The Erie County Industrial Development Agency (ECIDA)



# Pfannenberg

Instructions and Insurance Requirements Document

# Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

### Applicant Information - Company Receiving Benefit

	Dig Foot
Project Name	Big Foot
Project Summary	Purchase New facility for relocation of manufacturing operations and America's Sales HQ
Applicant Name	Pfannenberg INC & Pfannenberg US Reality LLC
Applicant Address	68 Ward Rd
Applicant Address 2	
Applicant City	Lancaster
Applicant State	New York
Applicant Zip	14086
Phone	(716) 685-6866
Fax	
E-mail	Douglas_Horsmon@pfannenbergusa.com
Website	https://www.pfannenbergusa.com/
NAICS Code	334512
<b>Business Organization</b>	
Type of Business	
Corporation	
Year Established	
2016	
State	
New York	
Indicate if your business is 519	6 or more (Check all boxes that apply)
[No] Minority Owned [No] Woman Owned	
Indicate Minority and/or Wom	nan Owned Business Certification if applicable (Check all boxes that apply)
[No] NVS Certified	

[No] NYS Certified [No] Erie Country Certified

### Individual Completing Application

Name	Douglas Horsmon
Title	Controller
Address	68 Ward Rd
Address 2	
City	Lancaster
State	New York
Zip	14086
Phone	(716) 685-6866
Fax	
E-Mail	Douglas_Horsmon@pfannenbergusa.com

# Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application	No
Name	Robert Kapilevich
Title	President
Address	68 Ward Rd
Address 2	
City	Lancaster
State	New York
Zip	14086
Phone	(716) 685-6866
Fax	
E-Mail	robert.kapilevich@pfannenbergusa.com

# Company Counsel

Name of Attorney Kevin Talbot			
Firm Name	Name Hodgson Russ LLP		
Address	The Guaranty Building   140 Pearl Street, Suite 100		
Address 2			
City	Buffalo		
State	New York		
Zip	14021		
<b>Phone</b> (716) 856-4000			
Fax			
E-Mail ktalbot@hodgsonruss.com			
Benefits Requested (select all that apply)			
Exemption from Sales Tax Yes		Yes	
Exemption from Mortgage Tax No		No	

11/21/24, 7:36 AM	The Erie County Industrial Development Agency (ECIDA)
Exemption from Real Property Tax	No
Tax Exempt Financing*	No
* (typically for not-for-profits & small qualified manufact	turers)

#### Applicant Business Description

# Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.

Pfannenberg is a Global Manufacturer of Thermal Management, Liquid Cooling Solutions and Signaling Technologies. Our Thermal Management products are used by some of the largest companies worldwide to keep their electronics cool and safe, protecting critical manufacturing processes. Our Liquid Cooling solutions provide the critical cooling required for manufacturing processes including machine tooling, plastic injection molding equipment, food & beverage extrusion equipment and x-ray/vision systems, to name a few. Our visual and acoustic signaling devices protect personnel and equipment satisfying numerous alarm, warning, and indication requirements, including: machinery operating status, process monitoring, system startup, and building or area evacuation due to fire, toxic gas leak, chemical spill, or intruder alert. We are global, with our international Headquarters located in Hamburg, Germany and our North-American Headquarters located in Lancaster, NY.

Estimated % of sales within Erie County	1%
Estimated % of sales outside Erie County but within New York State	3 %
Estimated % of sales outside New York State but within the U.S.	91%
Estimated % of sales outside the U.S.	5 %
(*Percentage to equal 100%)	

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

17

#### Describe vendors within Erie County for major purchases

Wendel Companies will sub-contract the \$5M building renovation Sheet Metal Corrugate Seals & Gaskets

# Section II: Eligibility Questionnaire - Project Description & Details

#### Project Location

#### Address of Proposed Project Facility

13595 Broadway Alden, NY 14004

#### Town/City/Village of Project Site

Alden

#### **School District of Project Site**

Alden

#### **Current Address (if different)**

#### Current Town/City/Village of Project Site (if different)

#### SBL Number(s) for proposed Project

119.08-3-15

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

#### 104,335

#### If amount of current taxes is not available, provide assessed value for each.

Land \$ 0 Building(s)

\$0

If available include a copy of current tax receipt.

#### Are Real Property Taxes current at project location?

Yes

#### If no please explain

\*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

#### Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase 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?

Yes

#### Describe the present use of the proposed Project site (vacant land, existing building, etc.)

Existing Building & Land Prior manufacturing site

# Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated 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)

Renovate existing Office spaces to accommodate full work staff along with creating a cafeteria space for staff. The manufacturing space is in need of renovation to accommodate our operations and setup for future growth. Examples of renovation are loading dock upgrades and full creation of a graded dock that trucks can back into. There are areas of demolition needed, 2 large scaffold areas along with a testing lab, and creation of manufacturing/ quality/ warehousing. The site will be gutted and rebuilt to suite Pfannenberg's need.

#### Municipality or Municipalities of current operations

Lancaster

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

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?

Yes

If the Proposed Project is located in a different Municipality within New York State 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?

Yes

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

#### 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, type of assistance offered and provide supporting documentation available

#### 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

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:

Current Ownership evaluating various scenario's and locations for future operations. Assistance would help guarantee the manufacturing stays in Erie county and we can continue to grew and expand our operations.

Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

Without assistance Pfannenberg potentially will not be able to add the needed expansion to manufacturing lines/ capabilities and create the needed warehousing space required to operate to future needs to stay competitive and viable in this industry.

# 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?

Potential Move to area providing financial support.

#### Will project include leasing any equipment?

Yes

If yes, please describe equipment and lease terms.

Forklifts 5 year term

#### Site Characteristics

#### Is your project located near public transportation?

No

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?

No

If YES indicate in the box below the date the SEQR determination was made. Also, please provide us with a copy of the approval resolution and the related Environmental Assessment Form (EAF) if applicable.

If NO indicate in the box below the date you anticipate receiving a SEQR determination for your project. Also, please insure that the ECIDA has been listed as an "involved agency" on the related EAF submitted to the appropriate municipality and/or planning department.

September 2024

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

Yes

#### Describe the present zoning/land use

Manufacturing/Industrial

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?

No

If yes, please explain

#### 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?

No

#### If yes, describe the efficiencies achieved

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?

Yes

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

25%

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

For purposes of the following, 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.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

#### Retail Sales No

Services No

Please check any and all end uses as identified below.

No Acquisition of Existing Facility	No Assisted Living	No Back Office
No Civic Facility (not for profit)	No Commercial	No Equipment Purchase
No Facility for the Aging	No Industrial	No Life Care Facility (CCRC)
No Market Rate Housing	No Mixed Use	No Multi-Tenant
No Retail	No Senior Housing	Yes Manufacturing
No Renewable Energy	No Other	

### For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

		Cost	% of Total Cost
Manufacturing/Processing	50,000 square feet	\$ 1,767,500	35%
Warehouse	64,000 square feet	\$ 2,272,500	45%
Research & Development	4,000 square feet	\$ 151,500	3%
Commercial	square feet	\$ 0	0%
Retail	square feet	\$ 0	0%
Office	25,000 square feet	\$ 858,500	17%
Specify Other	square feet	\$ 0	0%

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	< BLANK >	
Will project result in significant utility infrastructure cost or uses	Yes	
What is the estimated project timetable (provide dates)		
Start date : acquisition of equipment or construction of facilities 10/31/2024		
End date : Estimated completion date of project		
9/30/2025		
<b>Project occupancy : estimated starting date of occupancy</b> 10/1/2025		
<u>Capital Project Plan / Budget</u>		
Estimated costs in connection with Project		
1.) Land and/or Building Acquisition		
\$ 5,050,000	143,000 square feet	12 acres
2.) New Building Construction		
\$ 0	square feet	
3.) New Building addition(s)		
\$ 0	square feet	
4.) Reconstruction/Renovation		
\$ 5,000,000	127,200 square feet	
5.) Manufacturing Equipment		
\$ 600,000		

#### 6.) Infrastructure Work

\$ 50,000

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

\$ 300,000

#### 8.) Soft Costs: (Legal, architect, engineering, etc.)

\$ 400,000

#### 9.) Other Cost

\$ 100,000

Explain Other	Enviromental
Costs	
Total Cost	\$ 11,500,000

#### Construction Cost Breakdown:

Total Cost of Construction	\$ 5,050,000 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 2,020,000
% sourced in Erie County	95%
Sales and Use Tax:	
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	
Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):	
** Note that the estimate provided above will be provided to the New	w York State Department of Taxation and Finance. The Applicant

\*\* Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only)	\$ O
Have any of the above costs been paid or incurred as of the date of this Application?	No
If Yes, describe particulars:	
Sources of Funds for Project Costs:	
Equity (excluding equity that is attributed to grants/tax credits):	\$ 11,500,000
Bank Financing:	\$0
Tax Exempt Bond Issuance (if applicable):	\$0
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: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)	
Total Sources of Funds for Project Costs:	\$11,500,000
Have you secured financing for the project?	No
Mortgage Recording Tax Exemption Benefit:	

#### https://www.ecidany.com/app/tax-incentive-application-2019/print/100483

Amount of mortgage, if any that would be subject to mortgage recording tax:

# Mortgage Amount (include sum total of construction/permanent/bridge financing).

#### Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):

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 (485-a, 485-b, other):

<u>IDA PILOT Benefit</u>: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

\$0

<u>Percentage of Project Costs financed from Public Sector sources</u>: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

#### Is project necessary to expand project employment?

Yes

#### Is project necessary to retain existing employment?

Yes

#### Will project include leasing any equipment?

Yes

If yes, please describe equipment and lease terms.

Forklifts 5 year term

#### Employment Plan (Specific to the proposed project location)

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genessee.

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).

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	120	120	23	23
Part time	7	7	0	0
Total	127	127	23	

Salary and Fringe Benefits for Jobs to be Retained and Created

Estimate number of

#### The Erie County Industrial Development Agency (ECIDA)

Job Categories	# of <u>Full Time</u> Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of <u>Part Time</u> Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	16	\$ 149,450	\$ 47,840	0	\$0	\$0
Professional	47	\$ 102,851	\$ 32,912	0	\$0	\$ O
Administrative	23	\$ 65,145	\$ 19,250	0	\$0	\$ O
Production	57	\$ 58,683	\$ 16,405	7	\$ 26,500	\$ O
Independent Contractor	0	\$ O	\$0	0	\$ O	\$0
Other	0	\$ O	\$0	0	\$ O	\$ O
Total	143			7		

\*\* Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

# Yes By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.

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

Payroll Information

#### Annual Payroll at Proposed Project Site upon completion

10,335,959

# Estimated average annual salary of jobs to be retained (Full Time)

84,050

# Estimated average annual salary of jobs to be retained (Part Time)

26,500

#### Estimated average annual salary of jobs to be created (Full Time)

74,435

#### Estimated average annual salary of jobs to be created (Part Time)

0

#### Estimated salary range of jobs to be created

From (Full Time)	45,000	To (Full Time)	100,000
From (Part Time)	0	To (Part Time)	0

### Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

#### **General Background Information**

#### **Address of Premises**

13595 Broadway Alden, NY 14004

#### Name and Address of Owner of Premises

Broadway Alden LLC

#### Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

Land with structures

# Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

The full building will be getting renovated with all existing walls and structures being demolished. This site will be a multi use site that will be the primary location for manufacturing, warehousing for all USA produced items. It will also be home to the Pfannenberg America's Sales group who will fully be operating out of this site. This is also home for the customer care and service centers.

#### Describe all known former uses of the Premises

Manufacturing

#### Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

#### If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

No

If yes, describe and attach any incident reports and the results of any investigations

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

#### Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

#### Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

N/A

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

Town of Alden waste water management system

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

#### Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

#### <u>Storage Tanks</u>

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

None

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks? No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials

# Section IV: 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	Pfannenberg INC.
Address	68 Ward Rd
Contact Person	Robert Kapilevich
Phone	(716) 510-7535
Fax	
E-Mail	robert.kapilevich@pfannenbergusa.com
Federal ID #	16-1531241
SIC/NAICS Code	811412

### Section VI: Retail Determination

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

# 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. If no, proceed to the next section.

# Section VII: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

#### Are you applying for tax incentives under the Adaptive Reuse Program?

### Section VIII: 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.

#### **Current Address**

68 Ward Rd

#### City/Town

Lancaster

#### State

New York

#### **Zip Code**

14086

Will 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?

Yes

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

No

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:

Pfannenberg has outgrown the square footage capacity of the current facility and in order to remain competitive, needs a larger office and production space to support current and future growth. Pfannenberg has spent more than a year looking at various options to expand within the current location, including building an addition within the current property and acquiring neighbor properties. These efforts were not successful and therefore a decision was made to relocate to the different location, which offers more than 2X the amount of production and office space

#### Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State	Yes
Within Erie County	Yes
If Yes to either question, please, explain	
Moving from one town in Frie county to another, we did explore expansion opportunities but current site	

Moving from one unty to another, we did explore expansion opportunities but current site does not allow for needed growth,

#### 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.)

More square footage to expand manufacturing lines. Increased warehouse space with higher ceilings. More office space to expand sales & service along with support of expanded operations.

#### 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?

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

Geographical location of existing work force

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

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.

68 Ward Rd Lancaster NY- Too small for current operations

# Section IX: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multifamily housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

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

# Section X: Tax Exempt Bonds

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

#### Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?