

3100 Clinton - 2025 Expansion / Rosina \$ 30,000,000 PRIVATE INVESTMENT INDUCEMENT RESOLUTION	
ELIGIBILITY	<div>Project Title: 3100 Clinton Expansion</div> <div>Project Address 3100 Clinton Street, West Seneca, NY 14224 (West Seneca Central School District)</div> <div>Agency Request</div> <div>A sales tax, mortgage recording tax and real property tax abatement in connection with a 32,000 SF building addition accommodating a new manufacturing line that will produce 40 million pounds of meatballs annually.</div> <div> <div>Building Addition\$ 22,000,000</div> <div>Manufacturing Equipment\$ 7,500,000</div> <div>Soft Costs/Other\$ 500,000</div> <div>Total Project Cost\$ 30,000,000</div> <div>85%\$ 25,500,000</div> </div> <div>Company Description</div> <div>Founded in 1963, Rosina began as a small store sausage business servicing neighborhood meat markets, supermarkets and restaurants. Founder James Corigliano named his business after his wife Rose. A second-generation family-owned business, Russell and Frank joined the business in the 1970s. In 1997 they assumed responsibility for day-to-day operations upon purchasing the company from their parents. Over the years, the company has grown through its numerous acquisitions – expanding its food production capabilities here in WNY. Rosina markets its products to retail and food service industries and can be found in supermarkets, supercenters, military commissaries, wholesale clubs and restaurants throughout North America and internationally.</div> <div>Project Description</div> <div>Rosina is considering a 32,000 SF expansion to its existing 105,000 SF manufacturing facility in West Seneca that was constructed in 2021. This expansion will allow Rosina to relocate out-of-state production from existing co-packers and to immediately produce up to 20 million pounds of product locally. It also allows the company to meet it's 2025 projected demand for 62 - 65 million pounds of product annually, to reduce their costs and to become more competitive (as costs for co-packed items is significantly higher). The company plans to create 53 new FT jobs because of this expansion.</div>
<ul style="list-style-type: none"> • NAICS Section – 311612 	
COMPANY INCENTIVES	
<ul style="list-style-type: none"> • Approximately \$ 1,423,539 in real property tax savings • Up to \$ 1,137,500 in sales tax savings • 3/4 of 1% of the final mortgage amount up to \$ 132,000 	
JOBS & ANNUAL PAYROLL	
<ul style="list-style-type: none"> • Current Jobs: 184 • Annual Payroll: \$ 11,942,000 • Projected new jobs: 53 FT • Est. salary/yr. of jobs created: \$ 49,000 • Est. salary/yr. of jobs retained: \$ 50,360 • Total jobs after project completion: 237 • Construction Jobs: 118 	
PROJECTED COMMUNITY BENEFITS*	
<ul style="list-style-type: none"> • Term: 10 YEARS • NET Community Benefits: \$ 299,635,119 • Spillover Jobs: 441 <div>Total Payroll: \$ 282,214,194</div>	
INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*	
<div>Incentives: \$2,555,956</div> <div>Community Benefit: \$269,910,604</div> <div>Cost: Benefit Ratio</div> <ul style="list-style-type: none"> • 1:106 	

* Cost Benefit Analysis Tool powered by MRB Group

Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	\$1,423,539
	Sales	\$1,137,500
	Mortgage Recording	\$ 132,000
	Total	\$2,693,039
	Discounted at 2%	\$2,555,956

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 18,131,075
			Payroll Permanent	\$264,083,119
		Public	Property Taxes	\$ 355,881
			Sales Taxes	\$ 2,345,906
			Other Muni Revenue (NFTA)	\$ 44,000
	New York State	Public	Income Taxes	\$ 12,699,638
			Sales Taxes	\$ 1,975,500
			Total Benefits to EC + NYS***	\$299,635,119
			Discounted at 2%	\$269,910,604

* Cost Benefit Analysis Tool powered by MRB Group **includes direct & indirect \$ over project period ***may not sum to total due to rounding

Discounted Cost \$ 2,555,956
Discounted Benefit \$269,910,604
Ratio 1:106

Conclusion: The Cost Benefit for this project is: 106:1. For every \$1 in costs (incentives), this project provides \$106 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$132 in benefits to the community.**

New Tax Revenue Estimated

Current Yearly Taxes*	Estimated New Assessed Value	Additional County Revenue over abatement period	Additional Town Revenue over abatement period	Additional School Revenue over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
\$ 9,729	\$2,257,000	\$ 10,330	\$ 16,370	\$ 35,580	\$ 187,671
Combined Tax Rate: \$ 83.15					

*excludes existing building & 80% of land @ 3100 Clinton. Value reflects estimated tax on land associated with building expansion only

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$30,000,000 85% = \$ 25,500,000
Employment	Coincides with 10-year PILOT	Maintain Base = 184 Create 85% of Projected Projected = 53 FTE 85% = 45 FTE Recapture Employment = 229 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 10-year PILOT	Adherence to Policy
Unpaid Tax	Coincides with 10-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 10-year PILOT	Recapture of Real Property Tax, Mortgage recording tax, state and local sales taxes

Recapture applies to:

State and Local Sales Taxes
Real Property Tax
Mortgage Recording Tax

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) company has maintained 184 FTE jobs and created 45 FTE (85% of 53) jobs, iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

Project ECIDA History

- 3/18/25: Public hearing held.
- 3/26/25: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 3/26/25: Lease/Leaseback Inducement Resolution presented to the Board of Directors

Company History

- 06/28/2023: 10 year PILOT - \$16 M investment, 12,000 SF expansion 75 Empire Dr (production) & renovation to office space at 130 Empire Dr (ACTIVE)
- 10/23/2019: 10 year PILOT - \$58 M investment, 105,000 sq ft construction of 3100 Clinton facility (ACTIVE)
- 1981 – 2016: various bonds, tax incentives and business loans (3) in support of business growth (INACTIVE)