

<b>Great Point Studios Buffalo</b> <b>\$20,931,998</b> <b>AMENDATORY INDUCEMENT RESOLUTION</b>																												
<b>ELIGIBILITY</b> <ul style="list-style-type: none"> <li>• NAICS Section – 512110</li> </ul>	Project Title: Great Point Studios Buffalo																											
<b>COMPANY INCENTIVES</b> <ul style="list-style-type: none"> <li>• Original - Approx \$538,125 in sales tax savings</li> <li>• Amended – Approx \$899,250 in sales tax savings</li> <li>• Original - Approx \$582,000 in real property tax savings</li> <li>• Amended – Approx \$928,092 in real property tax savings</li> <li>• Original – up to ¾ of 1% of final mortgage amount = \$52,500</li> <li>• Amended – mortgage recording fee not requested. \$0</li> </ul>	Project Address: 1155 Niagara St, Buffalo, NY 14213 (Buffalo City School District)  <p style="text-align: center;"><b>Amended Agency Request</b></p> <p>Adjustment to project incentives to reflect the higher project costs related to an increase in square footage, rising construction costs and added post pandemic amenities.</p> <p style="text-align: center;"><b>Agency Request</b></p> <p>A sales tax and real property tax abatement in connection with the construction of a 65,000 sq ft full-service feature film and television production facility.</p> <table border="0" style="width: 100%;"> <thead> <tr> <th></th> <th style="text-align: center;">Prior</th> <th style="text-align: center;">Current</th> </tr> </thead> <tbody> <tr> <td>Land Acquisition / Site Prep</td> <td style="text-align: right;">\$ 2,500,000</td> <td style="text-align: right;">\$ 2,600,000</td> </tr> <tr> <td>New Building Construction</td> <td style="text-align: right;">\$10,383,950</td> <td style="text-align: right;">\$14,038,868</td> </tr> <tr> <td>Infrastructure</td> <td style="text-align: right;">\$ 1,350,850</td> <td style="text-align: right;">\$ 1,727,130</td> </tr> <tr> <td>Soft Costs/Other</td> <td style="text-align: right;">\$ 1,750,000</td> <td style="text-align: right;">\$ 2,521,000</td> </tr> <tr> <td> </td> <td></td> <td></td> </tr> <tr> <td>Total Project Cost</td> <td style="text-align: right;">\$15,984,800</td> <td style="text-align: right;">\$20,931,998</td> </tr> <tr> <td> </td> <td></td> <td></td> </tr> <tr> <td>85%</td> <td style="text-align: right;">\$13,587,080</td> <td style="text-align: right;">\$17,792,198</td> </tr> </tbody> </table>		Prior	Current	Land Acquisition / Site Prep	\$ 2,500,000	\$ 2,600,000	New Building Construction	\$10,383,950	\$14,038,868	Infrastructure	\$ 1,350,850	\$ 1,727,130	Soft Costs/Other	\$ 1,750,000	\$ 2,521,000	 			Total Project Cost	\$15,984,800	\$20,931,998	 			85%	\$13,587,080	\$17,792,198
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<b>JOBS &amp; ANNUAL PAYROLL</b> <ul style="list-style-type: none"> <li>• Projected New Jobs: 12 FT, 10 PT</li> <li>• Projected Annual Payroll: \$1,406,000</li> <li>• Est. salary of jobs to be created: \$67,166</li> <li>• Construction Jobs: 103</li> </ul> <p>* In addition, an estimated 213 job opportunities exist during filming for both movies and feature films with an estimated \$30 M in annual payroll.</p>																												
<b>PROJECTED COMMUNITY BENEFITS*</b> <ul style="list-style-type: none"> <li>• Term: 10 YEARS</li> <li>• NET Community Benefits: \$ 32,975,000</li> <li>• Spillover Jobs: 37 (temp) 27 (perm)</li> </ul> Total Payroll: \$ 30,250,000																												
<b>INCENTIVE (@ 2% discount) COST/COMMUNITY BENEFIT RATIO*</b>  Incentives: \$ 1,755,000  Community Benefit: \$ 30,902,000  Cost: Benefit Ratio <ul style="list-style-type: none"> <li>• 1:18</li> </ul>	<p style="text-align: center;"><b>Company Description</b></p> <p>Great Point Opportunity Fund B QOZB, LLC is wholly owned by Great Point Media, a UK based company founded in 2013 by Robert Halmi and Jim Reeve. Great Point Media specializes in the development, investment, distribution and sales of intellectual property in entertainment media. The company has a track record of producing and helping to bring many acclaimed films to the screen. The company co-founders are both Emmy-award recipients. Great Point Media is currently developing a multi-stage studio complex in Yonkers, NY and manages Seren Studios in Wales.</p> <p style="text-align: center;"><b>Project Description</b></p> <p>Great Point Studios Buffalo plans to build a modern studio complex to produce feature films, television movies and series, streaming shows and features as well as other forms of visual entertainment. The complex will provide full production capability including 3 cutting edge high-bay studios: two at 5,000 sq ft and a large 20,00 sq ft studio, executive and general office space, multiple green rooms, a large set production facility, common rooms, a cafeteria, truck docks and parking. Post pandemic, Great Point has added rooms for medical testing and will install an Atmos Air monitoring system to filter active virus particles through a sophisticated ionization process attached to the building air handling equipment.</p>																											

\* Inform Analytics/Center for Governmental Research

## Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses Inform Analytics, a widely-recognized modeling tool from the Center for Governmental Research, to assess the economic impact of a project applying for incentives. This cost:benefit ratio is assessed via a Cost-Benefit Analysis, as is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached Inform Analytics Projected Community Benefits and Community Cost Benefit Analysis.

### Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	\$ 928,092
	Sales	\$ 899,250
	Mortgage Recording	0
	Total	\$1,828,000
	Discounted at 2%	\$1,755,000

### Benefit: Projected Community Benefit\*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount**
	Erie County	Individuals	Payroll Temporary	\$7,268,000
			Payroll Permanent	\$22,982,000
		Public	Property Taxes	247,000
			Sales Taxes	574,000
	New York State	Public	Income Taxes	1,408,000
			Sales Taxes	496,000
			Total Benefits to EC + NYS***	32,975,000
			Discounted at 2%	30,902,000

\*\*includes direct & indirect \$ over project period    \*\*\*may not sum to total due to rounding

Discounted Cost            \$ 1,755,000  
 Discounted Benefit       \$ 30,902,000  
 Ratio                            1:18

**Conclusion:** The Cost Benefit for this project is: 1:18. For every \$1 in costs (incentives), this project provides \$ 18 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$ 22 in benefits to the community.**

### New Tax Revenue Estimated

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
n/a	5,280,000	55,884	190,824	117,480
Combined Tax Rate: \$ 22.25				

\* Inform Analytics/Center for Governmental Research

## 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 = \$20,931,998 85% = \$17,792,198
Employment	Coincides with 10-year PILOT	Create 85% of Projected Jobs Projected Jobs = 12 FT / 10 PT 85% = 10 FT / 8 PT Recapture Employment = 10 FT / 8 PT
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 10-year PILOT	Adherence to Policy
Unpaid Tax	Coincides with 10-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 10-year PILOT	Recapture of Real Property Taxes, State and Local Sales Taxes

### Recapture applies to:

State and Local Sales Taxes  
Real Property Tax

### 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; ii) creation of 85% of the project jobs 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

- 7/13/20 City of Buffalo lead agency, adopts negative declaration in accordance with SEQRA.
- 8/26/20 Lease/Leaseback Inducement Resolution approved by the Board of Directors
- 7/12/21 City of Buffalo lead agency, adopts negative declaration in accordance with SEQRA
- 10/25/21 Public hearing held.
- 11/17/21 Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 11/17/21 Lease/Leaseback Inducement Resolution presented to the Board of Directors