

Calspan Sled Facility application

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Project Name Calspan Sled Facility

Applicant Name Calspan Corporation, Genesee Holdings III, LLC, 4455 Genesee Street, LLC,

Calspan Development and Construction, LLC

Applicant Address 4455 Genesee Street

Applicant Address 2

Applicant City Buffalo

Applicant State New York

Applicant Zip 14225

 Phone
 7166314179

 Fax
 7166314180

E-mail peter.bordonaro@calspan.com

Website www.calspan.com

Yes

Federal ID# 20-1840542 (Calspan Corporation); TBD (Genesee Holdings III, LLC); 20-

1840612 (4455 Genesee Street, LLC), 37-1881859 (Calspan Development

and Construction, LLC)

NAICS Code 541715

Will a Real Estate Holding Company be utilized to own

the Project property/facility

What is the name of the Real Estate Holding Company

Genesee Holdings III, LLC

Federal ID# TBD

State and Year of New York, 2020

Incorporation/Organization

List of stockholders. Louis Knotts (50%), Jo

members, or partners of Real Estate Holding Company

Louis Knotts (50%), John Yurtchuk (50%)

Individual Completing Application

Name Peter Bordonaro

Title Corporate Counsel

Address 4455 Genesee Street

Address 2

City Buffalo

State

New York

Zip

14225

Phone

7166314179

Fax

7166314180

E-Mail

peter.bordonaro@calspan.com

Company Contact (if different from individual completing application)

Name Peter Sauer
Title President

Address 4455 Genesee Street

Address 2

City Buffalo

State New York

Zip 14225

Phone 7166316850 **Fax** 7166316852

E-Mail peter.sauer@calspan.com

Company Counsel

Name of Attorney Peter Bordonaro
Firm Name In-House Counsel
Address 4455 Genesee Street

Address 2

City Buffalo

State New York

Zip 14225

Phone 7166314179 **Fax** 7166314180

E-Mail peter.bordonaro@calspan.com

Identify the assistance being requested of the Agency

Exemption from Sales Tax Yes

Exemption from Mortgage Yes

Tax

Exemption from Real Yes

Property Tax

Tax Exempt Financing* No

Business Organization

Type of Business Corporation

Type of Ownership

Year Established 2005 State of Organization New York

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

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

Please include name and % of ownership.

Louis Knotts (50%), John Yurtchuk (50%)

<u>Applicant Business Description</u>

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

From the initial investigations into occupant behavior which gave rise to the crash test dummy to the pioneering work in safety restraints which led to the seatbelt, Calspan has contributed significant transportation safety advances throughout its more than 70-year history. Calspan's businesses and capabilities are sustainable and lasting. As an example, Calspan's tire research facility, built in 1971 and updated in 2014/2015, offers capability that was unique in the world at that time and still remains a powerful force in the industry - ensuring good paying jobs in Western New York. Current R&D activities at the project location performed by Calspan include: full scale vehicle crash testing, vehicle child seat safety testing, tire testing, transonic wind tunnel testing and aircraft development, and vehicle crash data research. Calspan provides testing and engineering services to major domestic and international companies who are looking to improve their products.

Estimated % of sales within Erie County	1
Estimated % of sales outside Erie County but within New York State	4
Estimated % of sales outside New York State but within the U.S.	70
Estimated % of sales outside the U.S.	25

(*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

Approximately 30% of Calspan's annual purchase of supplies/services/materials are from Erie County companies.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Cheektowaga, NY

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

Yes

In which Municipality will the proposed project be located

Cheektowaga, NY

Address

40 Sonwil Drive, Cheektowaga, NY 14225

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?

No

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 the Retail Section of this application)

SBL Number for Property upon which proposed Project will be located

92.04-1-37

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

Approximately \$68,000

Assessed value of land

\$419,500

Assessed value of building(s)

\$2,108,434

Are Real Property Taxes current?

Yes

If no please explain

Town/City/Village of Project Site

Cheektowaga, NY

School District of Project Site

Lancaster

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

No

If No, indicate name of present owner of the Project Site

Sonwil Distribution Center Inc.

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the Proposed Project site

The proposed Project Site is an existing building with little to no greenspace.

Please provide narrative of the proposed project and the purpose of the proposed 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)

For more than 60 years, Calspan has made significant contributions to vehicle safety. Calspan continues to take steps to build a state of the art Transportation Safety Research campus in Buffalo, New York. After completing major upgrades to Calspan's Tire Research Facility in 2014 and 2015, Calspan had restored its position as a world leader in Tire Testing and Research. Following the major capital equipment upgrade to the Tire Test capabilities, Calspan initiated a \$20,000,000 investment to build a modern crash test center in Buffalo, NY. The Calspan Crash Test Center offers world renowned automotive crash testing and research capabilities. The Crash Test Center was completed in 2018 and has created over 30 new high paying technical jobs in Buffalo, New York. The Crash Test Center offers full scale vehicle crash testing and has played a major role in accelerating the development of life saving technologies. With the emergence of new autonomous vehicle technologies and the electrification of vehicles, safety testing is absolutely essential. The occupant compartment design in future cars will be altered significantly as a human driver becomes unnecessary. With these revolutionary changes, Calspan will continue to support the rapid development of safety restraint technology by enhancing its capabilities through the addition of cutting edge equipment for dynamic sled testing for non-destructive vehicle component testing. The purchase and renovation of a building of approximately 65,000 square feet for a sled testing laboratory would house two highly precise and powerful vehicle test stands. The test stands will be utilized to evaluate automotive restraints, seating, and interior equipment according to domestic and international safety standards. The testing services offered by Calspan would support the needs of United States Department of Transportation, all global automakers and their suppliers. The customer base includes but is not limited to the National Highway Transportation Safety Administration, Nissan, BMW, Mercedes, Hyundia, Kia, Subaru, Honda, Ford, General Motors, Volkswagon and Audi. Industry and the public will benefit from Calspan's innovation and new capabilities to objectively evaluate these critical life-saving technologies. A building of this size will also allow for space to grow our transportation testing business in the future. In connection with the construction of the sled testing laboratory, Calspan would also make general improvements to the facility campus in order to better serve these customers and suppliers, such as improvements to facility infrastructure and technology.

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:

The Project cannot be undertaken without Financial Assistance by the Agency.

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)

Calspan is considering the possibility of investing in a new dynamic sled testing facility at 40 Sonwil Drive in Cheektowaga, NY. The new test laboratory would have the capability to perform non-destructive crash tests and occupant protection evaluations for automotive and aircrafts. The facility will also specialize in vehicle battery testing to support the ongoing electrification of automobiles. The enhancement of the facility is necessary, as the current sled testing facility was opened in 1969 and utilizes outdated technology. Without the needed capital investments, Calspan's sled testing business will fail and Calspan will be forced to exit the marketplace. Such a failure would not only affect the sled testing jobs at Calspan but would pose significant threats to other jobs at Calspan. Vehicle manufacturers and their suppliers have expressed a strong desire for Calspan to relocate testing operations to be in close proximity to their research and development or production facilities in California, Michigan, North Carolina and Alabama. The ability to compete with independent laboratories MGA Research in Michigan, Transportation Research Center in Ohio, Idiada in California, Element in Michigan and Autoliv in Ontario, depends upon access to the most modern test equipment and capabilities. Absent the investment in modern sled technologies, vehicle manufacturers are beginning to take their testing to Calspan's competition. The modern test equipment will ensure that Calspan's customers choose Calspan over the other independent test labs who are closer to their production and research centers.

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?

Calspan's existing sled testing business will imminently fail without this investment. The investment in a new facility at 40 Sonwil Drive and in modern equipment is essential, as the current laboratories were developed decades ago and are outdated technology. To gain a competitive advantage in the marketplace Calspan must keep up with technological developments in the industry but these investments are expensive. If Calspan's sled testing business fails, it is certain that many other jobs at Calspan will be affected. This is due to the fact that Calspan's overhead and corporate structure support multiple testing facilities. If one

business unit fails, all of the other are burdened with a larger percentage of overall shared costs which put those business units at risk.

Will project include leasing any equipment?

Yes

If yes, please describe equipment and lease terms.

Construction equipment.

Site Characteristics

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

Yes

Describe the present zoning/land use

The proposed location is presently zoned for commercial use.

Describe required zoning/land use, if different

Not applicable.

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

Not applicable.

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

Nο

If yes, please explain

Not applicable.

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 new facility and renovation thereof, and the equipment therein, will take into account energy efficiency in every possible instance - from lighting, to HVAC, to construction materials, to all other applicable aspects. For this project, we intend to purchase the following energy-saving items: LED lighting, energy efficient HVAC system, roofing system with a better R value than current co-located buildings.

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?

Yes

If yes, please explain.

Current R&D activities at the project location performed by Calspan include: full scale vehicle crash testing, vehicle child seat safety testing, tire testing, transonic wind tunnel testing and aircraft development, and vehicle crash data research. All of this R&D activity will continue with this potential project investment.

What percentage of annual operating expenses are attributed to the above referenced research and development activities? Nearly 100%.

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

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 Yes

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.

Yes Manufacturing
No Multi-Tenant
No Mixed Use
Yes Acquisition of Existing Facility
Yes Commercial
No Housing
Yes Back Office
No Civic Facility (not for profit)
Yes Equipment Purchase
No Retail
Yes Other
Services and Engineering

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

\$ 3,250,000 65,000 square feet acres

New Building Construction

\$ 0 square feet

New Building addition(s)

\$ 0 square feet

Infrastructure Work

\$ 1,000,000

Renovation

\$ 2,000,000 65,000 square feet

Manufacturing Equipment

\$4,000,000

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

\$3,000,000

Soft Costs: (professional services, etc.)

\$ 250,000

Other Cost

\$0

Explain Other Costs

Total Cost

\$13,500,000

Project Refinancing; estimated amount (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:

Equity (excluding equity that is attributed to grants/tax credits):

\$ 500,000

Bank Financing:

\$ 13,000,000

Tax Exempt Bond Issuance (if applicable):

\$0

Taxable Bond Issuance (if applicable):

\$ 0

Public Sources (Include sum total of all state and federal grants and tax credits):

\$ (

Identify each state and federal grant/credit:

ESD provided Excelsior job credits, but no grant funds.

Total Sources of Funds for Project Costs:

\$13,500,000

Has a financing preapproval letter or loan commitment letter been obtained?

No

Mortgage Recording Tax Exemption Benefit:

Estimated Mortgage Amount (Sum total of all financing – construction and bridge). *Amount of mortgage, if any, that would be subject to mortgage recording tax.

\$ 13,000,000

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (% of estimated mortgage amount stated above):

\$97,500

Construction Cost Breakdown:

Total Cost of Construction

\$ 6,000,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 2,000,000

% sourced in Erie County

75%

% 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

\$5,000,000

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

\$437,500

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:

Not applicable.

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	65,000 square feet	\$ 13,500,000	100
Commercial	square feet	\$0	0
Retail	square feet	\$0	0
Office	square feet	\$0	0
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

Yes

What is your project timetable (Provide dates)

Start date: acquisition of equipment or construction of facilities

2/1/2021

End date: Estimated completion date of project

6/30/2022

Project occupancy: estimated starting date of operations

7/31/2021

Have construction contracts been signed?

No

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

Nο

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

No

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 FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion
Full time	143	143	20
Part time	3	3	0
Total	146	143	20

^{**} The Labor Market Area includes the Counties of Erie, Niagara, Genesee, Cattaraugus, Wyoming and Chautauqua. For the purposes of this question, please estimate the number of FTE and PT jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column.

Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion **

20
0

^{***}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).

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	# of Employees Retained and Created	Average Salary for Full Time	Average Fringe Benefits for Full Time	Average Salary for Part Time (if applicable)	Average Fringe Benefits for Part Time (if applicable)
Management	38	\$ 114,000	\$ 26,220	\$0	\$0
Professional	34	\$ 75,000	\$ 17,250	\$0	\$0
Administrative	4	\$ 57,200	\$ 13,160	\$0	\$0
Production	87	\$ 56,400	\$ 12,970	\$0	\$0
Independent Contractor	0	\$0	\$ 0	\$0	\$0
Other	0	\$0	\$ 0	\$0	\$0

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

\$ 10,725,933

Estimated average annual salary of jobs to be retained (Full Time)

\$ 74,228

Estimated average annual salary of jobs to be retained (Part Time)

\$ 25,235

Estimated average annual salary of jobs to be created (Full Time)

\$ 70,000

Estimated average annual salary of jobs to be created (Part Time)

\$0

Estimated salary range of jobs to be created

From (Full Time)
From (Part Time)

\$ 60,000

\$0

To (Full Time) \$ 80,000

\$0

To (Part

Time)

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

Calspan wishes to expand our presence in Western New York. Vehicle manufacturers and their suppliers have expressed a strong desire for Calspan to relocate testing operations to be in close proximity to their research and development or production facilities in California, Michigan, North Carolina and Alabama. The ability to compete with independent laboratories MGA Research in Michigan, Transportation Research Center in Ohio, Idiada in California, Element in Michigan and Autoliv in Ontario, depends upon access to the most modern test equipment and capabilities. Absent the investment in modern sled technologies, vehicle manufacturers are beginning to take their testing to Calspan's competition. The modern test equipment will ensure that Calspan's customers choose Calspan over the other independent test labs who are closer to their production and research centers.

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

Please see response above.

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?

Yes

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

Calspan applied for and received assistance from Empire State Development in the form of Excelsior credits.

Section III: 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 NameCalspan CorporationAddress4455 Genesee Street

Contact PersonPeter BordonaroPhone7166314179

Fax 7166314180

E-Mail peter.bordonaro@calspan.com

Federal ID # 20-1840542

SIC/NAICS Code 541715

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 the Tenant Information section of this application, for each tenant.

Tenant Name

Current Address (city, state, zip)

of sq ft and % of total to be occupied at new projet site cocupied at new projet site cocup

Section IV: Tenant Information

Section V: Environmental Questionnaire

General Background Information

Address of Premises 40 Sonwil Drive, Cheektowaga NY 14225

Name and Address of Owner As of the application date, the Premises is owned by Sonwil Distribution Center Inc., with office

of Premises address at 100 Sonwil Drive, Cheektowaga NY 14225.

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

Existing industrial building with little to no greenspace

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 Premises is currently a light industrial facility used for warehousing and distribution. Construction of new sled testing facility is intended to be carried on at the Premises.

Describe all known former uses of the Premises

Warehousing / Distribution

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

We have no knowledge of any such spills, releases or unpermitted discharges. An environmental assessment would be undertaken in connection with the purchase of the Premises.

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

We have no knowledge of any such enforcement action as of the application date.

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

We have no knowledge of any such suit, complaint or other procedure as of the application date.

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

We have no knowledge of any such enforcement action as of the application date. An environmental assessment would be undertaken in connection with the purchase of the Premises.

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

We have no knowledge of any such hazardous and/or solid wastes. An environmental assessment would be undertaken in connection with the purchase of 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

Wastewater from standard office and industrial space (i.e., sinks, bathrooms). Will discharge into municipal sanitary system. Stormwater will discharge into municipal storm 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?

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

We have no knowledge of any such PCB spills, discharges or other accidents. An environmental assessment would be undertaken in connection with the purchase of the Premises.

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials

We have no knowledge of any such asbestos containing materials. An environmental assessment would be undertaken in connection with the purchase of the Premises.

Section VI: 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 No from one area of the state to another area of the state?

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

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.)

Additional square footage, high quality employees for high-tech industry, secure premises and facility, unique and world-class facilities

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 desire to keep the majority of Calspan's various testing facilities (i.e., tire testing, vehicle crash research, etc.) in one main location alongside Calspan's corporate offices.

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

The current facility will be leased to another tenant who is expanding its footprint on our campus.

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 desire to keep the majority of Calspan's various testing facilities (i.e., tire testing, vehicle crash research, etc.) in one main location alongside Calspan's corporate offices has, as of yet, precluded investigation of other specific sites in other states.

Section VII: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program?					
What is the age of the structure (in years)?					
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)					
If vacant, number of years vac	cant.			0	
If underutilized, number of years underutilized.				0	
Describe the use of the buildi	ng during the time	it has been underutilized:			
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				\$	
If apartments are planned in the facility, please indicate the following:					
	Number of Units	Sq. Ft. Range Low to High	Rent Range Low to High		
1 Bedroom	0		\$		
2 Bedroom	0		\$		

1 Bedroom0\$2 Bedroom0\$3 Bedroom0\$Other0\$Does the site have historical significance?NoAre you applying for either State/Federal Historical Tax Credit Programs?NoIf 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 VIII: Senior Citizen Rental Housing Projects

Are you applying for tax incentives under the Senior Rental Housing policy?

No

Has the project received written support from the city, town or village government in which it is located?

<BLANK>

Describe the location of the project as it relates to the project's proximity to the town / village / city center or to a recognized hamlet.

Is the project consistent with the applicable municipal master plan?

<BLANK>

If yes, please provide a narrative identifying the master plan (by name) and describing how the project aligns with the plan details

Does the project advance efforts to create a walkable neighborhood and community in proximity to important local amenities and services?

<BLANK>

If yes, please provide a narrative describing the walkable nature of the project including access seniors would have to specific neighborhood amenities.

Has a market study shown that there is a significant unmet need in the local community or specific neighborhood where seniors are unable to find appropriate housing opportunities?

<BLANK>

Is the project located in an area (defined as a 1-5 mile radius of the project site) where there are significant local resident populations that are at or below the median income level?

<BLANK:

If yes, please describe how you made this determination based upon census tract and other relevant third party data.

Does the project provide amenities that are attractive to seniors and differentiates the project from standard market rate housing?

<BLANK>

If yes, please describe these amenities (examples may include: community rooms, social / recreational activity areas, senior-oriented fixtures and safety amenities, security systems, call systems, on site medical services)

Are there impediments that hinder the ability to conventionally finance this project and /or negatively impact the project's return on investment?

<BLANK>

If yes, please briefly summarize the financial obstacles to development that this project faces without IDA or other public assistance. Please provide the IDA 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)

Will the project target (and maintain during the incentive period) a minimum 50% occupancy rate of senior citizens whose income is at or below 60-80% of the median income for Erie County?

<BLANK>

If yes, please describe provide a narrative citing key facts that substantiate this finding.

Section IX: 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 <u>AND</u> the answer to Question B is greater than <u>33.33%</u>, 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>