## NOTICE OF PUBLIC HEARING

Pursuant to Article 18-A of NYS General Municipal Law, the Eric County Industrial Development Agency (the "Agency") will hold a public hearing on August 29, 2016 at 9:00 a.m. at the Agency's offices, at 95 Perry Street-Suite 403, Buffalo, NY 14203 regarding:

132 Dingens St, LLC, and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf (the "Company"), has submitted an application to the Agency (a copy of which is on file at the office of the Agency) requesting the Agency to undertake a certain project (the "Project") consisting of: (i) a 13.2+/- acre parcel land located at 132 Dingens Street, City of Buffalo, Erie County, New York (the "Land"), (ii) the construction and equipping of a 76,500+/- square-foot, light industrial building for office, manufacturing, warehousing, and distribution for sublease to one or more tenants (the "Improvements"), and (iii) the acquisition and installation by the Company of certain items of machinery, equipment and other tangible personal property (the "Equipment," and collectively with the Land and the Improvements, the "Facility").

The Agency will acquire a leasehold interest in the Facility and lease the Facility back to the Company. The Company will operate the Facility during the term of the lease. At the end of the lease term, the leasehold interest will be terminated. The Agency contemplates that it will provide financial assistance to the Company for qualifying portions of the Project in the form of sales and use tax exemption benefits and mortgage recording tax exemption benefits consistent with the policies of the Agency.

A representative of the Agency will be present at the above-stated time and place to present a copy of the Application and hear and accept written and oral comments from all persons with views in favor of or opposed to the proposed financial assistance. Written comments may be submitted at this public hearing or delivered to the Agency at 95 Perry Street-Suite 403, Buffalo, NY 14203 until the comment period closes on September 27, 2016. The project application is available for public inspection at the Agency's offices Monday through Friday (excluding public holidays) from 9:00 a.m. until 4:00 p.m.

This public hearing is being conducted in accordance with Subdivision 2 of Section 859-a of the New York General Municipal Law.

Erie County Industrial Development Agency



## 132 Dingens, LLC

# Section I: Applicant Background Information

## Applicant Information - Company Receiving Benefit

**Project Name** 

Applicant Name 132 Dingens, LLC
Applicant Address 1 Babcock Street

**Applicant Address 2** 

Applicant City Buffalo

Applicant State New York

Applicant Zip 14210

**Phone** 716-825-6666 **Fax** 716-825-6773

E-mail louiscannata@gmail.com

Website pintocs.com
Federal ID# 35-2438055
NAICS Code 531110
Will a Real Estate Holding No

Company be utilized to own the Project property/facility
What is the name of the Real Estate Holding Company

Federal ID#

State and Year of

Incorporation/Organization

List of stockholders,

members, or partners of Real Estate Holding Company

# Individual Completing Application

Name Louis Cannata

Title Project Manager

Address 1 Babcock Street

Address 2

City Buffalo
State New York
Zip 14210

716-491-8464

Phone Fax

716-825-6773

E-Mail

louiscannata@gmail.com

## Company Contact (if different from individual completing application)

Name

Title

**Address** 

Address 2

City

State

Zip

Phone

Fax

E-Mail

## Company Counsel

Name of Attorney Robert Knoer
Firm Name The Knoer Group

Address 424 Main Street #1820

Address 2

City Buffalo

State New York

**Zip** 14202

Phone 716-332-0032

Fax

E-Mail info@knoergroup.com

## Identify the assistance being requested of the Agency

Exemption from Sales Tax Yes

Exemption from Mortgage Yes

Tax

Exemption from Real No

**Property Tax** 

Tax Exempt Financing\* No

## **Business Organization**

**Type of Business** Limited Liability Company

Type of Ownership

Year Established 2011 State of Organization New York

List all stockholders, members, or partners with % of ownership greater than 20%

<sup>\* (</sup>typically for not-for-profits & small qualified manufacturers)

Please include name and % of ownership.

James Panepinto

#### Applicant Business Description

# Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility

132 Dingens LLC is an entity owned by James Panepinto, who is the president of Pinto Construction Corp. James purchased the property located at 132 Dingens Street with the intent to renovate and utilize the foundation which supported the former Tops Warehouse located on premises. Pinto Construction is a local company and provides construction services such as underground infrastructure, general site work, general construction, demolition, heavy equipment specialty applications and environmental work. They are currently providing sub-contracting services for the Women's and Children Hospital and Gates Vascuiar construction projects.

Estimated % of sales within Erie County	85%
Estimated % of sales outside Erie County but within New York State	15%
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%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases

95% of construction materials are sourced from Erie County Vendors.



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

#### **Project Location**

#### Municipality or Municipalities of current operations

Buffalo, NY

Will the Proposed Project be located within a Municipality identified above?

۷۵۹

in which Municipality will the proposed project be located

Buffalo, NY

#### **Address**

132 Dingens Street

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 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 Retail Section of this application)

SBL Number for Property upon which proposed Project will be located

SBL 112.19-1-14.11

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

\$9,881.75

Assessed value of land

\$240,000

Assessed value of building(s)

\$60,000

**Are Real Property Taxes current?** 

Yes

If no please explain

Town/City/Village of Project Site

City of Buffalo

**School District of Project Site** 

City of Buffalo School District

Does the Applicant or any related entity currently hold fee title to 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 currently utilized for trailer storage with one small office building on site.

Please provide narrative of the proposed project and the purpose of the proposed project (new build, renovations, 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)

132 Dingens LLC looks to construct a free standing building totaling approximately 76,500 square feet. The building will be constructed on spec and Applicant is actively working on identifying tenants for future use. In an effort to be responsive to the needs of the market, this space will be ready to fulfill a proposed tenant's needs quickly. Applicant has received a great deal of interest regarding the site from both local and Canadian entities interested in moving their operations to WNY. This new building will stimulate the surrounding area that is ripe for commercial and manufacturing space due to it's proximity to the thruway and downtown Buffalo. The IDA benefits will be paramount to the success of this project. We are targeting light manufacturing, warehouse and distribution type tenants. No retail tenants will be locating in this facility as the property is zoned industrial.

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 how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

Our plans include the renovation and re-use the existing foundation and parking areas as a base to erect a new warehouse/manufacturing structure. This structure will fulfil! the well-documented demand for warehouse/manufacturing space in our region. There are significant challenges, risks and obviously costs involved with a project such as this and 132 Dingens St, LLC will not be able to proceed without factoring in ECIDA involvement. Also, the costs involved once the building has been constructed make a spec building such as this implausible without ECIDA benefits. Since the project is built on spec with no tenants yet identified, IDA incentives will favorably impact a bank's decision to provide financing..

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?

Project will likely not progress.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

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

Yes

Describe the present zoning/land use

Vehicle storage.

Describe required zoning/land use, if different

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

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

Yes

If yes, please explain

The site is a registered N.Y.S. Brownfield Site

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?

N/A

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, please explain.

N/A

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

N/A

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

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

Retail Sales No Services No

For purposes of this question, 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.

Yes Manufacturing

No Mixed Use

No Acquisition of Existing Facility

No Housing

No Back Office

No Civic Facility (not for profit)

No Equipment Purchase

No Retail

No Other

## **Project Information**

## Estimated costs in connection with project

## Land and/or Building Acquisition

\$ 0 square feet 13 acres

**New Building Construction** 

\$ 5,000,000 76,500 square feet

New Building addition(s)

\$0 square feet

Infrastructure Work

\$0

Renovation

\$ 0 square feet

**Manufacturing Equipment** 

\$0

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

\$ 0

Soft Costs: (professional services, etc.)

\$ 250,000

**Other Cost** 

\$0

**Explain Other Costs** 

**Total Cost** 

\$5,250,000

Project Refinancing; estimated amount (for refinancing of existing debt only)

\$0

Have any of the above costs been paid or incurred as of the date of this Application?

Yes

If Yes, describe particulars:

Approximate \$1,500,000 on infrastructure-site improvements to date

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):

\$ 750,000

**Bank Financing:** 

\$ 4,500,000

Tax Exempt Bond (ssuance (if applicable):

¢ r

Taxable Bond Issuance (if applicable):

\$0

Public Sources (Include sum total of all state and federal grants and tax credits):

\$0

### Identify each state and federal grant/credit:

National Grid - \$300,000

## **Total Sources of Funds for Project Costs:**

\$5250000.00

Has a financing preapproval letter or loan commitment letter been obtained?

<BLANK>

#### Mortgage Recording Tax Exemption Benefit:

Estimated Mortgage Amount (Sum total of all financing - construction and bridge).

\*Amount of mortgage, if any, that would be subject to mortgage recording tax.

\$ 4,500,000

#### Lender Name, if Known

## Estimated Mortgage Recording Tax Exemption Benefit (product of Mortgage Amount as indicated above multiplied by 1%):

\$45000.00

## Construction Cost Breakdown:

#### **Total Cost of Construction**

\$5,000,000

(sum of 2,3,4,5, and/or 7 in Question K, above)

#### Cost for materials

\$ 2,750,000

#### % sourced in Erie County

80%

#### % sourced in State

100% (including Erie County)

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

\$ 2,750,000

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

\$ 240,625

#### 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:

# For proposed facility please include # of sq ft for each of the uses outlined below

Manufacturing/Processing	76,500 square feet	<b>Cost</b> \$ 5,000,000	% of Total Cost 100
Warehouse	square feet		0
Research & Development	square feet	\$0	0
Commercial	square feet	\$0	0
Retail	square feet	\$0	0
Office	square feet	\$0	0
		\$0	0

**Specify Other** 

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

Will project result in significant utility infrastructure cost or uses

Yes

What is your project timetable (Provide dates)

Start date: acquisition of equipment or construction of facilities

10/1/2016

End date: Estimated completion date of project

7/1/2017

Project occupancy: estimated starting date of operations

7/1/2017

Have construction contracts been signed?

No

Have site plans been submitted to the appropriate planning department for approval?

Yes

Has the Project received site plan approval from the appropriate planning department?

Yes

Is project necessary to expand project employment?

No

Is project necessary to retain existing employment?

No

Employment Plan (Specific to the proposed project location):

	Current # of jobs at proposed project location or to be relocated at project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion **
Full time	0	0	25	25
Part time	0	0	0	0
Total	0	0	25	

<sup>\*\*</sup> The Labor Market Area includes the Counties of Erie, Niagara, Genesee, Cattaraugus, Wyoming and Chautauqua. For the purposes of this question, please estimate the number of FTE and PT jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column.

\*\*\*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). This estimate, based on information provided above, will be included within the PILOT worksheet in the additional documents section.

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	Average Salary	<b>Average Fringe Benefits</b>
Management	\$0	\$0
Professional	\$ C	\$0
Administrative	\$0	\$0
Production	\$0	\$0
Independent Contractor	\$0	\$0
Other	\$ 30,000	\$0

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

Will any of the facilities described above be closed or subject to reduced activity?

No

Payro!l Information

**Annual Payroll at Proposed Project Site** 

\$ 750,000

Estimated average annual salary of jobs to be retained

\$ 30,000

Estimated average annual salary of jobs to be created

\$30,000

Estimated salary range of jobs to be created

From \$ 30,000 To \$ 30,000

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

n/a

What competitive factors led you to inquire about sites outside of New York State?

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

Do you anticipate applying for any other assistance for this project?

Yes

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)
485b

# Section III: Facility Type - Single or Multi Tenant

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

Single Use Facility

## For Single Use Facility

**Occupant Name** 

N/A

**Address** 

**Contact Person** 

**Phone** 

Fax

E-Mail

Federal ID#

SIC/NAICS Code

## Multi-Tenant Facility

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

Have any tenant leases been entered into for this project?

No

If yes, please fill out a tenant form in section VII, for each tenant.

**Current Address (city, Tenant Name** 

state, zip)

# of sq ft and % of total to be business, products services, % of sales in Erie occupied at new projet site Co.

# Ì

## Section VI: 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.

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant No from one area of the state to another area of the state?

Will the project result in the abandonment of one or more plants or facilities of the Project No occupant located within the state?

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 or abandonment of an existing facility?

Within New York State No
Within Erie County No

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

No

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

No

What factors have lead the project occupant to consider remaining or locating in Erie County?

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

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 VII: Adaptive Reuse Projects**

Are you applying for tax incentives under the Adaptive Reuse Program?	No
What is the age of the structure (in years)?	0
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.	0
If underutilized, number of years underutilized.	0
Describe the use of the building during the time it has been underutilized:	
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)	No
If yes, please provide dollar amount of income being generated, if any	\$
Does the site have historical significance?	No
Are you applying for either State/Federal Historical Tax Credit Programs?	No
If yes, provide estimated value of tax credits	\$

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)

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

Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments

# Se

**Section VIII: Senior Citizen Rental Housing Projects** 

Are you applying for tax incentives under the Senior Rental Housing policy?

No

Has the project received written support from the city, town or village government in which it is located?

No

Describe the location of the project as it relates to the project's proximity to the town / village / city center or to a recognized hamlet.

City Of Buffalo

Is the project consistent with the applicable municipal master plan?

No

If yes, please provide a narrative identifying the master plan (by name) and describing how the project aligns with the plan details

Does the project advance efforts to create a walkable neighborhood and community in proximity to important local amenities and services?

No

If yes, please provide a narrative describing the walkable nature of the project including access seniors would have to specific neighborhood amenities.

Has a market study shown that there is a significant unmet need in the local community or specific neighborhood where seniors are unable to find appropriate housing opportunities?

<BLANK>

Is the project located in an area (defined as a 1-5 mile radius of the project site) where there are significant local resident populations that are at or below the median income level?

<BLANK>

If yes, please describe how you made this determination based upon census tract and other relevant third party data.

Does the project provide amenities that are attractive to seniors and differentiates the project from standard market rate housing?

<BLANK>

If yes, please describe these amenities (examples may include: community rooms, social / recreational activity areas, senior-oriented fixtures and safety amenities, security systems, call systems, on site medical services)

Are there impediments that hinder the ability to conventionally finance this project and /or negatively impact the project's return on investment?

<BLANK>

If yes, please briefly summarize the financial obstacles to development that this project faces without IDA or other public assistance. Please provide the IDA 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)

Will the project target (and maintain during the incentive period) a minimum 50% occupancy rate of senior citizens whose income is at or below 60-80% of the median income for Erie County?

No

If yes, please describe provide a narrative citing key facts that substantiate this finding.

# Section IX: Retail Determination

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.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?

0%

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

If the answer to A is Yes <u>AND</u> the answer to Question B is greater than <u>33.33%</u>, indicate which of the following questions below apply to the project:

Will the project be operated by a not-for-profit corporation?

<BLANK>

Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located?

<BLANK>

If yes, please provide a third party market analysis or other documentation supporting your response.

is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services? <BLANK>

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York?

<BLANK>

If yes, explain

Is the project located in a Highly Distressed Area?

<BLANK>