



Barcalo Redevelopment

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Project Name	Barcalo Living & Commerce
Applicant Name	Barcalo Buffalo LLC
Applicant Address	257 Lafayette Avenue
Applicant Address 2	#102
Applicant City	Buffalo
Applicant State	New York
Applicant Zip	14213
Phone	716-881-0046
Fax	716.881.5110
E-mail	frizlen@frizlengroup.com
Website	N/A
Federal ID#	83-4513384
NAICS Code	N/A
Will a Real Estate Holding Company be utilized to own the Project property/facility	Yes
What is the name of the Real Estate Holding Company	Barcalo Buffalo LLC
Federal ID#	83-4513384
State and Year of Incorporation/Organization	New York
List of stockholders, members, or partners of Real Estate Holding Company	Karl Frizlen, Michael Masters

Individual Completing Application

Name	Garret Wyckoff
Title	Consultant
Address	170 Ashland Ave
Address 2	N/A
City	Buffalo
State	New York
Zip	14222

1/10/2020

The Erie County Industrial Development Agency (ECIDA)

Phone

(315) 601-7674

Fax

N/A

E-Mail

Garret@urbanvantage.com

Company Contact (if different from individual completing application).

Name Karl Frizlen
Title President, The Frizlen Group
Address 257 Lafayette Avenue
Address 2 #102
City Buffalo
State New York
Zip 14213
Phone 716-881-0046
Fax 716.881.5110
E-Mail frizlen@frizlengroup.com

Company Counsel

Name of Attorney Jason A. Yots, Esq
Firm Name Borrelli & Yots PLLC
Address 170 Florida Street
Address 2 N/A
City Buffalo
State New York
Zip 14208
Phone 716.440.0521
Fax N/A
E-Mail jasonyots@borrelliyots.com

Identify the assistance being requested of the Agency.

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

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

Business Organization

Type of Business Limited Liability Company
Type of Ownership
Year Established 2019
State of Organization New York

List all stockholders, members, or partners with % of ownership greater than 20%

Please include name and % of ownership.

Karl Frizlen (Frizlen Development Group) - 20% after project completion Michael Masters (BRD Construction) - 20% after project completion Investor Group 1 (TBD) - 20% after project completion Investor Group 2 (TBD) - 40% after project completion

Applicant Business Description

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility

The Applicant is a real estate development partnership with substantial experience in redeveloping historic buildings and returning the buildings to a productive mix of uses. The Applicant develops both housing and commercial space and then rents the space to residents and businesses. The Applicant is managed by The Frizlen Group (Karl Frizlen), and BRD Construction (Mike and Dennis Masters).

Estimated % of sales within Erie County 90

Estimated % of sales outside Erie County but within New York State 5

Estimated % of sales outside New York State but within the U.S. 5

Estimated % of sales outside the U.S. 0

(*Percentage to equal 100%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases

70%

Section II: Eligibility Questionnaire - Project Description & DetailsProject Location**Municipality or Municipalities of current operations**

Buffalo

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

Yes

In which Municipality will the proposed project be located

Buffalo

Address

225 Louisiana Street

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 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?

No

(If yes, you will need to complete the Retail Section of this application)

SBL Number for Property upon which proposed Project will be located

122.47-1-1, 122.40-9-1, 122.47-1-1/A, 122.47-4-3, 122.47-4-28, 122.47-4-2

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

\$5,135.86 (City) and \$1,209.57 (County) Paid in 2019

Assessed value of land

\$189,900

Assessed value of building(s)

\$313,100

Are Real Property Taxes current?

Yes

If no please explain**Town/City/Village of Project Site**

Buffalo

School District of Project Site

Buffalo Unified School District

Does the Applicant or any related entity currently hold fee title to the Project site?

No

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

1035 ABBOTT ROAD LLC

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

Yes

Describe the present use of the Proposed Project site

The project site is currently largely vacant, with a small number of artists renting studio space along with a handful of other tenants. All tenancies are expected to end by the end of December, 2019.

Please provide narrative of the proposed project and the purpose of the proposed project (new build, renovations, 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)

This project will re-use an existing building to increase density and improve walk-ability in line with smart growth and economic development principles. The project will convert the former Barcalo Manufacturing Plant in South Buffalo into a mixed use structure containing approximately 30-35,000 square feet of commercial and light industrial space, in addition to 118 residential units. The developer anticipates a variety of tenants for the planned commercial space including a restaurant, fitness operator, artists or start-up businesses for planned studio space, some small retail operations, and a laundromat accessible both to tenants and the surrounding community developed in response to neighborhood outreach. Additionally, the Development Team is seeking a brewery to occupy a significant portion of the planned commercial space. The Frizlen Development Group intends to relocate both their development and property management staff (approximately 10 employees) to the building once the redevelopment is completed. This will facilitate potential future expansion, including the addition of 2 FTE positions that the Frizlen Group anticipates adding shortly after project completion. Although not strictly designated as affordable housing, the residential units will be reasonably priced, with most rents affordable at between 70-90% of AMI. The project will also include 46 units (roughly 25,500 square feet) of indoor parking to be made available to tenants. The Development Team intends this to complement the public transit options (including bus service on Louisiana and Ohio Streets and bicycle infrastructure on Ohio Street) that already exists near the project.

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:

Financial incentive programs, including those from the agency, will be essential in ensuring this project remains viable through completion.

Describe the reasons why the Agency's Financial Assistance is necessary and how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. 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 projects significant costs associated with completing this project beyond what is typical, and seeks financial assistance from the Agency to help mitigate these additional costs. Most significant is the environmental remediation necessary for the site due to its previous use for industrial manufacturing. The environmental cleanup and asbestos remediation costs push the overall project cost to the edge of viability even with brownfield tax credits. Among other factors, the project will involve the replacement of major portions of the existing roof, the replacement of 600 windows with units that both comply with SHPO design guidelines and provide modern insulation, the replacement/reconstruction of the second floor that was severely damaged by fire, and the installation of new utilities/mechanical systems for the 175,000 square foot building. The Agency's financial assistance will be instrumental in ensuring the financial viability of this project, and facilitating its completion. The Development Team projects that the project will result in the creation of approximately 39 FTE jobs between the various anticipated tenants, in addition to approximately 80 short-term jobs created during the construction phase of the project.

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

Yes

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

Without Financial Assistance, the Development Team will be forced to increase rents in order to ensure project viability. It is unclear that the market could support such higher rents, which may cause the project to be unable to obtain the financing required to implement the project. As a result, the building will continue to be largely vacant and fail to realize its potential as a catalyst for further development and revitalization in the Old First Ward.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

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

Yes

Describe the present zoning/land use

The project site is located in Buffalo's Old First Ward, and is situated within a mix of uses including commercial, industrial, and residential all within the same neighborhood. The project site contains multiple parcels variously zoned N-1S (Secondary Employment Centers), and N-2E (Mixed-Use Edge). N-1S is intended for "mixed-use employment centers...often defined by mid-rise and large-footprint industrial structures." while N-1S "addresses transitional areas, typically at the edges of more intense mixed-use centers".

Describe required zoning/land use, if different

N/A. The anticipated uses will align with the zoning and land use requirements.

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

N/A. The anticipated uses will align with the zoning and 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

See Environmental section.

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?

Yes

If yes, please provide copies of the study.

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

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, please explain.

Given the currently anticipated tenancy there is no expectation that there will be research and development activities occurring at the project site. However, this is subject to change.

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

N/A

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

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

Retail Sales Yes **Services** Yes

For purposes of this question, 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.

- Yes Manufacturing**
- No Acquisition of Existing Facility**
- Yes Housing**
- Yes Multi-Tenant**
- Yes Commercial**
- No Back Office**
- Yes Mixed Use**
- No Facility for the Aging**
- No Civic Facility (not for profit)**

No Equipment Purchase

Yes Retail

No Other

Project Information**Estimated costs in connection with project****Land and/or Building Acquisition**

\$ 2,100,000	175,000 square feet	acres
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New Building Construction

\$ 0	square feet
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New Building addition(s)

\$ 0	square feet
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Infrastructure Work

\$ 0

Renovation

\$ 25,975,000	175,000 square feet
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Manufacturing Equipment

\$ 0

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

\$ 0

Soft Costs: (professional services, etc.)

\$ 3,077,052

Other Cost

\$ 3,575,397

Explain Other Costs

Developer Fee

Total Cost

\$ 34,727,449

Project Refinancing; estimated amount (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:

architect, legal

Sources of Funds for Project Costs:**Equity (excluding equity that is attributed to grants/tax credits):**

\$ 4,168,571

Bank Financing:

\$ 19,500,000

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):

\$ 11,058,878

Identify each state and federal grant/credit:

Historic Tax Credits, Brownfield Tax Credits, New York State Energy Research and Development Agency Incentives.

Total Sources of Funds for Project Costs:

\$34,727,449

Has a financing preapproval letter or loan commitment letter been obtained?

Yes

Mortgage Recording Tax Exemption Benefit:

Estimated Mortgage Amount (Sum total of all financing – construction and bridge).

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

\$ 19,500,000

Lender Name, if Known

CPC (Community Preservation Corporation)

Estimated Mortgage Recording Tax Exemption Benefit (% of estimated mortgage amount stated above):

\$146,250

Construction Cost Breakdown:

Total Cost of Construction

\$ 25,975,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 9,800,000

% sourced in Erie County

95%

% sourced in State

5% (including Erie County)

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

\$ 9,800,000

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

\$ 857,500

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:

The property is pursuing an RPTL 485-A exemption.

For proposed facility please include # of sq ft for each of the uses outlined below

		Cost	% of Total Cost
Manufacturing/Processing	square feet	\$ 0	0
Warehouse	square feet	\$ 0	0
Research & Development	square feet	\$ 0	0
Commercial	15,600 square feet	\$ 1,170,000	5
Retail	11,600 square feet	\$ 870,000	3

Office	2,800 square feet	\$ 210,000	1
Specify Other	145,000 square feet	\$ 23,725,000	91

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

Will project result in significant utility infrastructure cost or uses

No

What is your project timetable (Provide dates)

Start date : acquisition of equipment or construction of facilities

4/1/2020

End date : Estimated completion date of project

12/31/2021

Project occupancy : estimated starting date of operations

1/31/2022

Have construction contracts been signed?

Yes

Have site plans been submitted to the appropriate planning department for approval?

Yes

Has the Project received site plan approval from the appropriate planning department?

Yes

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to the proposed project location):

	Current # of jobs at proposed project location or to be relocated at project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion **
Full time	9	9	25	25
Part time	0	0	10	10
Total	9	9	35	

** The Labor Market Area includes the Counties of Erie, Niagara, Genesee, Cattaraugus, Wyoming and Chautauqua. For the purposes of this question, please estimate the number of FTE and PT jobs that will be

filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column.

***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).

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	# of Employees Retained and 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	10	\$ 40,000	\$ 6,500	\$ 20,000	\$ 0
Professional	8	\$ 45,000	\$ 7,000	\$ 20,000	\$ 0
Administrative	7	\$ 40,000	\$ 6,500	\$ 20,000	\$ 0
Production	7	\$ 40,000	\$ 0	\$ 20,000	\$ 0
Independent Contractor	0	\$ 0	\$ 0	\$ 0	\$ 0
Other	12	\$ 45,000	\$ 7,000	\$ 20,000	\$ 0

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

Will any of the facilities described above be closed or subject to reduced activity?

No

Payroll Information**Annual Payroll at Proposed Project Site**

\$ 1,640,000

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

\$ 45,000

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

\$ 0

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

\$ 41,400

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

\$ 20,000

Estimated salary range of jobs to be created

From (Full Time)	\$ 35,000	To (Full Time)	\$ 55,000
From (Part Time)	\$ 18,000	To (Part Time)	\$ 25,000

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**What competitive factors led you to inquire about sites outside of New York State?**

N/A

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

New York State Office of Parks, Recreation, and Historic Preservation. Grant funding of approximately \$534,000 sought to assist the installation of a green roof. Unclear how much, if any, will be awarded.

Do you anticipate applying for any other assistance for this project?

Yes

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)

State and Federal Historic Tax Credits, Brownfield Tax Credits, RPTL 485(a), NYSERDA incentives.

Section III: Facility Type - Single or Multi Tenant

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

Multi-Tenant Facility

For Single Use Facility

Occupant Name

Address

Contact Person

Phone

Fax

E-Mail

Federal ID #

SIC/NAICS Code

Multi-Tenant Facility

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

Have any tenant leases been entered into for this project?

No

If yes, please fill out the Tenant Information section of this application, for each tenant.

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

Section V: Environmental Questionnaire

General Background Information

Address of Premises 225 Louisiana Street, Buffalo, NY 14204

Name and Address of Owner of Premises 1035 Abbott Road, Corp. 2 Republic Street, Buffalo, NY 14204

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

The Site is located in a highly developed residential, commercial and industrial area of the City of Buffalo. One structure is present on the Site. The Site also includes asphalt and gravel parking lots and green areas. The Site consists of five parcels totaling 4.2-acres and is supplied with municipal sanitary sewer, electric, natural-gas and public water. The Buffalo River located is approximately 0.2 miles southwest of the Site.

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 project site is composed of structural areas constructed over a period of time from approximately 1889-1920, making the overall building between 100-130 years old. Over time it has been used variously for a significant number of industrial uses, detailed in the next question.

Describe all known former uses of the Premises

Historically, the building was used for manufacturing purposes. Known uses of the various component structures within the complex include lumberyard, oil works, automotive repair, and heavy industrial including electroplating. More recently, the site has been home to artist studios, storage, and an "Escape Room", though the majority of the building has remained vacant.

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?

Yes

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

Spill No. 9204109, dated July 9, 1992, involved a reported fuel oil UST that was removed ten years ago. It appears that the NYSDEC visually inspected the area, DEC notes indicate "no contamination noticed." Although there is no indication of confirmatory soil sampling, the NYSDEC reclassified the spill as "closed" on January 30, 2001. Additionally, an abandoned tank (in poor condition) with evidence of apparent petroleum odors and sheen on the northwest part of the site in the area of a former auto repair area was encountered during the course of environmental testing and was reported to NYSDEC.

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

N/A

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

The only discharges anticipated are stormwater runoff from impervious surfaces. This will be substantially minimized by the construction of a green roof and additional stormwater retention infrastructure which will store stormwater on-site and discharge it into the City drainage system in a controlled manner.

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

The Site is listed as an unregulated/closed CBS facility (No. 9-000112) with the following ASTs identified: Tank 005 - 1,000-gallon sodium hypochlorite AST installed in 1984 listed as being closed in 1991. Tank 008 - 2,000-gallon sodium hydroxide AST installed in 1986 listed as being closed in 1991. Tank 009 - 2,000-gallon sodium hydroxide AST installed in 1986 listed as being closed in 1991.

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

Yes

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

Spill No. 9204109, dated July 9, 1992, involved a reported fuel oil UST that was removed ten years ago. It appears that the NYSDEC visually inspected the area, DEC notes indicate "no contamination noticed." Although there is no indication of

confirmatory soil sampling, the NYSDEC reclassified the spill as "closed" on January 30, 2001. Additionally, an abandoned tank (in poor condition) with evidence of apparent petroleum odors and sheen on the northwest part of the site in the area of a former auto repair area was encountered during the course of environmental testing and was reported to NYSDEC.

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?

Yes

If yes, please identify the materials

Based on the age of the existing building, the potential for asbestos exists. Suspect ACMs including, but not limited to, drywall/plaster, pipe wrap, floor tiles and ceiling tiles were noted at the time of the site visit. Asbestos could also be present in roofing materials.

Section VI: 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.

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 or abandonment of an existing facility?

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?

No

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.)

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.)

N/A

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?

No

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

N/A

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

N/A

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.

N/A

Section VII: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program?	Yes
What is the age of the structure (in years)?	100
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)	Yes
If vacant, number of years vacant.	0
If underutilized, number of years underutilized.	30
Describe the use of the building during the time it has been underutilized:	The site has been home to artist studios, storage, and an "Escape Room", though the majority of the building has remained vacant since industrial activities ceased in the 1960s. All current tenancies are expected to end by the end of December, 2019.
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)	Yes
If yes, please provide dollar amount of income being generated, if any	\$ N/A

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	55	610-800	\$ 921-1,200/Mo
2 Bedroom	56	818-1250	\$ 1227-1,880/Mo
3 Bedroom	7	1460-1511	\$ 2,190-2,267/Mo
Other	0		\$

Does the site have historical significance? Yes

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

If yes, provide estimated value of tax credits \$ 11,645,580

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 developer projects significant costs associated with rehabilitating the project site beyond what is typical for most projects. Due to contamination resulting from the site's former industrial use, this project will incur significant environmental remediation costs in order to achieve a complete cleanup. The project will include the replacement of major portions of the existing roof, and 600 of the windows within the building will need to be replaced with units that offer modern insulation but also comply with SHPO design guidelines for historic rehabilitation. The building's second floor suffered severe damage from a fire in the past and will need to be largely replaced in order to ensure safety and code compliance. New utilities/mechanical systems will be necessary throughout the building, and the developer intends to completely replace the existing sprinkler system. Even with tax credits, the project faces a financial gap, as they will be likely be insufficient to fully cover these costs without having to raise rents above what the market is expected to be able to support. This is particularly of concern in the Old First Ward, where average rents are slightly lower than some other areas in Buffalo.

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

The project has previously received letters of support for the green roof component of the project from City Councilman Franczyk and Mayor Brown, along with State Assemblyman Burke and State Senator Kennedy. The developer intends to pursue letters of

support for the project in general from both Mayor Brown and Councilman-Elect Mitch Nowakowski.

Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments

The former Barcalo Manufacturing Plant operated on the project site for more than 60 years from approximately 1900 to the early 1960s. This makes the project site historically significant as a part of Buffalo's industrial heritage. However, the industrial history of this property has also resulted in significant on-site contamination. The environmental cleanup and asbestos remediation costs push the overall project cost to the edge of viability even with brownfield tax credits and historic tax credits helping to defray the costs. The dual historic-brownfield nature of this project makes it a particularly challenging location to redevelop, but the Development Team believes the project is also an excellent opportunity to place a piece of Buffalo's industrial history back into fully productive use if the project is able to maintain viability.

Section VIII: Senior Citizen Rental Housing Projects

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

No

Has the project received written support from the city, town or village government in which it is located?

<BLANK>

Describe the location of the project as it relates to the project's proximity to the town / village / city center or to a recognized hamlet.

Is the project consistent with the applicable municipal master plan?

<BLANK>

If yes, please provide a narrative identifying the master plan (by name) and describing how the project aligns with the plan details

Does the project advance efforts to create a walkable neighborhood and community in proximity to important local amenities and services?

<BLANK>

If yes, please provide a narrative describing the walkable nature of the project including access seniors would have to specific neighborhood amenities.

Has a market study shown that there is a significant unmet need in the local community or specific neighborhood where seniors are unable to find appropriate housing opportunities?

<BLANK>

Is the project located in an area (defined as a 1 – 5 mile radius of the project site) where there are significant local resident populations that are at or below the median income level?

<BLANK>

If yes, please describe how you made this determination based upon census tract and other relevant third party data.

Does the project provide amenities that are attractive to seniors and differentiates the project from standard market rate housing?

<BLANK>

If yes, please describe these amenities (examples may include: community rooms, social / recreational activity areas, senior-oriented fixtures and safety amenities, security systems, call systems, on site medical services)

Are there impediments that hinder the ability to conventionally finance this project and /or negatively impact the project's return on investment?

<BLANK>

If yes, please briefly summarize the financial obstacles to development that this project faces without IDA or other public assistance. Please provide the IDA 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)

Will the project target (and maintain during the incentive period) a minimum 50% occupancy rate of senior citizens whose income is at or below 60-80% of the median income for Erie County?

<BLANK>

If yes, please describe provide a narrative citing key facts that substantiate this finding.

Section IX: Retail Determination

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.

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? 9 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

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

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? Yes

If yes, explain

Is the project located in a Highly Distressed Area? No