

Latina Boulevard Foods, LLC
\$10,000,000
INDUCEMENT RESOLUTION

ELIGIBILITY

- NAICS Section - 424410

COMPANY INCENTIVES

- Approximately \$131,250 in sales tax savings

EMPLOYMENT

- Current - 172 FT
- New Jobs Projected - 5
- Total Jobs after project completion - 177

PROJECT HISTORY

- 12/27/2016 - Public hearing held. Transcript attached
- 01/25/2017 - Lease/Leaseback Inducement Resolution presented to the Board of Directors

Project Title: Latina Boulevard Foods, LLC

Project Address: 1 Scrivner Drive
 Cheektowaga, New York 14227
 (West Seneca School District)

Agency Request

A sales tax savings in connection with the expansion of the company's footprint in an existing building.

Building Acquisition	\$ 8,500,000
Renovation	\$ 1,500,000
Total Project Cost	\$10,000,000
85%	\$ 8,500,000

Company Description

Latina Foods was founded in 1954 in Niagara Falls and is a wholesale food distributor. In 2010 the company merged with Boulevard Produce. Latina houses a USDA inspected meat processing facility and also provides fresh produce tailored to each customer order. Both divisions custom pick, pack and deliver products on their own fleet of trucks, tractor trailers and vans. The distribution area covers all of Western New York including Niagara Falls, Rochester, Syracuse, Cortland, Ithaca, Olean, Springville, Jamestown and Dunkirk.

Project Description

Latina has been at the Cheektowaga location since the beginning of 2011 where they currently lease 80,000 sq. ft. of a 430,000 sq. ft. complex. The proposed project includes purchasing the facility and expanding their footprint in the facility to 190,000 sq. ft. This expansion involves the modification of 30,000 sq. ft. to house a freezer and the addition of a 10,000 sq. ft. cooler along with the purchase of material handling equipment. Improvements such as updated HVAC will also be made to the remainder of the building.

The remainder of the building remains unoccupied but for two tenants that occupy 39,000 sq. ft. No sales tax benefits will accrue to these tenants.

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 = \$10,000,000 85% = \$8,500,000
Employment	2 Years after project completion	Maintain Base = 172 Create 85% pf Projected Projected = 5 85% = 4 Recapture Employment = 176
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	See recapture period	Adherence to Policy
Unpaid Tax	See recapture period	Adherence to Policy
Recapture Period	2 Years after project completion	Recapture of state and local sales taxes and real property taxes

Recapture applies to:

- State and local sales taxes

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 project company must certify i) total investment amount equal to or greater than 85% of amount proposed ii) confirm that company will maintain 172 jobs and create an additional 4 iii) confirm adherence to ECIDA local labor/unpaid tax/pay equity policies.