



## Hanes Supply Inc ECIDA

[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

|                            |  |
|----------------------------|--|
| <b>Project Name</b>        | Hanes Supply Inc   |
| <b>Project Summary</b>     | The reason for the planned construction project is that our warehouse capacity is running out of space at our 55 James E Casey Drive Buffalo location. This project will increase our production and warehouse facilities to accommodate our present and future growth. Hanes Supply would more than double its facility at James E Casey, with a 56,500 square foot addition to its 55,000 square foot facility. The expansion footprint is additional warehouse / production space to hold inventory and allow for growth in areas of manufacturing and distribution. We would like to add space right next to the existing facility to operate more efficiently from a logistics standpoint. The new expansion will be located at 55 James E. Casey Drive Buffalo, NY 14206. There is also space dedicated for 4-5 more offices, restrooms, and a break room. We plan to optimize our production in our warehouse facility to increase capacity to service our marketplaces. Our existing production will be relocated to the new addition, allowing us to redesign the building to achieve operational efficiencies in all aspects of our business. In the attached drawings, you will see the existing warehouse design and proposed footprint. |
| <b>Applicant Name</b>      | Hanes Supply Inc   |
| <b>Applicant Address</b>   | 55 James E Casey Drive   |
| <b>Applicant Address 2</b> |  |
| <b>Applicant City</b>      | Buffalo  |
| <b>Applicant State</b>     | New York   |
| <b>Applicant Zip</b>       | 14206  |
| <b>Phone</b>               | (716) 826-2636   |
| <b>Fax</b>                 |  |
| <b>E-mail</b>              | mseifert@hanessupply.com   |
| <b>Website</b>             | <a href="https://www.hanessupply.com/">https://www.hanessupply.com/</a>  |
| <b>NAICS Code</b>          | 332610   |

#### Business Organization

**Type of Business**  
Subchapter S Corp

**Year Established**  
1956

**State**

New York

**Indicate if your business is 51% or more (Check all boxes that apply)**

[No] Minority Owned

[No] Woman Owned

**Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)**

[No] NYS Certified

[No] Erie Country Certified

Individual Completing Application

**Name** Michelle Seifert  
**Title** Assistant Controller  
**Address** 55 James E Casey Drive  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14206  
**Phone** (716) 826-2636  
**Fax**  
**E-Mail** mseifert@hanessupply.com

Company Contact- Authorized Signer for Applicant

**Contact is same as individual completing application** No  
**Name** William C Hanes  
**Title** President  
**Address** 55 James E Casey Dr  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14206  
**Phone** (716) 826-2636  
**Fax**  
**E-Mail** wchanes@hanessupply.com

Company Counsel

**Name of Attorney** Gary Kanaley  
**Firm Name** DUKE HOLZMAN PHOTIADIS & GRESENS LLP  
**Address** 701 Seneca Street, Suite 750  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14210  
**Phone** (716) 855-1111

**Fax**

**E-Mail** gkanaley@dhpplaw.com

Benefits Requested (select all that apply).

|   |     |
|---|-----|
| <b>Exemption from Sales Tax</b>         | Yes |
| <b>Exemption from Mortgage Tax</b>      | No  |
| <b>Exemption from Real Property Tax</b> | Yes |
| <b>Tax Exempt Financing*</b>            | 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%.**

Ownership structure is William C Hanes with 95% ownership and William T. Hanes with 5% ownership. Hanes Marine and Cable was founded in 1930 by Ted Hanes Sr., an American Airways worker who learned to splice cable while studying to earn his Federal A and E Aircraft Mechanics License. After leaving American Airways in 1936 to pursue firefighting, Ted began to extend his wire rope splicing services to several local contractor friends as a means of putting extra bread on the table. As operations grew, Ted secured office space at 23 Poplar Ave. in Buffalo, NY. By 1962, the company outgrew the facility, officially incorporated as Hanes Supply, Inc, and relocated to 1294 Seneca St, allowing for a larger sling shop and enabling HSI to become an Allied Product Supply House, offering more products and faster service. In 1980, Ted's son Bill Hanes took over as president of Hanes Supply. Today the company is headquartered at 55 James E. Casey Dr. in Buffalo, NY, and has grown to include facilities in Rochester, Syracuse, Watertown, and Albany, NY; Midland, NC; and Guilford, CT. Over the years our hardworking fabrication crew has mastered sling production. In addition to our in-house American sling manufacturing, we take great pride in our knowledgeable sales associates who are here to offer solutions to your industry needs, and our talented trainers whose years of experience deliver expert value and knowledge. Some of our associates have been with the Hanes family for a decade-some for more than three. Bill Hanes, President of Hanes Supply, grew up watching founder Ted Hanes Sr. splice wire rope and grow the family business. He became President in 1980 after graduating as a civil engineer from the University at Buffalo. His lifetime of experience makes him a true veteran of the wire rope industry. Our seasoned wire rope expert and Vice President of Operations Dave Learn has headed our production department since 1978. His brother Ron has led the nylon sling fabrication team since 1983. Vice President of Sales Dick Streicher has managed our Rochester division since 1993. The HSI team's loyalty to our company mission and to our customers shows in the great pride we take in providing the highest quality products and expertise alongside world class value added services. HSI: Hanes Supply, Inc. has been splicing wire rope and manufacturing slings since 1930. We are a leader in the rigging and heavy lifting industry specializing in manufacturing American made slings and below-the-hook lifting devices. As an ISO 9001:2015 registered company, we are known for our superior customer service and commitment to quality in every aspect of our business. We build trust and relationships with the goal of earning your respect as a customer for life. HSI's American-made slings and custom engineered below-the-hook lifting devices serve construction industries around the world. Our business is to provide solutions for difficult rigging jobs, and our custom solutions have backed projects from the Panama Canal to the North Pole for industries ranging from wind energy to marine and military. HSI manufactures slings for any rigging application, including wire rope slings, nylon and polyester slings, and chain slings. Additionally, we are an official Slingmax® manufacturer and dealer, offering products like high performance Twin-Path® slings- the world's strongest and lightest slings. Our specialty sling products include Gator-Laid®, Tri-Flex®, and hand tucked wire rope slings, as well as custom assemblies made to your specifications. When it comes to rigging hardware, we have you covered with the industry's most highly regarded rigging fitting lines, including Crosby®, CM®, Campbell®, Skookum®, Van Beest®, and Actek®. Hanes Supply is a complete construction and industrial supplier offering professional power tools and hand tools, safety supplies, fall protection systems, and personal protective equipment (PPE) from the most trusted, well-known brands and manufacturers. We stock a broad range of contractor and industrial supplies, totaling over 100,000 individual SKU's. We are a proud member of world-class organizations including the Web Sling & Tie Down Association, AWRP, STAFDA, ACRP, SCRA, NATE, AWEA, and the National Safety Council. Our relationships with these industry leaders are one of the reasons our customers trust Hanes Supply to deliver the highest quality products, services, and customer support. Hanes Supply is your one-stop-shop for lifting solutions and construction supply. To fulfill this promise, we back our world class products with value-added services including equipment rental, sling testing, inspection and certification, custom lifting device fabrication, training, Vendor Managed Inventory services, and a wealth of technical information and resources. Hanes Supply services customers in many different markets. Our primary customers are contractors, industrial manufacturers, transmission and distribution, utility, power generation facilities, and government facilities including local, regional, and national municipalities.

|   |      |
|---|------|
| <b>Estimated % of sales within Erie County</b>                            | 17 % |
| <b>Estimated % of sales outside Erie County but within New York State</b> | 32 % |
| <b>Estimated % of sales outside New York State but within the U.S.</b>    | 51 % |

**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?**

65

**Describe vendors within Erie County for major purchases**

Our top spending categories include trade vendors like Engineered Lifting Technologies, Superior Glove Work, Dynabrade, Echelon Supply, and Designer Folding Box. Our top Erie County spend for expense vendors include USITEK Inc for Technology, Independent Health for Healthcare, Weco Tire for Automotive, Duke Holtzman for Legal services, and Tronconi for Financial Advisory services.

## Section II: Eligibility Questionnaire - Project Description & Details

### Project Location

**Address of Proposed Project Facility**

55 James E Casey Drive

**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**

112.19-3-9.2

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

42,162

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

Land

\$ 0

Building(s)

\$ 0

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 present use is vacant land. The project site will be directly adjacent to the current location of Hanes Supply Inc at 55 James E Casey Drive Buffalo, NY 14206. Hanes Supply Inc owns the land we are proposing to build on. The 56,500 sq. ft. building expansion work area is located at the rear of the existing light-industrial warehouse facility that backs up to the rear pavement of South Ogden Plaza. The project work area has virtually no visual street front impact.

**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)**

Hanes Supply Inc. is headquartered in the City of Buffalo at 55 James E. Casey Dr. with facilities in Rochester, Syracuse, Watertown, and Albany, NY; Midland, NC; and Guilford, CT. Our current 55,000 Square feet of space has been the same since 1991 when we built the building. The current facility is bottle-necked on space and the operations is struggling to handle the growth we've been experiencing the last few years. We would like to add space right next to the existing facility to operate more efficiently from a logistics standpoint. Our ecommerce business and business in general has grown significantly at our Buffalo location over the past three years. Our sales have continued to grow at a double-digit rate for the past 3 years. 21% in 2022; 12% in 2023; and this year at a rate of 20%. The 56,575 sq. ft. building expansion work area is located at the rear of the existing light-industrial warehouse facility that backs up to the rear pavement of South Ogden Plaza. A Site Plan indicates foundation plantings along the existing front façade and pine trees to screen a large emergency generator. The project work area has virtually no visual street front impact. The expansion footprint is additional warehouse / production space to hold inventory and allow for growth in areas of manufacturing and distribution. The new expansion will be located at 55 James E. Casey Drive Buffalo, NY 14206. There is also space dedicated for 4-5 more offices, restrooms, and a break room. The \$ 5,000,000.00 building project is extremely important for this growing business serving a crucial role with the construction of the new Buffalo Bills Highmark Stadium as well as several large projects throughout the U.S. With our expansion plan detailed above, we are planning to grow the ecommerce portion of our business, further penetration into our primary vertical markets and diversify into additional products for our target markets.

**Municipality or Municipalities of current operations**

Buffalo, NY

**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?**

No

(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**

Empire State Development contacted us. Applying for approximately \$500,000, anticipating to receive a tax credit of \$154,000. Other states have contacted us. We have had inquiries from many state agencies including Virginia, North Carolina, South Carolina and other local development agencies out of state.

**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:**

N/A

**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 industrial construction distribution industry is highly competitive. We have competition at the local, regional, and national levels. The increasing costs of doing business in Erie County and NYS, along with decreasing margins in our industry, especially from national competitors like Grainger, Fastenal, and Amazon require us to have assistance from the ECIDA. The reason for the planned construction project is that our warehouse capacity is running out of space at our 55 James E Casey Drive Buffalo location. This project will increase our production and warehouse facilities to accommodate our present and future growth. Hanes Supply would more than double its facility at James E Casey, with a 56,000 square foot addition to its 55,000 square foot facility. The expansion footprint is additional warehouse / production space to hold inventory and allow for growth in areas of manufacturing and distribution. We would like to add space right next to the existing facility to operate more efficiently from a logistics standpoint. The new expansion will be located at 55 James E. Casey Drive Buffalo, NY 14206. There is also space dedicated for 4-5 more offices, restrooms, and a break room. We plan to optimize our production in our warehouse facility to increase capacity to service our marketplaces. Our existing production will be relocated to the new addition, allowing us to redesign the building to achieve operational efficiencies in all aspects of our business. In the attached drawings, you will see the existing warehouse design and proposed footprint. This proposed footprint is not public information yet and is not to be made public as of now.

**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?**

If we are not able to obtain financial assistance for this project, we would look in other areas of the country to assure we remain relevant and competitive to serve our customers. Future jobs in Erie County would not be added, and current jobs could be at risk of relocation.

**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)**

Yes a bus line. Route number #19 NFTA bus route for Bailey and Abbott.

**Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?**

Yes

**If YES indicate in the box below the date the SEQR determination was made. Also, please provide us with a copy of the approval resolution and the related Environmental Assessment Form (EAF) if applicable.**

**If NO indicate in the box below the date you anticipate receiving a SEQR determination for your project. Also, please insure that the ECIDA has been listed as an "involved agency" on the related EAF submitted to the appropriate municipality and/or planning department.**

See attached

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

Yes

**Describe the present zoning/land use**

Light Industrial

**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?**

No

**If yes, please explain**

**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?**

No

If yes, please provide copies of the study.

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

No

**If yes, describe the efficiencies achieved**

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.

|                     |     |                 |     |
|---------------------|-----|-----------------|-----|
| <b>Retail Sales</b> | Yes | <b>Services</b> | Yes |
|---------------------|-----|-----------------|-----|

Please check any and all end uses as identified below.

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

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.

|                                   |                    |    | <b>Cost</b> | <b>% of Total Cost</b> |
|-----------------------------------|--------------------|----|-------------|------------------------|
| <b>Manufacturing/Processing</b>   | 21,500 square feet | \$ | 2,400,000   | 40%                    |
| <b>Warehouse</b>                  | 32,200 square feet | \$ | 3,350,000   | 56%                    |
| <b>Research &amp; Development</b> | square feet        | \$ | 0           | 0%                     |
| <b>Commercial</b>                 | square feet        | \$ | 0           | 0%                     |
| <b>Retail</b>                     | square feet        | \$ | 0           | 0%                     |
| <b>Office</b>                     | 2,800 square feet  | \$ | 250,000     | 4%                     |
| <b>Specify Other</b>              | square feet        | \$ | 0           | 0%                     |

**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 No

What is the estimated project timetable (provide dates).

Start date : acquisition of equipment or construction of facilities

4/1/2025

End date : Estimated completion date of project

11/1/2025

Project occupancy : estimated starting date of occupancy

11/1/2025

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 0 square feet acres

2.) New Building Construction

\$ 5,500,000 56,500 square feet

3.) New Building addition(s)

\$ 0 square feet

4.) Reconstruction/Renovation

\$ 0 square feet

5.) Manufacturing Equipment

\$ 50,000

6.) Infrastructure Work

\$ 0

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

\$ 300,000

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

\$ 150,000

9.) Other Cost

\$ 0

Explain Other Costs

**Total Cost** \$ 6,000,000

Construction Cost Breakdown:

**Total Cost of Construction** \$ 5,500,000 (sum of 2, 3, 4 and 6 in Project Information, above)  
**Cost of materials** \$ 3,800,000  
**% sourced in Erie County** 65%

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** \$ 4,100,000  
**Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):** \$ 358,750

\*\* 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:** Yes, \$58,000 of architectural work.

Sources of Funds for Project Costs:

**Equity (excluding equity that is attributed to grants/tax credits):** \$ 2,000,000  
**Bank Financing:** \$ 4,000,000  
**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):** \$ 0

**Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)** Empire State Development proposed tax credit of \$154,000.

**Total Sources of Funds for Project Costs:** \$6,000,000

**Have you secured financing for the project?** Yes

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).** 0

**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):** N/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.

**Is project necessary to expand project employment?**

Yes

**Is project necessary to retain existing employment?**

Yes

**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).

|                  | <b>Current # of jobs at proposed project location or to be relocated at project location</b> | <b>If financial assistance is granted – project the number of FT and PT jobs to be retained</b> | <b>If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion</b> | <b>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 **</b> |
|------------------|--|---|--|---|
| <b>Full time</b> | 85   | 85  | 10   | 10  |
| <b>Part time</b> | 5  | 5   | 0  | 0   |
| <b>Total</b>     | 90   | 90  | 10   |   |

Salary and Fringe Benefits for Jobs to be Retained and Created

| <b>Job Categories</b>         | <b># of Full Time Employees retained and created</b> | <b>Average Salary for Full Time</b> | <b>Average Fringe Benefits for Full Time</b> | <b># of Part Time Employees retained and created</b> | <b>Average Salary for Part Time</b> | <b>Average Fringe Benefits for Part Time</b> |
|-------------------------------|--|-------------------------------------|--|--|-------------------------------------|--|
| <b>Management</b>             | 3  | \$ 150,000                          | \$ 0   | 0  | \$ 0                                | \$ 0   |
| <b>Professional</b>           | 15   | \$ 70,000                           | \$ 0   | 0  | \$ 0                                | \$ 0   |
| <b>Administrative</b>         | 35   | \$ 52,000                           | \$ 0   | 0  | \$ 0                                | \$ 0   |
| <b>Production</b>             | 47   | \$ 45,000                           | \$ 0   | 5  | \$ 25,000                           | \$ 0   |
| <b>Independent Contractor</b> | 0  | \$ 0                                | \$ 0   | 0  | \$ 0                                | \$ 0   |
| <b>Other</b>                  | 0  | \$ 0                                | \$ 0   | 0  | \$ 0                                | \$ 0   |
| <b>Total</b>                  | 100  |                                     |  | 5  |                                     |  |

\*\* 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          | N/A |   |   |
|------------------|-----|---|---|
| <b>Full time</b> | 0   | 0 | 0 |
| <b>Part time</b> | 0   | 0 | 0 |
| <b>Total</b>     | 0   | 0 | 0 |

Payroll Information

**Annual Payroll at Proposed Project Site upon completion**

7,000,000

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

61,000

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

20,000

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

48,000

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

0

**Estimated salary range of jobs to be created**

|                         |        |                       |        |
|-------------------------|--------|-----------------------|--------|
| <b>From (Full Time)</b> | 40,000 | <b>To (Full Time)</b> | 50,000 |
| <b>From (Part Time)</b> | 0      | <b>To (Part Time)</b> | 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**

55 James E Casey Drive Buffalo, NY 14206

#### **Name and Address of Owner of Premises**

William C Hanes 51 Briggswood Drive Elma, NY 14059

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

The new expansion will be located at 55 James E. Casey Drive Buffalo, NY 14206 directly adjacent to our existing facility. This is flat industrial property.

#### **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**

Distribution and light manufacturing.

#### **Describe all known former uses of the Premises**

55 James E Casey Drive Buffalo, NY is currently being used as our current facility. The land we own adjacent to the existing facility is currently not being used for anything.

#### **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**

We do not discharge any industrial products into any body of water.

**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**

None

**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**

None

**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?

Single Use Facility

#### For Single Use Facility.

**Occupant Name** Hanes Supply Inc  
**Address** 55 James E Casey Drive  
**Contact Person** William C Hanes  
**Phone** (716) 826-2636  
**Fax**  
**E-Mail** wchanes@hanessupply.com  
**Federal ID #** 16-0808918  
**SIC/NAICS Code** 332618

SS



## 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?**

11 %

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?**

No

## 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

55 James E Casey Drive

### City/Town

Buffalo

### State

New York

### Zip Code

14206

**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?**

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.)**

**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?**

Our current 55,000 Square feet of space has been the same since 1991 when we built the building. The current facility is bottle-necked on space and the operations is struggling to handle the growth we've been experiencing the last few years. We would like to add space right next to the existing facility to operate more efficiently from a logistics standpoint.

**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 current facility is not being abandoned.

**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.**

Location #1: 61 N. Gates Ave LACKAWANNA , NY 14218. Condition of the building was not good. Logistics issues with 2 warehouse in Buffalo. 61 North GatesMay2024.pdf (loopnet.com) Location #2: 2117 Old Union Road Cheektowaga, NY 14227. Condition of the building was not good. Layout was not appropriate. PowerPoint Presentation- 2117 Old Union RoadCheektowagaFlyerLedyard SeiderPBC22.pdf (loopnet.com) Location #3: 271 Dingens St Buffalo, NY 14206. Site was not large enough. 271 Dingens St, Buffalo, NY 14206- Industrial for Sale | LoopNet

## **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?**

No

## **Section X: Tax Exempt Bonds**

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

**Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?**

No