

Signature Development of WNY, LLC or a CTBF \$70,000,000 INDUCEMENT RESOLUTION

HIGHLIGHTS

Eligibility: NAICS Section - 53 Real Estate

COMPANY INCENTIVES

- Approximately \$1,900,000 in sales tax savings
- Mortgage tax savings of 1% of the final mortgage amount yet to be determined
- Real Property tax abatements are anticipated to be provided through Section 485(a) or through PILOT Increment Financing ("PIF")
- NYSEDC Grant



Project Title: Signature Development of WNY, LLC or a CTBF
Project Address: 377-393 Main Street
Buffalo, New York, 14203
(Buffalo City School District)
SIC/NAICS: 6513/531110

Agency Request

Sales tax, mortgage recording tax and real property tax exemption in connection with the construction and/or renovation and equipping of the vacant 350,000 sq. ft. AM&A's facility for the operation of a multi-tenant facility to include offices, apartments, food court, banquet facilities and a hotel.

Land & Building Acquisition	\$ 2,500,000
Building Renovations	52,500,000
Soft Costs	<u>15,000,000</u>
Total	\$70,000,000

Company Description

Mr. Termini is the owner of Signature Development, a local development company focused on inner-city development. Some of the projects the company has been involved with include 1998 Vincent Morello Senior Housing (80 senior units built at Love Canal), 2002 & 2004 Ellicott Lofts, 2005 Oak School Lofts, 2005 IS Lofts, and 2006 Webb Lofts.

Mr. Termini is also in the process of converting and renovating the former *AM&A's* warehouse buildings into a mixed-use project consisting of 15,000 sq. ft. of commercial office space and 48 apartments.

Project Description

The AM&A's building has been closed since 1995 except for a brief run as Taylor's Department Store.

This project will transform the building into a mixed use project anchored by a hotel, market-rate apartments, office space, a food court and a banquet hall. Over \$50,000,000 will be spent on this renovation project which will be financed through both private and public sources.

The exterior of the building will be completely restored, including masonry cleaning/repainting and restoration of the existing windows; compatible new windows will be installed where existing windows are

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missing or non-historic. The original storefront along Washington Street will be recreated based on photographic evidence.

A new parking garage is planned for the basement of the building with access provided by a ramp proposed to be constructed in the current East Eagle Street Right of Way.

Over \$5,000,000 will be spent on asbestos removal and fixing existing exterior masonry problems.

One of the tenants of the renovated facility will be Hamister Group which will be relocating from Amherst. Plans are for the Hamister Group to occupy a portion of the building and also operate the planned hotel.

As part of the Countywide Uniform Tax Exempt Policy, relocations must adhere to certain criteria. Relocations may occur if 1) the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or 2) is reasonably necessary to preserve the competitive position of the project occupant in its respective industry. ECIDA has made the determination that the relocation of the Hamister Group is reasonably necessary to preserve the competitive position of the project occupant. Based in the information contained in the attached letter from the Hamister Group.

Project Benefits

The project is estimated to create an additional 50 full time jobs. This jobs number is estimated by the developer and may be higher or lower depending on the mix of tenants in the facility.

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Employment

At Application
0

After Project Completion
50

Project History

12/09/09	Public Hearing conducted. Transcript attached
12/15/09	City of Buffalo Planning acting as lead agency issues Negative Declaration
01/11/10	\$70,000,000 Lease/Leaseback Inducement Resoulution presented to Board of Directors