

IMA Life North America / IMA Life Colvin Woods \$ 33,681,290 AMENDATORY INDUCEMENT RESOLUTION																											
ELIGIBILITY		Project Title: IMA Life Phase I Colvin Woods																									
• NAICS Section – 333993																											
COMPANY INCENTIVES		Project Address 700 Colvin Woods Parkway, Tonawanda, NY 14150 (Ken-Ton Union Free School District)																									
• Original: Up to \$ 824,819 in sales tax savings Amended: Up to \$1,230,698 in sales tax savings • Approximately \$2,383,746 in real property tax savings.		Amended Agency Request To increase the sales tax benefit from \$824,819 to \$1,230,698 and the overall project investment from \$27,556,179 to \$33,681,290.																									
JOBS & ANNUAL PAYROLL		Agency Request A sale tax, mortgage recording tax and property tax abatement in connection with the construction of an 80,000 SF manufacturing facility.																									
• Current Jobs: 120 FT • Avg salary/yr. - retained jobs FT = \$ 82,705 • Projected new jobs: 30 FT • Avg salary/yr. – created jobs FT = \$ 72,293 • Total jobs after project completion: 150 FT • Annual Payroll: \$12,405,821 • Construction Jobs: 124		<table><tr><td></td><td>Prior</td><td>Current</td></tr><tr><td>Land / Building Acquisition</td><td>\$ 2,285,100</td><td>\$ 2,285,100</td></tr><tr><td>New Building Construction</td><td>\$16,853,019</td><td>\$ 19,446,318</td></tr><tr><td>Manufacturing Equipment</td><td>\$ 4,000,000</td><td>\$ 5,498,619</td></tr><tr><td>Non- Manufacturing Equipment</td><td>\$ 1,000,000</td><td>\$ 2,397,326</td></tr><tr><td>Soft Costs/Other</td><td><u>\$ 3,418,060</u></td><td><u>\$ 4,053,927</u></td></tr><tr><td>Total Project Cost</td><td>\$27,556,179</td><td>\$ 33,681,290</td></tr><tr><td>85%</td><td>\$23,422,752</td><td>\$28,629,097</td></tr></table>			Prior	Current	Land / Building Acquisition	\$ 2,285,100	\$ 2,285,100	New Building Construction	\$16,853,019	\$ 19,446,318	Manufacturing Equipment	\$ 4,000,000	\$ 5,498,619	Non- Manufacturing Equipment	\$ 1,000,000	\$ 2,397,326	Soft Costs/Other	<u>\$ 3,418,060</u>	<u>\$ 4,053,927</u>	Total Project Cost	\$27,556,179	\$ 33,681,290	85%	\$23,422,752	\$28,629,097
	Prior	Current																									
Land / Building Acquisition	\$ 2,285,100	\$ 2,285,100																									
New Building Construction	\$16,853,019	\$ 19,446,318																									
Manufacturing Equipment	\$ 4,000,000	\$ 5,498,619																									
Non- Manufacturing Equipment	\$ 1,000,000	\$ 2,397,326																									
Soft Costs/Other	<u>\$ 3,418,060</u>	<u>\$ 4,053,927</u>																									
Total Project Cost	\$27,556,179	\$ 33,681,290																									
85%	\$23,422,752	\$28,629,097																									
PROJECTED COMMUNITY BENEFITS*		Company Description IMA Life North America is part of the IMA Group, headquartered in Bologna Italy. IMA specializes in packaging and processing equipment for pharmaceutical companies as well as the food industry and the automation of industrial processes. The 3 divisions, Pharmaceutical, Food and Automation employ roughly 6,900 employees worldwide with 154 based in the existing Tonawanda facility. Today, IMA Life NA ranks amongst the most respected companies worldwide to produce freeze-drying equipment servicing customers in both domestic and international pharmaceutical markets.																									
• Term: 10 Years • NET Community Benefits: \$276,258,720 • Spillover Jobs: 333 • Total Payroll: \$259,982,586		Project Description IMA Life NA had twice expanded its production and office space at their existing Military Rd, Tonawanda facility and has now utilized all the land available. With no further expansion possible at the site, IMA Life NA is constructing a new 80,000 SF facility: 50,000 SF of production space and 30,000 SF of office space as well as exterior parking, truck court and dumpster areas. The new facility will include a development laboratory, three production bays and warehouse space for the development sale, assembly, testing and shipping of Freeze Dryers for the pharmaceutical sector. It will also include corporate office space and be positioned to serve as the N America HQ for IMA Group. Upon completion of the project, 120 existing FTE will move to the new building leaving 34 FTE at the existing site. IMA plans to hire an additional 30 FTE bringing the total FE at the new facility to 150 FTE within 2 yrs of completion. Increased costs for the project include (but are not limited to): upgrades to the electrical services, fit-out and finishing of facility space and construction costs.																									
INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*																											
Incentives: \$3,384,896 Community Benefit: \$249,182,785 Cost: Benefit Ratio • 1:74																											

* 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	\$ 2,383,746
	Sales	\$ 1,230,698
	Mortgage Recording	\$0
	Total	\$3,614,444
	Discounted at 2%	\$3,384,896

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 18,974,889
			Payroll Permanent	\$241,007,697
		Public	Property Taxes	\$ 595,934
			Sales Taxes	\$ 2,161,105
			Other Muni Revenue (NFTA)	\$ 0
	New York State	Public	Income Taxes	\$ 11,699,216
			Sales Taxes	\$ 1,819,878
			Total Benefits to EC + NYS***	\$276,258,720
			Discounted at 2%	\$249,182,785

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

Discounted Cost \$ 3,384,896
Discounted Benefit \$249,182,785
Ratio 1:74

Conclusion: The Cost Benefit for this project is: 74:1. For every \$1 in costs (incentives), this project provides \$74 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$84 in benefits to the community.**

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 = \$33,681,290 85% = \$ 28,629,097
Employment	Coincides with 10-year PILOT	Maintain Base = 120 FT Create 85% of Projected Projected = 30 FT 85% = 25 FT Recapture Employment = 145 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 and state and local sales taxes

Recapture applies to:

Real Property Tax
State and Local Sales Taxes

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 120 FT and created 30 FT 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

- 4/23/25: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 4/23/25: Amended Lease/Leaseback Inducement Resolution presented to the Board of Directors
- 4/2/25: Public hearing held.
- 9/26/23: Original Approval: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 9/26/23: Original Approval: Lease/Leaseback Inducement Resolution presented to the Board of Directors
- 7/27/23: Original Approval: Public hearing held.