



400 ABP

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Applicant Name The Uniland Partnership of Delaware L.P.
Applicant Address 100 Corporate Parkway, Suite 500, Amherst NY 14226
Phone (716) 834-5000
Fax (716) 834-5034
E-mail
Website uniland.com
Federal ID#
NAICS Code 531120
Will a Real Estate Holding Company be utilized to own the Project property/facility Yes
What is the name of the Real Estate Holding Company The Uniland Partnership of Delaware L.P. (or affiliate)
Federal ID#
State and Year of Incorporation/Organization Delaware in 1997
List of stockholders, members, or partners of Real Estate Holding Company 1% owned by Univest I Corporation, its General Partner 99% owned by Limited Partners

Individual Completing Application

Name Matthew Drosendahl
Title Loan Analyst / Portfolio Manager
Address 100 Corporate Parkway, Suite 500, Amherst NY 14226
Phone (716) 834-5000 ext. 416
Fax (716) 834-5034
E-Mail mdrosendahl@uniland.com

Company Contact (if different from individual completing application)

Name Peter Sayadoff
Title Director of Capital Markets Group
Address 100 Corporate Parkway, Suite 500, Amherst NY 14226
Phone (716) 834-5000 ext. 414
Fax (716) 834-5034
E-Mail psayadoff@uniland.com

Company Counsel

Name of Attorney Walter Rooth, Esq.
Firm Name
Address 296 Buffalo Street, P.O. Box 334, Hamburg NY 14075
Phone (716) 648-1360
Fax (716) 649-0291
E-Mail wlrooth@roadrunner.com

Identify the assistance being requested of the Agency

Exemption from Sales Tax Yes
Exemption from Mortgage Tax Yes
Exemption from Real Property Tax Yes
Tax Exempt Financing* No

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

Business Organization

Type of Business Limited Partnership
Type of Ownership
Year Established 1997
State of Organization Delaware

List all stockholders, members, or partners with % of ownership greater than 20%

Please include name and % of ownership.

1% owned by Univest I Corporation, its General Partner and 99% owned by Limited Partners

Applicant Business Description

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility

The Uniland Partnership of Delaware L.P. engages in real estate development, construction, leasing and management of various industrial and commercial properties throughout the Western New York region.

Estimated % of sales within Erie County n/a

Estimated % of sales outside Erie County but within New York State n/a

Estimated % of sales outside New York State but within the U.S. n/a

Estimated % of sales outside the U.S. n/a

(*Percentage to equal 100%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases

n/a

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Town of Amherst

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

No

In which Municipality will the proposed project be located

Town of Cheektowaga

Address

400 Airborne Parkway, Cheektowaga, NY 14225

If the Proposed Project is located in a different Municipality 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 Section V of this Application

SBL Number for Property upon which proposed Project will be located

92.02-2-5.1/C

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

\$17,178

Assessed value of land

\$467,000

Assessed value of building(s)

\$0

Are Real Property Taxes current?

Yes

If no please explain

Town/City/Village of Project Site

Town of Cheektowaga

School District of Project Site

Lancaster Central School District

Does the Applicant or any related entity currently hold fee title to 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?

No

Describe the present use of the Proposed Project site

Vacant land

Please provide narrative of project (new build, renovations, 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)

Sodexo, Inc. ("Sodexo"), is an international premier provider of quality of life services, such as sustainable energy programs, efficiently designed work spaces, or wellness and nutrition, to individuals and corporations. Quality of Life is central to the performance and growth of individuals and organizations. Working from this perspective, Sodexo has redefined how to best serve its clients' complex needs across the industries served: Corporate, Education, Government, Healthcare, Senior Living, Sports & Leisure, and Remote Sites. Sodexo currently leases four (4) facilities in Amherst, NY (10,15 and 95 Earhart Drive & 115 Lawrence Bell Drive) for a total of 125,000 leased SF . The current footprint houses employees responsible for back-office functions such as HR, Finance and IT. The current multi-location footprint has been deemed inefficient by Sodexo. All four (4) buildings are owned by The Uniland Partnership of Delaware L.P. ("Uniland" or "Uniland Development Company"). Sodexo's U.S. headquarters is in Gaithersburg, Maryland, and as a result Sodexo has an extensive real estate presence there. Given the back-office functions in Western New York and the November 2015 lease expiration, Sodexo began an analysis of three options, (i) keep the current layout, (ii) consolidate operations, or (iii) relocate operations to Sodexo's headquarters campus in Maryland. Senior management believed relocating the operations and jobs to Maryland would most likely be the most economical option. Option (i) was quickly eliminated due to multiple location inefficiencies. Option (iii) was seriously considered especially after conversations with Maryland's Department of Business and Economic Development and the review of available incentives. Option (ii) began with investigating the local commercial property market, particularly in the Town of Amherst, such as College Park, 3920 Main Street, CrossPoint Business Park, Northpoint, Muir Woods. In each case it was determined that the space was either, not available, functionally obsolete, located too far from current employees, or unavailable due to time constraints. It was determined that the most suitable location was in the Town of Cheektowaga at Airborne Business Park, owned by Uniland. The efficiencies gained by consolidating into a new build facility, along with the incentives potentially available through the ECIDA, provided the economic argument for Sodexo to consolidate its Buffalo operations and make a long term commitment to the Buffalo region, rather than relocate to Maryland. However, Sodexo's long term commitment is contingent upon receiving ECIDA benefits on or before August 28, 2015.

Describe the reasons why the Agency's Financial Assistance is necessary and how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The goal of this project is to achieve operational efficiencies that justify locating a single tenant facility of this size in Erie County, rather than relocating these jobs to Sodexo's Maryland headquarters. The financial assistance and consolidating existing operations into one location will help mitigate some of the upfront and ongoing costs to Sodexo and help justify a long term commitment to the Buffalo region. However, Sodexo's long term commitment to the Buffalo region is contingent upon receiving ECIDA benefits on or before August 28, 2015.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

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

Yes

Describe the present zoning/land use

Zoning class M-1 Light Manufacturing, Office & Warehouse

Describe required zoning/land use, if different

Same as above

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

N/A

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?

No

If yes, please provide copies of the study.

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Yes, the facility will be seeking Energy Star compliance.

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?

No

If yes, please explain.

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

N/A

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

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

Retail Sales No **Services** No

For purposes of this question, 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.

No Manufacturing

No Multi-Tenant

No Mixed Use

No Acquisition of Existing Facility

Yes Commercial

No Facility for the Aging

No Housing

Yes Back Office

No Civic Facility (not for profit)

No Equipment Purchase

No Retail

No Other

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

\$ 928,500 square feet 6 acres

New Building Construction

\$ 16,187,221 109,170 square feet

New Building addition(s)

\$ 0 square feet

Infrastructure Work

\$ 0

Renovation

\$ 0 square feet

Manufacturing Equipment

\$ 0

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

\$ 0

Soft Costs: (professional services, etc.)

\$ 2,267,264

Other Cost

\$ 1,675,110

Explain Other Costs

Total Cost

\$ 21,058,095

Project Refinancing; estimated amount (for refinancing of existing debt only)

\$ 0

Sources of Funds for Project Costs:

Estimated Mortgage Amount

\$ 17,250,000

Lender Name, if Known

Unknown

Equity

3,808,095

Have any of the above costs been paid or incurred as of the date of this Application?

No

If Yes, describe particulars:

Construction Cost Breakdown:

Total Cost of Construction

\$ 16,187,221 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 10,845,000

% sourced in Erie County

30%

% sourced in State

50% (including Erie County)

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

\$ 10,845,000

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):

\$ 948,938

For proposed facility please include # of sq ft for each of the uses outlined below

		Cost	% of Total Cost
Manufacturing/Processing	square feet	\$ 0	0
Warehouse	square feet	\$ 0	0
Research & Development	square feet	\$ 0	0
Commercial	square feet	\$ 0	0
Retail	square feet	\$ 0	0
Office	109,170 square feet	\$ 21,058,095	100
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

N/A

Will project result in significant utility infrastructure cost or uses

No

What is your project timetable (Provide dates)

Start date : acquisition of equipment or construction of facilities

9/1/2015

End date : Estimated completion date of project

1/1/2017

Project occupancy : estimated starting date of operations

1/1/2017

Have construction contracts been signed?

No

Have site plans been submitted to the appropriate planning department for approval?

Yes

Has the Project received site plan approval from the appropriate planning department?

Yes

Is project necessary to expand project employment?

No

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to the proposed project location):

	Current # of jobs at proposed project location or to be relocated at project location	If project is to retain jobs, number of jobs to be retained	Total # of jobs 2 years after project completion	Net total new jobs
Full time	511	511	511	0
Part time	0	0	0	0
Total	511	511	511	

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

Will any of the facilities described above be closed or subject to reduced activity?

Yes

Payroll Information

Annual Payroll at Proposed Project Site

\$ 32,012,427

Estimated average annual salary of jobs to be retained

\$ 59,273

Estimated average annual salary of jobs to be created

\$ 0

Estimated salary range of jobs to be created

From \$ 0 **To** \$ 0

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

Yes

If yes, please explain and identify out-of-state locations investigated

Maryland

What competitive factors led you to inquire about sites outside of New York State?

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?

Yes

If yes, please indicate the Agency and nature of inquiry below

ESD is providing \$750,000 Capital Grant - Project #Z077

Do you anticipate applying for any other assistance for this project?

No

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)

Section III: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program?	No
What is the age of the structure (in years)?	0
Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)	<BLANK>
If yes, number of years vacant?	0
Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)	<BLANK>
If yes, please provide dollar amount of income being generated, if any	\$
Does the site have historical significance?	<BLANK>
Are you applying for either State/Federal Historical Tax Credit Programs?	Yes
If yes, provide estimated value of tax credits	\$
Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)	
Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities	
Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments	

Section IV: Retail Determination

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.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project? 0 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

Will the project be operated by a not-for-profit corporation? <BLANK>

Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located? <BLANK>

If yes, please provide a third party market analysis or other documentation supporting your response.

Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services? <BLANK>

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York? <BLANK>

If yes, explain

Is the project located in a Highly Distressed Area? <BLANK>

Section V: 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.

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? No

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:

Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?

Within New York State No

Within Erie County Yes

If Yes to either question, please, explain This project does include the relocation and consolidation of Sodexo's four (4) facilities in Amherst, NY (10,15 and 95 Earhart Drive & 115 Lawrence Bell Drive) totaling 125,000 SF into a 109,170 SF facility located in Uniland's Airborne Business Park in Cheektowaga, NY. This project does not result in an abandonment of Sodexo's existing facilities since all four (4) Amherst buildings currently leased are owned by Uniland Development Company. All four (4) existing leases will expire on November 30, 2015. As a result, Uniland and Sodexo will modify the existing leases so that they expire upon commencement of the new lease at 400 Airborne Parkway. Please note, the modification of the existing leases and new lease at 400 Airborne Parkway are contingent upon receipt of ECIDA benefits on or before August 28, 2015.

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.)

Sodexo is seeking a back-office facility with enough square footage to house the various operations that are currently spread across four (4) buildings. Facility needs analysis also revealed a location closer to central Erie County would benefit employees who reside in southern Erie County, thereby increasing employee retention.

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?

The efficiencies gained by consolidating into a single facility, along with the incentives potentially available through the ECIDA.

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

This project does not result in an abandonment of Sodexo's existing facilities since all four (4) Amherst buildings currently leased are owned by Uniland Development Company and all four (4) existing leases will expire on November 30, 2015. Uniland and Sodexo intend to modify the existing leases so that they expire upon commencement of the new lease at 400 Airborne Parkway. Please note, the modification of the existing leases and new lease at 400 Airborne Parkway are contingent upon receipt of ECIDA benefits on or before August 28, 2015.

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.

The investigation of the local commercial property market included College Park, 3920 Main Street, CrossPoint Business Park, Northpoint and Muir Woods. In each case it was determined that the space was either, not available, functionally obsolete, located to far from current employees, or unavailable due to time constraints.

Section VI: 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 Sodexo, Inc.
Address 95 Earhart Drive, Amherst, NY 14221
Contact Person Derith Jarvis
Phone 214-273-8628
Fax
E-Mail derith.jarvis@mohrpartners.com
Federal ID #
SIC/NAICS Code 722310

Multi-Tenant Facility

Please explain what market conditions support the construction of this multi-tenant facility

Have any tenant leases been entered into for this project?

<BLANK>

!f yes, please fill out a tenant form in section VII, for each tenant.

Tenant Name	Current Address (city, state, zip)	# of sq ft and % of total to be occupied at new projet site	SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.
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Section VII: Environmental Questionnaire

General Background Information

Address of Premises 400 Airborne Parkway Cheektowaga, NY 14225

Name and Address of Owner of Premises The Uniland Partnership of Delaware L.P. 100 Corporate Parkway, Suite 500 Amherst, NY 14226

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

Gently sloping brushland that is adjacent to Ellicott Creek flood plain.

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

New office building and adjacent surface parking to be constructed on site.

Describe all known former uses of the Premises

Unknown

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

Waste Management

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

None

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

None

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

Sanitary water will be discharged via the municipal sewer. Pre-treated stormwater is discharged into Ellicott Creek (after passing through bioswales per NYSDEC SWPP requirements).

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?

<BLANK>

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