

**ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**AND**

**HERTEL PACIFIC, LLC**

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**FIRST AMENDMENT TO PAYMENT IN LIEU OF TAX AGREEMENT**

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*The Project consisting of: (i) a leasehold interest in a 0.46+/- acre parcel of land located at 211 Hertel Avenue, City of Buffalo, Erie County, New York, in the City's Black Rock community (the "Land") improved thereon with an existing 8,500+/- SF former manufacturing facility (the "Existing Improvements"), (ii) the renovation, upgrading and equipping of the Existing Improvements into office space for a software engineering, digital marketing and design agency (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, the Existing Improvements and the Improvements, the "Facility")*

First Amendment Dated as of: June 1, 2022

Termination Date: December 31, 2029

SBL No.: 77.81-6-23

Affected Tax Jurisdictions: Erie County  
City of Buffalo

Prepared by:  
Harris Beach PLLC  
726 Exchange Street, Suite 1000  
Buffalo, New York 14210  
(716) 200-5050

## **FIRST AMENDMENT TO PAYMENT IN LIEU OF TAX AGREEMENT**

THIS FIRST AMENDMENT TO PAYMENT IN LIEU OF TAX AGREEMENT (the "First Amendment to PILOT"), dated as of the 1st day of June, 2022, by and between **ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**, a public benefit corporation duly existing under the laws of the State of New York with offices at 95 Perry Street, Suite 403, Buffalo, New York 14203 (the "Agency") and **HERTEL PACIFIC, LLC**, a limited liability company duly organized, validly existing and in good standing under the laws of the State of New York, with offices at 211 Hertel Avenue, Buffalo, New York 14207 (the "Company").

### **WITNESSETH:**

WHEREAS, the Agency was created by Chapter 293 of the Laws of 1970 of the State of New York pursuant to Title I of Article 18-A of the General Municipal Law of the State of New York (collectively, the "Act") as a body corporate and politic and as a public benefit corporation of the State of New York; and

WHEREAS, the Agency and the Company previously entered into that certain Payment In Lieu Of Tax Agreement (the "PILOT Agreement"), dated as of February 1, 2020, with respect to the Company's property located at 211 Hertel Avenue, City of Buffalo, Erie County, New York (the "Facility"); and

WHEREAS, at the written request of the Company and pursuant to Section 1 of the PILOT Agreement, the Agency and the Company have agreed to delay the implementation of the PILOT Agreement by one year, amend the expiration date in the PILOT Agreement by one year, and to revise Schedule A of the PILOT Agreement in accordance with this First Amendment to PILOT; and

WHEREAS, the Agency and the Company desire to amend the PILOT Agreement in accordance with the terms of this First Amendment to PILOT Agreement.

NOW, THEREFORE, in consideration of the covenants contained herein, and other good and valuable consideration the receipt and sufficiency of which are hereby acknowledged, it is mutually agreed as follows:

1. Section 1, entitled Agency Tax Exemption of the PILOT Agreement is amended and restated as follows:

Section 1. Agency Tax Exemption. Subject to the completion and filing of a Form RP-412-a, Application for Real Property Tax Exemption (the "RP-412-a"), by the Taxable Status Date of **December 1, 2022** (the "Taxable Status Date"), and the approval of the RP-412-a by the Assessor, the Project shall be exempt from real estate taxes commencing with the:

- (a) 2023 tax fiscal year of the County, and
- (b) 2022-2023 tax fiscal year of the City

This PILOT Agreement shall expire on December 31, 2029; *provided, however*, the Company shall pay the 2030 Erie County and 2029-2030 City tax bills on the dates and in the amounts as if the Agency were not in leasehold on the tax status date with respect to said tax years. The Company shall provide the Agency with all information required to complete the RP-412-a Application and shall provide such additional information and take such actions as are required by the Assessor in order to process and approve the RP-412-a Application. In the event the exemption from real estate taxes is denied for any reason, the Company agrees to pay all real estate taxes levied upon the Project as they become due. To the extent permitted by law, the Company shall have the right to protest such denial subject, however, to the conditions set forth in Section 8.1 of the Leaseback Agreement. The Company hereby waives any claim or cause of action against the Agency, and releases the Agency from any liability to the Company arising from the denial of an exemption from real estate taxes except to the extent that such denial results solely from the failure of the Agency to file the RP-412-a Application with the Assessor by the Taxable Status Date.

2. Section 3, entitled Taxing Authorities and Amounts, of the PILOT Agreement is hereby amended and restated as follows:

(1) Until the commencement of the tax fiscal years set forth in subparagraph (2) below, the Company shall continue to pay all appropriate taxing authorities all taxes due as if the Agency did not have an interest in the Project. As set forth below, the total payments in lieu of taxes required under this PILOT Agreement are allocated among the affected tax jurisdictions in proportion to the amount of real property tax and other taxes which would have been received by each affected tax jurisdiction had the Project not been tax exempt due to the status of the Agency. Thereafter, the Company shall make payments in lieu of taxes to all appropriate taxing authorities in accordance with this section. For each taxing authority, such payments in lieu of taxes shall have a land component, an existing improvements component, and a variable component.

(a) The land component ("Land Component") shall be equal to the product of:

(i) The then current tax rate for the then current tax fiscal year

x

(ii) Then current assessed valuation that is to be determined by the Assessor of the City of Buffalo of the non-depreciable portion of all tax parcels comprising the Project (assessed as land).

(b) The existing improvements component ("Existing Improvements Component") shall be equal to the product of:

(i) The then current tax rate for the then current tax fiscal year

x

(ii) The assessed valuation that has been determined to be **\$88,000.00** (the "Pre-Project Existing Improvements Assessment Amount") which was calculated as the total current assessment of SBL No. 77.81-6-23 (assessed as buildings or other improvements).

(c) The variable component (“Variable Component”) shall be equal to the product of:

(i) The then current tax rate for the then current tax fiscal year

x

(ii) The difference between 1) the then current assessed valuation that is to be determined by the Assessor of the City of Buffalo of all buildings and improvements comprising the Project and 2) \$88,000.00 (the Pre-Project Existing Improvements Assessment Amount)

x

(iii) A payment factor applicable to such tax fiscal year as shown on Schedule A attached hereto.

(2) For the periods of time indicated below, the Company shall make the indicated payments in lieu of taxes to the indicated taxing authorities:

(a) County PILOT Payments. Payments in lieu of general levy real estate taxes to the County for each of the tax fiscal years 2023 through 2029, or until termination of the Leaseback Agreement, whichever date occurs first, shall be in an amount equal to the sum of the County Land Component Payment plus the County Existing Improvements Component Payment plus the County Variable Component Payment (as such terms are depicted above and defined below) for each such tax fiscal year. The County Land Component Payment for each tax fiscal year shall be in an amount equal to the County Tax rate then in effect for such tax fiscal year, applied against the then current assessed valuation that is to be determined by the Assessor of the City of Buffalo of the non-depreciable portion of all tax parcels constituting the Project (assessed as land). The County Existing Improvements Component Payment for each tax fiscal year shall be in an amount equal to the County tax rate in effect for such tax fiscal year, applied against the Pre-Project Existing Improvements Assessment Amount, determined by the Assessor of the City of Buffalo to be \$88,000.00. The County Variable Component Payment for each tax fiscal year shall be an amount equal to the County tax rate then in effect for such tax fiscal year, applied to the product of (i) the difference between (1) the then current assessed valuation that is to be determined by the Assessor of the City of Buffalo of the depreciable portion of all tax parcels comprising the Project (assessed as buildings or other improvements), and (2) \$88,000.00 (the Pre-Project Existing Improvements Assessment Amount) and (ii) the payment factor applicable to such tax fiscal year as shown on Schedule A attached hereto and made a part hereof. Each such payment shall be delivered to County of Erie, Room 100, 95 Franklin Street, Buffalo, NY 14202, or such other place as may be designated from time to time by the County. Payments for each tax fiscal year must be made by February 15 of that year, or such payment shall be considered delinquent.

(b) City PILOT Payments. Payments in lieu of general levy real estate taxes to the City for each of the tax fiscal years 2022-2023 through 2028-2029, or until termination of the Leaseback Agreement, whichever date occurs first, shall be in an amount equal to the sum of the City Land Component Payment plus the City Existing Improvements Component Payment plus the City Variable Component Payment (as such terms are depicted above and defined below) for each such tax fiscal year. The City Land Component Payment for each tax fiscal year shall be in

an amount equal to the City Tax rate then in effect for such tax fiscal year, applied against the then current assessed valuation that is to be determined by the Assessor of the City of Buffalo of the non-depreciable portion of all tax parcels constituting the Project (assessed as land). The City Existing Improvements Component Payment for each tax fiscal year shall be in an amount equal to the City tax rate in effect for such tax fiscal year, applied against the Pre-Project Existing Improvements Assessment Amount, determined by the Assessor of the City of Buffalo to be \$88,000.00. The City Variable Component Payment for each tax fiscal year shall be an amount equal to the City tax rate then in effect for such tax fiscal year, applied to the product of (i) the difference between (1) the then current assessed valuation that is to be determined by the Assessor of the City of Buffalo of the depreciable portion of all tax parcels comprising the Project (assessed as buildings or other improvements), and (2) \$88,000.00 (the Pre-Project Existing Improvements Assessment Amount) and (ii) the payment factor applicable to such tax fiscal year as shown on Schedule A attached hereto and made a part hereof. Each such payment shall be delivered to the City of Buffalo, Attn: City Assessor or such other place as may be designated from time to time by the City. Fifty-percent (50%) of each required annual payment for each City tax fiscal year must be made by July 31 of that year, with the balance to be made by December 31 of such year (unless otherwise required by the City), or such payment shall be considered delinquent.

(c) In addition to the foregoing, the Company shall pay all special district charges, special assessments and special ad valorem levies (specifically including but not limited to any fire district charges or "curb charges") and pure water charges and sewer charges that are levied against the Project are to be paid in full in accordance with normal billing practices as if the Agency did not have an interest in the Project.

(3) Valuation of Future Additions to the Facility. If there shall be a future addition to the Facility constructed or added in any manner after the date of this PILOT Agreement, the Company shall notify the Agency of such future addition ("Future Addition"). The notice to the Agency shall contain a copy of the application for a building permit, plans and specifications, and any other relevant information that the Agency may thereafter request. Upon the earlier of substantial completion, or the issuance of a certificate of occupancy for any such Future Addition to the Facility, the Company shall become liable for payment of an increase in the total payments in lieu of taxes payable under this PILOT Agreement ("Total PILOT Payment"). The Agency shall notify the Company of any proposed increase in the Total PILOT Payment related to such Future Addition. If the Company shall disagree with the determination of assessed value for any Future Additions made by the Agency, then and in that event that valuation shall be fixed by a court of competent jurisdiction. Notwithstanding any disagreement between the Company and the Agency, the Company shall pay the increased PILOT payment until a different Total PILOT Payment shall be established. If a lesser Total Annual Payment is determined in any proceeding or by subsequent agreement of the parties, the Total PILOT Payment shall be re-computed and any excess payment shall be refunded to the Company or, in the Agency's sole discretion, such excess payment shall be applied as a credit against the next succeeding PILOT payment(s).

(4) The payments required under Paragraph (2) of this section shall in no event be more than would be otherwise payable as taxes if the Agency did not have an interest in the Project.

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(5) Upon the termination of the periods shown in Paragraph (2) of this section, for the respective taxing authorities, the Company shall make full payment in lieu of all taxes on the Project as if the Agency did not have an interest in the Project.

3. Schedule A attached to the PILOT Agreement is hereby replaced with Schedule A attached hereto.

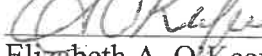
4. Unless otherwise amended and modified by this First Amendment to PILOT, the terms of the PILOT Agreement shall remain unchanged and in full force and effect. This First Amendment to PILOT shall in no way be construed as a waiver of any of the rights or remedies of the Agency or a release or waiver by the Agency of any Event of Default under the PILOT Agreement. The Agency hereby reserves all such rights and remedies.

*[Remainder of this page left intentionally blank]*


[Signature Page to First Amendment to PILOT]

IN WITNESS WHEREOF, the parties hereto have executed this First Amendment to PILOT as of the day and year first written above.

**ERIE COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY**


BY:   
Name: Elizabeth A. O'Keefe  
Title: Vice President of Operations

**HERTEL PACIFIC, LLC**

By:   
Name: Matthew Mombrea  
Title: Member

STATE OF NEW YORK )  
COUNTY OF ERIE ) SS.:


On the 15<sup>th</sup> day of September, 2022, before me, the undersigned, personally appeared **ELIZABETH A. O'KEEFE**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that she executed the same in her capacity, and that by her signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

  
Notary Public

**LORIA SZEWCZYK**  
Notary Public, State of New York  
No. 01SZ5030580  
Qualified in Erie County  
Commission Expires 07/18/ 2026

STATE OF NEW YORK )  
COUNTY OF ERIE ) SS.:

On the 7<sup>th</sup> day of September, 2022, before me, the undersigned, personally appeared **MATTHEW MOMBREA**, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual, or the person upon behalf of which the individual acted, executed the instrument.

  
Notary Public

**JULIA MOMBREA**  
NOTARY PUBLIC, STATE OF NEW YORK  
QUALIFIED IN ERIE COUNTY  
My Commission Expires May 04, 2025

PILOT Agreement dated as of February 1, 2020,  
as amended by the First Amendment to PILOT Agreement dated as of June 1, 2022,  
by and between Erie County Industrial Development Agency,  
and Hertel Pacific, LLC  
SBL No. 77.81-6-23  
Expiration of Leaseback: December 31, 2029

#### SCHEDULE A

Project/PILOT Tax Year			Payment Factor
	County	City	
Project Year 1	2021	2020-2021	N/A-As if owned
Project Year 2	2022	2021-2022	N/A-As if owned
PILOT Year 1	2023	2022-2023	10%
PILOT Year 2	2024	2023-2024	10%
PILOT Year 3	2025	2024-2025	20%
PILOT Year 4	2026	2025-2026	20%
PILOT Year 5	2027	2026-2027	30%
PILOT Year 6	2028	2027-2028	30%
PILOT Year 7	2029	2028-2029	30%