



## Pfannenbergs - Modification

[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

<b>Project Name</b>	Big Foot
<b>Project Summary</b>	Purchase New facility for relocation of manufacturing operations and America's Sales HQ Project costs have substantially increased from original approval
<b>Applicant Name</b>	Pfannenbergs INC & Pfannenbergs US Realty LLC
<b>Applicant Address</b>	68 Ward Rd
<b>Applicant Address 2</b>	
<b>Applicant City</b>	Lancaster
<b>Applicant State</b>	New York
<b>Applicant Zip</b>	14086
<b>Phone</b>	(716) 685-6866
<b>Fax</b>	
<b>E-mail</b>	robert.kapilevich@pfannenbergsusa.com
<b>Website</b>	<a href="https://www.pfannenbergsusa.com/">https://www.pfannenbergsusa.com/</a>
<b>NAICS Code</b>	334512

#### Business Organization

##### **Type of Business**

Corporation

##### **Year Established**

2016

##### **State**

New York

##### **Indicate if your business is 51% or more (Check all boxes that apply)**

Minority Owned

Woman Owned

##### **Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)**

NYS Certified

Erie Country Certified

Individual Completing Application

**Name** Robert Kapilevich  
**Title** President, Factory  
**Address** 68 Ward Rd  
**Address 2**  
**City** Lancaster  
**State** New York  
**Zip** 14086  
**Phone** (716) 685-6866  
**Fax**  
**E-Mail** robert.kapilevich@pfannenbergsusa.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@pfannenbergsusa.com

Company Counsel

**Name of Attorney** Kevin Talbot  
**Firm Name** Hodgson Russ LLP  
**Address** The Guaranty Building | 140 Pearl Street, Suite 100  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14021  
**Phone** (716) 856-4000  
**Fax**  
**E-Mail** ktalbot@hodgsonruss.com

Benefits Requested (select all that apply).

**Exemption from Sales Tax** Yes  
**Exemption from Mortgage Tax** No

**Exemption from Real Property Tax** No

**Tax Exempt Financing\*** No

\* (typically for not-for-profits & small qualified manufacturers)

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%.**

Pfannenbergl 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**

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 Pfannenbergs needs After completing the architectural, site/civil and MEP plans, the following represents the latest estimate of the projected construction costs. Updated estimate is \$9.4 million, up \$4 million over the original estimate of \$5 million DEMO \$119,900.00: The steel structure (awning) on the East side of building interferes with new entrances and window. It needs to be removed STRUCTURAL STEEL, METAL DECKING & MISC. METALS \$520,000.00. This cost increase stems from previously unanticipated construction needs (e.g. construction of the new, smaller awning on the East side of the building) PEMB \$443,000.00 This cost increase is due to previously unanticipated need to replace the metal siding on the East side of the building INTERIOR CONCRETE FOOTINGS & SLAB ON DECK \$490,000.00 This change to the projected cost resulted from a consultation with a structural engineer during development of plans for new office space and 2nd floor conference room space within the warehouse building. DRYWALL PARTITIONS & CEILING ASSEMBLIES \$835,000.00 This cost increase is due to the need to increase office space (new construction within the warehouse building) and an increase in cost of materials INTERIOR DOORS/FRAMES/HARDWARE \$185,000.00 Cost of materials was higher than anticipated ALUMINUM STOREFRONT & GLAZING \$165,000.00 Cost of materials was higher than anticipated TILE FLOORING \$395,000.00 Cost of materials was higher than anticipated HIGH PERFORMANCE COATINGS (EPOXY) \$101,954.00 Decision was made to upgrade flooring in the warehouse offices from bare concrete to epoxy INTERIOR PAINTING \$134,101.97 Decision was made to paint interior wall and columns in the warehouse to improve the appearance of the building ELEVATOR \$125,500.00 Replacements of hardware are needed: Motor is (>20 years old) and control card (is no longer supported) FIRE PROTECTION \$728,000.00. Cost to install fire protection in the warehouse/assembly building is higher than the original projection. Fire protection in the office building exists but has to be replaced to meet code requirements. PLUMBING \$423,000.00 This cost is needed to support additional bathroom spaces and to comply with environmental regulations (handling of process water from the R&D lab) MECHANICAL \$872,000.00 This cost increase is due to higher than expected cost of materials and due decision to upgrade the fire pump to diesel model with 100-gallon fuel tank ELECTRICAL/FIRE ALARM/COMMUNICATIONS & DATA \$2,300,000 Cost to update electrical infrastructure was significantly higher than anticipated. New transformer (from 300 kVa to 1,000 kVa) will be needed. Transformer upgrade requires changes to infrastructure (new conduit, fuse panels etc). Cost of hardware is also higher than expected SITEWORK & UTILITIES \$620,000.00 This cost increase includes additions of paving to accommodate extra parking spaces, addition of safety/efficiency features such as steps in truck ramps and removal/capping of unused sewer lines SITE FENCING \$184,000.00 Decision was made to add privacy fence around the perimeter of the entire property (previous plans included only a partial fence) MILLWORK/SPECIALITIES \$342,000.000 MASONRY \$194,000.00 OVERHEAD DOORS \$61,000 FIRE PUMP REPLACEMENT \$200,000 Replacing existing electrical pump with new diesel pump and 100 gallon fuel tank. Fully rebuilding the fire pump room to meet fire code (2 hour protection)

**Municipality or Municipalities of current operations**

Lancaster

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

No

**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 grow 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 Pfannenbergl 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 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

**Project occupancy : estimated starting date of occupancy**

10/1/2025

Capital Project Plan / Budget

**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**

\$ 9,400,000 127,200 square feet

**5.) Manufacturing Equipment**

\$ 600,000

**6.) Infrastructure Work**

\$ 0

**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 Costs** Enviromental

**Total Cost** \$ 15,850,000

Construction Cost Breakdown:

<b>Total Cost of Construction</b>	\$ 9,400,000 (sum of 2, 3, 4 and 6 in Project Information, above)
<b>Cost of materials</b>	\$ 4,700,000
<b>% sourced in Erie County</b>	95%

Sales and Use Tax:

<b>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</b>	\$ 4,700,000
<b>Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):</b>	\$ 411,250

\*\* 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)** \$ 0

**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:

<b>Equity (excluding equity that is attributed to grants/tax credits):</b>	\$ 15,850,000
<b>Bank Financing:</b>	\$ 0
<b>Tax Exempt Bond Issuance (if applicable):</b>	\$ 0
<b>Taxable Bond Issuance (if applicable):</b>	\$ 0
<b>Public Sources (Include sum total of all state and federal grants and tax credits):</b>	\$ 0
<b>Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)</b>	
<b>Total Sources of Funds for Project Costs:</b>	\$15,850,000
<b>Have you secured financing for the project?</b>	No

Mortgage Recording Tax Exemption Benefit:

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%):** \$0

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):**

IDA PILOT Benefit: 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.

Percentage of Project Costs financed from Public Sector sources: 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).

	<b>Current # of jobs at proposed project location or to be relocated at project location</b>	<b>If financial assistance is granted – project the number of FT and PT jobs to be retained</b>	<b>If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion</b>	<b>Estimate number of 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 **</b>
<b>Full time</b>	120	120	23	23
<b>Part time</b>	7	7	0	0
<b>Total</b>	127	127	23	

Salary and Fringe Benefits for Jobs to be Retained and Created

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

<b>Address</b>			
<b>Full time</b>	0	0	0
<b>Part time</b>	0	0	0
<b>Total</b>	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)**

72,435

**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**

<b>From (Full Time)</b>	45,000	<b>To (Full Time)</b>	100,000
<b>From (Part Time)</b>	0	<b>To (Part Time)</b>	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 Pfannenbergs 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.**

Storage Tanks

**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

SS

## **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?**

No

## 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:**

Pfannenbergs 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. Pfannenbergs 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 Erie county 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?**

Yes

**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 multi-family 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?**

No

## **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?**

No