

Renaissance 6, LLC/Uniland Development
\$ 19,692,754
PRIVATE INVESTMENT INDUCEMENT RESOLUTION

ELIGIBILITY

- NAICS Section – 53

COMPANY INCENTIVES

- Approximately \$ 835,087 in sales tax savings
- Approximately \$2,185,081 in real property tax savings
- Up to 3/4 of 1% of the final mortgage amount est at \$ 70,235

JOBS & ANNUAL PAYROLL

- Current Jobs: 0
- Projected new jobs: 41 FT
- Est. salary/yr. of jobs created: \$ 41,700
- Total jobs after project completion: 41 FTE
- Construction Jobs: 84

PROJECTED COMMUNITY BENEFITS*

- Term: 10 year
 - NET Community Benefits: \$ 42,661,170
 - Spillover Jobs: 95
- Total Payroll: \$ 39.7 million

INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*

Incentives: \$ 2,879,986
 Community Benefit: \$ 39,319,676
 Cost: Benefit Ratio
 • 1:14

Project Title: 10 Dona Street
 Project Address 10 Dona St, Lackawanna, NY 14218
 (Lackawanna Central School District)

Agency Request

A sales tax, mortgage recording tax and real property tax abatement in connection with the construction of a 151,200sq ft speculative high bay industrial building.

Land Acquisition	\$ 205,250
New Building Construction	\$ 15,906,429
Soft Costs/Other	\$ 3,581,075
Total Project Cost	\$ 19,692,754
85%	\$ 16,738,840

Company Description

Renaissance 6, LLC is a real estate holding company and affiliate of Uniland Development. Uniland engages in real estate development, construction, and management of various commercial and industrial properties in WNY.

Project Description

The project consists of the construction and leasing of a 151,200 sq ft speculative high bay industrial building for prospective businesses with advanced manufacturing or regional distribution warehousing operations and related site requirements. The project will mirror Uniland’s warehouse project located at 8 Dona St, an adjacent speculative industrial building currently under construction at the Renaissance Commerce Park. Uniland along with its economic development partners will market the building to both local and out of town businesses that are seeking modern space to meet their industrial needs.

* 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
	Property	2,185,081
	Sales	835,.87
	Mortgage Recording	70,235
	Total	3,090.403
	Discounted at 2%	2,879,986

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	12,384,254
			Payroll Permanent	27,312,994
		Public	Property Taxes	546,270
			Sales Taxes	329,983
			Other Muni (NFTA)	23,412
	New York State	Public	Income Taxes	1,786,376
			Sales Taxes	277,881
			Total Benefits to EC + NYS***	42,661,170
			Discounted at 2%	39,319,676

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

Discounted Cost \$ 2,879,986
 Discounted Benefit \$ 39,319,676
 Ratio 1:14

Conclusion: The Cost Benefit for this project is: 1:14. For every \$1 in costs (incentives), this project provides \$ 14 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$ 15 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	Additional School Revenue Over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
\$ 3,414	\$8,000,000	\$ 74,148	\$ 268,000	\$ 204,122	\$ 276,549
Combined Tax Rate: \$ 34.14					

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 = \$ 19,692,754 85% = \$ 16,738,840
Employment	Coincides with 10-year PILOT	Maintain Base = 0 Create 85% of Projected Projected = 41 FTE 85% = 34 FTE Recapture Employment = 34 FTE
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 Mortgage recording tax, state and local sales taxes

Recapture applies to:

State and Local Sales Taxes
Real Property Tax
Mortgage Recording 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) company has created 41 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

- 11/2/22: Public hearing held.
- 11/30/22: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 11/30/22: Lease/Leaseback Inducement Resolution presented to the Board of Directors

Company ECIDA History

ECIDA has a long history with Uniland dating back to 1987. The following are recent & active projects:

- 04/28/21: Tax incentives for \$ 14.6 M new construction warehouse @ 8 Dona St, City of Lackawanna
- 07/24/19: Tax incentives for \$7.9 M Adaptive Reuse - Buffalo High Technology Center HANSA, City of Buffalo
- 08/18/15: Tax incentives for \$ 21.1M new construction back office project, Town of Cheektowaga.