



SHEVLIN LAND AND CATTLE CO

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Applicant Name SHEVLIN LAND AND CATTLE CO
Applicant Address 2555 TRANSIT RD - Elma, NY 14059
Phone 716-675-9171
Fax
E-mail MSHEVLIN@CONCEPTCONSTRUCTION.COM
Website
Federal ID# _____
NAICS Code 446110
Will a Real Estate Holding Company be utilized to own the Project property/facility No
What is the name of the Real Estate Holding Company
Federal ID#
State and Year of Incorporation/Organization
List of stockholders, members, or partners of Real Estate Holding Company

Individual Completing Application

Name MIKE SHEVLIN
Title
Address 2555 TRANSIT RD, ELMA NY14059
Phone 716-675-9171
Fax 716-675-6609
E-Mail MSHEVLIN@CONCEPTCONSTRUCTION.COM

Company Contact (if different from individual completing application)

Name
Title
Address
Phone
Fax
E-Mail

Company Counsel

Name of Attorney JAMES GRESSENS
Firm Name DUKE HOLZMAN PHOTIADIS & GRESSENS LLP
Address 701 SENECA ST,BUFFALO NY 14210
Phone 716-855-1111
Fax
E-Mail JWGRESSENS@DHPGLAW.COM

Identify the assistance being requested of the Agency

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

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

Business Organization

Type of Business Limited Liability Company
Type of Ownership
Year Established 2015
State of Organization New York

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

Please include name and % of ownership.

MATT SHEVLIN - 31% STEVE SHEVLIN -23% ROBERT SHEVLIN - 23% DAVID SHEVLIN - 23%

Applicant Business Description

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

Concept Construction Corporation is a self-performing, fourth generation, Western New York commercial general contractor, specializing in general construction, construction management and design build services. Established in 1974 by company CEO B. Michael Shevlin, the business, located in Elma, NY has approximately 50 full time employees. As the company grew, a strong emphasis was placed on developing, planning and strategically positioning itself to meet the unique needs of today's construction demands. With a diverse gallery of completed projects, Concept Construction has an impressive business portfolio which includes hospitals and health care facilities, office buildings, hospitality and lodging, restaurants, schools, hotels, retail and more. The Roadway Trucking facility in West Seneca, Wyndham Hotel in Williamsville, Camp Rd. Medical Building in Hamburg and Salvatore's - The Delavan Hotel in Lancaster are just a few examples of the same. The company continues to grow and diversify, creating the Shevlin Land and Cattle Company, formed to be a development holding company for this particular project for the benefit of Upstate Pharmacy. Concentrating primarily in Western New York, both Concept Construction Corp. and Shevlin Land and Cattle Company plan to continue to invest in our region's economic prosperity.

| | |
|---|----|
| Estimated % of sales within Erie County | 95 |
| Estimated % of sales outside Erie County but within New York State | 5 |
| Estimated % of sales outside New York State but within the U.S. | 0 |
| Estimated % of sales outside the U.S. | 0 |

(*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

100% UPSTATE PHARMACY, Unknown at this time. ALL LOCAL CONSTRUCTION

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

West Seneca, NY

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

WEST SENECA NY

Address

1900 NORTH AMERICA DR. WEST SENECA NY 14224

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?

No

(If Yes, you will need to complete Section V of this Application)

SBL Number for Property upon which proposed Project will be located

Unkown at this time

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

Assessed value of land

\$100,000.00

Assessed value of building(s)

Are Real Property Taxes current?

Yes

If no please explain

Town/City/Village of Project Site

WEST SENECA

School District of Project Site

WEST SENECA

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?

Yes

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)

The project includes the development of 2.5 acres of (presently vacant) land in West Seneca, NY. The structure required for the business operation is an expandable new building and the tenant (which is rapidly growing, has future expansion plans already in

its sights.) Since 1998, Upstate Pharmacy Ltd. has provided pharmacy services to 230 residential group homes for people with developmental disabilities and emotional challenges in Chautauqua, Cattaraugus, Allegheny, Erie, Wyoming, Livingston, Niagara, Genesee, Orleans, and Monroe counties. The company also services 1100 cancer patients in these counties referred by physicians and the Roswell Park Cancer Institute. Upstate Pharmacy is the largest supplier of oncology drugs in Western New York. The company is not a retail, walk-in pharmacy for consumers. Services include 24-hour access for 365 days per year for delivery of medications. The Company currently employs 75 pharmacists and technicians. Upstate Pharmacy is currently located on North America Drive, but its 10,000 square foot rented space cannot accommodate the company's significant growth. While the company expands its reach into the Rochester area, Upstate Pharmacy has committed to growing its central operations in West Seneca. Concept Construction Corporation was founded in 1974. The company has a rich history of success in constructing cost-effective, high quality commercial buildings through Upstate NY. The company's reputation is built upon its philosophy of superior workmanship, professionalism, and outstanding performance. Concept Construction is proposing to build a 15,000 square foot facility to serve the growing business of Upstate Pharmacy. Both companies have selected a site at 1900 North America Drive. The state-of-the-art corporate headquarters and pharmacy operation will be built to accommodate the increased needs of patients who need medications and supplies delivered directly to their homes in a timely and effective manner. With the new facility, Upstate Pharmacy will add another 12 positions over the next three years. The cost of constructing the building will be approximately \$1.7 million. Upstate Pharmacy will spend over \$440,000 in the move with substantial new equipment. The Financial Assistance program, offered by the ECIDA is what makes this project possible. The land purchase, Site work expense and overall construction costs would exceed the feasibility of a sound business investment where finances necessary to sustain a workable business plan on its own would simply not work. It only becomes possible when you factor in the ECIDA program, which, when implemented will allow for a reasonable lease term structure to be passed on to the long-term tenant, making the lease structure work. Without it, this home grown, successful WNY business would be forced to leave the area to maintain its competitiveness, taking 70 employees and 10 new hires with it. This program will ensure that UPSTATE PHARMACY will remain in Erie County and WNY serving the needs and good work of dozens of pharmacies all throughout our region, including Roswell Park for a long time. In addition, these inducements etc. will insure the retention of all those existing employees new hires mentioned earlier.

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)

VACANT LAND, NEW BUILD, PREPARE PRESCRIPTION DRUGS FOR distribution in WESTERN and Central NY, Without the ECIDA financial Assistance program, our tenant would likely be forced to leave the county. This program will ensure that UPSTATE PHARMACY will remain competitive in their market place ensuring the retention of all existing employees while adding a number of new hires.

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

COMMERCIAL DEVELOPMENT

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 yes, please provide copies of the study.

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

NO

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?

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

No Back Office

No Civic Facility (not for profit)

No Equipment Purchase

No Retail

No Other

**PHARMACEUTICAL
DISTRBUTION L**

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

\$ 100,000 square feet 3 acres

New Building Construction

\$ 1,500,000 15,000 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.)

\$ 100,000

Other Cost

\$ 0

Explain Other Costs

Total Cost

\$ 1,700,000

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

\$ 0

Sources of Funds for Project Costs:

Estimated Mortgage Amount

\$

Lender Name, if Known

Equity

1,700,000

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

\$ 1,500,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 900,000

% sourced in Erie County

100%

% sourced in State

100% (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

\$ 750,000

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

\$ 65,625

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

| | | Cost | % of Total Cost |
|-----------------------------------|--------------------|--------------|------------------------|
| Manufacturing/Processing | 11,250 square feet | \$ 1,275,000 | 75 |
| Warehouse | 750 square feet | \$ 85,000 | 5 |
| Research & Development | square feet | \$ 0 | 0 |
| Commercial | square feet | \$ 0 | 0 |
| Retail | square feet | \$ 0 | 0 |
| Office | 3,000 square feet | \$ 340,000 | 20 |
| 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

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

7/1/2015

End date : Estimated completion date of project

1/1/2016

Project occupancy : estimated starting date of operations

2/1/2016

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?

Yes

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 | 70 | 70 | 80 | 10 |
| Part time | 0 | 0 | 0 | 0 |
| Total | 70 | 70 | 80 | |

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?

No

Payroll Information

Annual Payroll at Proposed Project Site

\$ 4,160,000

Estimated average annual salary of jobs to be retained

\$ 59,000

Estimated average annual salary of jobs to be created

\$ 50,000

Estimated salary range of jobs to be created

From

\$ 30,000

To \$ 120,000

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

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?

No

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

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) | No |
| 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) | No |
| If yes, please provide dollar amount of income being generated, if any | \$ |
| Does the site have historical significance? | No |
| Are you applying for either State/Federal Historical Tax Credit Programs? | No |
| 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

SHEILA WALSH MEGAN, TOWN OF WEST SENECA SUPERVISOR

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? Yes

If yes, explain

Existing employees will remain as well as the addition of new hires

Is the project located in a Highly Distressed Area? No

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 No

If Yes to either question, please, explain

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.)

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?

No

What factors have lead the project occupant to consider remaining or locating in Erie County?

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

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.

Batavia, NY - Preference was to remain in WNY Elma, NY - Transit Rd. site - traffic flow issues /building not suitable for expansion in the right direction Hamburg, NY - Driver familiarity issues / employee retention issues / proximity to interstate 90

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 | UPSTATE PHARMACY |
| Address | 1900 NORTH AMERICA DR, WEST SENECA NY |
| Contact Person | Ted Kuzniarek |
| Phone | (716) 675-3784 |
| Fax | |
| E-Mail | upstaterx@aol.com |

Federal ID #

SIC/NAICS Code

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>

If 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. |
|--------------------|---|--|---|
|--------------------|---|--|---|

Section VII: Environmental Questionnaire

General Background Information

Address of Premises 1900 NORTH AMERICA DR, WEST SENECA NY

Name and Address of Owner of Premises SHEVLIN LAND AND CATTLE CO. 2555 TRANSIT RD ,ELMA NY 14059

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

FLAT VACANT FIELD

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

VACANT LAND TO BUILD AN OFFICE PROCESSING BUILDING

Describe all known former uses of the Premises

NONE

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

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

Is any waste discharged into or near surface water or groundwaters?

<BLANK>

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

NO

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