



CITY OF BUFFALO

BYRON W. BROWN
MAYOR



October 6, 2014

Mr. John C. Cappellino
Erie County Industrial Development Agency
143 Genesee Street
Buffalo, New York 14203

RE: 760 Seneca Street

Dear Mr. Cappellino:

This letter expresses my support for the proposed redevelopment of 760 Seneca Street by SelectOne RE Holdings and its request to the Erie County Industrial Development Agency (ECIDA) for consideration of an exemption on sales tax; mortgage recording fees and property tax through the Adaptive Reuse program. SelectOne plans to move its corporate headquarters from Williamsville occupying 8,000 sq.ft. with the remaining 4,000 slated for an additional commercial tenant.

This proposal utilizes a creative \$1.7 million adaptive reuse of a historical building located in the 'Larkinville' area of Buffalo. This 1890 era circa building has been vacant for more than ten years and is one of the last undeveloped properties in the core area of Larkinville. The project will bring with it fifteen jobs and add an additional six.

Once again, I strongly support this project and look forward to the positive impact it will have on an area of Buffalo that continues to see creative repurpose of historically significant buildings.

Sincerely,

A handwritten signature in black ink that reads "Byron W. Brown".

Byron W. Brown
Mayor

Public Hearing Comment Submission - October 2, 2014
Ron Faso - SelectOne RE Holdings

SelectOne RE Holdings, is a Real Estate holding company and Affiliate Company of SelectOne Search, LLC. SelectOne Search was founded in 2005 and is a regional temporary and Permanent Placement staffing agency with offices in Williamsville NY, specializing in Financial, Accounting, Information Technology, and Engineering disciplines, across a number of different industry sectors. The company has current headcount of 15 (14 FT/ 1PT). Major clients include M&T Bank, First Niagara Financial Group, and Citigroup. The company also services hundreds of other small to mid-size companies throughout the WNY area and on a national basis.

Our intent is to purchase and completely renovate an abandoned, unused 1890 era building at 760 Seneca Street in Buffalo. We currently lease approximately 4,000 sq. feet in Williamsville, and our company headcount has grown over 100% in the past 3 years (with an average annual salary of over \$75,000 each), necessitating the need for a much larger office space. In order to continue our planned growth and expand our geographic reach beyond WNY, a significant increase in office space is needed. The project comes with a significant price tag of \$1.7m, and without ECIDA incentives, ownership and renovation of a historic HQ building would likely not be possible. The incentives available dramatically decrease the cost of the project and bring it more in line with what a simple purchase of an existing functioning building would be. With the incentives we should be able to complete a historic renovation in Larkinville and bring an old, unused building back to use in a historically accurate way, and back on the tax rolls.

The building has 3 floors and consists of approximately 12,000 usable sq. feet of office space. Our plan is to occupy the top 2 floors (67%) of the building and lease the first floor out to a yet to be determined professional service (architect, attorney, engineers, accountants, etc) company. We do not plan to house a retail operation on the first floor. In addition our plan is to restore the building to its original design which includes removing the bricked in first floor façade and replacing it with period glass based on the original design.

Our goal is to increase headcount over the next 3 years to a total of 22 as a result of the project and expand our reach geographically and nationally.

PUBLIC HEARING SCRIPT

SelectOne RE Holdings, LLC and/or
Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or
to be formed on its behalf Project

Public Hearing to be held on October 2, 2014 at 9:00 a.m.,
at the Erie County Industrial Development Agency's office located
at 95 Perry Street, Suite 403, Buffalo, New York 14203

ATTENDANCE

First Option: To be followed when no Members of the Public are in attendance:

Hearing Officer noted that no Members of the Public are in attendance.

ADJOURNMENT.

As there were no comments, the Hearing Officer closed the hearing at 9:15 a.m.

Second Option: To be followed when Members of the Public are in attendance:

1. WELCOME: Call to Order and Identity of Hearing Officer.

Hearing Officer: *Welcome. This public hearing is now open; it is 9:00 a.m. My name is Grant Lesswing. I am the Business Development Officer of the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing.*

2. PURPOSE: Purpose of the Hearing.

Hearing Officer: *We are here to hold the public hearing on the SelectOne RE Holdings, LLC and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf project. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Monday, September 22, 2014.*

3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.

Hearing Officer: *The proposed project (the "Project") consists of: (i) the leasehold interest in a .36+/- acre parcel of land located at 760 Seneca Street in the City of Buffalo, Erie County, New York (the "Land") together with an existing 12,000+/- SF three-story brick building thereon (the "Existing Improvements"), (ii) the renovation, upgrading and equipping of the Existing Improvements thereon into the new corporate headquarters of the Company consisting of the second and third floors (8,000+/- SF) and commercial tenant space on the first floor (4,000+/- SF) (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").*

The proposed financial assistance contemplated by the Agency includes sales and use tax exemption benefits, mortgage recording tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's uniform tax exemption policy).

4. FORMAT OF HEARING: Review rules and manner in which the hearing will proceed.

Hearing Officer: *All those in attendance are required to register by signing the sign-in sheet at the front of the room; you will not be permitted to speak unless you have registered. If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203 until the comment period closes on October 21, 2014. There are no limitations on written comments.*

5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: *If anyone is interested in making a comment, please raise your hand, state your name and address; if you are representing a company, please identify*

the company. I request that speakers keep comments to 5 minutes, and if possible, 3 minutes.

The Hearing Officer calls on those who raise their hand.

[Insert transcription of public comments here.]

-OR-

Hearing Officer: *Note that no one in attendance wished to make a comment.*

6. ADJOURNMENT.

As there were no further comments, the Hearing Officer closed the public hearing at 9:15 a.m.

