



Policy Committee

March 3, 2022
9:00 a.m.

Via Conferencing & Livestreaming

1. Call Meeting to Order
2. Approval of the February 3, 2022 Policy Committee Meeting Minutes (Pages 2-3)
3. Project Matrix (Page 4)
4. Project Presentation (Staff – Company Q&A)
 - a) 471 Elmwood (Pages 5-36)
5. MWBE Update
6. UTEP Update
7. Adjournment – Next Meeting **April 7, 2022 at 9:00 a.m.**

**MINUTES OF A MEETING OF THE
POLICY COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

- DATE:** February 3, 2022
- LIVE STREAMED:** This meeting is being live-audio streamed and made accessible on the Agency's website at www.ecidany.com.
- PRESENT:** Denise Abbott; Hon. April Baskin; Rev. Mark Blue; Richard Lipsitz; Brenda W. McDuffie; Hon. Glenn Nellis; Lavon Stephens; Paul Vukelic and Maria Whyte
- EXCUSED:** Hon. Bryon W. Brown; Johanna Coleman; Colleen DiPirro; Hon. William Krebs; Laura Smith; and David State
- OTHERS PRESENT:** John Cappellino, President & CEO; Beth O'Keefe, Vice President of Operations; Mollie Profic, Chief Financial Officer; Atiqab Abidi, Assistant Treasurer; Grant Lesswing, Director of Business Development; Robbie Ann McPherson, Director, Marketing & Communications; Brian Krygier, Director of Operations Technology; Carrie Hocienec, Operations Assistant; Pat Smith, Senior Bookkeeper and Robert G. Murray, Esq., General Counsel/Harris Beach PLLC
- GUESTS:** Alex Carducci and Lisa Hicks on behalf of the City of Buffalo and Dania Tunmore on behalf of Legislator Baskin's Office

There being a quorum present at 9:08 a.m., the Meeting of the Policy Committee was called to order by Mr. Lipsitz.

MINUTES

The minutes of the December 2, 2021 Policy Committee meeting were presented. Upon motion made by Mr. Stephens to approve of the minutes, and seconded by Mr. Blue, the aforementioned Policy Committee meeting minutes were unanimously approved.

PROJECT MATRIX

Mr. Cappellino reviewed the Agency's 2022 Tax Incentives Report. Mr. Lipsitz directed that the report be received and filed.

UNIFORM TAX EXEMPT POLICY AMENDMENT

Mr. Cappellino presented members with an update on the proposed Amended and Restated Countywide Uniform Tax Exemption Policy (“UTEP”).

Ms. McDuffie expressed support for the UTEP amendment, and then moved to approve of the UTEP as amended. Ms. Whyte seconded the motion, and also expressed her support for the Amended and Restated UTEP.

Mr. Lipsitz called for the vote and the Amended and Restated Countywide Uniform Tax Exemption Policy was unanimously approved, and recommended for ultimate approval by the members of the Agency.

Mr. Lipsitz thanked the staff and Policy Committee for its good work.

MWBE UPDATE

Ms. Whyte provided an update on the draft MWBE Policy to the Committee members.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:53 a.m.

Dated: February 3, 2022

Gerald Manhard, Assistant Secretary

471 Elmwood Group, LLC

\$ 3,590,000

PRIVATE INVESTMENT INDUCEMENT RESOLUTION

<p>ELIGIBILITY</p>	<p>Project Title: 471 Elmwood Avenue Mixed Use</p>														
<ul style="list-style-type: none"> • NAICS Section – 531390 	<p>Project Address: 471 Elmwood Ave. Buffalo. NY 14222 (Buffalo City School District)</p>														
<p>COMPANY INCENTIVES</p>	<p align="center">Agency Request</p>														
<ul style="list-style-type: none"> • Approximately \$ in sales tax savings: \$122,500 	<p>A sales tax exemption in connection with the adaptive reuse of a 11,000 +/- sq ft historic building for future commercial and residential use within the Elmwood Village.</p>														
<p>JOBS & ANNUAL PAYROLL</p>	<table border="0"> <tr> <td>Building Acquisition</td> <td align="right">\$ 1,250,000</td> </tr> <tr> <td>Building Renovation</td> <td align="right">\$ 2,100,000</td> </tr> <tr> <td>Infrastructure</td> <td align="right">\$ 75,000</td> </tr> <tr> <td>Non- Manufacturing Equipment</td> <td align="right">\$ 65,000</td> </tr> <tr> <td>Soft Costs/Other</td> <td align="right">\$ 100,000</td> </tr> <tr> <td>Total Project Cost</td> <td align="right">\$ 3,590,000</td> </tr> <tr> <td> 85%</td> <td align="right"> \$ 3,051,500</td> </tr> </table>	Building Acquisition	\$ 1,250,000	Building Renovation	\$ 2,100,000	Infrastructure	\$ 75,000	Non- Manufacturing Equipment	\$ 65,000	Soft Costs/Other	\$ 100,000	Total Project Cost	\$ 3,590,000	 85%	 \$ 3,051,500
Building Acquisition	\$ 1,250,000														
Building Renovation	\$ 2,100,000														
Infrastructure	\$ 75,000														
Non- Manufacturing Equipment	\$ 65,000														
Soft Costs/Other	\$ 100,000														
Total Project Cost	\$ 3,590,000														
 85%	 \$ 3,051,500														
<ul style="list-style-type: none"> • Current / Retained Jobs: 0 FTE • Est. salary/yr. of jobs retained: \$0 • Current Annual Payroll: \$ 0 • Projected new jobs: 1 FTE • Est. salary/yr. of jobs created: \$55,000 • Total jobs after project completion: 1 FTE • Construction Jobs: 20 	<p align="center">Company Description</p> <p>471 Elmwood Group, LLC (the applicant) is a subsidiary of Sinatra and Company Real Estate, a full-service real estate firm with over 5,500 multi-family units across 5 states. The group is the largest apartment owner in WNY and operates all properties through leasing, property management development and commercial brokerage.</p>														
<p>PROJECTED COMMUNITY BENEFITS*</p>	<p align="center">Project Description</p>														
<ul style="list-style-type: none"> • Term: 2 yrs from project completion • NET Community Benefits: \$ 1,791,697 • Spillover Jobs: 10 <p>Total Payroll: \$ 1,701,206</p>	<p>Built in 1910, 471 Elmwood Ave is a historical 2-story brick building within the Elmwood Village. While the building has been vacant for 8 years, its most recent use was as a restaurant (Casa di Pizza) and previously is believed to have been the site of a dry cleaners.</p> <p>The project was originally slated for demolition however a decision was made to save the structure with current attempts underway to winterize the building through various joist replacements thus preventing further damage. This project would not be financially feasible without assistance due to the excess of structural repair work not part of the project's original scope of work. Upon completion, the project will offer 5,500 sq ft of 1st floor commercial/retail space and 5,500 sq ft of 2nd floor residential units – 1 being offered at 80% of AMI. Parking will be in the rear of the building.</p>														
<p>INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*</p>	<table border="1"> <thead> <tr> <th># of Units</th> <th>Sq Ft Range</th> <th>Rent Range</th> </tr> </thead> <tbody> <tr> <td>3 one-bedroom</td> <td>645 - 755</td> <td>\$1,105 - \$1,650</td> </tr> <tr> <td>2 two-bedroom</td> <td>932 - 970</td> <td>\$1,850 - \$2,200</td> </tr> </tbody> </table>	# of Units	Sq Ft Range	Rent Range	3 one-bedroom	645 - 755	\$1,105 - \$1,650	2 two-bedroom	932 - 970	\$1,850 - \$2,200					
# of Units	Sq Ft Range	Rent Range													
3 one-bedroom	645 - 755	\$1,105 - \$1,650													
2 two-bedroom	932 - 970	\$1,850 - \$2,200													
<p>Incentives: \$ 122,500</p> <p>Community Benefit: 1,791,697</p> <p>Cost: Benefit Ratio</p> <ul style="list-style-type: none"> • 1: 15 	<p>The company is pursuing property tax savings through the City's 485 A program.</p>														

* Cost Benefit Analysis Tool powered by MRB Group

Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

Cost: Incentives

COSTS	Tax Exemption	Amount
	Sales	122,500
	Mortgage Recording	
	Total	122,500
	Discounted at 2%	122,500

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount**
	Erie County	Individuals	Payroll Construction	1,464,467
			Payroll Permanent	236,739
		Public	Property Taxes	
			Sales Taxes	14,141
			Other - NFTA	
	New York State	Public	Income Taxes	76,554
			Sales Taxes	11,908
			Total Benefits to EC + NYS***	1,803,810
			Discounted at 2%	1,791,697

* Cost Benefit Analysis Tool powered by MRB Group *includes direct & indirect \$ over project period *** may not sum to total due to rounding

Discounted Cost \$ 122,500
 Discounted Benefit \$ 1,791,697
 Ratio 1: 15

Conclusion: The Cost Benefit for this project is: 1:15. For every \$1 in costs (incentives), this project provides \$15 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$26 in benefits to the community.**

New Tax Revenue Estimated – City of Buffalo 485 A Program

Current Yearly Taxes	Estimated New Assessed Value	Additional County Revenue over abatement period	Additional Local Revenue Over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
\$16,688	\$1,750,000	\$ 60,480	\$34,418	\$ 38,938
Combined Tax Rate: \$ 22.25				

Retail Determination

Project Use	Sq Ft	Cost	% Project Cost
Residential	5,500	\$1,600,000	76%
Commercial / Retail	5,500	\$ 500,000	24%
	11,000	\$ 2,100,000	100%

The retail component of the project is less than 33% of the project costs and therefore no sign off is required.

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount: \$ 3,590,000, 85%: \$3,051,500
Employment	Coincides with recapture period	Projected employment = 1 FTE Create 85% of Projected = 1 FTE Recapture Employment = 0
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with recapture period	Adherence to Policy
Unpaid Tax	Coincides with recapture period	Adherence to Policy
<u>Recapture Period</u>	2 years after project completion	Recapture of state and local sales taxes

Recapture applies to:

State and Local Sales Taxes

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; 3,051,500 ii) company has created jobs (1 FTE), iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

Project ECIDA History

- 2/22/22: Public hearing held.
- Minor Site Plan Review City of Buffalo Planning Board Approval – No SEQRA compliance required.
- 3/23/22: Lease/Leaseback Inducement Resolution presented to the Board of Directors

ADAPTIVE REUSE REPORT & EVALUATIVE CRITERIA

471 Elmwood Avenue

Age of Structure (must be at least 20 years old and present functional challenges to redevelopment)	Structure was built in 1910 and is over 110 years old.
Structure has been vacant or underutilized for a minimum of 3 years (defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended). Project promotes the elimination of slum and blight.	Structure has been vacant for 8 years.
Structure is not generating significant rental income (defined as 50% or less than the market rate income average for that property class)	This building has no rental income and is vacant.
Project is in compliance with the investment and growth criteria of the Framework for Regional Growth. The redevelopment supports or aligns with Regional or Local Development Plans	This project complies with the investment and growth criteria for the Framework for Regional Growth
Demonstrated evidence of financial obstacle to development without ECIDA or other public assistance (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rate as compared to regional industry averages)	Financial obstacles due to structural damage have added significant costs to this project. The cash flow projections supplied by the applicant and reviewed internally by the ECIDA indicates a below average return on investment @ 6.7%
Demonstrated support of local government entities	Letter of support from Councilmember David Rivera
LEED/Renewable Resources	N/A
Building or site has historic designation	Project is seeking historic tax credits for this historic structure.
Site or structure has delinquent property or other local taxes	Taxes are current.
MBE/WBE Utilization	The development team has a goal to hire at least 25% MWBE contractors across all development projects. Sinatra & Co has also hosted 4 MWBE hiring events and open

ADAPTIVE REUSE REPORT & EVALUATIVE CRITERIA

471 Elmwood Avenue

	house to attract and encourage contractors to discuss all projects. In the current climate it has been more challenging to hire labor and contractors but remain fully committed to this goal as they continue development in Buffalo.
Transit Oriented Development	Accessible by Metro Bus Route 20 and Metro Rail (Summer-Best)

OTHER FACTORS TO CONSIDER:	
Environmental/Safety Issues: Structure or site presents significant public safety hazard and or environmental remediation costs	Structure has been vacant for nearly a decade contributing to blight and safety hazards for the neighborhood. Significant structural issues and a need to winterize the building may also lead to public safety concerns.
Site or structure is located in a distressed census tract	The property is located within distressed census tract 67.02
Structure presents significant costs associated w/ building code compliance.	Structural issues present – significant costs noted within application.

DATE OF INDUCEMENT: 3/23/2022

ADAPTIVE REUSE REPORT & EVALUATIVE CRITERIA

471 Elmwood Avenue

Return on Investment – 471 Elmwood Ave

Regional Return on Investment (ROI) numbers vary depending on the interest rate environment, investor availability and risk associated with a project.

The National Development Council, which has experience financing projects in higher risk urban areas across the Northeast, uses 10% - 12% as a benchmark rate of return for urban high-risk projects.

Empire State Development financing officials when reviewing similar projects in the City of Buffalo have used 12% as an acceptable ROI for development projects.

Adaptive Reuse Projects

Many Adaptive Reuse Projects are hampered by upfront development costs that are not typical in new build green field development projects. These upfront costs can hinder the ability of the projects to attract financing and provide cash flow. The upfront costs associated with site contamination, asbestos removal, code compliance, structural deficiencies can make Adaptive Reuse projects difficult to undertake and attract private investment and financing, particularly in real estate markets where rental values are relatively low. Historically real estate projects in the region are difficult to undertake, local real estate developers have indicated that the typical ROI investors and developers seek to achieve in mixed use development projects are in the 10% - 12% range, although they can run higher for projects with significant risk.

Public Incentives Requested

- ECIDA Real Property Tax Abatement in an approximate value of \$0
- Sales Tax Savings in the amount of \$122,500
- Mortgage Tax Savings in the estimated amount of \$0

ROI

471 Elmwood, LLC has submitted a proforma documenting the expenses and revenues and ROI for the project.

Stated ROI for the project with ECIDA assistance is 6.7%

Stated ROI for the project without ECIDA assistance is 5.9%

PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits* and Percentage of Project Costs financed from Public Sector sources**

**** The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

PILOT Estimate Table Worksheet-471 Elmwood Group, LLC

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000
2,175,000	1,175,000	5.04	17.21	n/a

*Apply equalization rate to value

***** Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
3,590,000	n/a	122,250	n/a	\$560,000 Historic Tax \$172,100 485a (estimate)

Calculate %

(Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 24 %

Erie County Industrial Development Agency

MRB Cost Benefit Calculator



Date: February 18, 2022
 Project Title: 471 Elmwood Group
 Project Location: 471 Elmwood Avenue, Buffalo, NY 14222

Economic Impacts

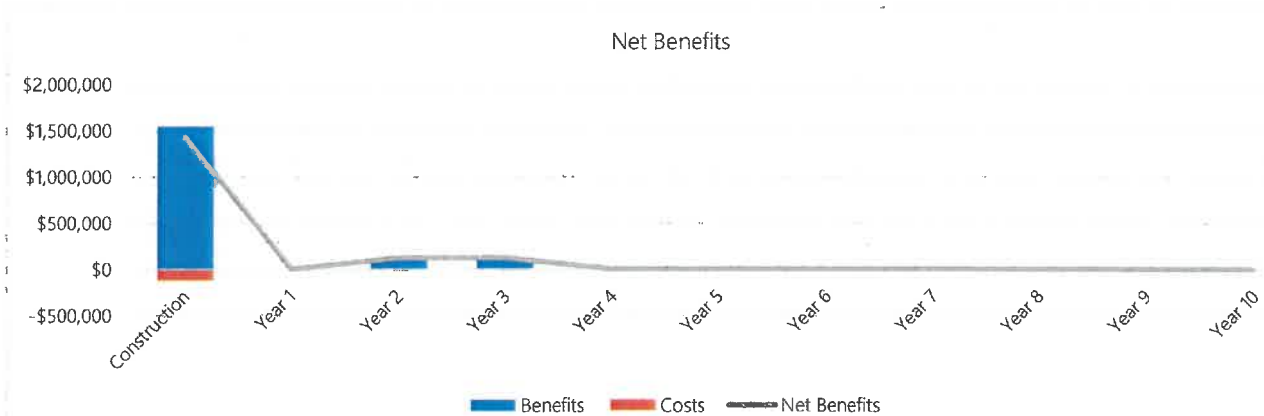
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$3,590,000

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	11	9	20
Earnings	\$947,356	\$517,111	\$1,464,467
Local Spend	\$2,261,700	\$1,601,335	\$3,863,035

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	1	1	2
Earnings	\$110,000	\$126,739	\$236,739

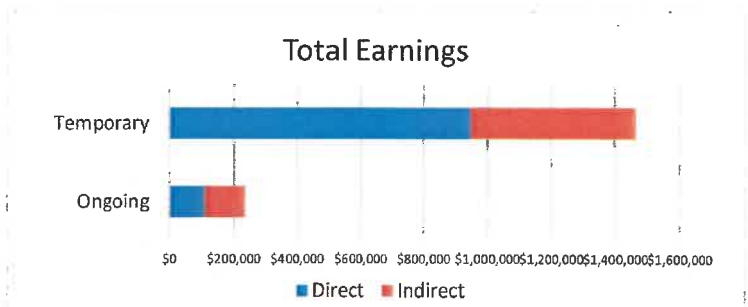
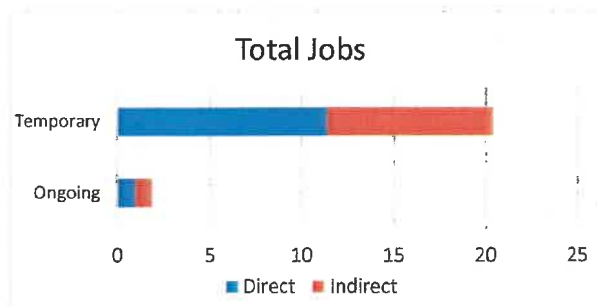
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



© Copyright 2021 MRB Engineering, Architecture and Surveying, D.P.C.

Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$122,500	\$122,500
Local Sales Tax Exemption	\$66,500	\$66,500
State Sales Tax Exemption	\$56,000	\$56,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$122,500	\$122,500

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$1,715,347	\$1,703,828
To Private Individuals	\$1,701,206	\$1,689,782
Temporary Payroll	\$1,464,467	\$1,464,467
Ongoing Payroll	\$236,739	\$225,315
Other Payments to Private Individuals	\$0	\$0
To the Public	\$14,141	\$14,046
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$12,173	\$12,173
Ongoing Jobs - Sales Tax Revenue	\$1,968	\$1,873
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$88,463	\$87,869
To the Public	\$88,463	\$87,869
Temporary Income Tax Revenue	\$65,901	\$65,901
Ongoing Income Tax Revenue	\$10,653	\$10,139
Temporary Jobs - Sales Tax Revenue	\$10,251	\$10,251
Ongoing Jobs - Sales Tax Revenue	\$1,657	\$1,577
Total Benefits to State & Region	\$1,803,810	\$1,791,697

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$1,703,828	\$66,500	26:1
State	\$87,869	\$56,000	2:1
Grand Total	\$1,791,697	\$122,500	15:1

*Discounted at 2%

Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

PUBLIC HEARING SCRIPT

**471 Elmwood Group, LLC and/or
Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or
to be formed on its behalf Project**

Public Hearing to be held on February 22, 2022 at 9:00 a.m.,
at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

Matt Connors – Sinatra & Company
Beth O'Keefe – ECIDA
Brian Krygier – ECIDA

☒ 1. WELCOME: Call to Order and Identity of Hearing Officer.

Hearing Officer: Welcome. This public hearing is now open; it is 9:02 a.m. My name is Grant Lesswing. I am the Business Development Officer of the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at www.ecidany.com.

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the {Company} and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf project. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Tuesday, February 8 2022.

☒ 3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.

Hearing Officer: The proposed Adaptive Reuse project (the "Project") consists of: (i) the renovation on the Land of an approximately 11,000 sq. ft. historic facility to be utilized with five apartments units and approximately 5,500 sq. ft. of retail space catered to a restaurant operator (the "Improvements"), and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and collectively with the Improvements, the "Facility").

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits (in compliance with Agency's uniform tax exemption policy).

4. FORMAT OF HEARING: Review rules and manner in which the hearing will proceed.

Hearing Officer: All those in attendance are required to register by signing the sign-in sheet at the front of the room; you will not be permitted to speak unless you have registered. Everyone who has registered will be given an opportunity to make statements and/or comments on the Project.

If you have a written statement or comment to submit for the record, you may leave it at this public hearing, submit it on the Agency's website or deliver it to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes on March 22, 2022. There are no limitations on written statements or comments.

5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: If anyone is interested in making a statement or comment, please raise your hand, state your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

The Hearing Officer calls on those who raise their hand.

Matt Connors – Vice President of Development, Sinatra & Company Real Estate and also representing 471 Elmwood Group, LLC. We will be doing 5 units, 1 being offered at 80% of AMI. We are also targeting a restaurant user for the ground level space for 5,500 sq. ft.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:05 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

February 22, 2022 at 9:00 a.m.
at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203
regarding:

**471 Elmwood Group, LLC and/or Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 471 Elmwood Avenue, Buffalo, New York 14222

Name	Company and/or Address	X box to speak/ comment
Matt Connors	Sinatra & Company 617 Main Street Buffalo, New York 14203	X
Beth O'Keefe	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Brian Krygier	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	



471 Elmwood Avenue

[Instructions and Insurance Requirements Document](#)

Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

Applicant Information - Company Receiving Benefit

Project Name 471 Elmwood Avenue Mixed-Use

Project Summary Adaptive reuse of historic structure that has been vacant since 2015. The former Casa Di Pizza site on Elmwood Avenue will be converted into 5 apartments and approximately 5,500 Square Feet of Commercial Space on the ground floor targeted to a restaurant operator. The development team initially feared losing the building to significant structural damage from the basement to the second floor. After working with structural engineers, the initial plan to raze the building has been scrapped, allowing the team to save the building through Historic Tax Credits and hopefully, the ECIDA.

Applicant Name 471 Elmwood Group, LLC

Applicant Address 617 Main Street Suite 300

Applicant Address 2

Applicant City Buffalo

Applicant State New York

Applicant Zip 14203

Phone (716) 866-9717

Fax

E-mail matt@sinatraandcompany.com

Website www.sinatraandcompany.com

NAICS Code 531390

Business Organization

Type of Business Limited Liability Company

Year Established 2015

State in which Organization is established New York

Individual Completing Application

Name Matt Connors

Title

Address 617 Main Street Suite 300

Address 2

City Buffalo
State New York
Zip 14203
Phone (716) 866-9717
Fax
E-Mail matt@sinatraandcompany.com

Company Contact (if different from individual completing application).

Name
Title
Address
Address 2
City
State
Zip
Phone
Fax
E-Mail

Company Counsel

Name of Attorney Mark Longo
Firm Name Block Longo Lamarca & Brzezinski P.C.
Address One Niagara Square
Address 2
City Buffalo
State New York
Zip 14202
Phone (716) 854-4080
Fax
E-Mail mlongo@blockandlongo.com

Benefits Requested (select all that apply).

Exemption from Sales Tax	Yes
Exemption from Mortgage Tax	No
Exemption from Real Property Tax	No
Tax Exempt Financing*	No

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

Applicant Business Description

Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.

Sinatra and Company Real Estate, LLC; ownership greater than 20%. Sinatra and Company Real Estate, LLC is a full-service real estate firm with over 5,500 units across 5 states. The group is the largest apartment owner in WNY and operates all properties through leasing, property management, development and commercial brokerage.

Estimated % of sales within Erie County	100 %
Estimated % of sales outside Erie County but within New York State	0 %
Estimated % of sales outside New York State but within the U.S.	0 %
Estimated % of sales outside the U.S.	0 %

(*Percentage to equal 100%)

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

100

Describe vendors within Erie County for major purchases

Frey Electric, Danforth Company, M/E Mechanical, Big L Windows

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

471 Elmwood Avenue

Town/City/Village of Project Site

Buffalo

School District of Project Site

Buffalo

Current Address (if different)

Current Town/City/Village of Project Site (if different)

SBL Number(s) for proposed Project

100.46-1-57

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

If amount of current taxes is not available, provide assessed value for each.

Land

\$ 125,000

Building(s)

\$ 1,175,000

If available include a copy of current tax receipt.

Are Real Property Taxes current at project location?

Yes

If no please explain

*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?

Yes

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

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

Yes

Describe the present use of the proposed Project site (vacant land, existing building, etc.)

The project site is an existing vacant building with parking in the rear. The building is currently undergoing emergency structural repairs that was discovered during architecture walkthroughs.

Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

471 Elmwood is a historic renovation to add residential density to the commercial/restaurant district of Elmwood Avenue and our Elmwood Crossing project. The approximately 11,000 SF structure will feature 5 apartments (Three 1-bedroom, 1 of which will be offered at 80% ami, Two, 2-bedroom) units and approximately 5,500 SF of commercial space catered to a restaurant operator. The project is seeking historic tax credits and was originally slated for demolition due to significant structural concerns. The group decided to save the structure but is attempting to "winterize" the building through various joist replacement to prevent further damage. The occupancy within the Elmwood Village remains strong and this project will cater to young professionals that work in close proximity to the site thus creating an even more walkable area.

Municipality or Municipalities of current operations

Buffalo

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

Yes

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

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

Yes

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

No

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available

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

Yes

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

State Historic Preservation Office and National Park Service.

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

Describe the reasons why the Agency’s financial assistance is necessary, and the effect the Project will have on the Applicant’s business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The development team uncovered significant structural damage to each floor and is currently trying to repair load-bearing joists and i-beams to ensure the structure will be saved. This comes at a significant cost added to the project. In addition, the market is still seeing increased construction costs due to COVID-19 that generally has raised construction costs approximately 25% to the entire budget. Between the structural damage, lead times/costs for mechanical and structural timber, the project budget has only seen increases in material costs despite only having 5 units and ground-floor commercial.

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

No

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?

The project would not be feasible due to the excess of structural repair work not on the original scope of work for the project.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

Is your project located near public transportation?

Yes

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

Elmwood Avenue bus line #20 directly out front of the property.

Has a project related site plan approval application been submitted to the appropriate planning department?

Yes

If Yes, include the applicable municipality’s and/or planning department’s approval resolution, the related State Environmental Quality Review Act (“SEQR”) “negative declaration” resolution, if applicable, and the related Environmental Assessment Form (EAF), if applicable.

If No, list the ECIDA as an "Involved Agency" on the related EAF that will be submitted to the appropriate municipality and/or planning department for site plan approval.

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

Yes

Describe the present zoning/land use

N-2C

Describe required zoning/land use, if different

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

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

Yes

If yes, please explain

The project as identified in the Phase 1 has some contaminants that will be undisturbed since no excavation will occur on the site.

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?

Yes

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

<BLANK>

If yes, please provide copies of the study.

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

Yes

If yes, describe the efficiencies achieved

Energy efficient appliances and HVAC/Electrical that is energy-star rated (above 93% efficiency)

You may also attach additional information about the machinery and equipment at the end of the application.

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

No

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

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

For purposes of the following, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

Retail Sales Yes Services Yes

Please check any and all end uses as identified below.

- No Acquisition of Existing Facility
- No Assisted Living
- No Back Office
- No Civic Facility (not for profit)
- Yes Commercial
- No Equipment Purchase
- No Facility for the Aging
- No Industrial
- No Life Care Facility (CCRC)
- Yes Market Rate Housing
- Yes Mixed Use
- No Multi-Tenant
- Yes Retail
- No Senior Housing
- No Manufacturing

No Renewable Energy

No Other

For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

			Cost	% of Total Cost
Manufacturing/Processing	square feet	\$	0	0%
Warehouse	square feet	\$	0	0%
Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	5,500 square feet	\$	500,000	24%
Office	square feet	\$	0	0%
Specify Other	5,500 square feet	\$	1,600,000	76%

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

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking < BLANK >

Will project result in significant utility infrastructure cost or uses Yes

What is the estimated project timetable (provide dates)

Start date : acquisition of equipment or construction of facilities

2/20/2022

End date : Estimated completion date of project

12/31/2022

Project occupancy : estimated starting date of occupancy

3/1/2023

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 1,250,000 10,000 square feet 0 acres

2.) New Building Construction

\$ 0 square feet

3.) New Building addition(s)

\$ 0 square feet

4.) Reconstruction/Renovation

\$ 2,100,000 10,000 square feet

5.) Manufacturing Equipment

\$ 0

6.) Infrastructure Work

\$ 75,000

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

\$ 65,000

8.) Soft Costs: (Legal, architect, engineering, etc.)

\$ 100,000

9.) Other Cost

\$ 0

**Explain Other
Costs****Total Cost** \$ 3,590,000Construction Cost Breakdown:

Total Cost of Construction	\$ 2,175,000 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 1,400,000
% sourced in Erie County	100%

Sales and Use Tax:

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit \$ 1,400,000

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above): \$ 122,500

** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only) \$ 0

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

If Yes, describe particulars: Structural support for the building, architect fees, legal fees related to closing costs, historic preservation consultant.

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):	\$
Bank Financing:	\$ 0
Tax Exempt Bond Issuance (if applicable):	\$ 0
Taxable Bond Issuance (if applicable):	\$ 0
Public Sources (Include sum total of all state and federal grants and tax credits):	\$ 560,000
Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)	0
Total Sources of Funds for Project Costs:	\$560,000

Have you secured financing for the project? No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing).

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$0

Real Property Tax Benefit:

Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other): 485-a

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

ECIDA encourages applicants to utilize MBE/WBE contractors for their projects. Describe your company's internal practices that promote MBE/WBE hiring and utilization

The development team has a goal to hire at least 25% MWBE contractors across all development projects. Sinatra and Company has also hosted 4 M/WBE hiring events and open houses to attract and encourage contractors to discuss all projects. In the current climate, it has been more challenging to hire labor and contractors but we remained fully-committed to this goal as we continue development in Buffalo.

Is project necessary to expand project employment?

No

Is project necessary to retain existing employment?

No

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location).

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genessee.

By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created
---	--	---	---

				upon 24 months (2 years) after project completion **
Full time	0	0	1	1
Part time	0	0	0	0
Total	0	0	1	

Salary and Fringe Benefits for Jobs to be Retained and Created

Category of Jobs to be Retained and/or Created	# of Employees Retained and/or Created	Average Salary for Full Time	Average Fringe Benefits for Full Time	Average Salary for Part Time (if applicable)	Average Fringe Benefits for Part Time (if applicable)
Management	1	\$ 55,000	\$ 0	\$ 0	\$ 0
Professional	0	\$ 0	\$ 0	\$ 0	\$ 0
Administrative	0	\$ 0	\$ 0	\$ 0	\$ 0
Production	0	\$ 0	\$ 0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	\$ 0	\$ 0

** Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

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

Address			
Full time	0	0	0
Part time	0	0	0
Total	0	0	0

Payroll Information

Annual Payroll at Proposed Project Site upon completion

55,000

Estimated average annual salary of jobs to be retained (Full Time)

0

Estimated average annual salary of jobs to be retained (Part Time)

0

Estimated average annual salary of jobs to be created (Full Time)

1

Estimated average annual salary of jobs to be created (Part Time)

0

Estimated salary range of jobs to be created

From (Full Time)	55,000	To (Full Time)	55,000
From (Part Time)	0	To (Part Time)	0

Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

General Background Information

Address of Premises

471 Elmwood Avenue, Buffalo NY 14222

Name and Address of Owner of Premises

471 Elmwood Group, LLC; 617 Main Street Suite 300, Buffalo NY 14203

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

2-story brick structure with wood framing; small parking lot in rear.

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

The property was constructed in 1910, believed to have been a dry cleaner but without confirmation. Significant alterations/improvements occurred in 1980 for the restaurant operator known as, "Casa di Pizza."

Describe all known former uses of the Premises

Restaurant confirmed; possibility of a dry cleaners but no substantial evidence of operations.

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

No

If yes, describe and attach any incident reports and the results of any investigations

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

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

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

No

If yes, please provide copies of the permits.

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

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

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

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

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

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

No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials

Section IV: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Multi-Tenant Facility

Multi-Tenant Facility (to be filled out by developer)

Please explain what market conditions support the construction of this multi-tenant facility

Given the success of recent market-rate housing in the Elmwood Village and the development group's vision of Elmwood Crossing, this project will support a mixed-use bookend to the former Women and Children's Hospital of Buffalo.

Have any tenant leases been entered into for this project?

No

If yes, please list below and provide square footage (and percent of total square footage) to be leased to tenant and NAICS Code for tenant and nature of business

Tenant Name	Current Address (city, state, zip)	# of sq ft and % of total to be occupied at new project site	SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.
-------------	------------------------------------	--	--

*fill out table for each tenant and known future tenants

Section VI: Retail Determination

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

Please answer the following:

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

Yes

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?

24 %

If the answer to this is **less than 33%** do not complete the remainder of the page, proceed to the next section.

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

Will the project be operated by a not-for-profit corporation?

<BLANK>

Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located?

<BLANK>

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

Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services?

<BLANK>

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York?

<BLANK>

If yes, explain

Is the project located in a Highly Distressed Area?

<BLANK>

Section VII: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

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

Yes

What is the age of the structure (in years)? 122

Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)

<BLANK>

If vacant, number of years vacant.

8

If underutilized, number of years underutilized.

0

Describe the use of the building during the time it has been underutilized:

Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)

No

If yes, please provide dollar amount of income being generated, if any

If apartments are planned in the facility, please indicate the following:

	Number of Units	Sq. Ft. Range Low to High	Rent Range Low to High
1 Bedroom	3	645 - 755	\$1,105 - \$1,650
2 Bedroom	2	932 - 970	\$1,850 - \$2,200
3 Bedroom	-	-	\$ - \$
Other	-	-	\$ - \$

Does the site have historical significance?

Yes

If yes, please indicate historical designation

The building has been identified as contributing to the Elmwood Village Historic District.

Are you applying for either State/Federal Historical Tax Credit Programs?

Yes

If yes, provide estimated value of tax credits

600,000

Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)

The development team uncovered significant structural damage to each floor and is currently trying to repair load-bearing joists and i-beams to ensure the structure will be saved. This comes at a significant cost added to the project. In addition, the market is still seeing increased construction costs due to COVID-19 that generally has raised construction costs approximately 25% to the entire budget. Between the structural damage, lead times/costs for mechanical and structural timber, the project budget has only seen increases in material costs despite only having 5 units and ground-floor commercial.

Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities

We have full support from Councilman David Rivera's office for the project.

Indicate other factors that you would like the Agency to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, structure presents significant costs associated with building code compliance

Again, the structure has been uncovered during previous remediation to have almost no load-bearing support on the second floor and roof. The team even considered demolition in the initial stages; however, chose to rehabilitate the building utilizing historic tax credits. The issue lies with increased timber costs to salvage the structural support thus bringing an application for the IDA's consideration.

Indicate census tract of project location

67

Indicate how project will eliminate slum and blight

The historic building will inject life back into this corner after years (pre-ownership) of neglect on both interior and exterior. Once restored, the original storefront will span the entire ground-floor and will help activate this corner with commercial and residential density.

If project will be constructed to LEED standards indicate renewable resources utilized

Section VIII: Inter-Municipal Move Determination

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

Current Address

471 Elmwood Avenue

City/Town

Buffalo

State

New York

Zip Code

14222

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?

No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State

No

Within Erie County

No

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

Yes

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

We are in current negotiations with a restaurant who is being evicted for the building owner's redevelopment plans at another site.

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

<BLANK>

What factors have lead the project occupant to consider remaining or locating in Erie County?

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

Section IX: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

Are you applying for tax incentives under the Senior Rental Housing policy?

<BLANK>