



**Erie County Industrial Development Agency
Meeting of the Membership**

**ECIDA Offices
95 Perry Street, 4th Floor Conference Room
Buffalo, New York 14203**

**May 28, 2025
at 12:00 p.m.**

1.0 Call to Order

1.1 Call to Order Meeting of the Membership

2.0 Approval of Minutes:

2.1 Approval of Minutes of April 23, 2025 Annual Meeting of the Membership (Action Item) (Pages 2-9)
2.2 Policy Committee Update (Informational) (Pages 10-12)

3.0 Amendatory Inducement Resolution(s):

3.1 (None)

4.0 Inducement Resolution(s):

	ECIDA Incentives	Private Investment	Municipality
4.1 619 Exchange Street/PG Larkinville (Pages 13-64)	\$3,205,100	\$30,209,411	Buffalo

5.0 Reports / Action Items / Information Items:

5.1 Financial Report (Informational) (Pages 65-68)
5.2 Finance & Audit Committee Update (Informational)
5.3 2025 Tax Incentives Induced/Closing Schedule (Informational) (Pages 69-70)

6.0 Management Team Reports:

6.1

7.0 Adjournment- Next Meeting – June 25, 2025

**MINUTES OF THE ANNUAL MEETING
OF THE
MEMBERSHIP OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
(ECIDA or AGENCY)**

DATE AND PLACE: April 23, 2025, at the Erie County Industrial Development Agency, 95 Perry Street, 4th Floor Conference Room, Buffalo, New York 14203

PRESENT: Dr. LaVonne Ansari; Rev. Mark Blue; Patrick Boyle; Tyra Johnson; Hon. Brian Kulpa; Richard Lipsitz, Jr.; Hon. Glenn Nellis; Hon. Brian Nowak; Hon. Mark Poloncarz; Kenneth Schoetz and Hon. Taisha St. Jean Tard

EXCUSED: Denise Abbott; Thomas Emmerling; Hon. Joseph H. Emminger; Dottie Gallagher; Brenda McDuffie and Hon. Christopher P. Scanlon

OTHERS PRESENT: Mollie Profic, Chief Financial Officer; Beth O’Keefe, Vice President of Operations; Brian Krygier, Director of Information Technology; Grant Lesswing, Director of Business Development; Carrie Hocieniec, Operations Assistant/ Assistant Secretary; Soma Hawramee, Compliance Portfolio Manager; Michelle Moore, Compliance Associate; Robbie Ann McPherson, Director of Marketing & Communications; Atiqah Abidi, Accounting Manager; Andy Federick, Property and Business Development Officer and Andrew Pawenski, Esq., General Counsel/Harris Beach Murtha Cullina PLLC

GUESTS: Zaque Evans on behalf of Erie County; Daniel Castle on behalf of Erie County; David Bojanowski and Yessica Vasquez on behalf of the City of Buffalo; Ryan McGinnis, Greg Bala and Kurt Wolfanger on behalf of Big Heart Pet Brands; Sue Vriesen behalf of Eaton Mission Systems; Anthony Garofalo on behalf of Montante Development; Marco Riccioni on behalf of IMA Life; Quinn McMahon on behalf of NYSDOL; Jonathan Epstein on behalf of the Buffalo News; Jim Fink on behalf of BTPM and Kurt Vogt on behalf of Spectrum News

There being a quorum present at 12:07 p.m., the meeting of the members of the Erie County Industrial Development Agency (the “ECIDA” or “Agency”), was called to order by Vice Chair, Mr. Lipsitz, who presided over the meeting in the absence of Chair McDuffie.

MINUTES

The minutes of the March 26, 2025, meeting of the members were presented. Mr. Kulpa moved, and Rev. Blue seconded to approve of the minutes. Mr. Lipsitz called for the vote and the minutes were unanimously approved.

Policy Committee Update. Mr. Lipsitz updated members on the most recent Policy Committee meeting in which the Committee recommended to the Board the approval of the projects before the Board as well as a Sumitomo recapture determination for its consideration at today's meeting.

AMENDATORY INDUCEMENT RESOLUTION

IMA Life North America Amendment. Ms. O'Keefe reminded members that IMA Life-Phase I was approved for a sales and use tax and real property tax abatement benefit in September of 2023. The company has informed the Agency that project costs have increased over those as originally anticipated and as such, is asking the Agency to approve of an amendment to increase the amount of sales and use tax exemption benefit that can be provided to the project. In particular, Ms. O'Keefe noted that the company is asking the Agency to increase the sales and use tax benefit from \$824,819 to \$1,230,698 and to approve of an overall project cost increase from \$27,556,179 to \$33,681,290.

General discussion ensued. Mr. Poloncarz expressed support of the project.

Mr. Poloncarz moved and Mr. Nellis seconded to approve of the increase in Agency financial assistance. Mr. Lipsitz called for the vote and the following resolution was unanimously approved:

INDUCEMENT RESOLUTIONS

IMA Life North America, 700 Colvin Woods, Tonawanda, New York. Ms. O'Keefe reviewed this proposed sales and use tax and real property tax abatement benefits involving the 36,500 square-foot expansion of its existing 80,000 square-foot manufacturing facility. The expansion will allow IMA Life to expand its production space.

General discussion ensued. The Project's cost benefit ratio was reviewed, and the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project's contemplated community benefits were discussed and considered.

Mr. Poloncarz expressed support of the project, including discussion of job creation related thereto. Ms. St. Jean Tard expressed support for the company's MWBE goals.

As a condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as

described below, submit, on an annual basis or as otherwise indicated below through the termination of the PILOT Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment- the total investment actually made with respect to the Project at the time of Project completion equals or exceeds \$10,625,000 (which represents the product of 85% multiplied by \$12,500,000, being the total project cost as stated in the Company's application for Financial Assistance).
- (ii) Employment Commitment – that there are at least 34 existing full time equivalent (“FTE”) employees located at, or to be located at, the Facility as stated in the Company's application for Financial Assistance (the “Baseline FTE”); and
 - the number of current FTE employees in the then current year at the Facility; and
 - that within two (2) years of Project completion, the Company has maintained and created FTE employment at the Facility equal to 34 FTE employees [being the product of 85% multiplied by 40 (being the 40 new FTE employee positions proposed to be created by the Company as stated in its Application)]. To confirm and verify the Company's employment numbers, the Agency requires that, at a minimum, the Company provide employment data to the Agency on a quarterly basis, said information to be provided on the Agency's “Quarterly Employment Survey” form to be made available to the Company by the Agency.
- (iii) Local Labor Commitment - that the Company adheres to and complies with the Agency's Local Labor Workforce Certification Policy on a quarterly basis during the construction period.
- (iv) Equal Pay Commitment – that the Company adheres to and complies with the Agency's Pay Equity Policy.
- (v) Unpaid Real Property Tax Policy Commitment – that the Company is compliant with the Agency's Unpaid Real Property Tax Policy.

Mr. Poloncarz moved and Mr. Kulpa seconded to approve the Project as proposed. Mr. Lipsitz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF IMA LIFE NORTH AMERICA INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE “COMPANY”) IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL

QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, AND (B) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

Big Heart Pet Brands, 243 Urban Street, Buffalo, New York. Ms. O’Keefe reviewed this proposed sales and use tax benefit project involving the expansion of its Soft n’ Chewy production with additional capacity and to convert the current Soft n’ Chewy oven and dryer to produce biscuit volume and add additional biscuit capacity and also includes a freezer expansion.

General discussion ensued. The Project’s cost benefit ratio was reviewed, and the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project’s contemplated community benefits were discussed and considered.

Mr. Poloncarz and Mr. Lipsitz both expressed support for the project including discussion of job creation related thereto.

As a condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, through the conclusion of the later of two (2) years following either (x) the construction completion date, or (y) the termination of the Agent Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment- the total investment actually made with respect to the Project at the time of Project completion equals or exceeds \$44,761,000 (which represents the product of 85% multiplied by \$52,660,000, being the total project cost as stated in the Company’s application for Financial Assistance).
- (ii) Employment Commitment – that there are at least 283 existing full time equivalent (“FTE”) employees located at, or to be located at, the Facility as stated in the Company’s application for Financial Assistance (the “Baseline FTE”); and
 - the number of current FTE employees in the then current year at the Facility; and
 - that within two (2) years of Project completion, the Company has maintained and created FTE employment at the Facility equal to 292 FTE employees

[representing the sum of (x) 283 Baseline FTE and (y) 9 FTE employees, being the product of 85% multiplied by 17 (being the 17 new FTE employee positions proposed to be created by the Company as stated in its Application)]. In an effort to confirm and verify the Company's employment numbers, the Agency requires that, at a minimum, the Company provide employment data to the Agency on a quarterly basis, said information to be provided on the Agency's "Quarterly Employment Survey" form to be made available to the Company by the Agency.

- (iii) Local Labor Commitment - that the Company adheres to and complies with the Agency's Local Labor Workforce Certification Policy on a quarterly basis during the construction period.
- (iv) Equal Pay Commitment – that the Company adheres to and complies with the Agency's Pay Equity Policy.
- (v) Unpaid Real Property Tax Policy Commitment – that the Company is compliant with the Agency's Unpaid Real Property Tax Policy.

Rev. Blue moved and Ms. St. Jean Tard seconded to approve the Project as proposed. Mr. Lipsitz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF BIG HEART PET BRANDS, INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (iii) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (iv) AUTHORIZING THE NEGOTIATION AND EXECUTION OF AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

Eaton Mission Systems Orchard Park, 10 Cobham Drive, Orchard Park, New York. Ms. O'Keefe reviewed this proposed sales and use tax and real property tax abatement benefits involving the 50,000 square feet of additional manufacturing space to the facility to accommodate growth to existing and new product lines

General discussion ensued. The Project's cost benefit ratio was reviewed, and the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project's contemplated community benefits were discussed and considered.

Mr. Poloncarz queried on the status of the project if inducement was approved. Ms. Vriesen, on behalf of the company, confirmed the project would proceed.

As a condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, submit, on an annual basis or as otherwise indicated below through the termination of the PILOT Agreement, a certification, as so required by the Agency, confirming:

- (vi) Investment Commitment- the total investment actually made with respect to the Project at the time of Project completion equals or exceeds \$18,360,000 (which represents the product of 85% multiplied by \$21,600,000, being the total project cost as stated in the Company's application for Financial Assistance).
- (vii) Employment Commitment – that there are at least 453 existing full time equivalent (“FTE”) employees located at, or to be located at, the Facility as stated in the Company's application for Financial Assistance (the “Baseline FTE”); and
 - the number of current FTE employees in the then current year at the Facility; and
 - that within two (2) years of Project completion, the Company has maintained and created FTE employment at the Facility equal to 518 FTE employees [representing the sum of (x) 453 Baseline FTE and (y) 65 FTE employees, being the product of 85% multiplied by 77 (being the 77 new FTE employee positions proposed to be created by the Company as stated in its Application)]. To confirm and verify the Company's employment numbers, the Agency requires that, at a minimum, the Company provide employment data to the Agency on a quarterly basis, said information to be provided on the Agency's “Quarterly Employment Survey” form to be made available to the Company by the Agency.
- (viii) Local Labor Commitment - that the Company adheres to and complies with the Agency's Local Labor Workforce Certification Policy on a quarterly basis during the construction period.
- (ix) Equal Pay Commitment – that the Company adheres to and complies with the Agency's Pay Equity Policy.
- (x) Unpaid Real Property Tax Policy Commitment – that the Company is compliant with the Agency's Unpaid Real Property Tax Policy.

Mr. Schoetz moved and Rev. Blue seconded to approve the Project as proposed. Mr. Lipsitz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF EATON MISSION SYSTEMS ORCHARD PARK INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

REPORTS / ACTION ITEMS / INFORMATION ITEMS

Financial Report. Ms. Profic presented the March financial reports. The balance sheet shows that the IDA finished the month with total assets of \$37.1M and net assets of \$19.7M. Overall assets increased \$358,000 from February due to increases in restricted cash and amounts due from affiliates. Liabilities increased \$525,000 due mainly to a \$480,000 increase in funds held on behalf of others. The monthly income statement shows a net loss of \$148,000 in March. Operating revenue of \$77,000 was below the monthly budget by \$148,000, due to no project administrative fees received in March. Operating expenses of \$268,000 were \$9,000 under budget, with most of that variance in salaries and benefits. After net non-operating revenue of \$43,000, there was a net loss of \$147,907 for the month. The year-to-date income statement shows operating revenues of \$355,000, including administrative fee revenue of \$139,000. We are 8% of our annual budget after the first quarter. Operating expenses of \$749,000 are \$63,000 below budget. Net special project grant income is \$34,000, and strategic initiatives year-to-date total \$100,000. After net non-operating revenue of \$121,000, there is currently a net loss of \$339,402 for the year. Mr. Lipsitz directed that the report be received and filed.

2025 Tax Incentives Induced/Closing Schedule. Ms. O'Keefe provided this report to Board members. Mr. Lipsitz directed that the report be received and filed.

Nominating Committee Update. Mr. Poloncarz presented to the Board the slate of officers and committee appointments recommended by the Nominating Committee.

Upon motion made by Mr. Poloncarz and seconded by Mr. Nowak to approve the entire slate of officers and committee appointments. Mr. Lipsitz called for the vote, and the motion was unanimously approved.

COMPLIANCE

Sumitomo Recapture Discussion. Mr. Lipsitz presented to the Board the proposed Sumitomo recapture actions recommended by the Policy Committee, and provided a preliminary discussion relative thereto. Ms. O'Keefe thereafter presented information with respect to the proposed recapture determination as described in the Board Memorandum contained in the Board package, which in relevant part described the Policy Committee's recommendations to (i) make a recapture determination with respect to real property tax incentives for the 2024 fiscal year, being the applicable year of default, and (ii) in lieu of making a recapture determination with respect to the sale tax incentives, acknowledge the voluntary payment to be made by Sumitomo to the affected taxing jurisdictions, being the Town of Tonawanda and the Kenmore-Town of Tonawanda Union Free School District. Mr. Poloncarz discussed the impact of the proposed action item, thanked various stakeholders for their work in obtaining a favorable result for the affected parties, and discussed the impact and importance of having a sound recapture policy. Mr. Evans further noted and expanded on the recapture determination and the total amount of funds, including the voluntary payments, to be received from Sumitomo. Mr. Pawenski advised the Board that the action being proposed in the resolution would be to (i) recapture the real property tax incentives for the 2024 year, and (ii) clarified that a recapture determination was not being made with respect to the sale tax incentives in lieu of the voluntary payment being made by Sumitomo, and discussed the Policy Committee's recommendation to reconsider reopening recapture proceedings if the voluntary payment is not made.

Mr. Poloncarz moved and Rev. Blue seconded to approve the recapture actions as proposed. Mr. Lipsitz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE RECAPTURE OF FINANCIAL ASSISTANCE CLAIMED BY SUMITOMO RUBBER USA, LLC

There being no further business to discuss, Mr. Lipsitz adjourned the meeting of the Agency at 12:51 p.m.

Dated: April 23, 2025

Elizabeth A. O'Keefe, Secretary

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

DATE AND PLACE: May 1, 2025 at the Erie County Industrial Development Agency, 95 Perry Street, 4th Floor Conference Room, Buffalo, New York 14203

PRESENT: A.J. Baynes, Rev. Mark E. Blue, Zaque Evans, Gregory R. Inglut, Richard Lipsitz, Jr., Dr. Susan McCartney, Brenda W. McDuffie, Hon. Glenn R. Nellis, Hon. Brian Nowak, Pete Petrella, David State and Lavon Stephens

EXCUSED: Denise Abbott, Hon. Christopher Scanlon and Laura Smith

OTHERS PRESENT: John Cappellino, President & CEO; Beth O'Keefe, Vice President of Operations; Brian Krygier, Director of Information Technology; Carrie Hocieniec, Operations Assistant/ Assistant Secretary; Soma Hawramee, Compliance Portfolio Manager, Andy Federick, Property and Business Development Officer; and Robert G. Murray, Esq., as General Counsel/Harris Beach Murtha

GUESTS: Yessica Vasquez on behalf of the City of Buffalo; Mythea Mazzola and Tim Crilly on behalf of PC Larkinvile/619 Exchange Street

There being a quorum present at 9:02 a.m., the Meeting of the Policy Committee was called to order by Mr. Lipsitz, who presided over the meeting in the absence of Chair Abbott.

Mr. Lipsitz introduced new Policy Committee members: Mr. Petrella, Mr. Scanlon and Mr. Nowak.

MINUTES

The minutes of the April 3, 2025 Policy Committee meeting were presented. Upon motion made by Mr. Nellis to approve of the minutes, and seconded by Dr. McCartney, the Policy Committee meeting minutes were unanimously approved.

PROJECT MATRIX

Mr. Cappellino presented the project matrix to the Committee. Mr. Lipsitz directed that the report be received and filed.

PROJECT PRESENTATION

Ms. O’Keefe provided some general background with respect to the ECIDA’s Adaptive Reuse Policy including its workforce housing units requirement.

619 Exchange/PG Larkinvile, LLC, 619 Exchange Street, Buffalo, New York 14210.
Ms. O’Keefe presented this proposed sales and use tax, mortgage recording tax and real property tax abatement benefits project involving the adaptive reuse of the former Iroquois Door Company 4-story structure into 64 high-quality apartments, including 10 units reserved at 80% AMI together with interior and exterior rehabilitation, historic façade restoration, new mechanical and electrical systems.

Ms. O’Keefe confirmed that PG Larkinvile LLC is seeking approximately \$3,205,098 in assistance including sales tax exemption, mortgage tax exemption and real property tax exemption benefits. Total payroll is projected at \$35,825,752 which includes the direct and indirect jobs for both the temporary and ongoing positions over the life of the PILOT. Created jobs include 226 construction jobs. The resulting cost benefit is 1:12 so for every \$1 of incentive the community benefit is \$12 in payroll & tax revenue. Within Erie County, for every \$1 of incentive the community benefit is \$15 in benefits to the community.

Ms. O’Keefe stated that in exchange for providing the sales and use tax, mortgage recording tax exemption and real property tax abatement benefits, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

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 = \$30,209,411 85% = \$25,677,999
Employment	Coincides with 10-year PILOT	Create 85% of Projected Projected = 1 FTE / 1 PTE 85% = 1 FTE Recapture Employment = 1 FTE
Affordable Housing Units	Coincides with 10-year PILOT	A total of 10 apartment units (15%) will be offered at 80% AMI
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
Recapture Period	Coincides with 10-year PILOT	Recapture of state and local sales taxes, mortgage recording tax and real property tax

General discussion ensued. Mr. Crilly and Ms. Mazzola spoke on behalf of the company and further discussed the proposed project.

At this point in time, Rev. Blue joined the meeting.

Ms. McCartney queried if the project is pursuing local City of Buffalo historic preservation status and encouraged the Company to do so.

Ms. McDuffie asked if bank financing is conditional on ECIDA approval, and the Company responded their lender is requiring the ECIDA PILOT as a lending condition.

Mr. Nowak spoke in favor of the project but queried as to ability to provide 3-bedroom unit offerings. Mr. Crilly confirmed there is a market for 3-bedroom units, but noted the physical constraints and floor plate challenges unique to this particular building make it extremely difficult to establish a 3-bedroom unit offering.

Mr. Inglut spoke in favor of the project and confirmed that all residents have access to project amenities and covered parking is available to all residents for an additional fee.

Mr. Evans spoke in favor of the project and commended the company for exceeding the ECIDA's minimum work-force housing percentage requirements as well as providing 1- and 2-bedroom units within the mix of workforce housing units instead of just establishing studio units.

Ms. McCartney moved and Mr. Nowark seconded to recommend the project as proposed be forwarded to the members of the ECIDA Board for approval. Mr. Lipsitz called for the vote and the motion was then unanimously approved.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:45 a.m.

Dated: May 1, 2025

Elizabeth A. O'Keefe, Secretary

619 Exchange Street / PG Larkinville, LLC

\$ 30,209,411

PRIVATE INVESTMENT INDUCEMENT RESOLUTION

ELIGIBILITY

- NAICS Section - 531390

COMPANY INCENTIVES

- Approximately \$ 1,801,510 in real property tax savings
- Up to \$ 1,180,463 in sales tax savings
- 3/4 of 1% of the final mortgage amount up to \$ 223,125

JOBS & ANNUAL PAYROLL

- Projected new jobs: 1 FT, 1 PT
- Est. salary/yr. of jobs created: \$65,000 / \$35,000
- Annual Payroll: \$ 121,000
- Total jobs after project completion: 1.5
- Construction Jobs: 226

PROJECTED COMMUNITY BENEFITS*

- Term: 10 YEARS
 - NET Community Benefits: \$ 38,589,042
 - Spillover Jobs: 114
- Total Payroll: \$ 35,825,752

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

Incentives: \$ 3,031,620

Community Benefit: \$ 36,475,452

Cost: Benefit Ratio

- 1:12

*Cost Benefit Analysis Tool powered by MRB Group

Project Title: 619 Exchange Street

Project Address 619 Exchange St, Buffalo, NY 14210
(Buffalo Public School District)

Agency Request

A sales tax, mortgage recording tax and real property tax abatement regarding the **adaptive reuse** of a 104,000 SF historical building into 64 apartments. In compliance with the ECIDA Adaptive Reuse policy affordable housing requirement, ten apartment units (15%) will be available at 80% AMI.

Building Purchase	\$ 1,450,000
Renovation	\$21,885,557
Infrastructure	\$ 349,469
Non- Manufacturing Equipment	\$ 150,000
Soft Costs/Other	\$ 6,374,385
Total Project Cost	\$ 30,209,411
85%	\$ 25,677,999

Company Description

The applicant, PG Larkinville, LLC is an affiliate of Park Grove Realty LLC. Formed in 2015 by Andrew Crossed and Andrew Bodewes, Park Grove Realty, a real estate development and management company focuses on multi-family residential and mixed-use development in NY, NJ and the North Carolina Research Triangle region. Park Grove Realty has 1,500+ apartment units and over 230,000 SF of commercial space under management. They currently own and manage two properties in Erie County that total 150 residential units.

Project Description

The Iroquois Lofts project is a historic adaptive reuse of the former Iroquois Door Company – a four-story structure, built in 1904 and designed by famed female architect, Louise Bethune. The project will have 64 high-quality apartments, including 10 (15%) units reserved at 80% AMI. The building has been vacant since 2020 and has been underutilized for nearly four decades. The project scope includes full interior and exterior rehabilitation, historic façade restoration, new mechanical and electrical systems. The site is enrolled in the NYS Brownfield Cleanup Program (BCP), is a designated historic landmark and has received NYS SHPO Part I and Part II approval. The project will receive Federal and State Historic Tax Credits.

Market Rate	# of Units	SF Range	Rent Avg	Tenant Utilities	Rent + Utilities
Other (Jr 1 bedroom)	9	559-728	\$ 1,625	\$ 65	\$ 1,690
1 bedroom	34	692-1117	\$ 1,900	\$ 85	\$ 1,985
2 bedroom	11	1054-1907	\$ 3,083	\$ 115	\$ 3,198

54 UNITS

Affordable (80% AMI)	# of Units	SF Range	Rent Avg	Tenant Utilities	Rent + Utilities
Other (Jr 1 bedroom)	5	559-728	\$ 1,350	\$ 65	\$ 1,415
1 bedroom	3	692-1117	\$ 1,330	\$ 85	\$ 1,415
2 bedroom	2	1054-1907	\$ 1,500	\$ 115	\$ 1,615

10 UNITS

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	\$ 1,801,510
	Sales	\$ 1,180,463
	Mortgage Recording	\$ 223,125
	Total	\$3,205,098
	Discounted at 2%	\$3,031,620

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$17,499,603
			Payroll Permanent	\$18,326,149
		Public	Property Taxes	\$ 450,377
			Sales Taxes	\$ 340,033
			Other Muni Revenue (NFTA)	\$ 74,375
	New York State	Public	Income Taxes	\$ 1,612,159
			Sales Taxes	\$ 286,344
			Total Benefits to EC + NYS***	\$38,589,042
			Discounted at 2%	\$36,475,452

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

Discounted Cost \$ 3,031,620
Discounted Benefit \$ 36,475,452
Ratio 1:12

Conclusion: The Cost Benefit for this project is: 1:12. For every \$1 in costs (incentives), this project provides \$ 12 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	New Yearly Taxes Upon Expiration of Abatement Period
\$ 30,647	\$9,600,000	\$ 94,717	\$ 355,660	\$255,836
Combined Tax Rate: \$ 26.649555				

Retail Determination

Project Use	Sq Ft	Cost	% Project Cost
Residential housing + building amenities	104,000	\$30,209,411	100%

The retail component of the project is less than 30% of the project costs and therefore no sign off is required.

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$ 30,209,411 85% = \$ 25,677,999
Employment	Coincides with 10-year PILOT	Create 85% of Projected Projected = 1 FTE / 1 PT 85% = 1 FTE Recapture Employment = 1 FTE
Affordable Housing Units	Coincides with 10-year PILOT	A total of 10 apartment units (15%) will be offered at 80% AMI
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 Tax, 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 1.5 FTE 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

- 3/24/2025 City of Buffalo determination of no significant adverse effect on the quality of the environment. SEQRA not required.
- 4/23/2025 Public hearing held.
- 5/28/2025 Lease/Leaseback Inducement Resolution presented to the Board of Directors

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

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

PILOT Estimate Table Worksheet-619 Exchange / PG Larkinsville LLC

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (City)/1000
\$ 21,885,557	\$9,600,000	5.604583	21.044972

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Town PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	0.05	\$8,813	\$33,093	\$41,906	\$255,836	\$213,929
2	0.1	\$11,181	\$41,985	\$53,166	\$255,836	\$202,670
3	0.15	\$13,549	\$50,876	\$64,425	\$255,836	\$191,410
4	0.15	\$13,549	\$50,876	\$64,425	\$255,836	\$191,410
5	0.2	\$15,917	\$59,768	\$75,685	\$255,836	\$180,151
6	0.2	\$15,917	\$59,768	\$75,685	\$255,836	\$180,151
7	0.25	\$18,285	\$68,659	\$86,944	\$255,836	\$168,892
8	0.25	\$18,285	\$68,659	\$86,944	\$255,836	\$168,892
9	0.3	\$20,653	\$77,551	\$98,204	\$255,836	\$157,632
10	0.35	\$23,021	\$86,442	\$109,463	\$255,836	\$146,373
TOTAL		\$159,170	\$597,677	\$756,847	\$2,558,357	\$1,801,510

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

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$ 30,209,411	\$1,801,510	1,180,463	223,125	\$11,691,381

Note: special district taxes are not subject to PILOT abatement

Calculate % = Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 49%

EVALUATIVE CRITERIA ADAPTIVE REUSE

Project: 619 Exchange LLC, Park Grove LLC

CRITERIA	COMMENTS
Age of Structure: must be at least 20 years old and present functional challenges to redevelopment	Iroquois Door Company building was built in 1904. Challenges to redevelopment include costs to meet modern building and energy codes
Structure has been vacant or underutilized for a minimum of 3 years (defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended). Project promotes the elimination of slum and blight.	Iroquois Door Company building was built in 1904 and has been vacant since 2020 (5 years) and underutilized for nearly four decades
Structure is not generating significant rental income defined as 50% or less than the market rate income average for that property class	There is no rental income being generated at this property.
Project is in compliance with the investment and growth criteria of the Framework for Regional Growth. The redevelopment supports or aligns with Regional or Local Development Plans	The project is compliant with the Framework for Regional Growth
Demonstrated evidence of financial obstacle(s) to development without ECIDA or other public assistance (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rate as compared to regional industry averages)	Cash flow projects have been provided. An analysis revealed below average return on investment of: ROI with ECIDA assistance = 2.4% ROI without ECIDA assistance = 1.8%
Demonstrated support of local government entities	Support Letter for project received – provided by City of Buffalo - Mayor Scanlon.
LEED/Renewable Resources	New mechanical and electrical systems include an energy efficient ductless mini split system, window repair or replacement and installation of energy star appliances.
Building or site has historic designation	Project is designated a historic landmark and has received NYS SHPO Part 1 and Part II approval.

EVALUATIVE CRITERIA ADAPTIVE REUSE

Site or structure has delinquent property or other local taxes	N/A
DEI Questionnaire	See attached information regarding Pike Construction company and their commitment to DEI.
Transit Oriented Development	Project is located less than .25 miles form the Exchange & Van Rensselaer bus stop and the Hamburg and Seneca St bus stop
Onsite child daycare facilities on the project site	No.
OTHER FACTORS TO CONSIDER:	
Environmental/Safety Issues: Structure or site presents significant public safety hazard and or environmental remediation costs	Site presents significant public safety concerns due to years of vacancy and deterioration. This status has led to compromised building systems, water filtration, and other hazards that pose ongoing risks to the surrounding area. Water damage has severely compromised the buildings masonry leading to crumbling bricks that present and immediate health and safety risk.
Site or structure is located in a distressed census tract	Located in NY Empire Zone - Census tract 164.00
Structure presents significant costs associated w/ building code compliance.	Iroquois Loft project faces significant financial obstacles that cannot be overcome without public assistance. The project carries significant construction costs that exceed those of conventional new construction.

*U.S. Census Bureau

DATE OF INDUCEMENT: May 28, 2025

EVALUATIVE CRITERIA

ADAPTIVE REUSE

Return on Investment – Applicant Name

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

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

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

Adaptive Reuse Projects

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

Public Incentives Requested

- ECIDA Real Property Tax Abatement in an approximate value of \$1,801,510
- Sales Tax Savings in the amount of \$ 1,180,463
- Mortgage Tax Savings in the estimated amount of \$ 223,125

ROI

Applicant has submitted a proforma documenting the expenses and revenues and ROI for the project.

Stated ROI for the project with ECIDA assistance is 2.4%

Stated ROI for the project without ECIDA assistance is 1.8%

Erie County Industrial Development Agency

MRB Cost Benefit Calculator

Date April 22, 2025
Project Title 619 Exchange LLC / PG Larkinville LLC
Project Location Buffalo NY

MRB | group
Cost-Benefit Analysis Tool powered by MRB Group

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

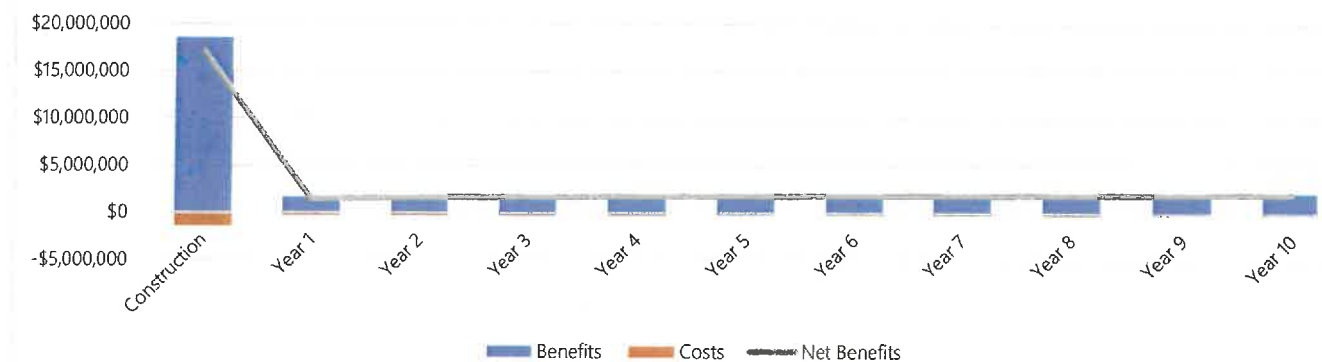
\$30,209,411

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	226	102	327
Earnings	\$11,105,152	\$6,394,451	\$17,499,603
Local Spend	\$28,759,411	\$19,844,297	\$48,603,708

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	20	12	32
Earnings	\$10,271,338	\$8,054,810	\$18,326,149

Figure 1

Net Benefits

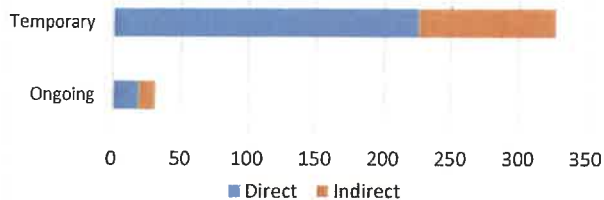


Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3

Total Jobs



Total Earnings



Fiscal Impacts

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$1,801,513	\$1,628,032
Sales Tax Exemption	\$1,180,463	\$1,180,463
Local Sales Tax Exemption	\$640,823	\$640,823
State Sales Tax Exemption	\$539,640	\$539,640
Mortgage Recording Tax Exemption	\$223,125	\$223,125
Local Mortgage Recording Tax Exemption	\$74,375	\$74,375
State Mortgage Recording Tax Exemption	\$148,750	\$148,750
Total Costs	\$3,205,101	\$3,031,620

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$36,690,539	\$34,681,127
To Private Individuals	<u>\$35,825,752</u>	<u>\$33,893,908</u>
Temporary Payroll	\$17,499,603	\$17,499,603
Ongoing Payroll	\$18,326,149	\$16,394,304
Other Payments to Private Individuals	\$0	\$0
To the Public	<u>\$864,786</u>	<u>\$787,220</u>
Increase in Property Tax Revenue	\$450,377	\$394,748
Temporary Jobs - Sales Tax Revenue	\$145,465	\$145,465
Ongoing Jobs - Sales Tax Revenue	\$194,568	\$174,090
Other Local Municipal Revenue	\$74,375	\$72,917
State Benefits	\$1,898,503	\$1,794,325
To the Public	<u>\$1,898,503</u>	<u>\$1,794,325</u>
Temporary Income Tax Revenue	\$787,482	\$787,482
Ongoing Income Tax Revenue	\$824,677	\$737,744
Temporary Jobs - Sales Tax Revenue	\$122,497	\$122,497
Ongoing Jobs - Sales Tax Revenue	\$163,847	\$146,602
Total Benefits to State & Region	\$38,589,042	\$36,475,452

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$34,681,127	\$2,343,230	15:1
State	\$1,794,325	\$688,390	3:1
Grand Total	\$36,475,452	\$3,031,620	12:1

*Discounted at 2%

Additional Comments from IDA

0

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



Diversity, Equity and Inclusion Questionnaire

1. MWBE Contractors - Construction

The ECIDA encourages applicants to utilize MWBE contractors and suppliers for their projects and when feasible, to set a goal for MWBE participation during the construction period of the project. Below are links to the NYS and Erie County certified MWBE lists, including contractors, that can assist you with your utilization goals:

- New York State MWBE Certified List: <https://ny.newnycontracts.com/>
- Erie County MWBE Certified List: <https://www3.erie.gov/eo/mbe-wbe-resource-list>

Please provide detailed information regarding your company's plan to utilize MWBE contractors and suppliers for your project. Please include your project's MWBE utilization goals, what process and resources you plan to use or have utilized in the past to find and hire MWBEs, a list of the specific MWBE firms used on previous projects and/or firms you plan to use on the current project, and any history the company has of setting and meeting MWBE goals on past projects. The company may also include details with respect to the foregoing related to any MWBE policy and utilization goals that its general contractor has committed to implementing for the project.

See attached.

2. Minority & Women Employment - Current Workforce & Hiring Practices

The ECIDA encourages the hiring of a diverse workforce, especially for jobs created and retained as part of an ECIDA induced project. Below are some links to sites and organizations that will be helpful in achieving a diverse workforce:

- Northland Workforce Training Center: <https://northlandwtc.org/employers/>

- Workforce Buffalo: <https://www.workforcebuffalo.org/business-services/employer-services>
- New York State Job Bank: <https://myjobsny.usnlx.com/>
- Local Minority Newspapers: <https://www3.erie.gov/eeo/minority-newspaper>

Please provide detailed information regarding your company's current workforce and hiring practices as it relates to minority and women employees, including, if applicable, the company's Diversity, Equity and Inclusion plan and goals, any strategic partnerships the company has with educational and/or workforce development entities, and company strategies regarding outreach to minorities and women with the dissemination of job openings to the public:

See attached.

3. Economic Inclusion Program

The ECIDA's Economic Inclusion Program (EIP) is a voluntary "opt in" program providing an enhanced real property tax abatement to applicants who commit to implementing and meeting MWBE utilization and minority and women employment goals. The mission of the EIP is to enhance the beneficial public impact of projects receiving ECIDA assistance and to further the ECIDA's goal of advancing opportunities for MWBE businesses and minorities and women, in general, in the Erie County workforce. Please note, for a company to be considered an MWBE under the EIP it must be certified as an MWBE by New York State or Erie County.

Under the EIP, the standard ECIDA PILOT Agreement real property tax abatement schedules are enhanced by extending both the term and abatement percentages of the PILOT Agreement.

Please note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. The applicant shall not engage in any unlawful discrimination against any employee or applicant by reason of race, creed, religion, color, age, disability, national origin, sex, gender, or any other characteristic protected by law, including, but not limited to, Title VII of the Civil Rights Act, the Americans with Disabilities Act, the Age Discrimination in

Employment Act, the Genetic Information Nondiscrimination Act, the New York State Human Rights Law, and any other similar laws, rules, or regulations. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

☒ Please check the box indicating that you have read the Economic Inclusion Program summary above and the attached FAQ document that can be found at the end of the questionnaire.

☐ Please check the box if you are interested in tentatively opting into the Economic Inclusion Program (nonbinding) and would like further, detailed information on the program and process from your ECIDA business development officer.

MWBE/SDVOB COMMITMENT

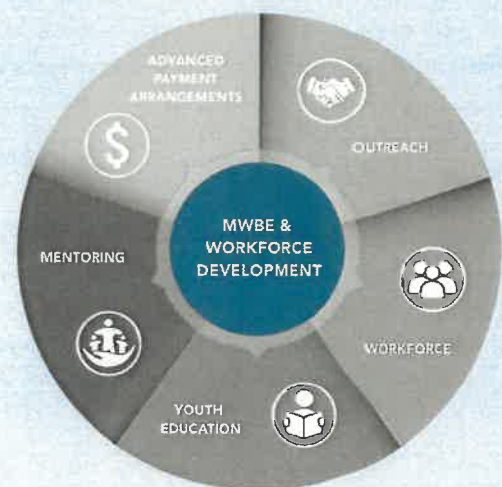
MWBE Commitment

Pike is committed to providing minorities, women, Minority and Women-owned businesses (MWBE), Service Disabled Veteran-owned Business (SDVOB), and disadvantaged businesses with equal opportunities in the performance of contracts. Our in-house Diversity & Community Engagement Manager, Kathy Rooney, oversees supplier diversity management, compliance/regulatory requirements, community development, and diversity communications. Kathy, along with the rest of the Pike team, support our communities through mentoring and outreach events to ensure we are continuously creating inclusion opportunities in support of our workforce and trade partners. It is our policy to utilize and help grow MWBE/SDVOB subcontractors on all private and public projects.

Pike acknowledges and supports MWBE utilization goals and will ensure that these groups are afforded equal employment opportunities without discrimination. We will work closely with the Owner to pre-qualify all MWBE/SDVOB participants. Additionally, we will develop bid packages that will allow MWBE/SDVOB participants to be successful. Upon the receipt of bids, the team will perform a detailed review of each bid with each subcontractor and make the award based on the team's review of the bidder that meets the goals of the project. Our project staff will be advocates for the MWBE/SDVOB firms engaged on this project while diligently working to ensure that all regulations, policies, and laws are enforced. Our operations team assigned to the project will do their due diligence to follow through on participation goals. Our project team will ensure all MWBE/SDVOB participation is tracked and submitted monthly, or as requested by Owner.

ADVOCATES FOR MWBE/SDVOB FIRMS

Our project staff will be advocates for the M/WBE / SDVOB firms engaged on this project while diligently working to ensure that all regulations, policies, and laws are enforced. Pike's operations team assigned to the project will do their due diligence to follow through on participation goals. Our project team will ensure all M/WBE / SDVOB and EEO participation is tracked and submitted monthly, or as requested by Owner.



MWBE/SDVOB COMMITMENT



MWBE/SDVOB PARTICIPATION

Pike has extensive experience working with qualified subcontractors that are MWBE/SDVOB businesses as well as continually advertise and encourage participation in our bid proposals. Current practice includes:

- Working with the State and Local EEO Officers to keep our list of MWBE/SDVOB business current and make direct contact with firms to encourage participation in projects.
- Advertising in area and local publications and quarterly in different MWBE/SDVOB publications throughout New York State.
- Create bids packages for the project into manageable/smaller tasks to increase participation of MWBE/SDVOB businesses.
- Hosting pre-bid meetings for upcoming work and post-bid meetings for projects we have been awarded.
- Invite the businesses to virtual webinars to review upcoming projects and offer to make copies of drawings and specs if needed.
- Mentoring business in proper document tracking, scheduling, billing and cash flow management. If necessary, Pike will set up joint payments for the MWBE/SDVOB with their suppliers to help build their credit, we will allow (when necessary) early payment to help with their cash flow.
- Arranging and attending meetings between State Agency EEO Officers and MWBE/SDVOB firms that are looking to grow their firms.



MWBE/SDVOB COMMITMENT

MINORITY AND FEMALE WORKFORCE DEVELOPMENT

Pike understands the importance of continuing to develop and foster the growth of our next generation of trade workers and leaders in the construction industry. Our industry faces labor shortages and has historically been underrepresented by minority and female workers in both the trades and management positions. We understand that our development of minority and female workers is an important part of diversity, which is interconnected with inclusion and equity. Furthermore, we recognize that our industry suffers from a lack of sufficient resources and an aging population of skilled workers. The investment, recruitment and promotion of historically underrepresented persons is an important step in solving the workforce challenges our industry faces.

Kathleen Rooney, our Manager of Diversity and Community Engagement, routinely participates in career fairs and other workforce development events such as:

- Builders Exchange Construction Day
- The UNICON Careers in Construction Day
- Finger Lakes Youth Apprenticeship ROC with your Hands

In addition, Kathleen works with the Multi-Craft Apprenticeship Program (MAPP) and organizes and leads job site tours for the Urban League Youth Build Program. Kathleen will also identify trade specific leaders within our organization and work with them as guest speakers for these programs as well as presenting to junior and senior classes at the high school level to help promote and bring awareness about the various trade opportunities available to our youth. During these interactions, we help connect those interested with an opportunity to the various Union organizations in taking the next step. With our self-performed capabilities, we are able to fast track those interested in a carpentry position by providing a position within our self-performed carpentry teams.

Kathleen will develop a project specific workforce development campaign, that will leverage many of the same resources noted above for MBE and WBE Business development, to develop a strategy that will focus more specifically on our minority and female workforce within the local area. This will include efforts such as ad campaigns to ensure awareness of opportunity, meet and greets that connect the workforce with our subcontractors as well as general educational events aimed and maintaining awareness of upcoming and future opportunities.





CITY OF BUFFALO
OFFICE OF THE MAYOR

CHRISTOPHER P. SCANLON
MAYOR

March 26, 2025

Erie County Industrial Development Agency
95 Perry Street Suite 403
Buffalo, NY 14203

RE: Iroquois Lofts Redevelopment at 619 Exchange St


Dear Mr. Cappellino:

The City of Buffalo supports the proposed adaptive reuse of the historic Iroquois Door Company building, located at 619 Exchange Street in Buffalo's Larkinville neighborhood. The project, known as Iroquois Lofts, will transform this significant historic structure into 64 units of high-quality residential housing, including 10 workforce housing units reserved for individuals and families earning up to 80% of the Area Median Income (AMI). This redevelopment represents a transformative investment and aligns closely with the City of Buffalo's goals of advancing neighborhood reinvestment, increasing the availability of diverse housing options, and preserving historic assets.

Originally constructed in 1904 and designed by Louise Bethune, the first female practicing architect in the United States, the Iroquois Door Company building is an important piece of the region's architectural and cultural heritage. However, the building has been largely underutilized for nearly 40 years and is now experiencing serious structural deterioration, including damage from long-term water infiltration. Timely construction and rehabilitation are critical, as any further delays could accelerate deterioration and significantly increase already high historic rehabilitation costs. Preserving this building through adaptive reuse not only protects a valuable historic resource but also supports the continued resurgence of the Larkinville neighborhood and the broader Buffalo community.

We respectfully urge the Erie County Industrial Development Agency to give this project their full support. The adaptive reuse of this building is a welcome addition to the impressive revitalization efforts that contribute to the growth of our local economy.

Sincerely,


Christopher P. Scanlon
Mayor

PUBLIC HEARING SCRIPT

**PG Larkinville, LLC project and/or
Individual(s), Affiliate(s), Subsidiary(ies),
or Entity(ies) formed or to be formed on
its behalf**

Public Hearing to be held on April 23, 2025 at 9:00 a.m. at the Agency's offices,
at 95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

Mythea Mazzola – Park Grove Realty
Tim Crilly – Park Grove Realty

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

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

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the PG Larkinville, LLC project and/or Individual(s), Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Tuesday, April 8, 2025.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 619 Exchange Street, City of Buffalo, Erie County, New York and all other lands in the City of Buffalo where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) renovation of the former Iroquois Door Company historic adaptive reuse 100,000 sq. ft. building into 64 high-quality market-rate apartments including 10 units reserved at 80% AMI including full interior and exterior rehabilitation, new mechanical and electrical systems including window repair and installation of Energy Star appliances (the "Improvements"), and (iii) the acquisition by the Company in and around the Improvements of certain

items of machinery, equipment and other tangible personal property (the “Equipment”; and, together with the Land, and the Improvements and the Existing Improvements, the “Facility”).

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

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

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

If you have a written statement or comment to submit for the record, you may leave it at this public hearing, submit it on the Agency’s website or deliver it to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes at 4:00 p.m. on May 27, 2024. There are no limitations on written statements or comments.

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

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

Tim Crilly, Vice President of Development, Park Grove Realty. Iroquois Lofts project is located at 619 Exchange Street in the Larkinville district. This is a historic adaptive re-use project that will redevelop an old industrial building into 64 high quality apartments. The existing building is a 4-story masonry structure that was built in 1904. The building has been vacant and underutilized for a long period of time. The building was designed by Louis Bethune, the nation’s 1st practicing woman architect. The building is a deteriorating structure. Masonry, structural components, windows and other key building elements have deteriorated significantly over the years. The building has received code violations for public safety issues from the City of Buffalo. It is a blighted structure in the re-vitalized Larkinville District. The redevelopment project will re-use and revitalize the industrial building into 64 high-quality apartments. The urban in-fill development project will include 15% of the units set aside for individuals and families earning up to 80% of AMI. The project will include a great room with kitchen, fitness center, and also a dog wash. Units will have high-end finishes including quartz countertops, stainless steel energy star appliances, and maintain the historic integrity of the building. The project has received its Part 1 and Part 2 approvals from SHPO and National Parks Service. At the project's completion it will be listed on the National Register of Historic Places.

The project has also been accepted into the Brownfield Cleanup Program. The Project has not been without challenges. It has faced significant financial and economic hurdles over the last 6 years of development. Construction costs have increased 40% and interest rates have risen over 200% as a result of the COVID-19 pandemic. There are substantial costs to bring the building up to code and address structural issues of the building. The cost to preserve the building and to renovate to Historic Standards drive the costs even higher. These factors have created a financing gap. Financial assistance from the ECIDA is needed to make the project financially viable. Impending tariffs from the current administration threatens to further escalate material costs, making it imperative that construction begin immediately. The development team has invested significant resources in the project. Without assistance from ECIDA the project will not be able to move forward and would result in a financial loss to the project, stalled community development momentum in the Larkinville District, eliminating economic benefits to the County and to the City, and loss of a Historic asset. Despite these challenges, we remain excited about this project and the economic impact this project will have on the County and City of Buffalo. The total project investment is over \$20M. It will create 200 construction phase jobs. Upon its completion it will create one full-time and part-time position. Over time the project will contribute to the County's and City's tax base. Importantly the project will provide high quality housing stock within the County and the City of Buffalo, supporting the urgent need for additional housing stock across New York State. The restoration of a historic building will encourage future investment and economic growth in the Larkinville neighborhood. ECIDA's support for financial assistance with this project will be transformative. We can move forward immediately and eliminate public safety and environmental concerns, restore and revitalize a historic community asset, increase housing stock, create jobs, and expand the tax base within the County.

☒ 6. ADJOURNMENT:

As there are no further statements and/or comments, I will close the public hearing at 9:09 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

April 23, 2025 at 9:00 a.m. at the Agency's offices,
at 95 Perry Street, Suite 403, Buffalo, NY 14203
regarding:

**PG Larkinville, LLC project and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 619 Exchange Street, Buffalo, New York 14210

Name	Company and/or Address	X box to speak/ comment
Mythea Mazzola	Park Grove Realty 46 Prince Street, Suite 2003 Rochester, New York 14607	
Tim Crilly	Park Grove Realty 46 Prince Street, Suite 2003 Rochester, New York 14607	X

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
INDUCEMENT RESOLUTION**

**PG LARKINVILLE, LLC, AND/OR INDIVIDUAL(S) OR AFFILIATE(S),
SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS
BEHALF**

A regular meeting of the Erie County Industrial Development Agency was convened on Wednesday, May 28, 2025, at 12:00 p.m.

The following resolution was duly offered and seconded, to wit:

RESOLUTION OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF PG LARKINVILLE, LLC, AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

WHEREAS, by Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 293 of the Laws of 1970 of the State of New York, as amended (collectively, the "Act"), the ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (the "Agency") was created with the authority and power to own, lease and sell property for the purpose of, among other things, acquiring, constructing and equipping civic, industrial, manufacturing, commercial and other facilities as authorized by the Act; and

WHEREAS, PG LARKINVILLE, LLC or on behalf of an affiliated entity formed or to be formed (the "Company") has submitted an application to the Agency (the "Application")

requesting the Agency's assistance with a certain project (the "Project") consisting of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 619 Exchange Street, City of Buffalo, Erie County, New York and all other lands in the City of Buffalo where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) renovation of the former Iroquois Door Company historic adaptive reuse 100,000 sq. ft. building into 64 high-quality market-rate apartments including 10 units reserved at 80% AMI including full interior and exterior rehabilitation, new mechanical and electrical systems including window repair and installation of Energy Star appliances (the "Improvements"), and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and, together with the Land, and the Improvements and the Existing Improvements, the "Facility"). The Facility will be initially owned and operated by the Company; and

WHEREAS, pursuant to General Municipal Law Section 859-a, on April 23, 2025, at 9:00 a.m., at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203, the Agency held a public hearing with respect to the Project and the proposed Financial Assistance (as hereinafter defined) being contemplated by the Agency (the "Public Hearing") whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views; and

WHEREAS, it is contemplated that the Agency will (i) designate the Company as its agent for the purpose of undertaking the Project pursuant to an Agent and Financial Assistance Project Agreement (the "Agent Agreement"), (ii) negotiate and enter into a lease agreement (the "Lease Agreement") and related leaseback agreement (the "Leaseback Agreement") with the Company, pursuant to which the Agency will retain a leasehold interest in the Land, the Existing Improvements, the Improvements, the Equipment and personal property constituting the Facility; and (iii) provide Financial Assistance to the Company in the form of (a) an exemption benefit from all New York State and local sales and use taxes for purchases and rentals related to the Project with respect to the qualifying personal property included in or incorporated into the Facility or used in the acquisition, construction, reconstruction and/or renovation, rehabilitation or equipping of the Facility, (b) a mortgage recording tax exemption benefit for the financing related to the Project, and (c) a partial abatement from real property taxes benefit through a 10-year "payment in lieu of tax agreement" (the "PILOT Agreement") with the Company for the benefit of each municipality and school district having taxing jurisdiction over the Project, (collectively, the sales and use tax exemption benefit, the mortgage recording tax exemption benefit, and the partial abatement from real property taxes benefit, are hereinafter collectively referred to as the "Financial Assistance"); and

WHEREAS, pursuant to the New York State Environmental Quality Review Act, Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto at 6 N.Y.C.R.R. Part 617, as amended (collectively referred to as "SEQRA"), the Agency must satisfy the applicable requirements set forth in SEQRA, as necessary, prior to making a final determination whether to undertake the Project; and

WHEREAS, pursuant to Article 18-A of the Act, the Agency desires to adopt a resolution describing the Project and the Financial Assistance that the Agency is contemplating with respect to the Project.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The Company has presented an application in a form acceptable to the Agency. Based upon the representations made by the Company to the Agency in the Company's application and any other correspondence submitted by the Company to the Agency, public hearing comments, if any, Agency Policy Committee review of and recommendations related to the Project and its May 1, 2025 resolution to recommend Agency approval of the Project subject to the terms and conditions as described herein, the Policy Committee and Agency board member review of the Project's cost benefit ratio, the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project's contemplated community benefits, and Agency board member review, discussion, and consideration of same, the Agency hereby finds and determines that:

(A) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(B) It is desirable and in the public interest for the Agency to appoint the Company as its agent for purposes of acquiring, constructing and/or renovating and equipping the Project; and

(C) The Agency has the authority to take the actions contemplated herein under the Act; and

(D) The action to be taken by the Agency will induce the Company to develop the Project, thereby increasing and/or retaining employment opportunities in Erie County, New York and otherwise furthering the purposes of the Agency as set forth in the Act; and

(E) The Project will not result in the removal of a civic, commercial, industrial, or manufacturing plant of the Company or any other proposed occupant of the Project from one area of the State of New York (the "State") to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's application, to the extent occupants are relocating from one plant or facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other plant or facility to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries, and, to the extent occupants are relocating from one plant or facility to another in another area of the State, the Agency has complied with the Intermunicipal Movement procedures as required in the Countywide Industrial Development Agency Uniform Tax Exemption Policy; and

(F) The Agency has assessed all material information included in connection with the Application necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project as described herein; and

(G) The Agency has prepared a written cost-benefit analysis satisfactorily identifying the extent to which the Project will create or retain permanent, private sector jobs, the estimated value of any tax exemption to be provided, the amount of private sector investment generated or likely to be generated by the Project, the likelihood of accomplishing the Project in a timely fashion, and the extent to which the Project will provide additional sources of revenue for municipalities and school districts, and any other public benefits that might occur as a result of the Project; and

(H) The Company has provided a written statement confirming that the Project as of the date of the Application is in substantial compliance with all provisions of the Act.

(I) Based upon the information regarding the Project supplied by the Company within its Application and related materials, the Agency determines that the actions relating to the acquiring, renovating and equipping of the Facility consist of actions designed for the preservation of the Facility and thus the Project is a Type II action pursuant to SEQRA consisting of the maintenance or repair involving no substantial changes in an existing structure or facility (6 NYCRR §617.5(c)(1)) and the replacement, rehabilitation or reconstruction of a structure or facility, in kind, on the same site (6 NYCRR §617.5(c)(1)(2)) and, therefore, no findings or determination of significance are required under SEQRA.

(J) The Project qualifies for Agency Financial Assistance as it meets the criteria within *Addendum #1 to the Agency's Adaptive Reuse Policy* (said Addendum #1 effective as of August 1, 2024 and hereinafter, the "Adaptive Reuse Policy") because (i) at least 15% of the units will be Workforce/Affordable Unit(s) having rental rates affordable to individuals and families at the Workforce/Affordable Housing Rental Rate, (ii) the Project contains a mix of configurations of Workforce/Affordable Unit(s) to meet housing needs for households of varying size based on a building's internal infrastructure and related financing considerations, and (iii) the Company has agreed to restrict, via income verification, the occupancy of the Workforce/Affordable Unit(s) to lessees whose annual income is at or below the 80% AMI figure as identified in the AHC table for the initial year of occupancy by a lessee of a Workforce/Affordable Unit.

(K) The Project qualifies for Agency Financial Assistance as it meets the Agency's evaluative criteria established by the Agency as required under General Municipal Law Section 859-a(5), as evidenced by the following:

(i) *Age of Structure (must be at least 20 years old and present functional challenges to redevelopment):* Iroquois Door Company building was built in 1904. Challenges to redevelopment include costs to meet modern building and energy codes.

(ii) *Structure has been vacant or underutilized for a minimum of 3 years (defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended). Project promotes the elimination of slum and blight:* Iroquois Door Company building was built in 1904 and has been vacant since 2020 (5 years) and underutilized for nearly four decades.

(iii) *Structure is not generating significant rental income (defined as 50% or less than the market rate income average for that property class):* There is no rental income being generated at this property.

(iv) *Project is in compliance with the investment and growth criteria of the Framework for Regional Growth. The redevelopment supports or aligns with Regional or Local Development Plans:* The project is compliant with the Framework for Regional Growth.

(v) *Demonstrated evidence of financial obstacle to development without ECIDA or other public assistance (cash flow projections, documenting costs, expenses and revenues indicating below average return on investment rate as compared to regional industry averages):* An analysis of cash-flow projections provided by the Company revealed below average return on investment of: ROI with ECIDA assistance = 2.4% and ROI without ECIDA assistance = 1.8%.

(vi) *Demonstrated support of local government entities:* Support letter for project received and provided by City of Buffalo Mayor Scanlon.

(vii) *LEED/Renewable Resources:* New mechanical and electrical systems include an energy efficient ductless mini split system, window repair or replacement and installation of energy star appliances.

(viii) *Building or site has historic designation:* Project is designated as an historic landmark and has received NYS SHPO Part I and Part II approval.

(ix) *Site or structure has delinquent property or other local taxes:* N/A.

(i) *DEI Questionnaire:* The Company has retained a specialty contracting company to pre-qualify and support MWBE/SDVOB contractors by developing bid packages that enhance their competitiveness and ensure equal opportunity. The Company will track participation, advocate for MWBE/SDVOB firms and ensure compliance with all regulations, helping it to meet and document MWBE goals.

(x) *Transit Oriented Development:* Project is located less than .25 miles from the Exchange and Van Rensselaer bus stop and the Hamburg and Seneca Street bus stop.

(xi) *Onsite child daycare facilities on the project site:* No.

OTHER FACTORS TO CONSIDER:

(xii) *Environmental/Safety Issues: Structure or site presents significant public safety hazard and or environmental remediation costs:* Site presents significant public safety concerns due to years of vacancy and deterioration. This status led to compromised building systems, water filtration, and other hazards that pose ongoing risk to the surrounding area. Water damage has severely compromised the building's masonry leading to crumbling bricks that present an immediate health and safety risk.

(xiii) *Site or structure is located in a distressed census tract:* Located in New York Empire Zone - census tract 164.00.

(xiv) *Structure presents significant costs associated w/ building code compliance:* Iroquois Loft project faces significant financial obstacles that cannot be overcome without public assistance. The project carries significant construction costs that exceed those of conventional new construction.

Section 2. The Agency hereby authorizes the undertaking of the Project and the provision of Financial Assistance to the Company as described herein.

Section 3. Subject to the Company executing an Agent Agreement and the delivery to the Agency of a binder, certificate or other evidence of insurance for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition, construction and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, construct and/or renovate and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf; provided, however, the authority to appoint the Company to act as agent of the Agency, if said appointment is not duly made, as herein expressed, shall expire one year from the date of this resolution (unless extended for good cause by the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer, and/or the Assistant Treasurer).

A. Financial Assistance. With respect to the foregoing, and based upon the representations and warranties made by the Company in its application for Financial Assistance, the Agency hereby:

(i) authorizes and approves the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount estimated up to \$13,491,015, and, therefore, the value of the sales and use tax exemption benefits ("sales and use tax exemption benefits") authorized and approved by the Agency cannot exceed \$1,180,463, however, the Agency may consider any requests by the Company for increases to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services; and

(ii) authorizes and approves that the value of the mortgage recording tax exemption benefit ("mortgage recording tax exemption benefits") shall not exceed \$223,125; and

(iii) authorizes and approves that the real property tax abatement benefits ("PILOT benefits") to be provided over the term of the PILOT Agreement are estimated

to be approximately \$1,801,510, resulting in estimated total PILOT payments of \$756,847 over the term of the PILOT Agreement.

B. Terms and Conditions of Financial Assistance. Pursuant to Section 875(3) of the New York General Municipal Law, and per the policies of the Agency, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any New York State and local sales and use tax exemption benefits, and/or mortgage recording tax exemption benefits, and/or partial abatements from real property taxes benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the New York State and local sales and use tax exemption benefits; (ii) the New York State and local sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the New York State and local sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; (iv) the Company has made a material false statement on its application for Financial Assistance; (v) the New York State and local sales and use tax exemption benefits and/or mortgage recording tax exemption benefits, and/or the partial abatement from real property taxes benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, fails to comply with the Investment Commitment, the Employment Commitment, and/or the Local Labor Commitment, said commitments, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project; and/or (vi) the New York State and local sales and use tax exemption benefits, and/or mortgage recording tax exemption benefits, and/or the partial abatement from real property taxes benefits are taken in cases where the Company fails to comply with the Equal Pay Commitment and/or the Unpaid Real Property Tax Policy Commitment, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project.

As a precedent of receiving Financial Assistance, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must cooperate with the Agency in its efforts to recover or recapture any Financial Assistance, and promptly pay over any such amounts to the Agency that the Agency demands.

C. Commitments. As an additional condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, submit, on an annual basis or as otherwise indicated below through the termination of the PILOT Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment- the total investment made with respect to the Project at the time of Project completion equals or exceeds \$25,677,999 (which represents

the product of 85% multiplied by \$30,209,411, being the total project cost as stated in the Company's application for Financial Assistance).

- (ii) Employment Commitment – that there are at least 1 FTE and 1 PTE employee located at, or to be located at, the Facility as stated in the Company's application for Financial Assistance (the "Baseline FTE"); and
 - the number of current FTE employees in the then current year at the Facility; and
 - that within two (2) years of Project completion, the Company has maintained and created FTE employment at the Facility equal to 1 FTE employee. To confirm and verify the Company's employment numbers, the Agency requires that, at a minimum, the Company provide employment data to the Agency on a quarterly basis, said information to be provided on the Agency's "Quarterly Employment Survey" form to be made available to the Company by the Agency.
- (iii) Local Labor Commitment - that the Company adheres to and complies with the Agency's Local Labor Workforce Certification Policy on a quarterly basis during the construction period.
- (iv) Equal Pay Commitment – that the Company adheres to and complies with the Agency's Pay Equity Policy.
- (v) Unpaid Real Property Tax Policy Commitment – that the Company is compliant with the Agency's Unpaid Real Property Tax Policy.
- (vi) Adaptive Reuse Policy Commitment – that the Company is compliant with the Agency's Adaptive Reuse Policy.

Section 4. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver (A) an Agent Agreement, (B) the Lease Agreement whereby the Company leases the Project to the Agency, (C) the related Leaseback Agreement whereby the Agency leases the Project back to the Company, and (D) the PILOT Agreement and (E) related documents; provided, however, that (i) the rental payments under the Leaseback Agreement to the Company include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project; and (ii) the terms of the PILOT Agreement are consistent with the Agency's Uniform Tax Exemption Policy, or procedures for deviation have been complied with accordingly.

Section 5. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver any mortgage, assignment of leases and rents, security

agreement, UCC-1 Financing Statements and all documents reasonably contemplated by these resolutions or required by any lender identified by the Company (the "Lender") up to a maximum principal amount necessary to undertake the Project, acquire the Facility and/or finance or refinance acquisition and Project costs or equipment and other personal property and related transactional costs (hereinafter, with the Lease Agreement, Leaseback Agreement, and related documents, collectively called the "Agency Documents"); and, where appropriate, the Secretary or the Assistant Secretary of the Agency is hereby authorized to affix the seal of the Agency to the Agency Documents and to attest the same, all with such changes, variations, omissions and insertions as the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer of the Agency shall approve, the execution thereof by the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer of the Agency to constitute conclusive evidence of such approval; provided in all events recourse against the Agency is limited to the Agency's interest in the Project.

Section 6. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to negotiate, execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 7. The provision by the Agency of Financial Assistance with respect to the Project as described herein is subject to the execution and delivery of the Agency's Administrative Fee Agreement (the "Fee Agreement") and payment by the Company of an administrative fee calculated in accordance with the Fee Agreement, all within sixty (60) days of the date of this resolution. In the event the Agency has not received the executed Fee Agreement and the appropriate fee within such sixty (60) day period, this resolution shall become automatically null and void and of no further effect and the Agency shall have no liability to the Company hereunder or otherwise, unless extended in the discretion of the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer, or the Assistant Treasurer for good cause shown.

Section 8. This resolution shall take effect immediately and shall expire one (1) year from the date hereof unless extended for good cause by the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer, or the Assistant Treasurer.

Dated: May 28, 2025



619 Exchange Street

[Instructions and Insurance Requirements Document](#)

Section I: Applicant Background Information

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

Applicant Information- Company Receiving Benefit

Project Name	619 Exchange Street
Project Summary	Adaptive reuse of historic Iroquois Door Company building into 64 units of market rate housing, 10 units will be reserved for individuals and households at 80% of the Area Median Income or less
Applicant Name	PG Larkinvillle, LLC
Applicant Address	46 Prince St
Applicant Address 2	Suite 2003
Applicant City	Rochester
Applicant State	New York
Applicant Zip	14607
Phone	(585) 435-4766
Fax	
E-mail	mmazzola@parkgrovellc.com
Website	https://www.parkgrovellc.com/
NAICS Code	

Business Organization

Type of Business

Limited Liability Company

Year Established

2015

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 Mythea Mazzola
Title Project Director
Address 46 Prince St
Address 2 Suite 2003
City Rochester
State New York
Zip 14607
Phone (585) 703-0932
Fax
E-Mail mmazzola@parkgrovellc.com

Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application No
Name Andrew I. Crossed
Title Managing Member
Address 46 Prince St
Address 2 Suite 2003
City Rochester
State New York
Zip 14607
Phone
Fax
E-Mail

Company Counsel

Name of Attorney
Firm Name
Address
Address 2
City
State New York
Zip
Phone
Fax
E-Mail

Benefits Requested (select all that apply)

Exemption from Sales Tax Yes
Exemption from Mortgage Tax Yes

Exemption from Real Property Tax Yes

Tax Exempt Financing* No

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

Applicant Business Description

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

PG Larkintown, LLC is the applicant and an affiliate entity of Park Grove Realty, LLC. Formed in 2015 by Andrew Crossed and Andrew Bodewes, Park Grove Realty is a real estate development and management company focusing on multi-family residential and mixed use development in NY, NJ, and the North Carolina Research Triangle region. Park Grove Realty has 1,500+ apartment units and over 230,000 SF of commercial space under management. Park Grove Realty currently owns and manages two properties in Erie County totaling 150 units.

Estimated % of sales within Erie County 100 %

Estimated % of sales outside Erie County but within New York State 0 %

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

Estimated % of sales outside the U.S. 0 %

(*Percentage to equal 100%)

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

15

Describe vendors within Erie County for major purchases

Red Rose Landscaping will provide snow removal and landscaping services and Twin City Glass will provide window repair services. Both vendors are Erie County based.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

619 Exchange Street

Town/City/Village of Project Site

Buffalo

School District of Project Site

Buffalo Public Schools

Current Address (if different)

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

SBL Number(s) for proposed Project

122.25-0002-011

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

32,943

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?

No

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

The project site consists of a long-vacant, deteriorating industrial building that has been underutilized for nearly 40 years and completely vacant since 2020. Structural deficiencies, primarily caused by water damage, have led to buckling floors and crumbling exterior masonry. This crumbling masonry has started to fall off the exterior leading to significant safety concerns. The building has historically been in violation of the City of Buffalo's building code and has become a blight on the community, with significant deterioration over the past five years.

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)

The Iroquois Lofts project is a historic adaptive reuse and renovation of the former Iroquois Door Company building, located at 619 Exchange Street in Buffalo, NY, within distressed census tract (164.00) in the Larkinville neighborhood. The project will transform the approximately 100,000-square-foot, four-story structure, originally built in 1904 and designed by the first practicing female architect in the U.S., Louise Bethune, into 64 high-quality market-rate apartments, including 10 (15%) units reserved at 80% AMI, meeting the ECIDA's affordable housing goals. This residential-only redevelopment is an urban infill development and is located within .25 miles of two bus stops, meeting transit-oriented goals. The building has been vacant since 2020 and has been underutilized for nearly four decades. The proposed project will take a former industrial building and convert it to a residential use. The project scope includes full interior and exterior rehabilitation, historic façade restoration, new mechanical and electrical systems including an energy efficient ductless mini split system, window repair or replacement, and installation of Energy Star appliances. The site is enrolled in the NYS Brownfield Cleanup Program (BCP), with a Brownfield Cleanup Agreement executed in December 2024, ensuring environmental remediation and eligibility for tax credits. The project is a designated historic landmark and has received NYS State Historic Preservation Office Part I and Part II approval. The project will receive Federal and State Historic Tax Credits. The total project investment exceeds \$20 million, and construction is expected to generate 200+ construction jobs. Once the project is under operation, the development will require 1 full time property manager and 1 part-time maintenance technician. The development team will meet all Local Labor requirements and seek to engage MWBEs to the great extent possible. Financing will include a combination of federal and state historic tax credits, Brownfield tax credits, developer equity, and conventional bank financing. Construction is anticipated to begin in Spring/Summer 2025, with completion by the end of 2026, delivering much-needed housing and contributing meaningfully to the ongoing revitalization of Larkinville.

Municipality or Municipalities of current operations

N/A

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?

No

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

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)

In order for the project to proceed it is necessary to secure an approval for a PILOT, sales tax exemption, and mortgage tax exemption. Without this support, the project would face significant financial shortfalls that would directly jeopardize its ability to proceed, particularly in the current economic and construction environment. Without approval of a PILOT, the project will not be able to secure financing from a conventional lender. The project involves the adaptive reuse of a vacant, historically significant building that has experienced steady deterioration over time and now requires substantial investment to meet current building codes and energy efficiency standards. Urgent structural repairs are needed due to extensive water infiltration, which has caused significant damage to the building's masonry. The scope of work includes window repair and replacement to ensure code compliance, as well as comprehensive masonry repointing to address ongoing deterioration and eliminate safety hazards caused by crumbling brick. Additionally, restoring the building's historic features to meet NY SHPO standards, such as original windows and flooring adds considerable cost to the project and further contributes to an already large renovation budget. Since the property's acquisition in 2019, construction costs have risen by more than 40%. Cost escalations are driven by inflation, labor shortages, and material supply chain disruptions. The potential for additional tariffs threatens to further escalate material costs, making it imperative that construction begins immediately. The project will be funded by federal and state historic tax credits, Brownfield Tax Credits, conventional bank financing and developer equity, but given the 40%+ increases in construction costs over the past 5 years as well as an approximately 5%+ increase to the Federal Funds rate since 2020, there remains a financing gap that must be closed to make the project viable. The Agency's financial assistance, including a PILOT agreement, sales tax exemption, and mortgage recording tax exemption, is critical to bridging this gap. Without this assistance, the project will be financially infeasible, and the opportunity to activate a key historic asset in a growing district will not be able to proceed. In turn, this would negatively impact the broader economic and community development momentum in Larkinvile.

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 the Applicant is unable to obtain financial assistance for the Iroquois Lofts project, the project will not advance and the Iroquois Door Company building will remain a vacant and dilapidated blight on the Larkinvile neighborhood. The cost of redeveloping this historic property and remediated the site is significant. Despite leveraging multiple funding sources, including federal and state historic tax credits, Brownfield Tax Credits, developer equity, and conventional financing, the project faces a significant funding gap driven by rising construction costs and interest rates. Furthermore, additional tariffs on imported materials will further drive up costs, making it critical the the project receive approvals and commence construction as soon as possible. Without critical support from the Agency in the form of a PILOT agreement, sales tax exemption, and mortgage recording tax exemption, the project is financially infeasible. The inability to secure this assistance would result in the indefinite shelving of the project, leaving the property at 619 Exchange Street vacant and deteriorating. The building would continue to generate minimal tax revenue, provide no housing benefit to the community, and represent a missed opportunity for infill development, historic preservation, and neighborhood revitalization. This outcome would not only eliminate the potential for job creation and workforce housing, it would continue to serve as a blight on the Larkinvile community and could discourage future investment in the neighborhood. The implications for both the Applicant and Erie County are significant. The Applicant has already invested considerable pre-development capital into architectural design, engineering, and environmental investigation. A stalled project would result in a direct financial loss to the Applicant and the forfeiture of meaningful community and economic development opportunities for the region. Erie County would lose out on the economic, environmental, and social benefits the project would deliver including job creation, tax base expansion, housing supply growth, and the productive reuse of a long-neglected historic asset.

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, the project is located less than .25 miles from the Exchange St & Van Rensselaer bus stop and the Hamburg and Seneca Street bus stop

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.

3/24/25

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

Yes

Describe the present zoning/land use

N-1S- Secondary Employment

Describe required zoning/land use, if different

N/A- Rezoning not required. Multifamily development is a permitted use.

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

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

Yes

If yes, please explain

The proposed project entered into a Brownfield Cleanup Agreement with the NYS DEC on December 2024. This will allow the project to access Brownfield Tax Credits to help finance the remediation of the site soils.

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?

Yes

If yes, describe the efficiencies achieved

Yes, the project will modernize all mechanical, HVAC, and electrical systems ensuring the building meets modern code regulations. The project will feature an energy efficient air source heat pump duct less mini split system. The roof includes R-30 insulation, above the building code minimum set at R-20. All windows will be repaired in kind or replaced, further securing the building envelope and helping reduce energy usage. Furthermore, the project will feature Energy Star appliances including energy efficient refrigerators, dishwashers, stoves and microwaves.

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.

Will onsite child daycare facilities be available on the project site?

<BLANK>

If yes, please describe.

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

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

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

Retail Sales No

Services No

Please check any and all end uses as identified below.

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

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

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

			Cost	% of Total Cost
Manufacturing/Processing	square feet	\$	0	0%
Warehouse	square feet	\$	0	0%
Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	square feet	\$	0	0%
Office	square feet	\$	0	0%
Specify Other	104,361 square feet	\$	30,209,411	100%

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

No

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

<BLANK>

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

Will project result in significant utility infrastructure cost or uses Yes

What is the estimated project timetable (provide dates)

Start date : acquisition of equipment or construction of facilities

6/1/2025

End date : Estimated completion date of project

12/15/2026

Project occupancy : estimated starting date of occupancy

1/1/2027

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 1,450,000

104,361 square feet

1 acres

2.) New Building Construction

\$ 0

square feet

3.) New Building addition(s)

\$ 0

square feet

4.) Reconstruction/Renovation

\$ 21,885,557

104,361 square feet

5.) Manufacturing Equipment

\$ 0

6.) Infrastructure Work

\$ 349,469

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

\$ 150,000

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

\$ 1,383,900

9.) Other Cost

\$ 4,990,485

**Explain Other
Costs**Financing Fees, Construction Interest, Hard Cost Contingency, Soft
Cost Contingency, Carrying Costs**Total Cost**

\$ 30,209,411

Construction Cost Breakdown:

Total Cost of Construction	\$ 22,235,026 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 13,341,015
% sourced in Erie County	75%

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**

\$ 13,491,015

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

\$ 1,180,463

**** 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?**

No

If Yes, describe particulars:

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):	\$ 7,268,030
Bank Financing:	\$ 11,250,000
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):	\$ 11,691,381
Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)	Federal Historic Tax Credit, State Historic Tax Credit, NYS Brownfield Clean Up Tax Credit
Total Sources of Funds for Project Costs:	\$30,209,411
Have you secured financing for the project?	No

Mortgage Recording Tax Exemption Benefit:

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

Mortgage Amount (include sum total of construction/permanent/bridge financing).	29,750,000
Lender Name, if Known	
Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):	\$223,125

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):	No, the Project will not utilize a tax exemption other than the Agency's PILOT. The Applicant is requesting approval for an ECIDA PILOT.
-------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------

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?

No

Is project necessary to retain existing employment?

No

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location)

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

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

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	0	0	1	1
Part time	0	0	1	1
Total	0	0	2	

Salary and Fringe Benefits for Jobs to be Retained and Created

Job Categories	# of Full Time Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of Part Time Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	1	\$ 65,000	\$ 13,650	0	\$ 0	\$ 0
Professional	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Administrative	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Production	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	1	\$ 35,000	\$ 7,350
Total	1			1		

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

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

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

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

Payroll Information

Annual Payroll at Proposed Project Site upon completion

121,000

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

0

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

0

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

65,000

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

35,000

Estimated salary range of jobs to be created

From (Full Time)	65,000	To (Full Time)	65,000
From (Part Time)	35,000	To (Part Time)	35,000

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

619 Exchange Street, Buffalo, NY 14850

Name and Address of Owner of Premises

PG Larkinville, LLC 46 Prince St, Suite 2003 Rochester, NY 14607

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

The site is a .72 acres urban site at the corner of Larkin and Exchange St. The site features a historic, industrial building that is 4 stories tall. An addition to the building was completed in 1925 and is 3 stories tall. The project site recently entered into a Brownfield Cleanup Agreement (December 2024) with NYS DEC. The project team is currently undergoing testing to determine the scope of remediation. There are no wetlands, coastlines, rivers, streams, or any other bodies of water on 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 existing 4-story structure was completed in 1904. A three story addition was added in 1925. The project has remaining largely underutilized for 40+ years and has been vacant since 2020. The proposed project will include the rehabilitation and adaptive reuse of the structure into 64 apartments.

Describe all known former uses of the Premises

The site was originally occupied by the Iroquois Door Company with operations including mill work, storage, planning, wood working and lumber storage until approximately 1986. Other occupants have included K.W. Textiles, a textile distributor, from 2001 to 2020. The property has remained vacant since 2020.

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

N/A

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

N/A

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

N/A

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

We are not aware of any aboveground or underground storage tanks at the site.

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?

Yes

If yes, please identify the materials

All asbestos will be abated or encapsulated as part of the building rehabilitation.

Section IV: Facility Type - Single or Multi Tenant

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

Multi-Tenant Facility

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

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

The project will include 64 residential apartments, with 10 units designated for individuals and households earning up to 80% of the Area Median Income (AMI) and the remaining 54 units offered at market-rate rents. Market conditions strongly support the addition of 64 new housing units in Buffalo's revitalizing Larkinville neighborhood. There is increasing demand for high-quality rental housing both statewide and locally, as Buffalo's urban housing market continues to evolve. Many residents, particularly young professionals and students, are actively seeking modern, amenity-rich apartments in walkable, mixed-use neighborhoods. New residential development in Larkinville will not only help meet this demand but also support the continued growth of local businesses by increasing the area's residential population and boosting consumer spending. Iroquois Lofts addresses this market need by delivering thoughtfully designed units with high-end finishes and desirable amenities, all within a uniquely restored historic building.

Have any tenant leases been entered into for this project?

No

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

Tenant Name	Current Address (city, state, # of sq ft and % of total to be occupied at new project site)	SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.
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*fill out table for each tenant and known future tenants

Section VI: Retail Determination

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

Please answer the following:

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

No

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

Section VII: Adaptive Reuse Projects

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

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

Yes

What is the age of the structure (in years)? 121

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.

5

If underutilized, number of years underutilized.

40

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

The project has been underutilized since approximately 1986. Since that time, K.W. Textiles leased a portion of the building from 2001 to 2020. The building has remained vacant since 2020.

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

\$0

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	37	- 825	\$1,630- \$1,900
2 Bedroom	13	1,150- 2,000	\$1,833- \$3,450
3 Bedroom		-	\$- \$
Other	14	- 650	\$1,426- \$1,625

Does the site have historical significance?

Yes

If yes, please indicate historical designation

Yes, the project received Part I and Part II approval from NY State Historic Preservation Office and National Parks Service in 2019 and 2022 respectively .

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

Yes

If yes, provide estimated value of tax credits

\$7,885,721

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 Iroquois Lofts project faces significant financial obstacles that cannot be overcome without public assistance from the ECIDA. As a historic, adaptive reuse development, the project carries significant construction costs that exceed those of conventional new construction. Rising interest rates, persistent construction cost inflation, material tariffs, and soft costs associated with the Brownfield Cleanup Program and historic preservation compliance have further increased the financial burden. Furthermore, the costs associated with bringing the project to meet modern building and energy codes is significant. These challenges have resulted in a financing gap that materially impacts project feasibility and significantly reduces projected returns below industry averages for similar residential developments in the region. Despite leveraging multiple funding sources including federal and state historic tax credits, Brownfield Tax Credits, developer equity, and conventional debt financing the project's return remains below standard market benchmarks. Without ECIDA assistance in the form of a PILOT agreement, sales tax exemption, and mortgage recording tax exemption, the project will not be able to secure conventional lender financing. Even with ECIDA tax incentives, the project is expected to yield a below-market return. Without ECIDA assistance, the project cannot proceed, and the building, which is already in an advanced state of deterioration, will continue to decline.

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

Attached please find a letter of support from the City of Buffalo for the redevelopment of 619 Exchange St. In 2020, the Iroquois Lofts project received site plan approval from the City of Buffalo for a mixed use development featuring both residential and commercial uses. Due to changes in the market as a result of the Covid-19 pandemic, the project has been reimagined as a 100% residential project with 64 units of housing. The project team met with City of Buffalo development and planning staff in Summer 2024 who expressed support for the development. The original site plan approval has expired and the project received site plan re-approval on March 24, 2025.

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

In addition to the financial challenges outlined, there are several critical factors that should be considered when evaluating the project. The existing structure at 619 Exchange Street presents significant public safety concerns due to years of vacancy and deterioration. The building has been largely unused for more than two decades and has remained completely vacant for the past five years, leading to compromised building systems, water infiltration, and other hazards that pose ongoing risks to the surrounding area if left unaddressed. Water damage has severely compromised the building's masonry, leading to crumbling bricks that present an immediate health and safety risk. As a result, the property is currently in violation of multiple City of Buffalo building codes and represents a growing liability for the neighborhood. Furthermore, the property requires substantial environmental remediation, as evidenced by its acceptance into the New York State Brownfield Cleanup Program (BCP). The site has documented environmental impacts that must be fully mitigated prior to redevelopment, adding both cost and complexity to the project. The development team has already executed a Brownfield Cleanup Agreement with the NYS Department of Environmental Conservation in December 2024. Finally, due to the age and condition of the building, the project faces considerable costs associated with meeting current building codes and life safety standards, including full upgrades to electrical, plumbing, HVAC, fire protection, accessibility, and elevator systems. These improvements, while essential, significantly increase the cost basis of the project and are not typical for standard residential development. These public safety and compliance challenges, combined with remediation obligations and high rehabilitation costs, underscore the need for ECIDA assistance to make this project viable.

Indicate census tract of project location

164

Indicate how project will eliminate slum and blight

The Iroquois Lofts project will directly eliminate slum and blight by transforming a long-vacant, deteriorating industrial building at 619 Exchange Street into a vibrant, high-quality residential community. The structure has been underutilized for over two decades and completely vacant for the past five years, resulting in significant physical decay, environmental concerns, and visual blight that negatively impact the surrounding Larkinville neighborhood. Through comprehensive rehabilitation, including historic restoration, environmental remediation, and modern code-compliant upgrades, the project will return the property to productive use, enhancing the neighborhood and contributing to the revitalization of Larkinville. The addition of 64 high quality, residential units with active on-site management will attract new residents, support local businesses, stabilize property values, and serve as a catalyst for further revitalization in the area.

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

N/A

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

City/Town

State

Zip Code

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.)

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.

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

Erie County Industrial Development Agency

Financial Statements

As of April 30, 2025

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")

Balance Sheet

April 30, 2025

	April 2025	March 2025	December 2024
ASSETS:			
Cash and Equivalents *	\$ 6,152,010	\$ 6,280,498	\$ 6,751,035
Restricted Cash & Investments *	20,664,256	20,702,885	18,075,648
Due from Affiliates	2,262,586	2,242,191	4,571,775
Due from Buffalo Urban Development Corp.	36,154	31,877	131,503
Other Receivables	246,709	313,981	173,195
Total Current Assets	<u>29,361,715</u>	<u>29,571,431</u>	<u>29,703,154</u>
Grants Receivable	5,098,789	5,177,560	5,214,764
Lease Receivable	535,007	553,692	609,283
Venture Capital Investments, net of reserves	406,247	406,247	406,247
Capital Assets	1,394,140	1,410,214	1,450,212
Total Long-Term Assets	<u>7,434,185</u>	<u>7,547,714</u>	<u>7,680,506</u>
TOTAL ASSETS	<u><u>\$ 36,795,900</u></u>	<u><u>\$ 37,119,145</u></u>	<u><u>\$ 37,383,661</u></u>
LIABILITIES & NET ASSETS			
Accounts Payable & Accrued Exp.	\$ 194,018	\$ 214,763	\$ 577,336
Lease Payable	338,348	350,165	385,321
Deferred Revenues	4,455,917	4,491,393	4,498,758
Funds Held on Behalf of Others	11,691,270	11,822,867	11,287,296
Total Liabilities	<u>16,679,553</u>	<u>16,879,187</u>	<u>16,748,711</u>
Deferred Inflows of Resources Related to Leases	535,007	553,692	609,283
Net Assets	<u>19,581,339</u>	<u>19,686,265</u>	<u>20,025,667</u>
TOTAL LIABILITIES & NET ASSETS	<u><u>\$ 36,795,900</u></u>	<u><u>\$ 37,119,145</u></u>	<u><u>\$ 37,383,661</u></u>

- * Cash and restricted cash is invested in interest bearing accounts at M&T Bank and obligations of the United States of America at Wilmington Trust. The maximum FDIC insured amount = \$250,000 with the remainder of the cash balance collateralized with government obligations by the financial institution. Collateral is not required for U.S. government obligations.

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")

Income Statement

Month of April 2025

	Actual vs. Budget		
	Actual	Budget	Variance
REVENUES:			
Administrative Fees	\$ 103,520	\$ 150,000	\$ (46,480)
Management Fees - Affiliates and Others	48,600	48,667	(67)
Rental Income	18,755	19,532	(777)
Other Income	-	250	(250)
Total Revenues	170,875	218,448	(47,573)
EXPENSES:			
Salaries & Benefits	\$ 255,029	\$ 259,818	\$ (4,789)
General Office Expenses	25,990	22,583	3,406
Building Operating Costs	1,620	6,707	(5,087)
Professional Services	8,646	5,000	3,646
Public Hearings & Marketing	5,817	10,000	(4,183)
Travel, Mileage & Meeting Expenses	1,996	2,958	(962)
Depreciation and amortization	19,607	19,607	-
Other Expenses	1,040	1,250	(210)
Total Expenses	319,746	327,925	(8,179)
SPECIAL PROJECT GRANTS:			
Revenues	\$ 62,476	\$ 433,190	\$ (370,715)
Expenses	(59,745)	(407,024)	347,279
	2,731	26,167	(23,436)
NET INCOME/(LOSS) BEFORE OTHER STRATEGIC INVESTMENTS :	(146,140)	(83,310)	(62,831)
OTHER STRATEGIC INVESTMENTS AND INITIATIVES:			
Renaissance Commerce Park Grant	\$ -	\$ (8,333)	\$ 8,333
Angola Ag Park Grant	-	(2,083)	2,083
	-	(10,417)	10,417
NET OPERATING INCOME/(LOSS) :	(146,140)	(93,726)	(52,414)
NON-OPERATING REVENUE:			
Interest Income	\$ 42,673	\$ 33,360	\$ 9,313
Interest Expense	(1,459)	(5,337)	3,878
	41,214	28,023	13,191
NET INCOME/(LOSS):	\$ (104,926)	\$ (65,704)	\$ (39,223)

ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY ("ECIDA")

Income Statement

Year to Date: April 30, 2025

	Actual vs. Budget			Actual vs. Prior Year		
	Actual	Budget	Variance	Actual	Prior Year	Variance
REVENUES:						
Administrative Fees	\$ 242,467	\$ 600,000	\$ (357,533)	\$ 242,467	\$ 582,231	\$ (339,764)
Affiliate Management Fees	195,025	195,292	(267)	195,025	156,758	38,267
Rental Income	75,280	78,127	(2,847)	75,280	71,665	3,615
Other Income	13,450	13,250	200	13,450	10,723	2,728
Total Revenues	526,222	886,669	(360,447)	526,222	821,377	(295,155)
EXPENSES:						
Salaries & Benefits	803,927	839,680	(35,753)	803,927	737,751	66,177
General Office Expenses	90,013	90,333	(320)	90,013	107,788	(17,775)
Building Operating Costs	13,129	31,996	(18,867)	13,129	13,418	(290)
Professional Services	36,590	43,000	(6,410)	36,590	36,971	(381)
Public Hearings & Marketing	33,212	40,000	(6,788)	33,212	23,862	9,350
Travel, Mileage & Meeting Expenses	8,763	11,833	(3,070)	8,763	11,898	(3,135)
Depreciation and amortization	78,430	78,430	-	78,430	88,430	(10,000)
Other Expenses	5,089	6,250	(1,161)	5,089	5,024	65
Total Expenses	1,069,153	1,141,523	(72,370)	1,069,153	1,025,143	44,011
SPECIAL PROJECT GRANTS:						
Revenues	158,719	1,732,762	(1,574,043)	158,719	213,580	(54,861)
Expenses	(122,379)	(1,628,095)	1,505,716	(122,379)	(230,587)	108,208
	36,340	104,667	(68,327)	36,340	(17,007)	53,347
NET INCOME/(LOSS) BEFORE OTHER STRATEGIC INVESTMENTS:	\$ (506,592)	\$ (150,188)	\$ (356,404)	\$ (506,592)	\$ (220,773)	\$ (285,819)
OTHER STRATEGIC INVESTMENTS AND INITIATIVES:						
Renaissance Commerce Park Grant	\$ (94,684)	\$ (100,000)	\$ 5,316	\$ (94,684)	\$ (98,064)	\$ 3,380
Angola Ag Park Grant	(5,483)	(25,000)	19,517	(5,483)	(12,545)	7,062
Other Strategic Initiatives	(0)	-	(0)	(0)	(40,525)	40,525
	(100,167)	(125,000)	24,833	(100,167)	(151,134)	50,967
NET OPERATING INCOME/(LOSS):	(606,759)	(275,188)	(331,571)	(606,759)	(371,907)	(234,852)
NON-OPERATING REVENUE:						
Interest Income	168,560	133,439	35,121	168,560	\$ 148,468	20,092
Interest Expense	(6,129)	(5,337)	(792)	(6,129)	(8,416)	2,286
	162,431	128,102	34,329	162,431	140,052	22,379
NET INCOME/(LOSS):	\$ (444,328)	\$ (147,085)	\$ (297,242)	\$ (444,328)	\$ (231,855)	\$ (212,473)

[illegible]

Totals:		Totals:		Private Investment/ Project Amount		FT Jobs Retained		PT Jobs Retained		FT Jobs Created		PT Jobs Created		Constition Jobs		Spillover Jobs		Incentive Amount	
Adaptive Reuse Subtotal																			
2025 Total		6	\$227,966,814		1,040	-	267	0							835	2,619		\$18,041,468	

²Amendatory Inducement

Tax Incentives Closed - 2025									
Closing Date	Project Name	Project City/Town	Project Amount at Closing	FT Jobs Retained	PT Jobs Retained	FT Jobs to be Created	PT Jobs to be Created	Inducement Date	Est. Project Completion Date
2/25/2025	Coca Cola Beverages Northeast, Inc.	Town of Tonawanda	\$ 21,271,633	124	0	0	0	9/22/2021	1/31/2024

Totals: Total # of Projects Closed Project Amount at closing FT Jobs Retained PT Jobs Retained FT Jobs Created PT Jobs Created

1			\$21,271,633	124	0	0	0		
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