

# BTC Block 1/21, Inc. /Uniland Development Company

## \$32,694,221

### INDUCEMENT RESOLUTION

#### HIGHLIGHTS

- Eligibility: NAICS Section - **53 Real Estate**

#### COMPANY INCENTIVES

- Up to \$320,000 in mortgage tax savings
- Approximately \$1,100,000 in sales tax savings
- \* Approximately \$3,500,000 in real property tax abatement. Based on the plan of acquisition, Catholic Health anticipates purchasing the facility from the developer in approximately two years. At that time the facility would be fully exempt.



Project Title: BTC Block 1/21, Inc. /Uniland Development Company

Project Address: 144 Genesee Street  
 Buffalo, New York 14203  
 (Buffalo City School District)

SIC/NAICS: 6513/5311110

#### Agency Request

Sales tax, mortgage tax and a real property tax exemption in connection with the construction of 140,000 sq. ft., six story, Class A office building and parking structure for lease to Catholic Health.

Land Acquisition	\$ 2,865,470
New Building Construction	25,046,438
Soft Costs	3,048,219
Other	1,734,094
 Total Project Cost	 \$ 32,694,221

#### Company Description

BTC Block 1/21, Inc. is an affiliate of Uniland Development Company. Uniland is engaged in real estate development, construction, leasing and management of various industrial and commercial properties throughout the Western New York region.

#### Project Description

Uniland through its affiliate BTC Block 1/21, Inc. will be constructing a 140,000 sq. ft., six story, Class A office building. The project is a “build-to-suit” development and will ultimately serve as the administrative offices and regional training center for Catholic Health, Inc. In addition to the office building, a three-level parking garage (197,000 sq. ft.) and adjacent surface parking will provide over 700 parking spaces for users of the facility.

Catholic Health, one the largest healthcare providers in Western New York, has expressed a strong interest in relocating their corporate headquarters closer to downtown Buffalo. This location will put them in close proximity to the extensive and growing Buffalo Niagara Medical Campus. Several owned and leased facilities located throughout Erie County (Cheektowaga/West Seneca/Buffalo/Tonawanda) will be consolidated into this new, centrally located complex.

The Corporate Administrative & Training Center will significantly increase Catholic’s Health’s capacity to hire and train healthcare professionals and consolidation of the back office operations will allow for increased efficiencies.

Catholic Health was formed in 1998 with the combination of four existing acute care facilities. The company is a not for profit entity sponsored by the Diocese of Buffalo, Daughters of Charity and Sisters of Mercy.

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## Project Benefits

By bringing a wide range of healthcare and business competencies to a downtown training center, Catholic Health will be able to provide training, skills, certification and recertification for as many as 15,000 of the region's healthcare workforce annually and enable them to provide care in the types of delivery models prescribed by recent legislation.

The Genesee Street location has been vacant for over 30 years and due to its unique location and configuration has been difficult to develop. Development of the site is important as its location is not only in the medical campus area but is also at the gateway to the City of Buffalo. The consolidation into one location of offices spread throughout 4 different municipalities will increase coordination and efficiencies in the delivery of healthcare in Western New York.

The investment being made by Catholic Health complements the millions of dollars of investment already made in the Buffalo Niagara Medical Campus and develops an important, long vacant parcel located at the gateway to the City of Buffalo.

Catholic Health in collaboration with BOCES, WIB, EOC and others will develop training programs and certifications necessary skills for employment in healthcare.

## Impact on Taxes

Current Assessment per County records	Current Yearly Taxes	PILOT Revenues 7 Years County	PILOT Revenues 7 Years City
	\$4,621	\$149,000	\$788,000
Combined Tax Rate: \$34.43			

## Project Incentives

- Up to \$320,000 in mortgage tax savings. At present time the mortgage is estimated to be \$27,000,000
- Approximately \$1,100,000 in sales tax savings
- Approximately \$3,500,000 in real property tax abatement. Based on the plan of acquisition, Catholic Health anticipates purchasing the facility from the developer in approximately two years. At that time the facility would be fully exempt.

## Employment

<u>Current:</u>	<u>Year 2 (after completion of Project)</u>
601	652

## Project History

11/20/2012	City of Buffalo Planning adopts a Negative Declaration in accordance with SEQRA.
12/27/2012	Public hearing conducted. Transcript attached.
01/14/2013	Lease/Leaseback Inducement Resolution presented to Board of Directors.