

## NOTICE OF PUBLIC HEARING

Pursuant to Article 18-A of NYS General Municipal Law, the Erie County Industrial Development Agency (the “Agency”) will hold a public hearing on June 27, 2022 at 9:00 a.m. at the Town of Tonawanda, Town Board Conference Room #20, located at 2919 Delaware Avenue, Kenmore, 14217 regarding:

Carrier Terminal Services, Inc., and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf (the “Company”), has submitted an application to the Agency (a copy of which is on file at the office of the Agency) requesting the Agency to undertake a certain project (the “Project”) consisting of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 380, 400, 408 and 416 Vulcan Street, Town of Tonawanda, Erie County, New York (the “Land”), (ii) the renovation on the Land of approximately 21 buildings consisting of approximately 176,399 square-feet to be utilized for warehousing and distribution (the “Improvements”), and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the “Equipment”; and, together with the Land and the Improvements, the “Facility”). The Facility will be initially operated and/or managed by the Company.

The Agency will acquire a leasehold interest in the Facility and lease the Facility back to the Company. The Company will operate the Facility during the term of the lease. At the end of the lease term, the leasehold interest will be terminated. The Agency contemplates that it will provide financial assistance to the Company for qualifying portions of the Project in the form of sales and use tax exemption benefits, mortgage recording tax exemption benefits, and real property tax abatement benefits consistent with the policies of the Agency.

A representative of the Agency will be present at the above-stated time and place to present a copy of the Application and hear and accept written and oral comments from all persons with views in favor of or opposed to the proposed financial assistance. This public hearing is being live-streamed and made accessible on the Agency’s website at [www.ecidany.com](http://www.ecidany.com). Written comments may be submitted at this public hearing, submitted on the Agency’s website, or delivered to the Agency at 95 Perry Street-Suite 403, Buffalo, NY 14203 until the comment period closes at 4:00 p.m. on July 26, 2022. The project application is available for public inspection at the Agency’s offices Monday through Friday (excluding public holidays) from 9:00 a.m. until 4:00 p.m.

This public hearing is being conducted in accordance with Subdivision 2 of Section 859-a of the New York General Municipal Law.

Erie County Industrial Development Agency



## 380 Vulcan

[Instructions and Insurance Requirements Document](#)

### Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

#### Applicant Information - Company Receiving Benefit

<b>Project Name</b>	380 Vulcan Street
<b>Project Summary</b>	Repurpose old vacant buildings on the property to bring them back to life and back to the tax rolls by doing major repair and investment. Obtaining CO's and use for warehousing and distribution to have the opportunity to grow our business into the space for our company.
<b>Applicant Name</b>	Carrier Terminal Services, Inc.
<b>Applicant Address</b>	2299 Kenmore Ave
<b>Applicant Address 2</b>	
<b>Applicant City</b>	Buffalo
<b>Applicant State</b>	New York
<b>Applicant Zip</b>	14207
<b>Phone</b>	(716) 876-2235
<b>Fax</b>	
<b>E-mail</b>	jcasullo@speedgs.com
<b>Website</b>	speedgs.com
<b>NAICS Code</b>	493110

#### Business Organization

<b>Type of Business</b>	Corporation
<b>Year Established</b>	1982
<b>State in which Organization is established</b>	New York

#### Individual Completing Application

<b>Name</b>	Joey Casullo
<b>Title</b>	
<b>Address</b>	2299 Kenmore Ave
<b>Address 2</b>	
<b>City</b>	Buffalo
<b>State</b>	New York
<b>Zip</b>	14207

**Phone** (716) 245-9844  
**Fax**  
**E-Mail** jcasullo@speedgs.com

Company Contact - Authorized Signer for Applicant

**Contact is same as individual completing application** No

**Title**

**Address**

**Address 2**

**City**

**State**

**Zip**

**Phone**

**Fax**

**E-Mail**

Company Counsel

**Name of Attorney** Robert E. Knoer  
**Firm Name** THE KNOER GROUP, PLLC  
**Address** 424 Main Street, Suite 1820  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14202  
**Phone** (716) 332-0032  
**Fax**  
**E-Mail** rknoer@knoergroup.com

Benefits Requested (select all that apply).

<b>Exemption from Sales Tax</b>	Yes
<b>Exemption from Mortgage Tax</b>	Yes
<b>Exemption from Real Property Tax</b>	Yes
<b>Tax Exempt Financing*</b>	No

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

Applicant Business Description

**Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.**

How It All Began Leaving Sicily, Italy for the United States, Carmelo Savarino immigrated to Buffalo, New York in 1913. Savarino began using the extra room in his grocery truck to pick up and deliver goods for other businesses in the Italian section of Buffalo. He quickly became a linchpin for the community's distribution and hauling needs. Carmelo Savarino & Sons Trucking was formed in 1946 (CSST): The transition from a grocery store to a trucking company was made easier with the help of Carmelo's sons. Vincent (the eldest) who returned from World War II and his younger brother, Joseph, started working alongside Carmelo. In the Early Days The business grew from modest means. In the beginning, CSST covered Buffalo and Niagara Falls, about a 25-mile radius, with two 'straight' trucks. The majority of the business involved shipping general commodities - commercial and industrial freight - to serve the primarily industrial region. In 1949, as the business expanded, Carmelo decided to change the name to Speed Motor Express (SME). He retired in 1952, leaving the business to Vincent and Joseph. Small as it was with just two drivers, SME was beginning to forge a key relationship with General Motors that would eventually account for a large part of SME's business. The 1960s were a period of growth as SME diversified its customer base and began handling customers such as El. DuPont, Scott's Lawn Care, Moore Business Forms, and Sherwin-Williams Paints. In 1969, Joseph's son and current CEO, Carl Savarino, began working for SME. Expansion In 1972 the company reached beyond Buffalo and Niagara Falls to encompass all of Western New York, including Rochester, Jamestown, and Erie, Pennsylvania. In the 1980s, the company became more competitive and diversified. They expanded operations into New England, along the East Coast, and south to the Carolinas. A New Generation In 1987, with the retirement of both Joseph and Vincent, Carl Savarino takes over as President of SME. SME is officially passed into the hands of the third generation. How We've Grown In 1994, General Motors was looking for warehousing to support its manufacturing business in Western New York. SME jumped at the opportunity, purchasing a 180,000-square-foot facility. Today warehousing has grown close to 2,000,000 square feet of warehousing space in Buffalo. Going Global The need to diversify and embrace the globalization of business allowed Carl to rethink the company's business model. He found that globalization itself offered an opportunity and expanded into domestic and international airfreight. "We had to diversify and change the nature of our business," Carl explains, "not only nationally, but also internationally and globally." As a result, in 2000 the company entered the airfreight business. From there, SME was able to make the natural leap into the international business with international freight forwarding. In 2005, SME solidified its international business by purchasing a local company called G&W International Freight Forwarding. "That acquisition put us in the global arena," said Carl. "At that point, we changed our name from Speed Motor Express to Speed Global Services (SGS), which better reflects the type of business we are today." What's in our Future? Speed Global Services looks to continue expanding its operations around the globe. Today SGS's strives to continue its success in international freight forwarding, warehousing, U.S. Customs services and North American distribution. SGS focuses on strengthening relationships with current clients, and continue to attract new business while sticking to the core values that began with Carl's grandfather Carmelo. Both companies are 100% owned by Carl T Savarino, Carrier Terminal Services is our real estate holding company that Speed Global Services (Operations Company) pays rent to and has all the employees.

<b>Estimated % of sales within Erie County</b>	100 %
<b>Estimated % of sales outside Erie County but within New York State</b>	0 %
<b>Estimated % of sales outside New York State but within the U.S.</b>	0 %
<b>Estimated % of sales outside the U.S.</b>	0 %

(\*Percentage to equal 100%)

**For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?**

80

**Describe vendors within Erie County for major purchases**

Roofing, Fire Sprinkler and building materials, Painting, Racking, Fork Lifts ect...

## Section II: Eligibility Questionnaire - Project Description & Details

### Project Location

#### **Address of Proposed Project Facility**

380,400,408,416 Vulcan Street

#### **Town/City/Village of Project Site**

Tonawanda

#### **School District of Project Site**

Kenmore Tonawanda Union Free School District

#### **Current Address (if different)**

2299 Kenmore Ave

#### **Current Town/City/Village of Project Site (if different)**

Buffalo

#### **SBL Number(s) for proposed Project**

65.19-1-2.5, 65.19-1-1.23, 65.19-1-1.25, 65.19-1-2.11

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

13,532

#### **If amount of current taxes is not available, provide assessed value for each.**

Land

\$ 182,133

Building(s)

\$ 559,779

If available include a copy of current tax receipt.

#### **Are Real Property Taxes current at project location?**

Yes

#### **If no please explain**

\*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

#### **Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?**

Yes

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

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

Yes

#### **Describe the present use of the proposed Project site (vacant land, existing building, etc.)**

176,399 sq ft on premises which consist of 21 buildings, when we started on this site there were no CO's we currently have obtain 2 CO's for 2 buildings which is 38,402 sq ft. This leaving 137,997 unoccupied vacant for ~6 years buildings needing major repair and updates to meet code.

#### **Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)**

NARRATIVE SUPPLEMENT TO THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPLICATION FOR 380 VULCAN PROJECT [PROJECT CONSISTS OF 4 PROPERTIES 380,400, 402,416 VULCAN] Speed Global Services is a 4th generation Buffalo born Logistic company started in 1946. Which owns 95% of its current locations. 380 Vulcan Project Carrier Terminal Services (a Speed company) has 380, 400, 402, 416 Vulcan Ave, under contract to purchase the property. The current zoning is G-1 and is located near the GM power plant in the Town of Tonawanda. This property is 8 acres with 21 structures consisting of 176,399 sq ft. The structures were originally part of the J H Williams Tool Company Campus (now Snap-On). These buildings were erected starting in 1920 and 1952 with a newer building added in 2006. In 2016 the last company Morgan Materials vacated the property and its been vacant ever since (vacant for 6+ years). All of the Certificate of Occupancy were pulled from the abandoned property after it was vacant for a few years. In December 2021 Speed Global Services was able to obtain a current Certificate of Occupancy for 2 buildings after getting the Town of Tonawanda Planning Boards approval of a site plan and minor repairs. The proposed project involves major renovations and investments to bring the property back up to code. Our goal is to repurpose 98% of the current structures by doing the major renovations that are needed. There are structural repairs to the columns and roof of the building that will be performed. The building need to be closed in creating a water tight envelope to stop any more detrition of the current structures. This will occur by reroofing and siding existing structures that are open to the elements. All new mechanicals are needed including installing a new Fire Suppression (Sprinkler System), removing old high power electrical (480 volts) thought the old plant and installing new electrical panels and LED lighting. Our plan is to insulate most if not all buildings and install heaters for a better working environment. The entire front parking lot will be paved and green space will be added. We plan on working this project in stages but continuously moving forward. Parts of the building will be occupied by Speed as they are brought up to code. Full occupancy of the property for Speed in January 2024 and back on the tax rolls. Once the building is renovated we will need to install pallet racking and purchase fork trucks to operate the building for warehousing and distribution. Locations of current properties renovated and operated by Speed Global Services for warehousing and distribution: 1953 Kenmore Ave. built in 1971 150,000 sq ft 2299 Kenmore Ave. built in 1936 450,000 sq ft 2315 Kenmore Ave. built in 1942 172,000 sq ft 2321 Kenmore Ave. built in 1930 350,000 sq ft 2769 Broadway Ave. built 1967 110,000 sq ft 475 Ludwig Ave. built 1988 80,000 sq ft 1075 William Str. built 1957 57,000 sq ft With the project moving forward this would create 5 fulltime jobs at this location and retain at least 6 other jobs. But, it's the hidden jobs that's tough to estimate. For Speed to fill this warehouse with freight, it means a sales team has to perform their job and find customers, which then leads to the work in the warehouse. But don't forget the accounting department that pay all the invoices, the maintenance department that keeps up the building, the drivers needed to bring the freight into and out of the building, the mechanics the fix the fork trucks and trucks moving the freight. On top of all this is the construction crew/jobs to get these building back up and running from either contractors or Speed bringing on 3-4 construction team members for 2-3 years and/or possibly continue working for up keep of the property.

**Municipality or Municipalities of current operations**

Town of Tonawand, Erie County

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

Yes

**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 within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?**

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

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

No

**If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available**

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

No

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

**If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:**

The additional cost to bring the property back to life in a uncertain economy and lower ROI.

**Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)**

With the current economy and the uncertainty of the cost of building materials receiving financial assistance from the Agency would help reduce the risk of the overall cost. The amount of repairs needed to bring these buildings back to life is 3 times the purchase price. As well as a big undertaking of finding workers or contractors to perform the work in today's lack of skilled employee market, this will help with the burden and control unexpected cost of higher labor or material.

**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**

No

**If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?**

With the current economy affecting the supply chain and cost of everything going up including interest rates not receiving the tax incentive could cause the project to either wait till cost of materials and interest rates come down or cancel the project as a whole. The tax savings could be as high as 6-7% of the total project. Which is huge when there is so much uncertainty in the materials cost right now.

**Will project include leasing any equipment?**

No

If yes, please describe equipment and lease terms.

### Site Characteristics

**Is your project located near public transportation?**

Yes

**If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)**

Metro Bus Route 3 has a bus turn around 1/2 mile from location. Route 5 closest stop is 6/10 of a mile away from location

**Has a project related site plan approval application been submitted to the appropriate planning department?**

Yes

**If Yes, include the applicable municipality's and/or planning department's approval resolution, the related State Environmental Quality Review Act ("SEQR") "negative declaration" resolution, if applicable, and the related Environmental Assessment Form (EAF), if applicable.**

**If No, list the ECIDA as an "Involved Agency" on the related EAF that will be submitted to the appropriate municipality and/or planning department for site plan approval.**

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

Yes

**Describe the present zoning/land use**

G-1 General Industrial District

**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?**

No

If yes, please provide copies of the study.

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



What is the estimated project timetable (provide dates).

**Start date : acquisition of equipment or construction of facilities**

6/1/2022

**End date : Estimated completion date of project**

12/31/2023

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

1/1/2023

Capital Project Plan / Budget

**Estimated costs in connection with Project**

**1.) Land and/or Building Acquisition**

\$ 1,350,000	176,399 square feet	8 acres
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**2.) New Building Construction**

\$ 0	square feet
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**3.) New Building addition(s)**

\$ 0	square feet
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**4.) Reconstruction/Renovation**

\$ 5,300,000	137,997 square feet
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**5.) Manufacturing Equipment**

\$ 0

**6.) Infrastructure Work**

\$ 0

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

\$ 460,000

**8.) Soft Costs: (Legal, architect, engineering, etc.)**

\$ 35,000

**9.) Other Cost**

\$ 0

**Explain Other  
Costs**

**Total Cost**      \$ 7,145,000

Construction Cost Breakdown:

<b>Total Cost of Construction</b>	\$ 5,300,000 (sum of 2, 3, 4 and 6 in Project Information, above)
<b>Cost of materials</b>	\$ 3,000,000
<b>% sourced in Erie County</b>	80%

Sales and Use Tax:

**Gross amount of costs for goods and services that are subject to**      \$ 3,460,000

**State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit**

**Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):** \$ 302,750

\*\* Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

**Project refinancing estimated amount, if applicable (for refinancing of existing debt only)** \$ 0

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

**If Yes, describe particulars:** Architectural, maintenance for Planning board approval, minor building repair

Sources of Funds for Project Costs:

**Equity (excluding equity that is attributed to grants/tax credits):** \$ 1,350,000

**Bank Financing:** \$ 5,300,000

**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):** \$ 0

**Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)** 0

**Total Sources of Funds for Project Costs:** \$6,650,000

**Have you secured financing for the project?** No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

**Mortgage Amount (include sum total of construction/permanent/bridge financing).** 5,397,500

**Lender Name, if Known**

**Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):** \$40,481

Real Property Tax Benefit:

**Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other):**

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

**ECIDA encourages applicants to utilize MBE/WBE contractors for their projects. Describe your company's internal practices that**

**promote MBE/WBE hiring and utilization**

Speed Global Services is an equal opportunity employer, currently consisting of a 41% minority workforce. Speed includes and encourages MBE/WBE contractors to bid on all company projects. Speed has in the past and for this project will utilize several WBE and MBE companies. Currently for this project Speed has acquired the services of Advance Contracting Services, Inc. Advance Contracting Services is an MBE. Speed has used the services of EJ Militello Concrete Inc., a WBE, for a previous project at another Speed location and plan to have EJ Militello bid on this new project. Hausrath Landscaping Maintenance, Inc., an MBE and WBE company has a long-standing relationship with Speed and is our go to option for dump trucking services needed for this project. As Speed will require temporary construction labor for the demo work and clean up on this site; Active Workforce, Inc., a WBE, will be the provider of this additional workforce. Brown Electric, a WBE, has bid on the electrical and R.H. Fire LLC, a MBE, has bid on the fire protection (sprinkler system) which combined will be roughly \$700,000 to \$1,000,000 of the project.

**Is project necessary to expand project employment?**

Yes

**Is project necessary to retain existing employment?**

Yes

**Will project include leasing any equipment?**

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location).

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genessee.

By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

	<b>Current # of jobs at proposed project location or to be relocated at project location</b>	<b>If financial assistance is granted – project the number of FT and PT jobs to be retained</b>	<b>If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion</b>	<b>Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **</b>
<b>Full time</b>	4	4	3	7
<b>Part time</b>	2	2	2	4
<b>Total</b>	6	6	5	

Salary and Fringe Benefits for Jobs to be Retained and Created

<b>Category of Jobs to be Retained and/or Created</b>	<b># of Employees Retained and/or Created</b>	<b>Average Salary for Full Time</b>	<b>Average Fringe Benefits for Full Time</b>	<b>Average Salary for Part Time (if applicable)</b>	<b>Average Fringe Benefits for Part Time (if applicable)</b>
<b>Management</b>	1	\$ 60,000	\$ 0	\$ 0	\$ 0
<b>Professional</b>	0	\$ 0	\$ 0	\$ 0	\$ 0
<b>Administrative</b>	2	\$ 48,000	\$ 14,500	\$ 0	\$ 0
<b>Production</b>	0	\$ 0	\$ 0	\$ 0	\$ 0
<b>Independent Contractor</b>	0	\$ 0	\$ 0	\$ 0	\$ 0
<b>Other</b>	8	\$ 45,000	\$ 14,500	\$ 40,000	\$ 0

\*\* Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

Employment at other locations in Erie County: (provide address and number of employees at each location):

<b>Address</b>	2299 Kenmore Ave, Tonawanda, Corporate location	previous includes other locations, to many to list	
<b>Full time</b>	165	0	0
<b>Part time</b>	20	0	0
<b>Total</b>	185	0	0

Payroll Information

**Annual Payroll at Proposed Project Site upon completion**

240,000

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

45,000

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

40,000

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

48,000

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

40,000

**Estimated salary range of jobs to be created**

<b>From (Full Time)</b>	40,000	<b>To (Full Time)</b>	60,000
<b>From (Part Time)</b>	35,000	<b>To (Part Time)</b>	45,000

## Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

### General Background Information

#### **Address of Premises**

380,408,416,400 Vulcan Street, Tonawanda NY 14207

#### **Name and Address of Owner of Premises**

Carrier Terminal Services 2299 Kenmore Ave, Buffalo, NY 14207

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

Old manufacturing plant, JH Williams Tool Company, next to GM Power Plant,

#### **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**

Multiple building campus, consisting of 21 buildings which were built in 1920,1950,1952 and 2006. Totaling 176,399 sq ft, on 8 acres

#### **Describe all known former uses of the Premises**

Manufacturing of JH William's hand tools Morgan Materials- warehousing and distribution

#### **Does any person, firm or corporation other than the owner occupy the Premises or any part of it?**

Yes

#### **If yes, please identify them and describe their use of the property**

Outside yard storage to HARLEEN Electrical contracting

#### **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?**

Yes

#### **If yes, describe in full detail**

Buffalo Sewer Authority lien, which will be settled, ~\$40,000 owed, their is \$50,000 in escrow from current owner in our purchase contract to use to settle old debt at closing.

### 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**

**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?**

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**

**Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?**

No

**If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through**

**investigation (whether internal or external), and the agencies which were involved**

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

**Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.**

**Have there been any PCB spills, discharges or other accidents at the Premises?**

No

**If yes, relate all the circumstances**

**Do the Premises have any asbestos containing materials?**

No

**If yes, please identify the materials**

## Section IV: Facility Type - Single or Multi Tenant

### Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

#### For Single Use Facility.

**Occupant Name** Speed Global Services

**Address** 2299 Kenmore Ave

**Contact Person** Speed Global Services

**Phone** (716) 876-2235

**Fax**

**E-Mail** jcasullo@speedgs.com

**Federal ID #** 16-1092772

**SIC/NAICS Code** 493110

SS

**Section V: Tenant Information****PART 1 TO BE COMPLETED BY LESSEE (DEVELOPER)****Tenant Name**

Speed Global Services

**Property Address:**

2299 Kenmore Ave.

**City/Town/Village**

Tonawanda, NY 14207

The following information is an outline relative to the potential client and their proposed contract to sublease space in the above reference facility

**Amount of space to be leased (square feet)**

170,221

**What percentage of the building does this represent?**

100

**Are terms of lease:**

NET

**If GROSS lease, please explain how Agency benefits are passed to the tenant****Estimated date of occupancy**

2/1/2023

**PART 2 TO BE COMPLETED BY PROPOSED TENANT****Company Name:**

Speed Global Services

**Local Contact Person:**

Joey Casullo

**Title:****Current Address:**

2299 Kenmore Ave

**Phone:**

(716) 245-9844

**Fax:****E-Mail:**

jcasullo@speedgs.com

**Website:**

speedgs.com

**Company President/General Manager:**

Carl Savarino-CEO

**Number of employees moving to new project location:****Full-Time:**

7

**Part-Time:**

4

**Total:**

11

**Please describe briefly the nature of the business in which the proposed tenant is/will be engaged. This should include NAICS Code; type of business and products or services; percent of total sales in Erie County and the United States:**

493110- Warehousing and Distribution

Attach additional information as necessary.

**History of Company (i.e. start-up, recent acquisition, publicly traded)**

Buffalo born and raised family business that is 76 years old. Started as just a trucking company and now services customer all around the world. With over 2 million sq ft of warehousing here in Buffalo.

**Please list the square footage which the proposed tenant will lease at the Project location**

170,221

**Please list the square footage which the proposed tenant leases at its present location(s)**

38,402

**Describe the economic reason for either the increase or decrease in leased space.**

Warehousing and Distribution business is growing with the Supply Chain issues around the world. Being located on the border of Canada just 2 hours away from Toronto which is the largest city in Canada with 2.6 million people always has opportunity for new business.

**Will the project result in a relocation and/or abandonment of other tenant/user(s) facilities in Erie County, or New York State?**

No

**If owned, what will happen to the existing facility once vacated?**

**If leased, when does lease expire?**

12/31/1969

**Are any of the proposed tenant's current operations located in facilities which have received an Industrial Development Agency benefit?**

Yes

**If yes, please provide details as to location, and amount of leased space, how long leased?**

2299 Kenmore Ave, 100% leased to Speed Global

## **Section VI: Retail Determination**

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

**Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?**

No

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

## **Section VII: Adaptive Reuse Projects**

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

**Are you applying for tax incentives under the Adaptive Reuse Program?**

No

## Section VIII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

### Current Address

2299 Kenmore Ave

### City/Town

Buffalo

### State

New York

### Zip Code

14207

**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?**

**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.**



## **Section IX: Senior Housing**

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

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

No