counterweight



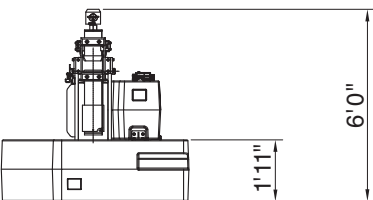
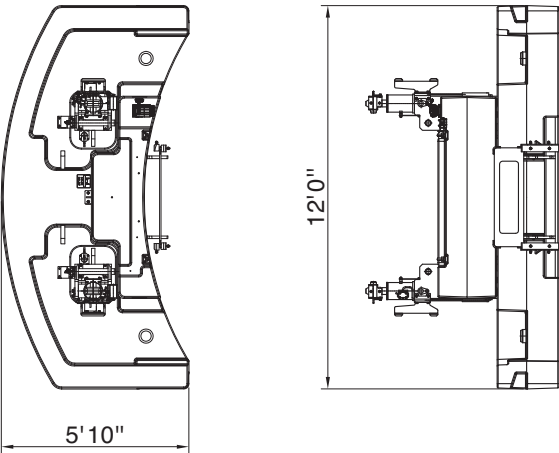
lb
15,100

Mid counterweight



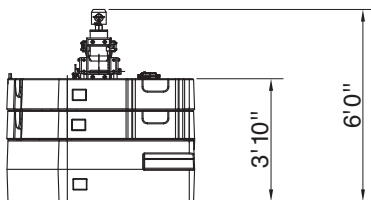
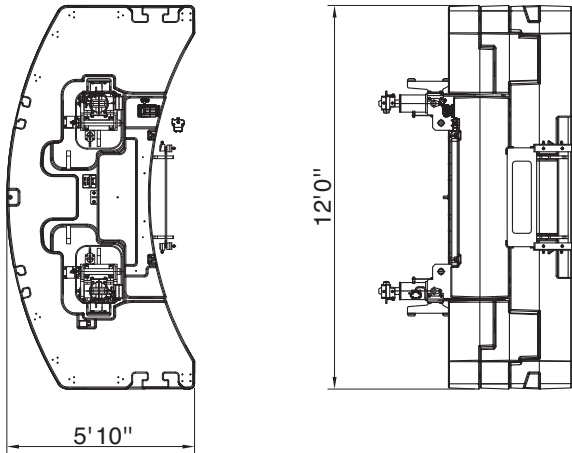
lb
14,700

Counterweight configuration 40.3k



lb
40,300

Counterweight configuration 70.1k

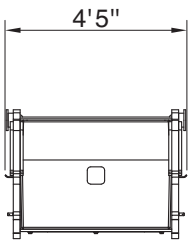
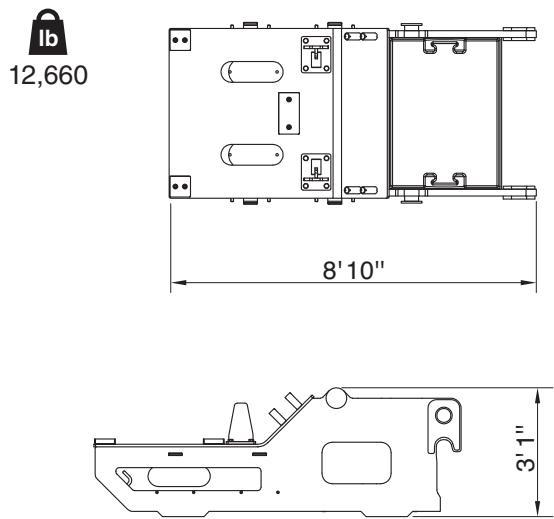


lb
70,100

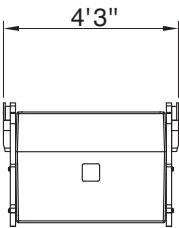
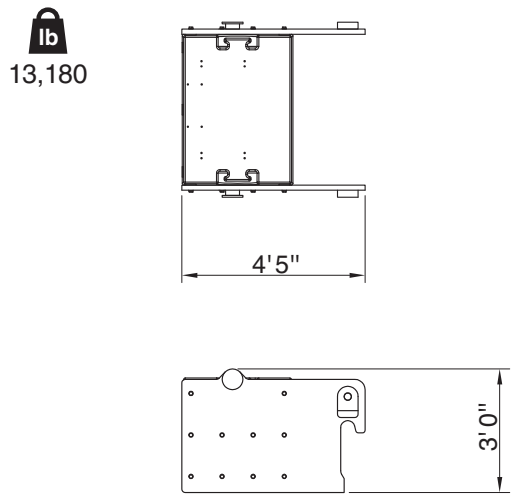
Transportation

Transport dimensions

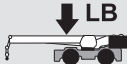
Rear carbody counterweight with shelf



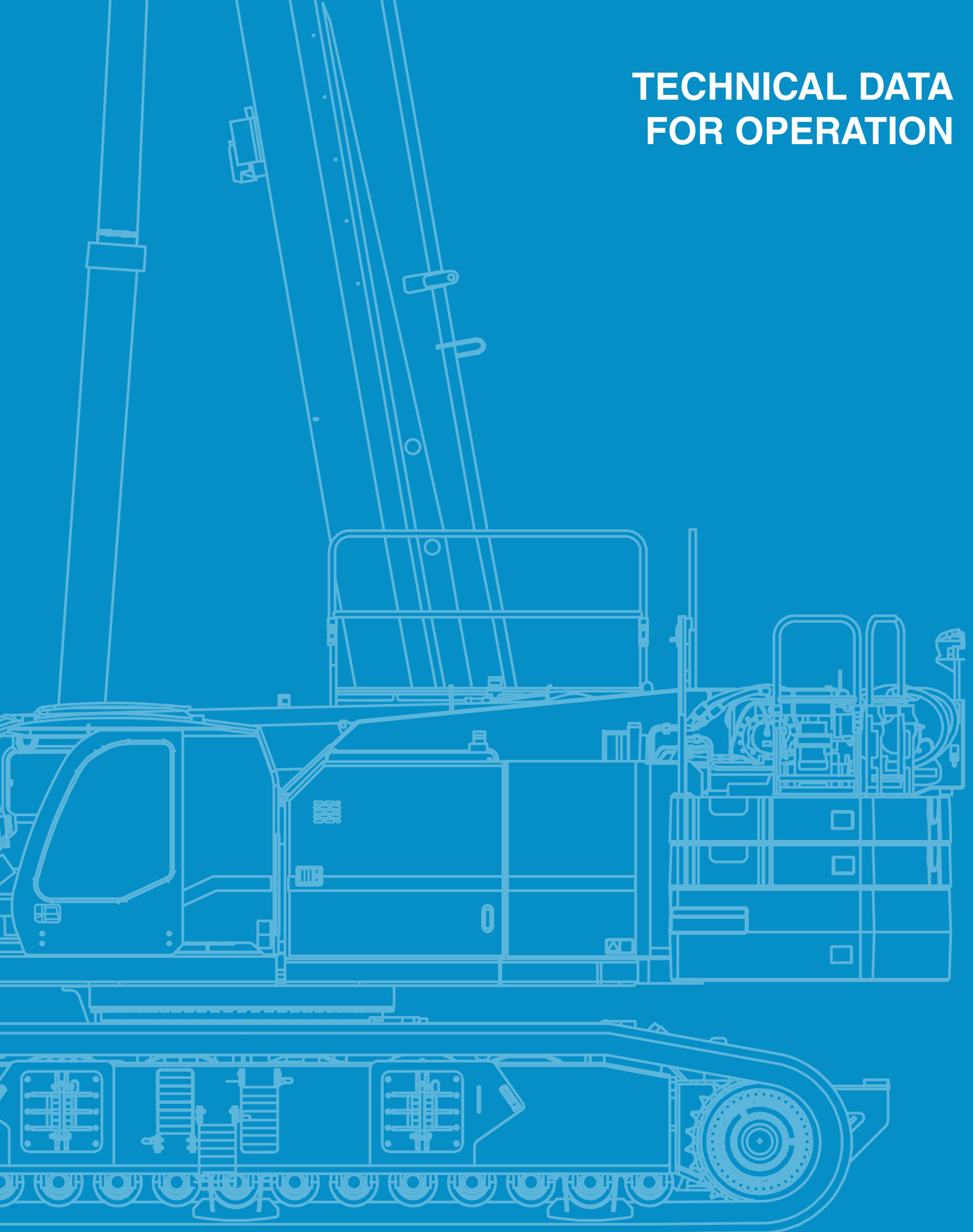
Front carbody counterweight



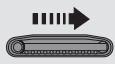
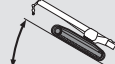
Transportation

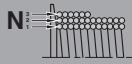
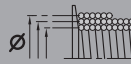
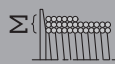
Machine weights		
	Standard equipment package	255,388 lb
		70,100 lb
Standard Crane		
with 6 section, 200.1 ft boom, full counterweight, 2 winches with wire rope, auxiliary nose sheave, and 35.4 inch 3-bar semi grouser track shoes		252,095 lb
Standard Crane		
with 6 section, 200.1 ft boom, 2 winches with wire rope, auxiliary nose sheave (counterweights and crawlers removed)		95,715 lb
Standard Crane		
with 2 winches and wire rope (boom, hoist cylinder, counterweights and crawlers removed)		56,915 lb
Optional Equipment		
Heavy lift jib: 11.8 ft		1,448 lb
Main jib: 33.8 ft		2,543 lb
Jib tip: 25.3 ft		753 lb
Lattice jib insert: 2 pieces, 23 ft		1,936 lb
Auxiliary nose sheave		139 lb
	110 US ton  7	2,405 lb
	50 US ton  3	1,335 lb
	11 US ton	660 lb
Track frame with 35.4 inch 3-bar semi grouser track shoes		30,220 lb
Track frame with 35.4 inch flat track shoes		29,308 lb
Track frame with 39.4 inch 3-bar semi grouser track shoes		31,025 lb
Track frame with 39.4 inch flat track shoes		30,026 lb

TECHNICAL DATA FOR OPERATION



Operation

Speeds and gradeability			
	0.5 mph / 1.4 mph		79 %

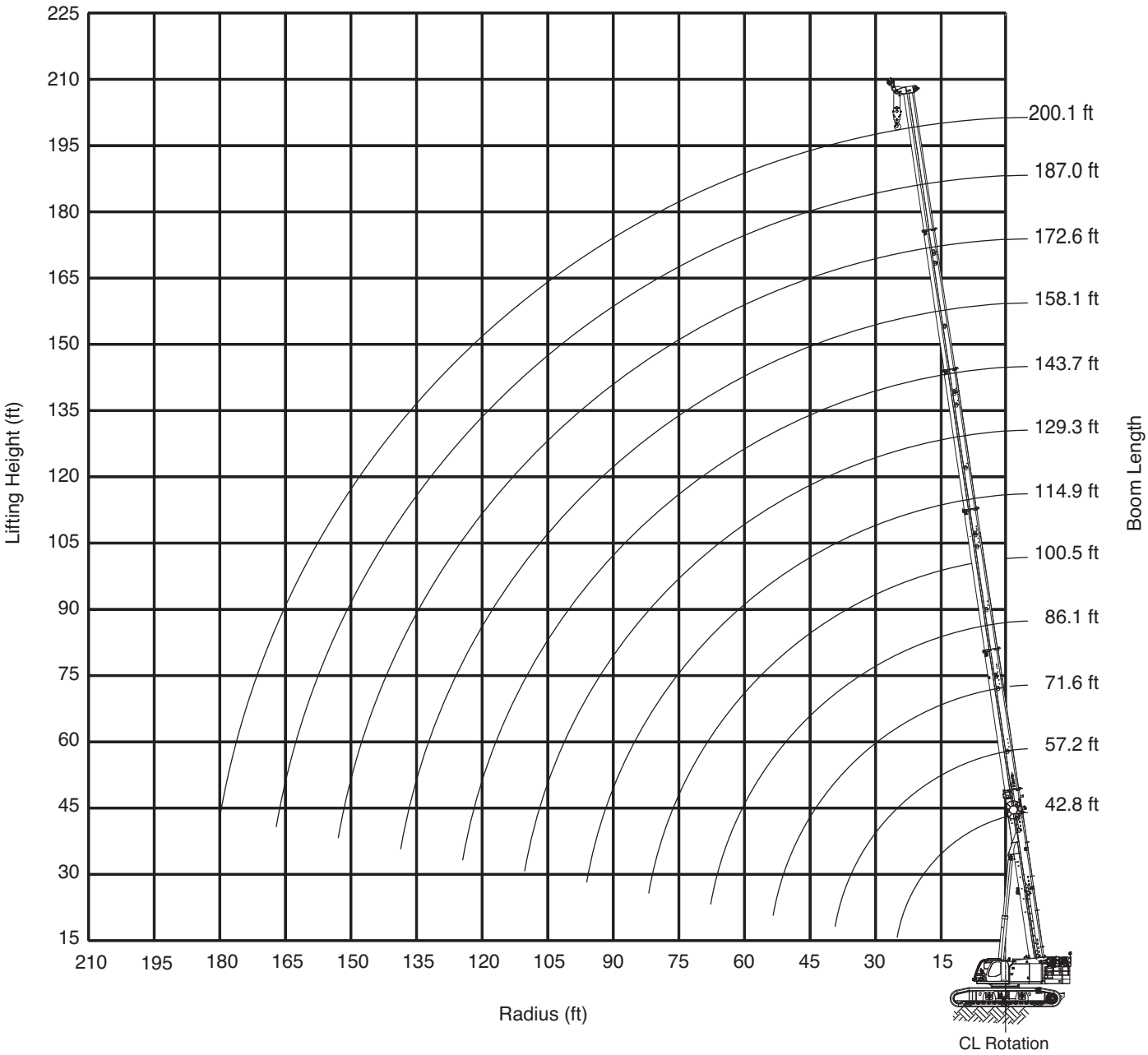
Main winch and auxiliary winch performance						
		high normal 				
1	21,833 lb	339.1 ft/min.	243.4 ft/min.	15.8 in.	147.1 ft	147.1 ft
2	19,866 lb	368.0 ft/min.	264.2 ft/min.	17.4 in.	159.6 ft	306.6 ft
3	18,224 lb	396.8 ft/min.	284.8 ft/min.	19.0 in.	172.1 ft	478.7 ft
4	16,833 lb	425.7 ft/min.	305.7 ft/min.	20.5 in.	184.6 ft	663.3 ft
5	15,636 lb	454.6 ft/min.	326.4 ft/min.	22.1 in.	197.2 ft	860.5 ft
6	14,603 lb	483.5 ft/min.	347.1 ft/min.	23.7 in.	209.7 ft	1070.2 ft

Wire Rope: 19 mm diameter rotation resistant. Line pulls are not based on wire rope strength.

Operation

Hook blocks					
					
1	16,272	7.9-0-19	7	655	6.9 ft
2	31,943	27.5-1-19	7	920	8.1 ft
3	47,620	60-3-19	7	1,395	8.2 ft
4	63,102	60-3-19	7	1,395	8.2 ft
5	78,394	60-3-19	7	1,395	8.2 ft
6	93,497	60-3-19	7	1,395	8.2 ft
7	108,414	60-3-19	7	1,395	8.2 ft
8	123,146	110-7-19	7	2,411	8.9 ft
9	137,696	110-7-19	7	2,411	8.9 ft
10	152,067	110-7-19	7	2,411	8.9 ft
11	166,261	110-7-19	7	2,411	8.9 ft
12	180,279	110-7-19	7	2,411	8.9 ft
13	194,124	110-7-19	7	2,411	8.9 ft
14	207,798	110-7-19	7	2,411	8.9 ft
22	320,000	60-3-19 X2*	7 + 3 + 3*	2,790	14.6 ft

* Requires optional heavy lift equipment



Operation

MB

 70,100 lb +  13,180 lb					 19'0"				 20 mph				360°				ASME B30.5																
 42.8 ft					57.2 ft				71.6 ft																								
0.5°					1.5°				2.5°				4°				0.5°					1.5°				2.5°				4°			
ft					1,000 lb																ft												
8	320.0	320.0	207.7	207.7	200.0	200.0	200.0	175.4	174.2	174.2	164.8	136.6	8																				
10	242.1	242.1	207.7	207.7	200.0	200.0	200.0	175.4	174.2	174.2	164.8	136.6	10																				
12	215.4	215.4	207.7	207.7	200.0	200.0	200.0	175.4	174.2	174.2	164.8	136.6	12																				
15	191.1	191.1	191.1	191.1	184.3	184.3	184.3	175.4	174.2	172.4	164.8	136.6	15																				
20	156.0	156.0	156.0	142.0	151.5	151.5	147.0	131.0	146.6	146.6	138.5	121.7	20																				
25	123.8	117.8	112.1	104.4	123.5	115.1	107.6	97.6	122.5	112.2	103.2	91.8	25																				
30	92.8	89.6	86.5	82.1	92.8	87.8	83.2	77.0	92.2	85.9	80.3	72.8	30																				
35	50.3	50.3	50.3	50.3	74.0	72.6	69.6	65.3	72.8	68.7	65.4	63.6	35																				
40	-	-	-	-	62.3	60.2	58.1	55.2	62.0	60.6	57.8	53.9	40																				
45	-	-	-	-	52.4	51.0	49.6	47.7	53.6	51.4	49.4	46.5	45																				
50	-	-	-	-	-	-	-	-	46.1	44.5	42.9	40.8	50																				
55	-	-	-	-	-	-	-	-	40.2	39.0	37.9	36.2	55																				
60	-	-	-	-	-	-	-	-	35.4	34.6	33.8	32.7	60																				

	86.1 ft				100.5 ft				114.9 ft					
	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°		
ft	1,000 lb													ft
10	145.5	145.5	134.7	100.4	-	-	-	-	-	-	-	-	10	
12	145.5	145.5	134.7	100.4	111.8	107.3	98.9	68.9	-	-	-	-	12	
15	145.5	145.5	134.7	100.4	107.2	106.3	92.8	68.9	84.9	83.3	76.7	50.7	15	
20	135.2	128.6	122.8	100.4	106.3	106.3	92.8	68.9	83.0	76.7	71.3	50.7	20	
25	118.3	108.5	98.4	88.6	106.2	101.5	92.8	68.9	77.7	76.7	68.1	50.7	25	
30	91.6	86.1	79.5	71.1	91.8	83.3	76.1	66.9	77.7	75.9	68.1	50.7	30	
35	74.2	69.2	64.7	59.2	72.7	67.5	64.9	58.2	73.1	67.7	62.1	50.7	35	
40	61.0	57.8	56.4	52.0	62.6	58.4	54.6	49.6	61.1	56.4	52.3	46.8	40	
45	53.6	50.9	48.4	45.0	52.8	49.7	46.8	42.9	51.4	47.9	44.7	40.4	45	
50	46.1	44.0	42.1	39.4	45.4	42.9	40.7	37.6	44.1	41.3	39.0	37.5	50	
55	40.2	38.6	37.1	34.9	39.5	37.6	35.8	33.2	38.5	37.6	36.1	33.3	55	
60	35.4	34.1	32.9	31.2	34.7	33.2	31.7	29.7	35.6	33.8	32.1	29.8	60	
65	31.5	30.5	29.5	28.2	30.8	29.6	28.4	26.6	31.7	30.2	28.8	26.8	65	
70	28.2	27.4	26.7	26.3	27.5	26.5	25.5	24.1	28.4	27.2	26.0	24.3	70	
75	25.4	24.9	25.4	24.7	24.7	23.9	23.1	21.9	25.6	24.6	23.6	22.2	75	
80	-	-	-	-	22.4	21.7	21.0	20.0	23.2	22.3	21.5	20.3	80	
85	-	-	-	-	20.3	19.8	19.2	18.7	21.1	20.4	19.7	18.6	85	
90	-	-	-	-	18.5	18.3	18.2	18.1	19.3	18.7	18.1	17.4	90	
95	-	-	-	-	-	-	-	-	17.7	17.2	17.0	16.8	95	
100	-	-	-	-	-	-	-	-	16.3	16.4	16.3	15.8	100	

70,100 lb + 13,180 lb					19'0"				20 mph				360°	ASME B30.5
129.3 ft					143.7 ft				158.1 ft					
ft	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	ft	
1,000 lb														
20	66.4	64.3	59.6	43.1	-	-	-	-	-	-	-	-	20	
25	65.1	60.0	56.0	43.1	52.8	50.7	46.9	33.8	-	-	-	-	25	
30	59.6	55.6	52.3	43.1	51.8	47.8	44.6	33.8	41.8	40.9	37.9	30.0	30	
35	53.4	50.3	47.6	43.1	48.5	45.0	42.2	33.8	41.8	38.8	36.1	30.0	35	
40	49.0	46.6	44.6	42.1	45.3	42.3	39.9	32.5	39.7	36.6	34.2	30.0	40	
45	46.1	44.1	42.4	40.2	41.8	39.5	37.5	31.1	37.2	34.5	32.4	29.1	45	
50	43.2	41.8	39.1	35.3	38.4	36.5	34.8	29.6	34.9	32.6	30.7	27.9	50	
55	39.2	36.7	34.4	31.3	35.4	33.9	32.5	28.0	32.8	30.8	29.1	26.7	55	
60	34.4	32.4	30.5	27.9	32.9	31.2	29.2	26.5	30.4	28.9	27.6	25.6	60	
65	30.6	28.9	27.3	25.1	29.6	27.7	26.3	25.2	28.3	26.6	25.7	23.6	65	
70	27.3	25.9	24.5	22.6	26.4	25.6	24.8	22.8	26.1	25.1	23.5	21.3	70	
75	24.6	23.3	22.2	20.5	25.0	23.8	22.5	20.7	24.1	22.6	21.2	21.2	75	
80	22.1	21.1	20.1	18.7	22.7	21.6	20.4	18.9	21.7	20.4	19.6	19.7	80	
85	20.0	19.1	18.3	17.1	20.6	19.6	18.7	17.3	19.7	19.2	18.6	18.7	85	
90	18.2	17.4	16.7	15.7	18.8	17.9	17.1	16.6	18.7	18.0	17.0	17.1	90	
95	16.6	15.9	15.3	15.3	17.2	16.6	16.3	15.5	17.3	16.5	15.6	15.7	95	
100	15.2	14.6	14.3	14.6	15.7	15.8	15.3	14.3	15.9	15.1	14.4	14.5	100	
110	12.8	13.2	13.1	14.0	13.2	13.6	13.1	12.3	13.4	12.8	12.2	13.3	110	
120	10.9	12.2	12.0	12.9	11.3	11.7	11.3	10.8	11.4	10.9	10.5	11.4	120	
130	-	-	-	11.6	9.6	10.2	9.9	9.5	9.7	9.4	9.0	9.8	130	
140	-	-	-	-	-	-	-	-	8.4	8.1	7.8	8.5	140	
150	-	-	-	-	-	-	-	-	-	-	-	7.4	150	

172.6 ft					187.0 ft				200.1 ft					
ft	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	ft	
1,000 lb														
35	33.2	33.2	31.2	24.9	-	-	-	-	-	-	-	-	35	
40	33.2	32.3	30.0	24.9	26.6	26.6	24.9	18.3	-	-	-	-	40	
45	33.2	30.7	28.6	24.9	26.6	26.6	24.9	18.3	22.9	22.9	17.5	11.8	45	
50	31.5	29.2	27.3	24.3	26.6	26.1	24.4	18.3	22.9	22.9	17.5	11.8	50	
55	29.8	27.7	26.0	23.4	26.6	25.0	23.4	18.3	22.9	22.6	17.5	11.8	55	
60	28.1	26.3	24.8	22.6	25.8	23.9	22.4	18.3	22.9	21.6	17.5	11.8	60	
65	26.6	25.0	23.6	21.7	24.5	22.8	21.5	18.3	22.4	20.7	17.5	11.8	65	
70	25.1	23.7	22.3	21.0	23.3	21.8	20.6	18.3	21.4	19.9	17.5	11.8	70	
75	23.1	21.8	21.1	19.5	22.1	20.8	19.7	18.2	20.4	19.0	17.5	11.8	75	
80	21.5	20.8	19.6	17.7	21.1	19.9	18.5	16.5	19.4	18.2	17.1	11.8	80	
85	20.2	19.0	17.8	16.2	19.3	18.0	16.7	15.0	18.5	17.4	16.2	11.8	85	
90	18.4	17.3	16.3	14.9	17.5	16.3	15.2	13.7	17.2	16.0	14.8	11.8	90	
95	16.8	15.8	14.9	13.6	15.9	14.8	13.9	12.5	15.7	14.6	13.5	11.8	95	
100	15.3	14.5	13.7	12.5	14.4	13.5	12.6	11.4	14.4	13.3	12.4	11.0	100	
110	12.9	12.2	11.5	10.6	12.0	11.2	10.5	9.5	11.9	11.1	10.3	9.2	110	
120	10.8	10.3	9.8	9.0	10.0	9.4	8.8	8.0	9.9	9.3	8.6	7.7	120	
130	9.2	8.7	8.3	7.7	8.3	7.8	7.3	6.7	8.3	7.7	7.2	6.4	130	
140	7.8	7.4	7.1	6.6	6.9	6.5	6.1	5.5	6.9	6.4	6.0	5.3	140	
150	6.6	6.3	6.0	5.6	5.7	5.4	5.0	4.6	5.7	5.3	4.9	4.4	150	
160	5.6	5.4	5.2	4.9	4.7	4.4	4.2	3.8	4.6	4.3	4.0	3.5	160	
170	-	-	-	-	3.9	3.6	3.4	3.1	3.7	3.5	3.2	2.9	170	
180	-	-	-	-	-	-	-	-	3.0	2.8	2.6	2.3	180	
190	-	-	-	-	-	-	-	-	2.4	2.2	-	-	190	

Operation

MB

 40,300 lb +  13,180 lb					 19'0"				 20 mph				360°		ASME B30.5	
 42.8 ft					57.2 ft					71.6 ft						
0.5° 1.5° 2.5° 4°					0.5° 1.5° 2.5° 4°					0.5° 1.5° 2.5° 4°						
ft					1,000 lb									ft		
8	207.7	207.7	207.7	207.7	200.0	200.0	200.0	175.4	174.2	174.2	164.8	136.6	8			
10	207.7	207.7	207.7	207.7	200.0	200.0	200.0	175.4	174.2	174.2	164.8	136.6	10			
12	207.7	207.7	207.7	207.7	200.0	200.0	200.0	175.4	174.2	174.2	164.8	136.6	12			
15	191.1	191.1	191.1	172.6	184.3	184.3	184.1	154.1	174.2	172.4	164.8	136.6	15			
20	142.9	132.7	123.7	111.8	142.1	128.8	117.4	103.2	140.6	124.6	111.5	95.7	20			
25	97.1	92.2	87.7	81.5	97.1	90.3	84.2	79.1	96.3	88.0	80.8	76.0	25			
30	72.1	69.5	67.0	63.5	75.1	71.0	67.2	62.1	75.4	71.2	66.5	60.3	30			
35	50.3	50.3	50.3	50.3	59.1	56.5	54.0	50.6	60.4	56.9	53.8	49.5	35			
40	-	-	-	-	48.1	46.4	44.8	42.4	49.4	47.0	44.8	41.8	40			
45	-	-	-	-	40.1	39.0	37.9	36.3	41.4	39.7	38.1	35.8	45			
50	-	-	-	-	-	-	-	-	35.4	34.1	32.9	31.1	50			
55	-	-	-	-	-	-	-	-	30.6	29.7	28.7	27.4	55			
60	-	-	-	-	-	-	-	-	26.8	26.1	25.4	24.5	60			

	86.1 ft				100.5 ft				114.9 ft				
	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	
ft	1,000 lb												ft
10	145.5	145.5	134.7	100.4	-	-	-	-	-	-	-	-	10
12	145.5	145.5	134.7	100.4	111.8	107.3	98.9	68.9	-	-	-	-	12
15	145.5	145.5	134.7	100.4	107.2	106.3	92.8	68.9	84.9	83.3	76.7	50.7	15
20	135.2	119.6	105.3	90.1	106.3	106.3	92.8	68.9	83.0	76.7	71.3	50.7	20
25	97.7	87.9	79.7	71.6	95.6	84.7	78.1	64.6	77.7	76.7	68.1	50.7	25
30	73.3	70.0	64.7	57.7	75.0	68.1	62.1	54.6	73.2	65.5	59.1	50.7	30
35	60.3	56.2	52.5	47.6	59.4	54.7	50.5	45.1	57.8	52.6	48.1	42.3	35
40	49.4	46.5	43.8	40.2	48.6	45.3	42.2	38.1	47.6	45.7	42.3	37.8	40
45	41.4	39.3	37.2	35.3	40.7	38.2	35.8	32.7	41.6	38.8	36.1	32.6	45
50	35.4	34.3	33.4	31.2	34.7	32.7	30.9	28.4	35.6	33.4	31.3	28.5	50
55	31.8	30.5	29.3	27.5	29.9	28.4	26.9	25.7	30.9	29.1	27.4	25.4	55
60	27.9	26.9	25.9	24.5	26.1	25.2	24.7	23.7	27.0	25.6	24.6	23.3	60
65	24.7	23.9	23.1	22.0	24.0	23.6	22.7	21.3	24.2	23.6	22.5	20.9	65
70	22.0	21.4	20.8	19.9	22.0	21.1	20.3	19.2	22.2	21.1	20.2	18.8	70
75	19.8	19.4	18.9	18.3	19.7	19.0	18.4	17.4	19.9	19.0	18.2	17.0	75
80	-	-	-	-	17.8	17.2	16.7	15.9	17.9	17.2	16.5	15.5	80
85	-	-	-	-	16.1	15.7	15.2	14.6	16.2	15.6	15.0	14.2	85
90	-	-	-	-	14.7	14.4	14.0	13.6	14.8	14.2	13.8	13.0	90
95	-	-	-	-	-	-	-	-	13.5	13.0	12.6	12.0	95
100	-	-	-	-	-	-	-	-	12.3	12.0	11.7	11.2	100

40,300 lb + 13,180 lb					19'0"				20 mph				360°				ASME B30.5
129.3 ft					143.7 ft				158.1 ft								
ft	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	ft
1,000 lb																	
20	66.4	64.3	59.6	43.1	-	-	-	-	-	-	-	-	-	-	-	-	20
25	65.1	60.0	56.0	43.1	52.8	50.7	46.9	33.8	-	-	-	-	-	-	-	-	25
30	59.6	55.6	52.3	43.1	51.8	47.8	44.6	33.8	41.8	40.9	37.9	30.0	41.8	38.8	36.1	30.0	30
35	53.4	50.3	47.0	41.7	48.5	45.0	42.2	33.8	41.8	38.8	36.1	30.0	39.7	36.6	34.2	30.0	35
40	48.1	43.9	40.2	35.4	45.3	42.1	38.4	32.5	39.7	36.6	34.2	30.0	36.8	33.4	31.4	28.1	40
45	40.3	37.1	34.3	30.5	39.3	35.8	33.1	30.3	36.8	33.4	31.4	28.1	33.3	30.6	28.1	25.2	45
50	34.4	31.9	29.6	26.5	34.0	32.3	29.8	26.5	33.3	30.6	28.1	25.2	29.2	26.9	25.8	23.0	50
55	29.7	27.7	25.8	23.3	30.4	28.1	26.1	23.8	29.2	26.9	25.8	23.0	26.4	24.7	22.9	20.4	55
60	25.8	24.2	22.7	21.3	26.5	24.7	23.6	21.6	26.4	24.7	22.9	20.4	23.5	21.8	20.3	18.2	60
65	22.7	21.5	20.8	20.0	23.7	22.8	21.3	19.4	23.5	21.8	20.3	18.2	20.9	19.4	18.1	16.3	65
70	20.6	20.1	19.6	18.1	21.6	20.3	19.1	17.4	20.9	19.4	18.1	16.3	18.6	17.4	16.3	14.7	70
75	19.4	18.6	17.7	16.4	19.4	18.2	17.2	15.7	18.6	17.4	16.3	14.7	16.7	15.6	14.6	13.3	75
80	17.7	16.8	16.0	14.9	17.4	16.4	15.5	14.3	16.7	15.6	14.6	13.3	15.0	14.1	13.2	12.0	80
85	16.0	15.2	14.5	13.5	15.7	14.9	14.1	13.0	15.0	14.1	13.2	12.0	13.5	12.7	11.9	10.8	85
90	14.5	13.8	13.2	12.4	14.2	13.5	12.8	11.8	13.5	12.7	11.9	10.8	12.2	11.5	10.8	9.8	90
95	13.1	12.6	12.1	11.3	12.9	12.2	11.6	10.8	12.2	11.5	10.8	9.8	11.0	10.4	9.8	8.9	95
100	12.0	11.5	11.0	10.4	11.7	11.1	10.6	9.8	11.0	10.4	9.8	8.9	9.0	8.5	8.0	7.4	100
110	10.0	9.6	9.3	8.8	9.7	9.3	8.9	8.3	9.0	8.5	8.0	7.4	7.4	7.0	6.6	6.1	110
120	8.4	8.2	8.0	7.7	8.1	7.8	7.5	7.0	7.4	7.0	6.6	6.1	6.0	5.7	5.4	5.0	120
130	-	-	-	-	6.8	6.5	6.3	6.0	6.0	5.7	5.4	5.0	4.9	4.7	4.5	4.1	130
140	-	-	-	-	-	-	-	-	4.9	4.7	4.5	4.1					140

172.6 ft					187.0 ft				200.1 ft								
ft	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	ft
1,000 lb																	
35	33.2	33.2	31.2	24.9	-	-	-	-	-	-	-	-	-	-	-	-	35
40	33.2	32.3	30.0	24.9	26.6	26.6	24.9	18.3	-	-	-	-	22.9	22.9	17.5	11.8	40
45	33.2	30.7	28.6	24.9	26.6	26.6	24.9	18.3	22.9	22.9	17.5	11.8	22.9	22.9	17.5	11.8	45
50	31.1	28.2	26.3	24.1	26.6	26.1	24.4	18.3	22.9	22.9	17.5	11.8	22.9	22.6	17.5	11.8	50
55	28.4	26.6	24.4	21.5	26.6	24.4	22.1	18.3	22.9	22.6	17.5	11.8	22.7	20.5	17.5	11.8	55
60	25.6	23.5	21.6	19.1	23.6	21.5	19.6	17.0	22.7	20.5	17.5	11.8	20.1	18.2	16.5	11.8	60
65	22.7	21.0	19.3	17.2	20.9	19.0	17.4	15.1	20.1	18.2	16.5	11.8	17.8	16.2	14.7	11.8	65
70	20.3	18.7	17.3	15.4	18.5	16.9	15.5	13.5	17.8	16.2	14.7	11.8	15.9	14.4	13.1	11.3	70
75	18.0	16.7	15.5	13.8	16.5	15.1	13.8	12.0	15.9	14.4	13.1	11.3	14.1	12.9	11.7	10.1	75
80	16.1	14.9	13.9	12.4	14.7	13.5	12.3	10.8	14.1	12.9	11.7	10.1	12.6	11.5	10.4	9.0	80
85	14.4	13.4	12.5	11.2	13.1	12.0	11.0	9.6	12.6	11.5	10.4	9.0	11.2	10.2	9.3	8.0	85
90	12.9	12.0	11.2	10.1	11.7	10.7	9.8	8.6	11.2	10.2	9.3	8.0	10.0	9.1	8.3	7.1	90
95	11.6	10.8	10.1	9.1	10.4	9.6	8.8	7.6	10.0	9.1	8.3	7.1	9.0	8.1	7.3	6.2	95
100	10.4	9.8	9.1	8.2	9.3	8.6	7.8	6.8	9.0	8.1	7.3	6.2	8.5	7.9	7.4	6.6	100
110	8.5	7.9	7.4	6.6	7.4	6.8	6.2	5.3	7.1	6.4	5.7	4.8	5.5	4.9	4.4	3.6	110
120	6.8	6.4	6.0	5.3	5.8	5.3	4.8	4.0	5.5	4.9	4.4	3.6	4.2	3.7	3.3	2.6	120
130	5.5	5.1	4.8	4.3	4.5	4.1	3.6	3.0	4.2	3.7	3.3	2.6	3.1	2.7	2.3	-	130
140	4.4	4.1	3.8	3.4	3.4	3.0	2.6	-	3.1	2.7	2.3	-	-	-	-	-	140
150	3.4	3.2	3.0	2.6	2.4	-	-	-	-	-	-	-	-	-	-	-	150
160	2.6	2.5	2.3	-	-	-	-	-	-	-	-	-	-	-	-	-	160

Operation

MB

 0 lb +  13,180 lb					 19'0"				 20 mph				360°	ASME B30.5
 42.8 ft					57.2 ft				71.6 ft					
	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°		
ft	1,000 lb												ft	
8	207.7	207.7	207.7	-	200.0	200.0	200.0	-	174.2	174.2	164.8	-	8	
10	207.7	207.7	207.7	-	200.0	200.0	200.0	-	174.2	174.2	164.8	-	10	
12	207.7	207.7	200.8	-	200.0	200.0	174.2	-	174.2	174.2	150.6	-	12	
15	164.0	144.4	128.5	-	162.1	137.9	119.2	-	149.5	127.0	109.7	-	15	
20	90.0	83.2	77.2	-	90.1	81.6	76.8	-	89.1	81.6	74.8	-	20	
25	59.6	56.3	53.3	-	63.1	58.5	54.3	-	64.6	59.0	53.9	-	25	
30	43.0	41.3	39.6	-	46.3	43.5	41.0	-	47.9	44.4	41.2	-	30	
35	32.7	31.9	31.2	-	35.6	33.8	32.1	-	37.1	34.8	32.7	-	35	
40	-	-	-	-	28.3	27.1	25.9	-	29.8	28.2	26.6	-	40	
45	-	-	-	-	22.9	22.1	21.3	-	24.4	23.2	22.1	-	45	
50	-	-	-	-	-	-	-	-	20.3	19.4	18.6	-	50	
55	-	-	-	-	-	-	-	-	17.1	16.4	15.8	-	55	
60	-	-	-	-	-	-	-	-	14.5	14.0	13.6	-	60	

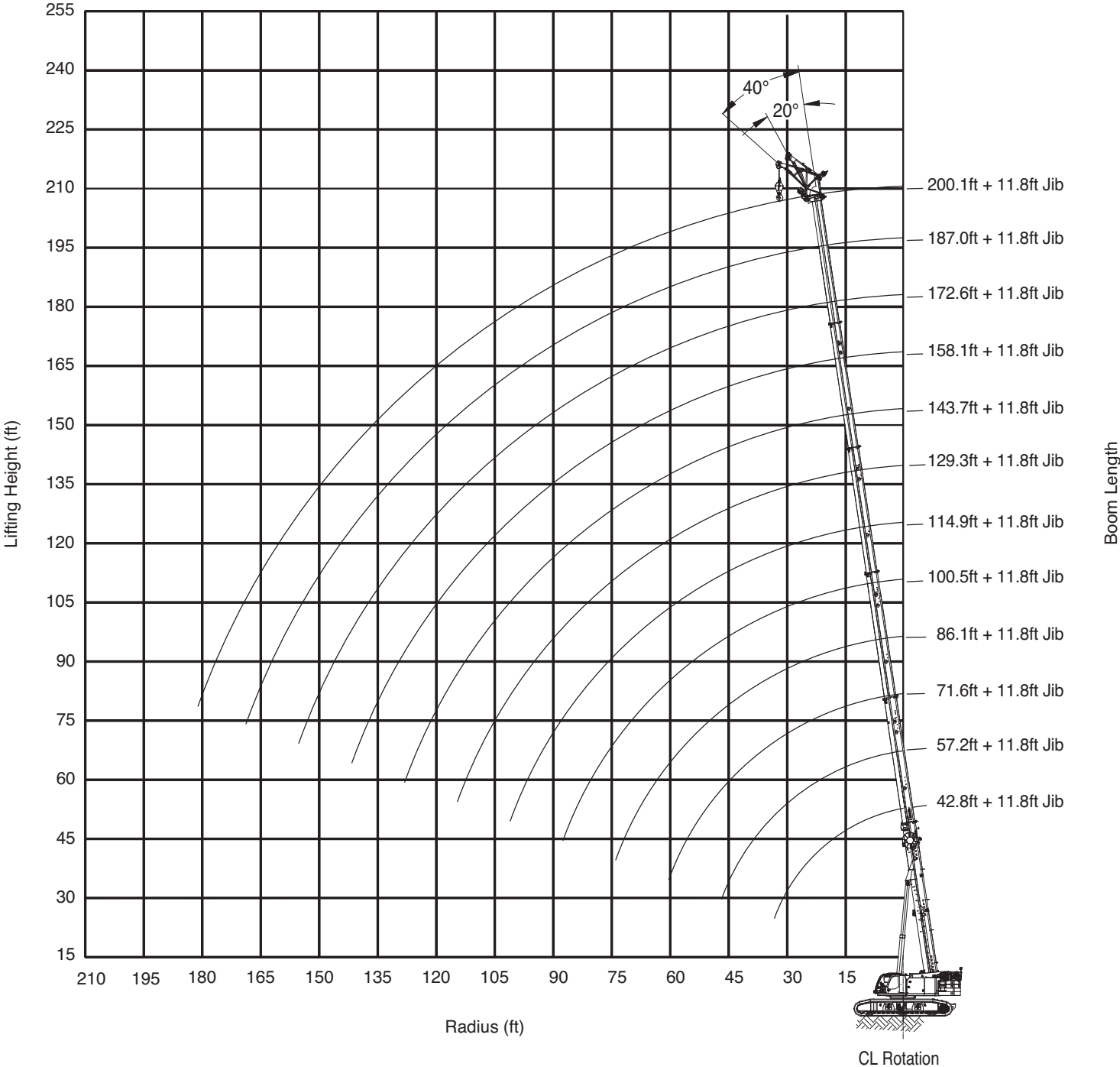
	86.1 ft				100.5 ft				114.9 ft				
	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	
ft	1,000 lb												ft
10	145.5	145.5	134.7	-	-	-	-	-	-	-	-	-	10
12	145.5	145.5	128.6	-	111.8	107.3	98.9	-	-	-	-	-	12
15	135.6	117.8	100.5	-	107.2	104.9	88.3	-	84.9	83.3	76.7	-	15
20	88.8	81.6	71.6	-	81.8	75.1	66.0	-	77.7	67.9	58.9	-	20
25	64.4	57.7	52.8	-	62.5	55.6	49.4	-	60.7	53.9	48.0	-	25
30	49.2	45.1	41.4	-	46.8	42.1	40.2	-	47.2	42.5	39.3	-	30
35	38.5	35.7	33.1	-	38.4	35.2	32.3	-	38.5	34.9	31.8	-	35
40	31.1	29.1	27.2	-	31.1	28.8	26.7	-	31.3	28.6	26.3	-	40
45	25.7	24.2	22.8	-	25.7	24.0	22.3	-	25.9	23.9	22.1	-	45
50	21.6	20.4	19.4	-	21.6	20.3	19.0	-	21.8	20.2	18.8	-	50
55	18.3	17.4	16.6	-	18.4	17.3	16.3	-	18.6	17.3	16.2	-	55
60	15.7	15.0	14.3	-	15.8	14.9	14.0	-	16.0	14.9	14.0	-	60
65	13.6	13.0	12.5	-	13.6	12.9	12.2	-	13.8	13.0	12.2	-	65
70	11.8	11.4	10.9	-	11.8	11.2	10.6	-	12.0	11.3	10.6	-	70
75	10.3	10.0	9.7	-	10.3	9.8	9.3	-	10.5	9.9	9.3	-	75
80	-	-	-	-	9.0	8.6	8.2	-	9.1	8.7	8.2	-	80
85	-	-	-	-	7.9	7.5	7.2	-	8.0	7.6	7.2	-	85
90	-	-	-	-	6.9	6.7	6.5	-	7.0	6.7	6.3	-	90
95	-	-	-	-	-	-	-	-	6.2	5.9	5.6	-	95
100	-	-	-	-	-	-	-	-	5.4	5.2	4.9	-	100

0 lb + 13,180 lb					19'0"				20 mph				360°				ASME B30.5
129.3 ft					143.7 ft				158.1 ft								
ft	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	ft
1,000 lb																	
20	66.4	61.0	53.1	-	-	-	-	-	-	-	-	-	-	-	-	-	20
25	56.0	48.9	43.1	-	49.8	44.5	40.0	-	-	-	-	-	-	-	-	-	25
30	43.5	38.6	36.0	-	42.4	37.7	34.3	-	37.9	33.6	31.2	-	37.9	33.6	31.2	-	30
35	36.7	33.8	30.6	-	35.4	31.7	28.5	-	32.8	29.1	25.8	-	32.8	29.1	25.8	-	35
40	31.0	28.1	25.5	-	29.4	26.5	24.0	-	27.2	24.3	21.7	-	27.2	24.3	21.7	-	40
45	25.6	23.4	21.4	-	24.7	22.4	20.4	-	22.8	20.4	18.4	-	22.8	20.4	18.4	-	45
50	21.6	19.8	18.3	-	21.0	19.2	17.5	-	19.3	17.4	15.7	-	19.3	17.4	15.7	-	50
55	18.3	17.0	15.7	-	18.0	16.5	15.1	-	16.5	14.9	13.4	-	16.5	14.9	13.4	-	55
60	15.7	14.6	13.5	-	15.5	14.2	13.0	-	14.1	12.7	11.5	-	14.1	12.7	11.5	-	60
65	13.6	12.6	11.7	-	13.3	12.3	11.3	-	12.1	11.0	9.9	-	12.1	11.0	9.9	-	65
70	11.8	11.0	10.2	-	11.5	10.6	9.8	-	10.4	9.4	8.5	-	10.4	9.4	8.5	-	70
75	10.2	9.5	8.9	-	10.0	9.2	8.5	-	9.0	8.1	7.3	-	9.0	8.1	7.3	-	75
80	8.9	8.3	7.8	-	8.7	8.0	7.4	-	7.7	6.9	6.2	-	7.7	6.9	6.2	-	80
85	7.8	7.3	6.8	-	7.5	6.9	6.4	-	6.6	5.9	5.3	-	6.6	5.9	5.3	-	85
90	6.7	6.3	5.9	-	6.5	6.0	5.5	-	5.6	5.0	4.4	-	5.6	5.0	4.4	-	90
95	5.9	5.5	5.1	-	5.6	5.2	4.8	-	4.7	4.2	3.7	-	4.7	4.2	3.7	-	95
100	5.1	4.7	4.4	-	4.8	4.4	4.1	-	3.9	3.5	3.0	-	3.9	3.5	3.0	-	100
110	3.7	3.5	3.3	-	3.5	3.2	2.9	-	2.6	2.2	-	-	2.6	2.2	-	-	110
120	2.8	2.6	2.5	-	2.4	-	-	-	-	-	-	-	-	-	-	-	120

172.6 ft					187.0 ft				200.1 ft								
ft	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	0.5°	1.5°	2.5°	4°	ft
1,000 lb																	
35	29.8	26.6	23.3	-	-	-	-	-	-	-	-	-	-	-	-	-	35
40	25.1	22.1	19.6	-	22.6	19.6	17.1	-	-	-	-	-	-	-	-	-	40
45	21.0	18.6	16.5	-	18.8	16.4	14.3	-	17.7	15.3	13.2	-	17.7	15.3	13.2	-	45
50	17.7	15.7	14.0	-	15.7	13.7	11.9	-	14.8	12.8	11.0	-	14.8	12.8	11.0	-	50
55	15.0	13.4	11.9	-	13.1	11.5	10.0	-	12.4	10.7	9.2	-	12.4	10.7	9.2	-	55
60	12.7	11.4	10.1	-	11.0	9.6	8.3	-	10.4	8.9	7.6	-	10.4	8.9	7.6	-	60
65	10.8	9.7	8.6	-	9.2	8.0	6.9	-	8.6	7.4	6.3	-	8.6	7.4	6.3	-	65
70	9.2	8.2	7.3	-	7.7	6.6	5.6	-	7.2	6.1	5.1	-	7.2	6.1	5.1	-	70
75	7.8	6.9	6.1	-	6.3	5.4	4.5	-	5.9	4.9	4.0	-	5.9	4.9	4.0	-	75
80	6.6	5.8	5.1	-	5.2	4.3	3.6	-	4.7	3.9	3.1	-	4.7	3.9	3.1	-	80
85	5.5	4.8	4.2	-	4.1	3.4	-	-	3.7	-	-	-	3.7	-	-	-	85
90	4.6	4.0	3.4	-	3.2	-	-	-	-	-	-	-	-	-	-	-	90
95	3.7	3.2	2.6	-	-	-	-	-	-	-	-	-	-	-	-	-	95
100	3.0	2.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100

Notes

Heavy lift jib



Tracks fully extended – 360° – Up to 0.5° slope – with heavy lift jib

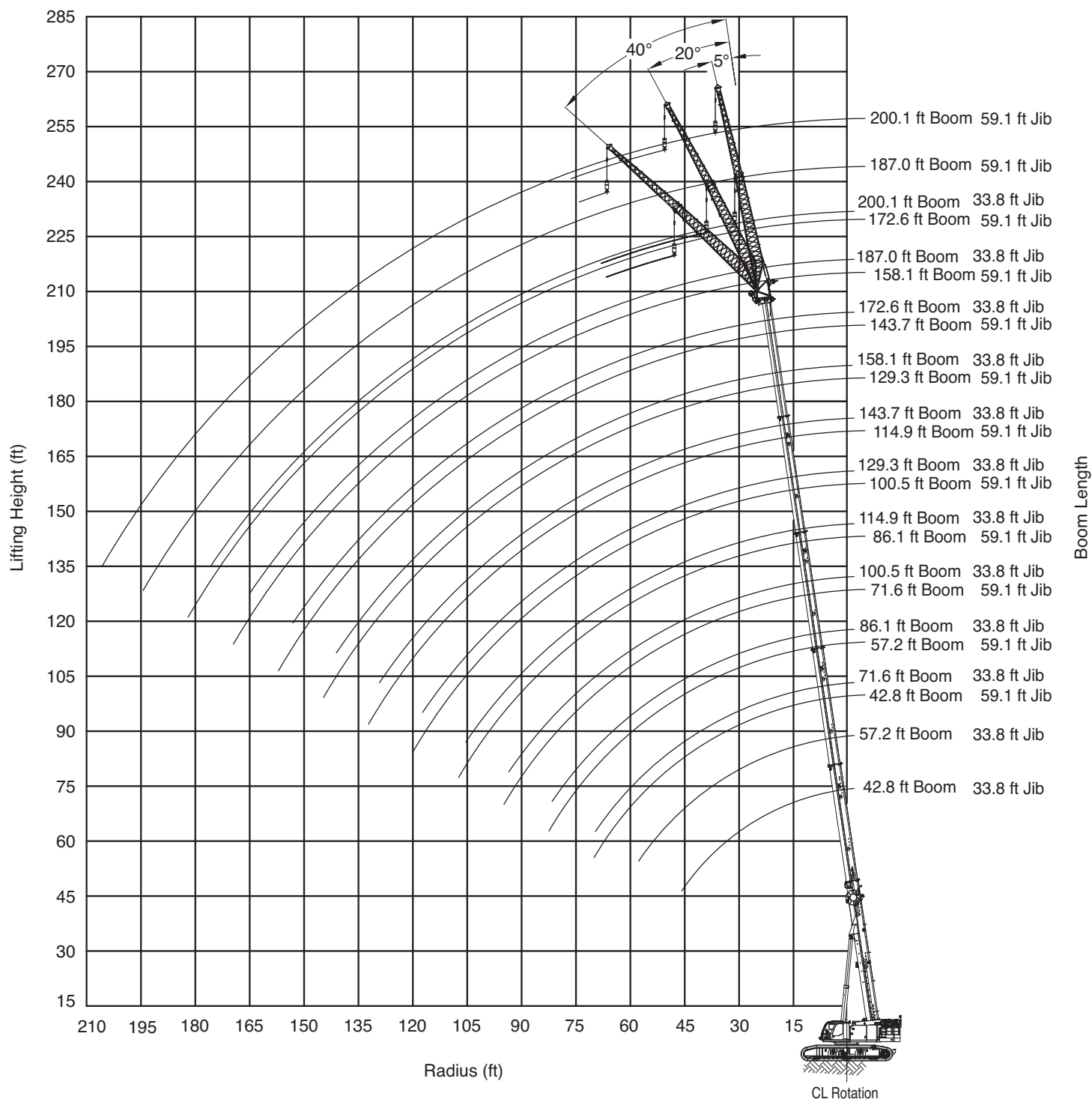
 70,100 lb		 19'0"		 0.5°		 11.8 ft		 20 mph		360°	ASME B30.5
		114.9 ft		172.5 ft		187.0 ft		200.1 ft			
		20°	40°	20°	40°	20°	40°	20°	40°		
1,000 lb											
ft											ft
20		48.9	-	-	-	-	-	-	-	-	20
25		48.2	39.7	-	-	-	-	-	-	-	25
30		46.5	38.8	-	-	-	-	-	-	-	30
35		44.9	37.9	-	-	-	-	-	-	-	35
40		43.4	37.1	28.9	27.8	23.8	-	-	-	-	40
45		42.1	36.5	28.2	27.8	23.8	23.1	20.7	-	-	45
50		41.0	35.9	26.8	27.0	23.7	23.1	20.7	20.3	-	50
55		38.4	35.4	25.4	25.5	22.8	22.8	20.5	20.3	-	55
60		33.6	34.0	24.0	24.2	21.8	21.9	19.8	19.8	-	60
65		29.6	30.0	22.7	22.8	20.8	20.9	18.9	19.1	-	65
70		26.3	26.5	21.5	21.6	19.8	19.9	18.1	18.2	-	70
75		23.4	23.7	20.3	20.4	18.8	18.9	17.2	17.4	-	75
80		20.9	21.1	19.2	19.2	17.9	18.0	16.4	16.6	-	80
85		18.8	19.0	18.0	18.1	17.0	17.1	15.6	15.7	-	85
90		16.9	17.0	16.4	16.6	16.1	16.2	14.9	15.0	-	90
95		15.3	15.3	14.7	15.0	15.2	15.4	14.1	14.2	-	95
100		13.8	-	13.3	13.5	13.8	14.0	13.3	13.5	-	100
105		12.5	-	11.9	12.1	12.5	12.7	12.1	12.3	-	105
110		11.3	-	10.7	10.9	11.3	11.4	10.9	11.1	-	110
115		-	-	9.7	9.8	10.2	10.4	9.9	10.1	-	115
120		-	-	8.7	8.8	9.2	9.3	8.9	9.1	-	120
130		-	-	6.9	7.0	7.5	7.6	7.2	7.3	-	130
140		-	-	5.1	5.2	5.8	5.9	5.8	5.9	-	140
150		-	-	3.6	-	4.3	4.4	4.3	4.3	-	150
160		-	-	2.2	-	3.0	-	2.9	3.0	-	160
170		-	-	-	-	1.8	-	1.8	1.8	-	170

Tracks fully extended – 360° – Up to 2.5° slope – with heavy lift jib

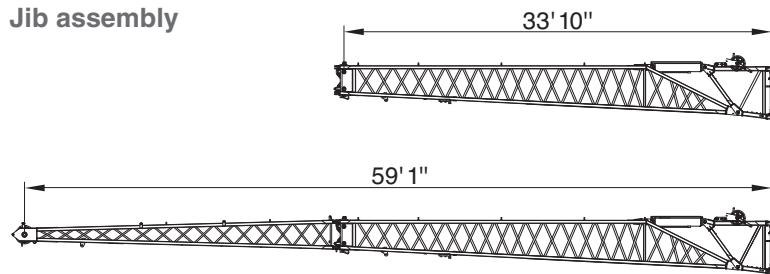
 70,100 lb		 19'0"		 2.5°		 11.8 ft		 20 mph		360°	ASME B30.5
 114.9 ft		 172.5 ft		 187.0 ft		 200.1 ft					
20°		40°		20°		40°		20°		40°	
ft											ft
1,000 lb											
20	43.9	-	-	-	-	-	-	-	-	-	20
25	43.9	38.9	-	-	-	-	-	-	-	-	25
30	43.9	38.1	-	-	-	-	-	-	-	-	30
35	43.7	37.3	-	-	-	-	-	-	-	-	35
40	42.4	36.6	24.9	25.2	21.2	-	-	-	-	-	40
45	41.2	36.0	23.9	24.1	20.7	20.8	18.2	-	-	-	45
50	38.5	35.5	22.8	23.0	20.2	20.3	17.8	17.9	-	-	50
55	33.7	34.1	21.8	21.9	19.4	19.6	17.3	17.5	-	-	55
60	29.7	30.1	20.7	20.9	18.6	18.8	16.6	16.8	-	-	60
65	26.4	26.7	19.8	19.9	17.9	18.0	16.0	16.2	-	-	65
70	23.5	23.8	18.8	19.0	17.1	17.3	15.4	15.5	-	-	70
75	21.1	21.3	18.0	18.1	16.4	16.5	14.7	14.9	-	-	75
80	19.0	19.2	17.1	17.2	15.7	15.8	14.2	14.3	-	-	80
85	17.1	17.3	15.7	15.9	15.0	15.1	13.5	13.7	-	-	85
90	15.5	15.6	14.1	14.4	14.3	14.5	13.0	13.1	-	-	90
95	14.0	14.1	12.7	12.9	13.0	13.2	12.4	12.5	-	-	95
100	12.7	-	11.4	11.6	11.8	12.0	11.2	11.4	-	-	100
105	11.5	-	10.3	10.5	10.7	10.9	10.1	10.4	-	-	105
110	10.5	-	9.3	9.4	9.6	9.8	9.1	9.3	-	-	110
115	-	-	8.3	8.5	8.7	8.9	8.3	8.4	-	-	115
120	-	-	7.5	7.6	7.9	8.0	7.4	7.6	-	-	120
130	-	-	5.7	5.8	6.3	6.4	6.0	6.1	-	-	130
140	-	-	4.1	4.2	4.7	4.8	4.6	4.7	-	-	140
150	-	-	2.8	-	3.4	3.4	3.2	3.3	-	-	150
160	-	-	-	-	2.2	-	2.1	2.1	-	-	160

Notes

Power tilt jib



Jib assembly



Tracks fully extended – 360° – Up to 0.5° slope – Folding jib

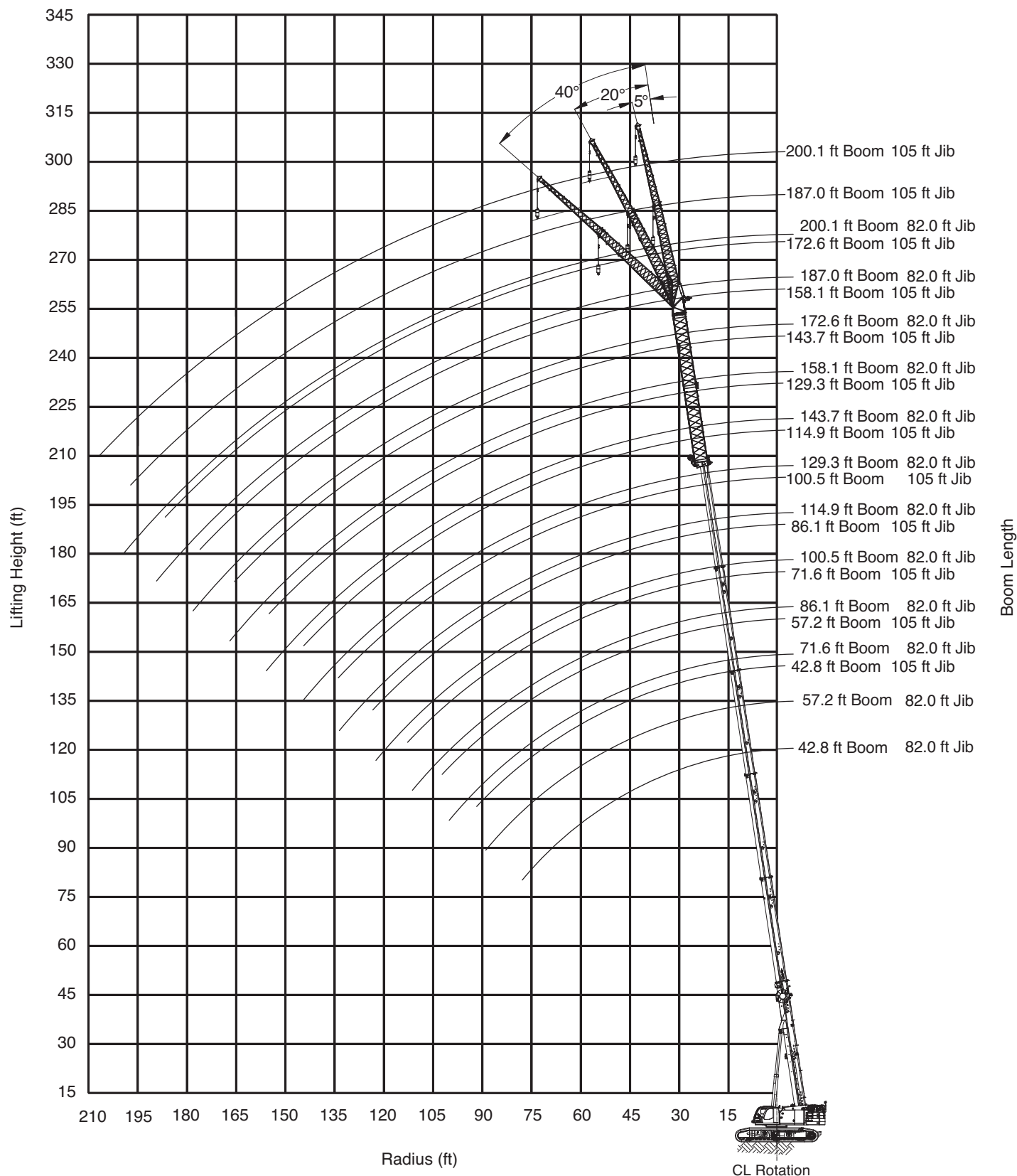
70,100 lb		19'0"		0.5°		33.8 ft		20 mph		360°		ASME B30.5	
114.9 ft		172.6 ft		187.0 ft		200.1 ft							
5°	20°	40°	5°	20°	40°	5°	20°	40°	5°	20°	40°		
ft	1,000 lb											ft	
30	31.5	23.5	-	-	-	-	-	-	-	-	-	30	
35	29.9	22.3	-	-	-	-	-	-	-	-	-	35	
40	28.5	21.2	16.0	15.9	-	-	-	-	-	-	-	40	
45	27.2	20.3	15.6	15.9	-	-	13.7	-	-	-	-	45	
50	25.6	19.4	15.1	15.9	15.9	-	13.7	-	-	12.3	-	50	
55	24.2	18.6	14.7	15.9	15.9	-	13.7	13.7	-	12.3	-	55	
60	22.9	17.9	14.4	15.9	15.9	14.9	13.7	13.7	-	12.3	12.3	60	
65	21.7	17.3	14.1	15.9	15.5	14.7	13.7	13.2	12.8	12.3	12.1	65	
70	20.7	16.7	13.8	15.7	14.9	14.3	13.3	12.8	12.3	12.2	11.7	70	
75	19.7	16.1	13.5	15.1	14.4	13.9	12.9	12.3	11.9	11.7	11.3	75	
80	18.8	15.6	13.3	14.5	14.0	13.4	12.4	11.9	11.6	11.3	10.9	80	
85	18.1	15.2	13.1	13.9	13.5	13.0	12.0	11.5	11.2	11.0	10.5	85	
90	17.4	14.8	12.9	13.4	13.0	12.6	11.6	11.2	10.8	10.6	10.2	90	
95	16.7	14.4	12.7	12.9	12.6	12.2	11.2	10.8	10.5	10.2	9.9	95	
100	15.5	14.1	12.6	12.3	12.1	11.8	10.9	10.5	10.4	9.9	9.5	100	
105	14.2	13.8	12.5	11.8	11.7	11.4	10.5	10.2	10.1	9.6	9.3	105	
110	13.0	13.4	12.5	11.3	11.3	11.0	10.2	9.9	9.7	9.3	9.0	110	
115	11.9	12.3	12.5	10.8	10.8	10.7	9.9	9.6	9.4	9.0	8.7	115	
120	11.0	11.3	-	10.0	10.4	10.4	9.6	9.4	9.1	8.6	8.5	120	
130	9.3	9.5	-	8.3	8.8	9.2	8.5	8.8	8.7	8.0	8.0	130	
140	7.9	-	-	6.8	7.2	7.6	7.0	7.5	8.0	6.7	7.1	140	
150	-	-	-	5.3	5.8	6.2	5.8	6.2	6.6	5.4	5.9	150	
160	-	-	-	4.0	4.4	4.7	4.5	5.0	5.3	4.4	4.8	160	
170	-	-	-	2.8	3.2	-	3.4	3.7	4.0	3.2	3.6	170	
180	-	-	-	1.8	2.1	-	2.4	2.6	2.8	2.2	2.6	180	
190	-	-	-	-	-	-	-	-	-	-	-	190	

Tracks fully extended – 360° – Up to 0.5° slope – Folding jib

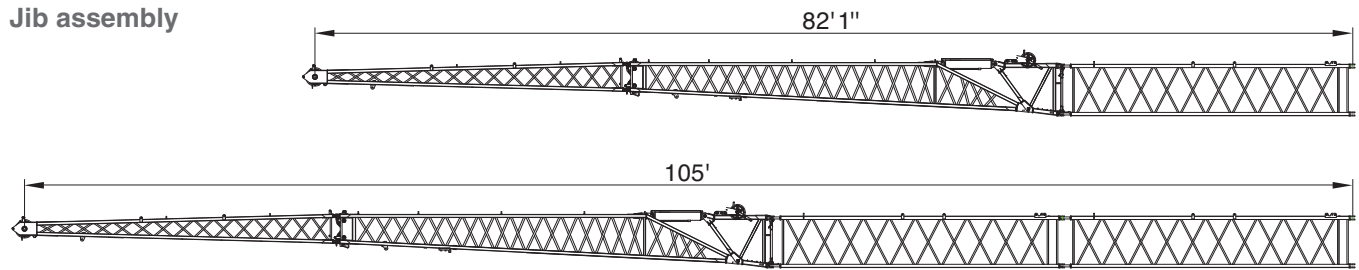
 70,100 lb			 19'0"			 0.5°			 59.1 ft			 20 mph			360°			ASME B30.5		
		114.9 ft			172.6 ft			187.0 ft			200.1 ft									
		5°	20°	40°	5°	20°	40°	5°	20°	40°	5°	20°	40°							
ft		1,000 lb																	ft	
30	14.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	30			
35	14.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	35			
40	14.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	40			
45	14.3	11.9	-	-	-	-	-	-	-	-	-	-	-	-	-	-	45			
50	14.2	11.4	-	10.4	-	-	-	-	-	-	-	-	-	-	-	-	50			
55	13.6	10.9	-	10.4	-	-	-	9.0	-	-	-	-	-	-	-	-	55			
60	13.0	10.5	8.3	10.4	-	-	-	9.0	-	-	-	8.3	-	-	-	-	60			
65	12.5	10.1	8.1	10.4	9.8	-	-	9.0	-	-	-	8.3	-	-	-	-	65			
70	11.9	9.8	7.9	10.4	9.5	-	-	9.0	9.0	-	-	8.3	-	-	-	-	70			
75	11.5	9.5	7.8	10.4	9.3	-	-	9.0	9.0	-	-	8.3	-	-	-	-	75			
80	11.1	9.1	7.6	10.4	9.1	7.7	-	9.0	8.8	-	-	8.3	8.3	-	-	-	80			
85	10.7	8.9	7.5	10.4	8.9	7.6	-	9.0	8.6	-	-	8.3	8.3	-	-	-	85			
90	10.3	8.6	7.3	10.3	8.7	7.5	-	9.0	8.4	7.3	-	8.3	8.2	-	-	-	90			
95	9.9	8.4	7.2	10.0	8.5	7.3	-	9.0	8.3	7.2	-	8.3	8.1	7.1	-	-	95			
100	9.6	8.2	7.1	9.8	8.3	7.2	-	8.9	8.1	7.1	-	8.2	7.9	7.0	-	-	100			
105	9.2	8.0	7.1	9.5	8.2	7.1	-	8.7	7.9	7.0	-	8.0	7.6	6.9	-	-	105			
110	8.9	7.8	7.0	9.3	8.0	7.0	-	8.4	7.8	6.9	-	7.7	7.4	6.8	-	-	110			
115	8.6	7.6	6.9	9.1	7.8	6.9	-	8.2	7.6	6.8	-	7.5	7.2	6.7	-	-	115			
120	8.4	7.5	6.9	8.9	7.7	6.8	-	7.9	7.5	6.7	-	7.3	7.0	6.6	-	-	120			
130	7.9	7.2	6.7	8.6	7.5	6.7	-	7.6	7.3	6.5	-	6.9	6.6	6.4	-	-	130			
140	7.5	7.0	6.7	7.3	7.2	6.5	-	7.1	7.0	6.4	-	6.5	6.2	6.1	-	-	140			
150	7.1	6.9	-	6.1	6.8	6.4	-	6.2	6.6	6.3	-	5.7	5.9	5.8	-	-	150			
160	6.5	6.7	-	5.0	5.6	6.3	-	5.1	5.8	6.2	-	4.7	5.4	5.5	-	-	160			
170	-	-	-	3.8	4.5	5.0	-	4.1	4.7	5.3	-	3.8	4.4	5.0	-	-	170			
180	-	-	-	2.8	3.3	3.8	-	3.1	3.7	4.3	-	2.9	3.5	4.1	-	-	180			
190	-	-	-	1.8	2.3	2.6	-	2.2	2.7	3.1	-	2.0	2.6	3.1	-	-	190			
200	-	-	-	-	-	-	-	-	1.8	2.1	-	-	-	2.1	-	-	200			

Notes

Power tilt jib with inserts



Jib assembly



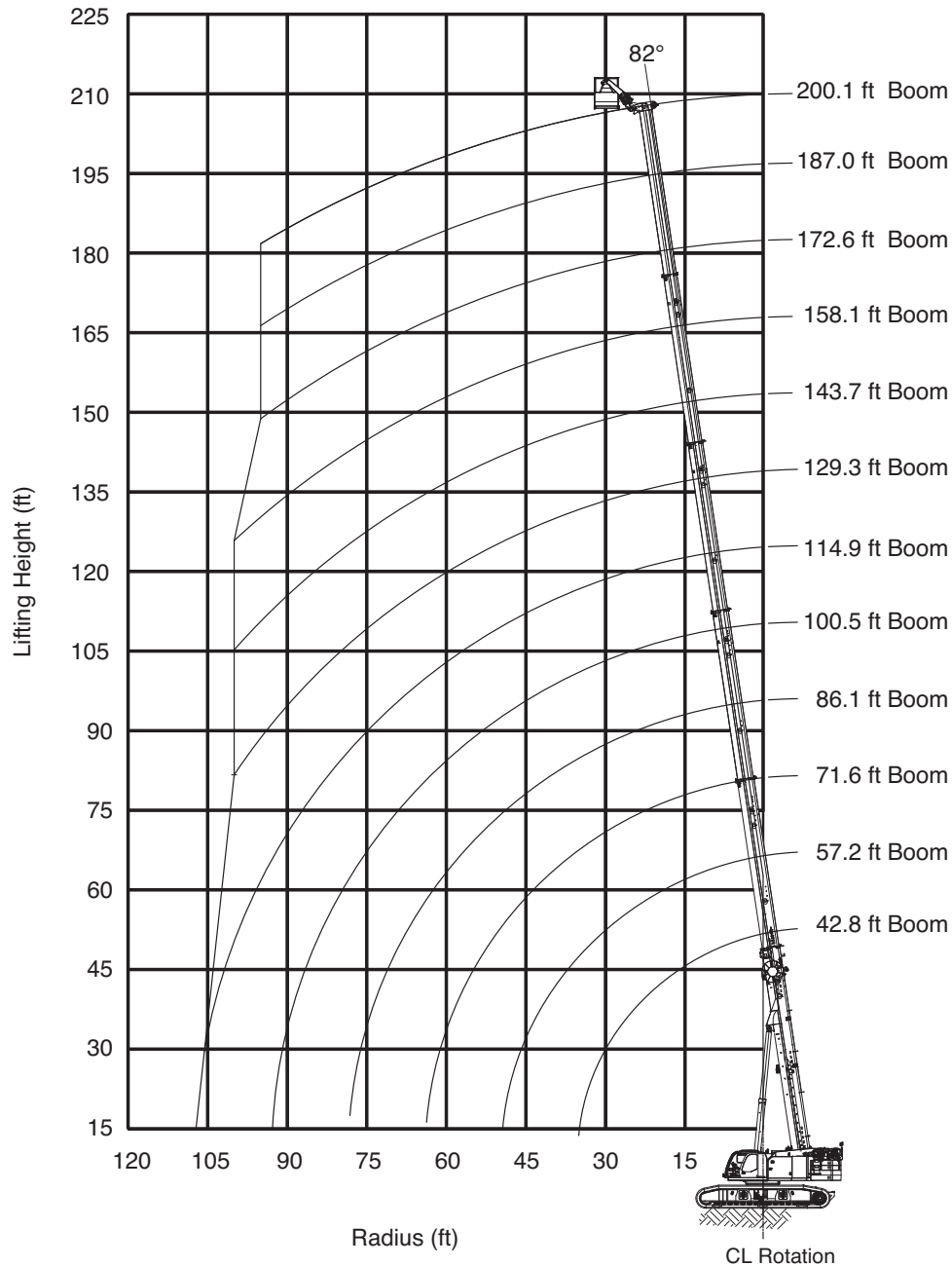
Tracks fully extended – 360° – Up to 0.5° slope – with insert + folding jib

70,100 lb		19'0"		0.5°		59.1 ft		23.0 ft		20 mph		360°		ASME B30.5	
114.9 ft		172.6 ft		187.0 ft		200.1 ft									
5°	20°	40°	5°	20°	40°	5°	20°	40°	5°	20°	40°	5°	20°	40°	
1,000 lb															ft
35	11.9	-	-	-	-	-	-	-	-	-	-	-	-	-	35
40	11.9	-	-	-	-	-	-	-	-	-	-	-	-	-	40
45	11.9	-	-	-	-	-	-	-	-	-	-	-	-	-	45
50	11.9	9.9	-	-	-	-	-	-	-	-	-	-	-	-	50
55	11.8	9.9	-	-	-	-	-	-	-	-	-	-	-	-	55
60	11.3	9.6	-	8.6	-	-	-	-	-	-	-	-	-	-	60
65	10.8	9.1	7.3	8.6	-	-	7.5	-	-	-	-	-	-	-	65
70	10.3	8.7	7.3	8.6	-	-	7.5	-	-	6.8	-	-	-	-	70
75	9.7	8.3	7.1	8.6	7.9	-	7.5	-	-	6.8	-	-	-	-	75
80	9.2	7.9	6.8	8.6	7.9	-	7.5	7.1	-	6.8	-	-	-	-	80
85	8.8	7.6	6.6	8.6	7.8	-	7.5	7.1	-	6.8	6.4	-	-	-	85
90	8.3	7.3	6.4	8.5	7.6	6.2	7.5	7.1	-	6.8	6.4	-	-	-	90
95	7.9	7.0	6.2	8.3	7.4	6.2	7.5	7.1	6.0	6.8	6.4	-	-	-	95
100	7.6	6.7	6.0	8.1	7.2	6.2	7.3	6.9	6.0	6.7	6.4	5.7	-	-	100
105	7.2	6.5	5.8	7.8	7.0	6.2	7.0	6.8	6.0	6.5	6.3	5.7	-	-	105
110	6.9	6.2	5.6	7.6	6.8	6.0	6.8	6.6	6.0	6.3	6.1	5.7	-	-	110
115	6.6	6.0	5.4	7.5	6.7	5.9	6.6	6.4	5.9	6.1	5.9	5.7	-	-	115
120	6.4	5.8	5.3	7.3	6.5	5.8	6.4	6.2	5.8	5.9	5.8	5.7	-	-	120
130	5.9	5.4	5.0	6.9	6.2	5.5	6.2	5.9	5.6	5.5	5.4	5.3	-	-	130
140	5.5	5.1	4.8	6.5	5.8	5.3	5.9	5.6	5.4	5.2	5.1	5.0	-	-	140
150	5.1	4.8	4.6	6.2	5.6	5.1	5.6	5.4	5.2	4.9	4.8	4.7	-	-	150
160	4.8	4.6	4.5	5.1	5.3	4.9	5.2	5.1	5.0	4.6	4.5	4.5	-	-	160
170	4.5	4.4	-	4.2	4.8	4.8	4.2	4.9	4.8	3.8	4.3	4.2	-	-	170
180	4.3	4.2	-	3.2	3.8	4.4	3.4	4.0	4.6	3.0	3.6	4.0	-	-	180
190	-	-	-	2.2	2.8	3.3	2.5	3.1	3.7	2.3	2.8	3.4	-	-	190
200	-	-	-	-	1.9	2.3	-	2.2	2.6	-	2.0	2.5	-	-	200

Tracks fully extended – 360° – Up to 0.5° slope – with insert + folding jib

 70,100 lb		 19'0"		 0.5°		 59.1 ft		 45.9 ft		 20 mph		360°		ASME B30.5	
		114.9 ft			172.6 ft			187.0 ft			200.1 ft				
		5°	20°	40°	5°	20°	40°	5°	20°	40°	5°	20°	40°		
ft		1,000 lb												ft	
40		9.7	-	-	-	-	-	-	-	-	-	-	-	-	40
45		9.7	-	-	-	-	-	-	-	-	-	-	-	-	45
50		9.7	-	-	-	-	-	-	-	-	-	-	-	-	50
55		9.3	7.9	-	-	-	-	-	-	-	-	-	-	-	55
60		8.9	7.9	-	-	-	-	-	-	-	-	-	-	-	60
65		8.5	7.8	-	7.1	-	-	-	-	-	-	-	-	-	65
70		8.1	7.5	6.4	7.1	-	-	-	-	-	-	-	-	-	70
75		7.8	7.2	6.3	7.0	-	-	6.2	-	-	-	-	-	-	75
80		7.4	6.8	6.0	6.8	6.0	-	6.2	-	-	4.6	-	-	-	80
85		7.1	6.4	5.8	6.6	6.0	-	6.1	-	-	4.6	-	-	-	85
90		6.8	6.1	5.5	6.5	6.0	-	6.0	5.3	-	4.6	-	-	-	90
95		6.4	5.8	5.2	6.3	5.9	5.3	5.9	5.3	-	4.6	4.6	-	-	95
100		6.0	5.5	5.0	6.1	5.7	5.3	5.7	5.3	-	4.6	4.6	-	-	100
105		5.7	5.2	4.8	6.0	5.6	5.3	5.6	5.3	4.9	4.6	4.6	-	-	105
110		5.4	5.0	4.6	5.8	5.4	5.1	5.5	5.2	4.9	4.6	4.6	4.6	-	110
115		5.2	4.8	4.4	5.6	5.2	4.9	5.3	5.0	4.9	4.6	4.6	4.6	-	115
120		4.9	4.5	4.2	5.4	5.1	4.8	5.1	4.9	4.8	4.6	4.6	4.6	-	120
130		4.4	4.1	3.9	5.1	4.8	4.5	4.8	4.7	4.5	4.4	4.4	4.4	-	130
140		4.0	3.8	3.6	4.8	4.5	4.2	4.5	4.4	4.3	4.1	4.1	4.2	-	140
150		3.7	3.5	3.4	4.5	4.3	4.0	4.3	4.2	4.1	3.8	3.8	3.9	-	150
160		3.4	3.2	3.1	4.3	4.0	3.7	4.0	4.0	3.8	3.5	3.6	3.6	-	160
170		3.1	3.0	2.9	4.0	3.7	3.5	3.8	3.7	3.6	3.3	3.3	3.4	-	170
180		2.9	2.8	2.8	3.2	3.5	3.4	3.2	3.5	3.5	2.8	3.1	3.2	-	180
190		2.6	2.6	-	2.3	3.0	3.2	2.5	3.0	3.3	2.1	2.7	3.0	-	190
200		2.4	2.4	-	-	2.1	2.5	-	2.2	2.8	-	2.0	2.5	-	200
210		2.2	-	-	-	-	-	-	-	1.9	-	-	-	-	210

WP750 Work platform



Shaded area is allowable operating range!

Limits of operation:

Max. load capacity = 750 lb · Max. radius when mounted on jib = 110 ft · Max. occupancy = 2 persons

Notes:

1. It is permissible to leave the jibs stowed on the boom while operating with work platform mounted to the main boom.
2. The hook block(s) must be removed when using the work platform.

WARNING: Lifting a load during work platform operation is **not** allowed.

WARNING: Travelling the crane with person(s) in the work platform is **not** allowed.

Notes to Lifting Capacity

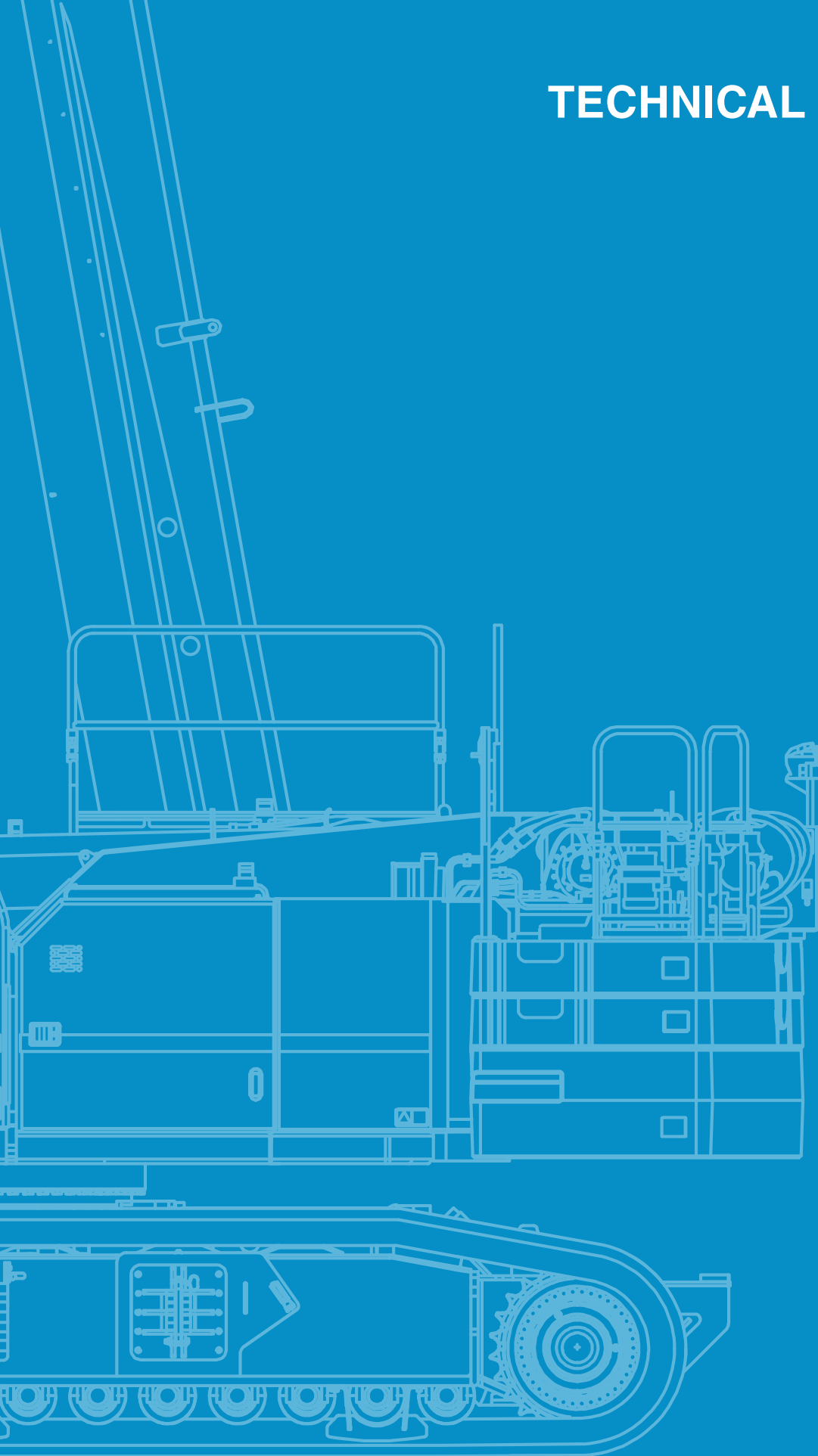
Definitions and Explanations

- Load capacity values in these charts are stated in lb x 1000.
- All ratings are for 360° of rotation unless otherwise specified on the chart.
- Load radius is defined as the horizontal distance from the axis of rotation (with no load) to the center of the lifting device after load is applied in feet (ft).
- Boom height dimensions are measured from ground to center of lower boom head sheave in feet (ft).
- Boom angle / boom length relationships given are an approximation of the resulting load radius, which should be an accurate measurement.
- Boom angle is the included angle between the longitudinal axis of the boom base section and the horizontal axis, after lifting load. The boom angle before lifting should be slightly greater than desired to account for boom deflection.
- Boom positions without rated loads in the charts are prohibited. These areas are indicated by an “*” and are susceptible to instability either in the forward direction or the backwards direction.
- It is acceptable to telescope boom with a load within the limits of rated capacities. However, boom angle, system hydraulic pressure, and/or boom lubrication may affect operation.
- Deduct the weight of the hook block, hook/ball, slings, spreader bar, or other suspended equipment from the listed rated capacities. This includes lifting accessories stowed on the boom such as jib, extension, and auger.
- Unless otherwise noted, travelling in low speed is allowed for all rated loads- reduce travel speed to minimize dynamic effects on the crane from swinging load, side loading, etc.
- This crane as originally manufactured meets the requirements of ASME B30.5 2014. Structure and stability have been tested in accordance with SAE J1063 and SAE J765.

Note

Data published herein is intended as a guide only and shall not be construed to warrant applicability for lifting purposes. Crane operation is subject to the computer charts and operation manual both supplied with the crane.

TECHNICAL DESCRIPTION



Technical Description

Basic machine

Boom	Six section boom with single-cylinder pinned telescoping system. Retracted length: 42.8' Extended length: 200.1' Extension time: 536 seconds Elevating angles: -1.5° to 81.5° Elevating time: 53 seconds Boom head: Seven, 15.8 inch diameter cast steel sheaves on heavy-duty roller bearings, and two lead-in sheaves.
Auxiliary boom head	Single 17.5 inch diameter cast steel sheave. Mounts to boom head for single line work. Swings to side for storage.
Load moment indicator	Tadano AML-E load moment indicator and anti-two block system: OPTI-WIDTH™ – OPTIMAL lifting performance at any track width. Control function shutdown with audible and visual warnings. Full color touch screen provides continuous display of working boom length, boom angle, working load radius, tip height, swing position, parts-of-line (operator set), machine track configuration, relative load moment, maximum permissible load and actual load. Anti-two block weight allows quick reeving of hook block. Configurable working range limits with automatic soft stop. External 3-color LED light stack indicates safe working conditions.
Telematics	Equipped with HELLO-NET data logging and monitoring system accessible via the internet.

Superstructure

High-strength steel structure precision machined to accept boom and swing components. Centralized plumbing of lubrication points for slew bearing and boom pivot pin.

Counterweight	Self-erecting counterweight system with configuration sensing and remote control. Integrated access steps and mounting for handrails. Load charts available for various counterweight configurations. Three upper counterweight configurations: 70,100 lb, 40,300 lb, 0 lb.
Operators cab	Fully-enclosed, all-steel modular cab with lockable sliding door, acoustical lining, anti-slip floor, and tinted safety glass. Grab bars and steps are provided for easy access to the cab. 20° tilt. Air conditioned with defroster, heater, and circulating fan. Six-way adjustable seat with headrest and seat belt. Electronic foot pedals control travel. A hydraulic foot pedal controls the swing service brake. Four-way adjustable armrest-mounted electronic joysticks control swing, main winch, auxiliary winch, boom hoist, and boom telescope. Selectable modes for fine control and travel. Seat termination switch immediately disables all joysticks and control pedals as the operator rises from the seat. Can also be disabled by switch on console. Camera views: Four cameras for view of winches, and rear, right and left sides of upper. Remote control work lights mounted at front left side, front right side, and rear right side. Two-speed windshield wipers for front and top glass. Dome light. Dry-chemical fire extinguisher.
Engine	Cummins B6.7 – 6 cylinder, 4 cycle, turbocharged and after cooled · Max. power: 326 HP (243 kW)@2,200 rpm · Max. torque: 770 lb-ft (1,044 Nm)@1,500 rpm · Alternator: 70 amp. Emission certifications: U.S. EPA Tier 4f, Euromot Stage V.
Electrical system	24 VDC.
Fuel system	85 gallons capacity diesel tank, with engine mounted filter and inline fuel/water separator. 10 gallons capacity DEF/AdBlue tank.
Hydraulic system	Hydraulic pumps: Two high pressure, variable piston pumps with positive displacement and power limiting controls for crane functions. Three gear pumps for swing, pilot/auxiliary, and cooling. Total pump output: 250 gpm@1900 rpm engine speed. 4,713 psi maximum pressure. Directional valves: Multiple pressure and flow compensated valves with electrically controlled integrated relief valves. Reservoir: 197 gallons capacity with filler/breather, sight gauge, cleanout, low level switch, and sump drain. Filtration: Three 5-micron, full flow return filters with electrical clogging indicator. 3-micron inline pilot oil pressure filter. Two 10-micron case flow filters.
Winches	Planetary geared two-speed winch with grooved drum, hydraulic motor, multi-disc internal brake and counter-balance valve. Includes drum rotation and last layer indicators (complete winch performance specs on page 20). Main winch: Rope diameter and length: 0.75 inch x 1,050 ft Auxiliary winch: Rope diameter and length: 0.75 inch x 738 ft
Swing	An axial piston swing motor with planetary gear reducer drives the pinion and the internal gear shear-ball slew bearing allowing smooth rotation even at low speeds. Swing speed: 0-1.2 rpm. Modes: Free swing with counter swing, or controlled swing with hydraulic braking. Swing parking brake: Spring applied failsafe brake with hydraulic release that is controlled from the operators cab. Swing service brake: Hydraulically applied, controlled through foot actuated pedal. House lock systems: 360° house lock actuated from the operator's cab.

Technical Description

Crawler carrier

Carrier comprising a center carbody, 4 extension beams, 2 crawlers, and integrated assembly jacks. Tool-free connection between crawlers and extension beams.

Carbody	Torsion resistant welded structure constructed of high strength steel. Hydraulic lines with quick connection panels to crawler drives.
Track extension	Powerful hydraulic track extend system quickly adjusts operating width while stationary or travelling. Track position sensing allows automatic selection of operating configuration in AML.
Crawlers	Two crawler frames are paired with a track group. Self-assembly with 4 track frame lifting points. Track rollers: Fifteen bottom rollers and replaceable top wear pads on each track frame. Idler: Oil filled, self-lubricating with nitrogen type tensioner. Track shoes: 35.4 inch, 3-bar semi-grousers are standard equipment.
Crawler drive	The tracks are powered by a pilot controlled, two-speed drive with piston motor and parking brake. Each crawler speed is infinitely variable, both independently and in opposite direction. 0.6 mph / 1.6 mph · Gradeability (unladen): 52 %.
Assembly jacks	2-stage jacks mounted to carbody structure with radio remote control and self-leveling for easy assembly/disassembly for transport. Includes 4 octagonal outrigger pads.
Carbody counterweights	Two carbody counterweights with integrated lift points. Rear counterweight includes storage locations for track frame assembly bars and outrigger pads. Front counterweight includes toolbox and storage location for overhaul ball.

Optional equipment

Heavy lift jib	Total length: 11.8 ft Offset angles: 0°-40° Max. lifting height: 208 ft
Main jib	Total length: 33.8 ft Offset angles: 0°-40° (hydraulic or mechanical offset) Max. lifting height: 230 ft
Fly jib	Total length: 59.1 ft when mounted to main jib · Offset angles: 0°-40° (hydraulic or mechanical offset) · Max. lifting height: 255 ft
Long jib	Total length: 105 ft; includes 2 x lattice inserts, main, and fly jibs · Offset angles: 0°-40° (hydraulic or mechanical offset) · Max. lifting height: 302 ft
Hook blocks	110 US ton hook block - seven steel sheaves with swivel hook and safety latch. 50 US ton hook block - three steel sheaves with swivel hook and safety latch. 11 US ton overhaul ball with swivel hook and safety latch.
Crawler shoes	35.4 in flat shoes 39.4 in flat shoes 39.4 in 3-bar semi-grouser
Cold weather packages	Cold weather options are available for operation to -40°C (consult factory for application support).
Work platform	Model WP750 – 36 inch x 72 inch, all steel, welded, two person platform with maximum capacity of 750 lb.
Automatic central lubrication system	
Anemometer	Mounts to boom or jib head with cab display.
Aircraft warning beacon	
Cab mounted rotating beacon	
TRAM boom access system	
FOPS	Operator cab falling object protection system; ISO 3449 Level II compliant.
Additional handrails	For top of engine side covers.
Boom removal system	
Full function radio remote control package	
Load charts for barge operation	

Notes

Notes

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PREPARED FOR:

Advance Albany County Alliance
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Albany, NY 12210

Economic and Fiscal Impact

COEYMANS RECYCLING CENTER, LLC DBA COEYMANS
INDUSTRIAL PARK (APROJECTS USA LLC)

Advance Albany County
Alliance

MAY 29, 2026

PREPARED BY:



518.899.2608

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ABOUT THE STUDY

The Advance Albany County Alliance retained Camoin Associates to measure the potential economic and fiscal impacts of a project proposed by Coeymans Recycling Center, LLC DBA Coeymans Industrial Park (AProjects USA LLC) (The Applicant) for the construction of a new industrial logistics and material handling facility at 50 Coeymans Industrial Park Lane, Coeymans NY, 12045. The project entails the design and construction of an approximately 75,000 SF facility in Coeymans to support regional industrial cargo, clean energy supply chain logistics, advanced manufacturing support, and specialized freight handling within Albany County.

This analysis aims to provide a complete assessment of the project's total economic, employment, and tax impacts on Albany County that result from the construction phase and on-site operations.

The primary tool used in this analysis is the input-output model developed by Lightcast. Primary data used in this study was obtained from the developer's application for financial assistance to the Advance Albany County Alliance and included the following data points: construction spending and new jobs.

The economic impacts are presented in four categories: direct impact, indirect impact, induced impact, and total impact. The indirect and induced impacts are commonly referred to as the "multiplier effect."

STUDY INFORMATION

Data Source:
Applicant,
The Advance Albany County
Alliance

Geography:
Albany County

Study Period:
2025

Modeling Tool:
Lightcast

DIRECT IMPACTS

This initial round of impacts is generated as a result of spending on construction and operations.

INDIRECT IMPACTS

The direct impacts have ripple effects through business-to-business spending. This spending results from the increase in demand for goods and services.

INDUCED IMPACTS

Impacts that result from spending by facility employees and employees of suppliers. Earnings of these employees enter the economy as employees spend their paychecks in the County on food, clothing, and other goods and services.

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FISCAL IMPACT ANALYSIS5

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EXECUTIVE SUMMARY

The Advance Albany County Alliance (the Agency) received an application for financial assistance from Coeymans Recycling Center LLC DBA Coeymans Industrial Park (AProjects USA LLC) (the Applicant) for the proposed construction of a logistics and material handling facility (the Project) at 50 Coeymans Industrial Park Lane, Coeymans NY 12045 (the Site). The Project entails constructing a new facility with heavy material handling equipment to support regional industrial cargo, clean energy supply chain logistics, advanced manufacturing support, and specialized freight handling activities in Albany County. The Agency commissioned Camoin Associates to conduct an economic and fiscal impact assessment of the Project on Albany County (the County).

According to the Applicant, the project will not occur without financial assistance from the Alliance. Therefore, all 18 projected jobs are considered net new. This study analyzes the impact of the net new jobs on the county economy and municipal revenue sources.

The following is a summary of our findings from this study, with details in the following sections.

Table 1

Summary of Benefits to County

Construction Phase	
Total Jobs	16
Direct Jobs	10
Total Earnings	\$1,784,458
Direct Earnings	\$1,348,238
One-Time Sales Tax Revenue to County	\$12,491
Annual Impact	
Total Jobs	42
Direct Jobs	28
Total Earnings	\$3,728,823
Direct Earnings	\$2,710,000
Annual Sales Tax Revenue to County	\$26,102
Average Annual PILOT Payment	\$37,967

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Construction Impact

- The construction associated with the Project would result in approximately 16 new jobs related to construction, generating \$1.8 million in earnings and totaling \$4.8 million in sales. Figure 1 to the right displays more detail on the economic impacts of construction.
- Sales associated with the earnings generated during the construction phase would be taxed, generating sales tax revenue for the County. Sales tax associated with the construction phase of the Project is estimated to contribute approximately \$12,500 to the County.

Figure 1

Total Economic Impact - Construction Phase

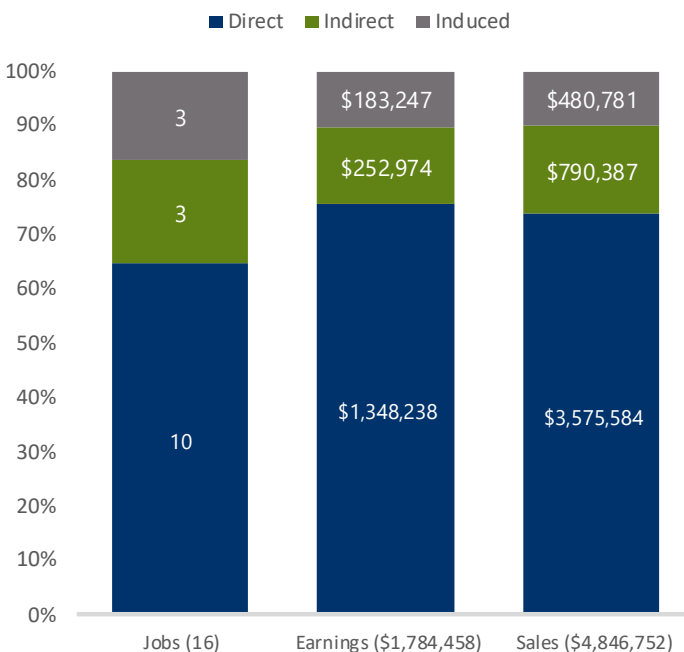
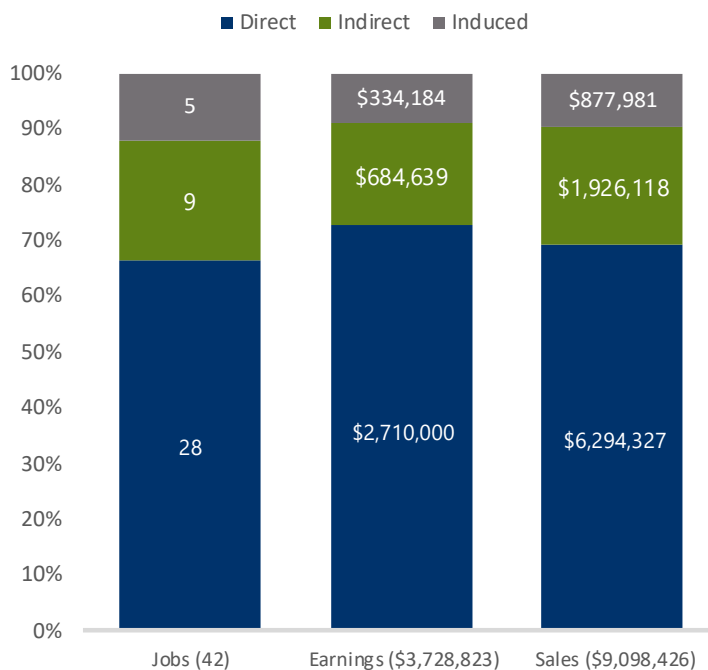


Figure 2

Total Annual Economic Impact



Annual Impact

- The Project would support a 42 ongoing annual jobs in the County, with approximately \$3.7 million in associated earnings and \$9.1 million in sales. Figure 2 summarizes the Project's annual economic impact.
- Net new on-site operations jobs are estimated to generate \$26,102 in sales tax revenue for the County annually.

ECONOMIC IMPACT ANALYSIS

The estimates of direct economic activity generated during the construction phase and Project operation, as provided by the Applicant, were used as the direct inputs for the economic impact model. Camoin Associates used the input-output model designed by Lightcast to calculate total economic impacts. Lightcast allows the analyst to input the amount of new direct economic activity (spending or jobs) occurring within the County and uses the direct inputs to estimate the spillover effects that the net new spending or jobs have as these new dollars circulate through the Albany County economy. This is captured in the indirect and induced impacts and is commonly referred to as the “multiplier effect.” See Attachment A for more information on economic impact analysis.

CONSTRUCTION PHASE IMPACTS

The Applicant anticipates that private sector investment in the construction of the Project would cost \$7.9 million¹, with \$4.5 million being spent on building construction. It is assumed that 80%² of the construction spending would be sourced from within the county, representing \$3.575 million in net new spending in the County associated with the construction phase of the Project.

Table 2

Construction Phase Spending - County

Building Construction Cost	\$4,469,480
Percent Sourced from County	80%
Net New Renovation Spending	\$3,575,584

Source: Applicant, Camoin Associates

Based on the \$3.575 million worth of net new direct spending associated with the Project's construction phase, Camoin Associates determined that \$4.8 million in total one-time construction-related spending would support 16 annualized jobs throughout the County and \$1.8 million in earnings over the construction period. Table 3 outlines the economic impacts of construction. The Project's application notes that construction will result in 28 jobs with about \$3.0 million in earnings, 80% of which will be filled by Albany County residents. However, the applicant notes that these jobs will have a duration of less than one year, leading to lower total one-year employment estimates.

Table 3

County Economic Impact - Construction Phase

	Jobs	Earnings	Sales
Direct	10	\$1,348,238	\$3,575,584
Indirect	3	\$252,974	\$790,387
Induced	3	\$183,247	\$480,781
Total	16	\$1,784,458	\$4,846,752

Source: Lightcast, Camoin Associates

¹ Provided by the Applicant in the application.

² According to the Applicant, >80% of the labor will be sourced in the county. We assume that the same share will hold for material sourced in the county, resulting in 80% of the total cost being sourced from Albany County.

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ONGOING IMPACTS OF ON-SITE EMPLOYMENT

Based on the application, there will be 18 net new jobs created on-site, composed of 18³ new jobs created, as well as 10 jobs that would otherwise be lost if the Project does not occur. Using these estimated new jobs as direct inputs into the model, Lightcast was used to calculate the economic impacts of the on-site activity. Table 4 details the impact the on-site activity will have on Albany County in terms of employment, earnings, and sales.

Table 4

County Economic Impact - On-Site Operations

	Jobs	Earnings	Sales
Direct	28	\$2,710,000	\$6,294,327
Indirect	9	\$684,639	\$1,926,118
Induced	5	\$334,184	\$877,981
Total	42	\$3,728,823	\$9,098,426

Source: Lightcast, Camoin Associates

³ Provided by the Applicant.

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FISCAL IMPACT ANALYSIS

In addition to the economic impact of the Project on the local economy (outlined above), there would also be a fiscal impact in terms of annual property tax and sales tax generation. The following section of the analysis outlines the impact of the completion of the Project on the local taxing jurisdictions in terms of the cost and/or benefit to municipal budgets.

PAYMENT IN LIEU OF TAXES (PILOT)

The Applicant has applied to the Agency for a Payment In Lieu of Taxes (PILOT) agreement. The Applicant has proposed a 11-year payment schedule for the Project based on the current tax rate, taxable value, and assessed value of the Project.

Table 5 calculates the benefit to the affected taxing jurisdictions as the difference between the PILOT payments associated with the Project and the property tax payments without the Project. Over the proposed PILOT term, the local jurisdictions will collect an annual average of \$23,108 more in PILOT revenue than in property taxes without the Project. The total benefit to the affected taxing jurisdictions of the PILOT agreement over 11 years would be approximately \$254,187.

Table 5

Tax Policy Comparison

	A		B		C					
Year	Property Tax Payment Without Project		PILOT Payment	Property Tax Payment With Project and No PILOT	Benefit (Cost) of Project to Municipalities (B-A)	Benefit (Cost) of PILOT to Applicant (C-B)				
1	\$	14,131	\$	20,632	\$	82,530	\$	6,501	\$	61,897
2	\$	14,272	\$	20,839	\$	83,355	\$	6,566	\$	62,516
3	\$	14,415	\$	21,047	\$	84,189	\$	6,632	\$	63,141
4	\$	14,559	\$	21,258	\$	85,030	\$	6,698	\$	63,773
5	\$	14,705	\$	21,470	\$	85,881	\$	6,765	\$	64,411
6	\$	14,852	\$	43,370	\$	86,740	\$	28,518	\$	43,370
7	\$	15,001	\$	43,803	\$	87,607	\$	28,803	\$	43,803
8	\$	15,151	\$	44,242	\$	88,483	\$	29,091	\$	44,242
9	\$	15,302	\$	44,684	\$	89,368	\$	29,382	\$	44,684
10	\$	15,455	\$	45,131	\$	90,262	\$	29,676	\$	45,131
11	\$	15,610	\$	91,164	\$	91,164	\$	75,555	\$	0
Total	\$	163,453	\$	417,640	\$	954,607	\$	254,187	\$	536,968
Average	\$	86,782	\$	37,967	\$	86,782	\$	23,108	\$	48,815

Source: Albany County IDA, Camoin Associates

Includes a 1% annual increase to taxes.

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OTHER EXEMPTIONS

There are other benefits to working with the Alliance, including a Sales Tax Exemption on construction materials and furniture, fixtures, and equipment, and a Mortgage Tax Exemption.

Table 6

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	237,225
Mortgage Tax Exemption	\$	62,500

Source: Applicant, Camoin Associates

The additional incentive offered by the Alliance will benefit the Applicant but will not negatively affect the County because, without the Project, the County would not, by definition, be receiving any associated sales or mortgage recording tax revenue.

SALES TAX REVENUE – CONSTRUCTION PHASE

The one-time construction phase earnings described by the total economic impact of the construction work (described in the above section) would lead to additional sales tax revenue for the County. It is assumed that 70% of the construction phase earnings would be spent within Albany County and that 25% of those purchases would be taxable.⁴

Table 7

One-Time Sales Tax Revenue, Construction Phase

Total New Earnings	\$1,784,458
Amount Spent in County (70%)	\$1,249,121
Amount Taxable (25%)	\$312,280
Albany County Sales Tax Rate	4.00%
Albany County Sales Tax Revenue (4.00%)	\$12,491

Source: Albany County IDA, Camoin Associates

As a result of the employment in the construction phase, the County would receive approximately \$12,491 in new sales tax revenue from the economic impacts of construction.

⁴ A retail leakage analysis of Albany County suggests that a vast majority of the goods and services that employees will be purchasing are available within the County (food, clothing, vehicles, computers, etc.), but there still will be some outside spending on travel and through purchases made online and in neighboring counties. Based on third party proprietary retail spending data, 70% is a reasonable assumption for the amount of in-County spending. (Source: Esri Business Analyst Retail Market Profile)

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SALES TAX REVENUE – EMPLOYEE EARNINGS

The earnings generated by on-site jobs that will result from the Project (described under Impacts of On-Site Employment) would lead to additional annual sales tax revenue for the county. It is assumed that 70% of the earnings would be spent within Albany County and that 25% of those purchases will be taxable. Table 8 displays the County's annual tax revenue.

Table 8

Annual Sales Tax Revenue, On-Site Operations

Total New Earnings	\$3,728,823
Amount Spent in County (70%)	\$2,610,176
Amount Taxable (25%)	\$652,544
Albany County Sales Tax Rate	4.00%
Albany County Sales Tax Revenue (4.00%)	\$26,102

Source: Albany County IDA, Camoin Associates

ATTACHMENT A: WHAT IS ECONOMIC IMPACT ANALYSIS?

An economic impact analysis describes how “new” money entering a region influences the local economy. This “new” money can be generated in two ways:

1. When an industry, event, or policy brings new revenue into the region that would otherwise not exist.
2. When an industry, event, or policy retains revenue that would have otherwise left the region.

Economic impact analyses can also assess the negative economic implications of “losing” a particular business, industry, or attraction, which results in money leaving the region.

Economic impacts do not occur when spending simply shifts from one business or industry to another. For example, town residents attending a game at a new football stadium instead of going to the local movie theater will not generate new economic impacts. However, if town leaders decide to host a concert series at the new football stadium, new visitation and spending related to the concert series would create an economic impact.

Understanding Economic Impacts

Economic impacts are typically broken down into direct, indirect, and induced effects.

Direct Effects are the new activities under investigation.

- Example: The sale of RVs from a new manufacturer in Elkhart, IN, to the rest of the country

Indirect Effects reflect the extent of local supply chains for the activity being analyzed.

- Example: The steel, tires, and cabinets purchased by the RV manufacturer in Elkhart, IN, from local suppliers, the purchases made by those suppliers from their local suppliers, and so on

Induced Effects represent the actions of employees who are supported by direct and indirect activities.

- Example: An employee who works for the RV company’s primary tire supplier in Elkhart, IN, purchases groceries at the local supermarket.

Traditionally, the three types of effects are evaluated in terms of jobs, labor income or earnings, industry output or sales, and value-added or gross regional product. The sum of the direct, indirect and induced effects is equal to the total economic impact.

Estimating Economic Impacts

An input-output (I-O) model is used to estimate these effects. In the US, I-O models are derived from the Bureau of Economic Analysis’ National Income and Product Accounts. These accounts provide the economic “recipe” each industry follows to produce its output. This includes the value of inputs purchased from other industries, as well as the contributions of labor, taxes paid, and a measure of profits. I-O models also capture household spending patterns.

These inputs are adjusted for each study area based on the estimated portion of goods and services that businesses and households purchase from local suppliers. Adjustments are also made for in-commuting by workers who then take their earnings home and spend them outside the region.

The resulting “multipliers” show, for each direct dollar spent in the region, how many additional dollars (or cents) are generated at local suppliers (indirect) and providers of goods and services to households (induced). For example, if an industry has a multiplier of 2.5, for every positive or negative change to that industry. In this case, the total effect on the regional economy will be 2.5 times the original change.

Benefits of an Economic Impact Analysis

Economic impact analysis is a flexible tool that can be used to quantify the benefit/cost of a particular project, asset, or industry. To yield the most accurate results, studies of this nature rely heavily on high-quality data and research-based assumptions. A well-crafted economic impact analysis can be used by governments, businesses, and organizations to clearly tell a story about how a specific change will affect a given economic environment.

ABOUT CAMOIN ASSOCIATES

As the nation's only full-service economic development and lead generation consulting firm, Camoin Associates empowers communities through human connection backed by robust analytics.

Since 1999, Camoin Associates has helped local and state governments, economic development organizations, nonprofit organizations, and private businesses across the country generate economic results marked by resiliency and prosperity.

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