

## Outfront Portable Solutions (a division of All Cover Portable Solutions)

### \$2,550,000 INDUCEMENT RESOLUTION

#### HIGHLIGHTS

- Eligibility: NAICS Section - **33 Manufacturing**

#### PROJECT INCENTIVES

- Approximately \$61,000 in sales tax savings. We calculated this utilizing \$200,000 for new building addition and 50% of the renovation budget



Project Title: Outfront Portable Solutions  
(a division of All Cover Portable Solutions)

Project Address: 50 Wecker Street  
Buffalo, New York 14212  
(Buffalo City School District)

SIC/NAICS: 3012/332312

#### Agency Request

An exemption from New York State sales tax in connection with the acquisition, renovation and construction of the facility.

Building Acquisition:	\$ 500,000
Renovations	1,000,000
Building Addition	200,000
Manufacturing Equipment	500,000
Non-Manufacturing Equipment	100,000
Soft Costs	<u>250,000</u>
 Total Project Cost	 \$ 2,550,000

#### Company Description

Outfront Portable Solutions (Outfront”) is establishing a new U.S. corporation to undertake this expansion project. The parent company, All Cover Portable Solutions, (“All Cover”), is a privately held corporation which has been operating in Ontario since 1997 with headquarters, manufacturing and warehousing operations located Beamsville, Ontario. The company is 100% owned by Anton Van Es and began as a manufacturer and supplier for the transportation industry in support of a business owned by Mr. Van Es.

Today the company provides portable garden centre products, industrial buildings, fencing and roll forming steel processing services. They provide custom design services, manufacturing capabilities, installation and support services for products throughout Canada and the U.S. This company prides itself in manufacturing its entire product line ‘in house’ and invests in research and development which has allowed them to remain a leader in their industry.

Some of the company’s more familiar customers include Home Depot, Wal-Mart, Krogers, Ace Hardware and Tops.

#### Project Description

Buffalo Metal Fabricating had approached the ECIDA for assistance and it soon became apparent that a potential sale might be in the company’s best interest. The BNE was contacted and reached out to companies both in the U.S. and Canada for potential buyers. Outfront had expressed an interest, toured the facility and agreed to purchase both the business and real estate.

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The acquisition of the 55,000 sq. ft. Buffalo facility will provide Outfront with access to the U.S. market. Along with the acquisition of the business, the company will construct renovations to the interior of the plant and purchase machinery and equipment. A 10,000 sq. ft. addition is also planned.

The company estimates up to three years to finalize their U.S. presence at the site since major renovations to the building are required.

As an added benefit, the Wecker Street building will be renovated to meet LEED standards.

### Project Benefits

There are currently 8 people employed by Buffalo Metal which will remain with Outfront. In addition the company anticipates employment to reach 57 people at the site after project completion.

The building on Wecker Street is currently assessed for \$254,900. With a combined tax rate of approximately \$37/1000 the tax bill is \$9,200. Any increase in the assessed valuation due either to the purchase price or from the planned renovations will translate into additional taxes for both the County of Erie and City of Buffalo.

### Project Incentives

Approximately \$61,000 in sales tax savings. We calculated this utilizing \$200,000 for new building addition and 50% of the renovation budget.

### Employment

<u>At Occupancy</u>	<u>Year 1</u>	<u>Year 3</u>
8	8	57

### Project History

05/14/2012	Public Hearing held. Transcript on file at ECIDA.
5/21/2012	Lease/Leaseback Inducement Resolution presented to Board of Directors