



Policy Committee

April 9, 2026
At 9:00 a.m.

ECIDA Offices
95 Perry Street, 4th Floor Conference Room
Buffalo, New York 14203

1. Call Meeting to Order
2. Approval of the February 5, 2026 Policy Committee Meeting (Pages 2-5)
3. Project Matrix (Informational) (Page 6)
4. Project Presentation (Staff – Company Q&A)
 - a) Hanes Supply, Inc. - Project Modification (Action Item) (Pages 7-39)
5. Management Team Report
6. Adjournment - Next Meeting May 7, 2026 at 9:00 a.m.

**MINUTES OF A MEETING OF THE
POLICY COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

DATE AND PLACE: February 5, 2026, at the Erie County Industrial Development Agency, 95 Perry Street, 4th Floor Conference Room, Buffalo, New York 14203

PRESENT: Denise Abbott, A.J. Baynes, Grace Bogdanove, Rev. Mark E. Blue, Zaque Evans, Gregory R. Inglut, Dr. Susan McCartney, Brenda W. McDuffie, Glenn R. Nellis, Hon. Brian Nowak, Laura Smith, David State and Lavon Stephens

EXCUSED: Peter Petrella

OTHERS PRESENT: John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Beth O’Keefe, Vice President of Operations; Grant Lesswing, Director of Business Development; Carrie Hocieniec, Operations Assistant/ Assistant Secretary; Brian Krygier, Director of Information Technology; Soma Hawramee, Compliance Portfolio Manager, Michelle Moore, Compliance Associate, Noah Cliff, Business Development Office; Robbie Ann McPherson, Director of Marketing and Communications and Robert Murray, Esq., as General Counsel/Harris Beach Murtha

GUESTS: Jeff Hayes on behalf of Hayes Construction/North Eastern Alliance; Brianne Zhang, Tom Celik on behalf of VisoneCo Site Development and Brandon Cottrell, Zack Dewey on behalf of Hodgson Russ LLP.

There being a quorum present at 9:04 a.m., the Meeting of the Policy Committee was called to order by Chair Abbott.

Ms. Abbott welcomed new committee/board member Grace Bogdanove, new President of the Buffalo Central Labor Council.

MINUTES

The minutes of the December 4, 2025 Policy Committee meeting were presented. Upon motion made by Ms. McDuffie to approve of the minutes, and seconded by Dr. McCartney, the Policy Committee meeting minutes were unanimously approved.

PROJECT MATRIX

Mr. Cappellino reviewed the Project Matrix with the Committee.

PROJECT PRESENTATIONS

VisoneCo Site Development, LLC (Hamlin House). Ms. O’Keefe presented this sales and use tax exemption benefit and mortgage recording tax exemption benefit project involving the adaptive reuse of the historic Hamlin House converting the existing facility into 13 apartments and 3,068 sq. ft. of commercial space.

At this point in time, Rev. Blue joined the meeting.

Ms. O’Keefe confirmed that VisoneCo Site Development, LLC is seeking up to \$96,250 in a sales tax exemption. Although noted as such in the package, the applicant choose (as of the day before the Policy meeting) not to pursue a mortgage recording tax exemption benefit for this project. Total payroll is projected at \$2,834,641 for the direct and indirect jobs created including 12 construction jobs. The resulting cost benefit is 1:26 so for every \$1 of incentives the community benefit is \$26 in payroll & tax revenue. Within Erie County, for every \$1 of incentives the community benefit is \$48.

Ms. O’Keefe stated that in exchange for providing the sales and use tax benefit, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$3,416,810 85% = \$2,904,288
Employment	Coincides with recapture period	Maintain Base = 1 PT Create 85% of Projected Recapture Employment = 1 PT
Affordable Housing Units	Coincides with recapture period	Total housing units = 13 # of 80% AMI units = 2 (meets required AMI units)
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with recapture period	Adherence to policy
Unpaid Tax	Coincides with recapture period	Adherence to policy
Recapture Period	2 years after project completion	Recapture of state and local sales taxes

General discussion ensued.

Ms. McDuffie moved and Dr. McCartney seconded, to recommend the project as proposed be forwarded to the members of the Agency Board for approval. Ms. Abbott called for the vote and the motion was unanimously approved.

North Eastern Alliance Redevelopment LLC / 11580 Walden Ave LLC. Ms. O’Keefe presented this proposed sales and use tax, mortgage recording tax and real property tax abatement benefits project involving the construction and equipping of a one-story 57,933 sq. ft. cannabis cultivation, processing and distribution facility. The facility will be leased by the applicant, 11580 Walden Ave LLC to its sole member, North Eastern Alliance LLC.

Ms. O’Keefe confirmed that 11580 Walden Ave LLC is seeking approximately \$3,806,618 in assistance including sales tax exemption, mortgage recording tax exemption, and real property tax abatement benefits and is contemplating utilizing the Agency’s Economic Inclusion PILOT program. Total payroll is projected at \$103,333,143 for the direct and indirect jobs created including 129 construction jobs. The resulting cost benefit is 28:1 so for every \$1 of incentives the community benefit is \$28 in payroll & tax revenue. Within Erie County, for every \$1 of incentives the community benefit is \$32 in benefits to the community.

Ms. O’Keefe stated that in exchange for providing the sales and use tax, mortgage recording tax exemption and real property tax abatement benefits, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$33,068,293 85% = \$28,108,049
Employment	Coincides with 10-year PILOT	Maintain Base = 0 Create 85% of Projected Projected = 80 FT, 10 PT = 85 FTE 85% = 72 FTE Recapture Employment = 72 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 10-year PILOT	Adherence to policy
Unpaid Tax	Coincides with 10-year PILOT	Adherence to policy
Recapture Period	Coincides with 10-year PILOT	Recapture of state and local sales taxes, mortgage recording tax and real property tax

General discussion ensued.

Ms. Smith moved and Mr. Inglut seconded, to recommend the project as proposed be forwarded to the members of the Agency Board for approval. Ms. Abbott called for the vote, Mr. Evans abstained from the vote, and the motion was approved by a vote of 12 to 1.

MANAGEMENT TEAM REPORT

Mr. Cappellino presented background and history of the Agency's Adaptive Reuse Housing Policy and IDA Housing Tools. The presentation included the number and types of Agency housing projects including types of units and configuration since 2018, including affordable housing (rent controlled), senior housing, continuing care and adaptive reuse projects, totaling 2786 apartment units over the last 8 years. General discussion ensued.

There being no further business to discuss, Ms. Abbott adjourned the meeting at 10:25 a.m.

Dated: February 5, 2026

Elizabeth A. O'Keefe, Secretary

Expansion - Warehouse & Production Space / Hanes Supply Inc
\$ 7,790,000

AMENDATORY RESOLUTION

ELIGIBILITY

- NAICS Section – 332610

COMPANY INCENTIVES

- Approximately \$262,069 in real property tax savings.
- Up to \$358,750 in sales tax savings
AMENDED: Up to \$437,500 in sales tax savings

JOBS & ANNUAL PAYROLL

- Current Jobs: 85 FT, 5 PT (87 FTE)
AMENDED: 92 FT, 5 PT (94 FTE)
- Est. salary/yr. of jobs retained: \$63,000
- Projected new jobs: 10 FT
- Est. salary/yr. of jobs created: \$51,000
- Annual Payroll: \$9,000,000
- Total jobs after project completion: 104 FTE
- Construction Jobs: 30

PROJECTED COMMUNITY BENEFITS*

- Term: 10 YEARS
 - NET Community Benefits: \$130,413,973
 - Spillover Jobs: 102
- Total Payroll: \$122,933,996

INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*

Incentives: \$ 674,333

Net Present Value of Property Tax Exemption: \$ 236,833

Community Benefit: \$ 117,268,309

Cost: Benefit Ratio

- 1:174

Project Title: Hanes Supply Inc - Expansion

Project Address 55 James E. Casey Drive, Buffalo, NY 14206
 (Buffalo City School District)

Agency Request

A sales tax, and real property tax abatement in connection with a 66,000 SF building that is adjacent to the applicant's current 55,000 SF facility. The new building will be used primarily as warehouse space with additional space for offices, restrooms and a breakroom.

	<u>PRIOR</u>	<u>CURRENT</u>
New Building Construction	\$ 5,500,000	\$ 7,290,000
Manufacturing Equipment	\$ 50,000	\$ 50,000
Non- Manufacturing Equipment	\$ 300,000	\$ 300,000
Soft Costs/Other	\$ 150,000	\$ 150,000
Total Project Cost	\$ 6,000,000	\$ 7,790,000
85%	\$ 5,100,000	\$ 6,621,500

Company Description

Hanes Marine & Cable was founded in 1930 by Ted Hanes Sr, an American Airlines worker who learned to splice cable while studying to earn his Federal Aircraft Mechanics license. Ted extended his wire rope splicing services to several local contractor friends for extra income - eventually securing office space for his business in Buffalo. By 1962 the company outgrew the facility, officially incorporated as Hanes Supply, Inc (HSI) and moved to 1294 Seneca St allowing for a larger sling shop and enabling HSI to become an Allied Product Supply House offering more products and faster service. In 1980, Ted's son Bill Hanes, a UB Civil Engineering graduate became President of Hanes Supply. Today the company is HQ at 55 James E Casey Drive in Buffalo and has facilities in NY: Rochester, Syracuse, Watertown and Albany, as well as in Midland, NC and Guilford, CT. HSI is a leader in the rigging and heavy lifting industry specializing in manufacturing American-made slings and below-the-hook lifting devices. Ownership structure: William C. Hanes is 95% owner.

Project Description

Hanes Supply has updated its expansion plans for its project in Buffalo. Overall project costs have increased by nearly \$1.8 M. The requested increase in sales tax savings is due to several factors, including an increase in overall project costs, an increase in square footage, and additional structural requirements. The 11,000 SF increase is solely attributable to internal modifications, specifically the addition of a mezzanine, and does not represent an expansion of the building footprint. Additionally, the project now includes an overhead crane system, which requires a higher roofline and walls, as well as additional structural steel and labor to support the crane system.

Hanes Supply has outgrown its current 55,000 SF location and is adding a 66,000 SF building located at the rear of the existing facility for additional warehouse / production uses. The company notes that this expansion is extremely important for the growth of the business. They also note that the expansion serves a crucial role with the construction of the new Buffalo Bills High Mark Stadium as well as with several large project throughout the U.S.

* Cost Benefit Analysis Tool powered by MRB Group

Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	\$ 262,069
	Sales	\$ 437,500
	Mortgage Recording	\$ 0
	Total	\$ 699,569
	Discounted at 2%	\$ 674,333

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 4,758,644
			Payroll Permanent	\$118,175,352
		Public	Property Taxes	\$ 65,520
			Sales Taxes	\$ 1,021,889
			Other Muni Revenue (NFTA)	\$ 0
	New York State	Public	Income Taxes	\$ 5,532,030
			Sales Taxes	\$ 860,538
	Total Benefits to EC + NYS***			\$130,413,973
	Discounted at 2%			\$117,268,309

* Cost Benefit Analysis Tool powered by MRB Group ** Includes direct & indirect \$ over project period *** May not sum to total due to rounding

Discounted Cost \$ 674,333
Discounted Benefit \$117,268,309
Ratio 1:174

Conclusion: The Cost Benefit for this project is: 1:174. For every \$1 in costs (incentives), this project provides \$174 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$235 in benefits to the community.**

New Tax Revenue Estimated

PILOT Type	Current Yearly Taxes	Estimated New Assessed Value	Additional County Revenue over abatement period	Additional Local Revenue Over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
10 Year Standard PILOT	\$ 42,586	\$ 4,600,000	\$ 13,209	\$ 52,308	\$ 75,345

*Estimated new value of the 66,000 SF addition

Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$ 7,790,000 85% = \$ 6,621,500
Employment	Coincides with 10-year PILOT	Maintain Base = 92 FT, 5 PT (94 FTE) Create 85% of Projected Projected = 10 FTE 85% = 8 FTE Recapture Employment = 102 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 10-year PILOT	Adherence to Policy
Unpaid Tax	Coincides with 10-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 10-year PILOT	Recapture of Real Property Tax and State and Local Sales Tax.

Recapture applies to:

State and Local Sales Taxes
Real Property Tax

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) company has maintained 94 FTE jobs and created 8 FTE jobs, iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

Project ECIDA History

- 4/22/26: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA. Lease/Leaseback Inducement Resolution presented to the Board of Directors.

Company ECIDA History

- 9/24/24: Public hearing held.
- 10/23/24: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 10/23/24: Lease/Leaseback Inducement Resolution presented to the Board of Directors

**EVALUATIVE CRITERIA
MANUFACTURING/WAREHOUSE/DISTRIBUTION**

Project: Hanes Supply Inc. Expansion

Wage Rate (above median wage for area)	Per capita income = \$42,777 Average Annual Salaries for: <ul style="list-style-type: none"> • Current Employment = \$63,000 • Jobs to be Created = \$51,000
Regional Wealth Creation (% sales/customers outside area)	17% Sales in Erie County 83% Sales outside Erie County (32% elsewhere in NYS, 51% outside NYS, elsewhere in U.S.) <hr style="width: 10%; margin-left: 0;"/> 100%
In Region Purchases (% of overall purchases)	65% to include EC businesses: USITEK, Independent Health, Weco Tire, Duke Holtzman and Tronconi.
Research & Development Activities	N/A
Investment in Energy Efficiency	N/A
Locational Land Use Factors, Brownfields or Locally Designated Development Areas	In 1982, the City of Buffalo and Erie County Industrial Development Agency teamed up and released a plan to build a new industrial park on mostly abandoned railroad property between Dingens and William streets. The applicant is currently located at this site.
LEED/Renewable Resources	N/A
Retention/Flight Risk	Yes. Company has been contacted by: Virginia, North Carolina and South Carolina.
DEI Questionnaire	See Attached. Goal of 30% MWBE for construction – contractors & suppliers.
Workforce Access – Proximity to Public Transportation	Site is accessible via bus line – NFTA Bus Route 19 Bailey & Abbott
Onsite child daycare facilities on the project site	No onsite child daycare will be available onsite.

DATE OF INDUCEMENT: April 22, 2026

Revised: March 30, 2026

PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits* and Percentage of Project Costs financed from Public Sector sources**

**** The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

PILOT Estimate Table Worksheet-Hanes Supply Inc

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA	County Tax Rate/1000	Local Combined City & School Tax Rate /1000
\$7,290,000	\$4,600,000	3.302305	13.077021

PILOT Year	% Payment	County PILOT Amount	City PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	0.05	\$8,916	\$35,308	\$44,224	\$75,345	\$31,121
2	0.1	\$9,246	\$36,616	\$45,862	\$75,345	\$29,483
3	0.15	\$9,577	\$37,923	\$47,500	\$75,345	\$27,845
4	0.15	\$9,577	\$37,923	\$47,500	\$75,345	\$27,845
5	0.2	\$9,907	\$39,231	\$49,138	\$75,345	\$26,207
6	0.2	\$9,907	\$39,231	\$49,138	\$75,345	\$26,207
7	0.25	\$10,237	\$40,539	\$50,776	\$75,345	\$24,569
8	0.25	\$10,237	\$40,539	\$50,776	\$75,345	\$24,569
9	0.3	\$10,567	\$41,846	\$52,414	\$75,345	\$22,931
10	0.35	\$10,898	\$43,154	\$54,052	\$75,345	\$21,293
TOTAL		\$99,069	\$392,311	\$491,380	\$753,449	\$262,069

***** Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$7,790,000	\$ 262,069	\$437,500	N/A	\$154,000 (ESD proposal – pending)

Note: special district taxes are not subject to PILOT abatement

Calculate % = (Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 11%

Erie County Industrial Development Agency

MRB Cost Benefit Calculator

Date: March 23, 2026
 Project Title: Hanes Supply, Inc. (Project Modification)
 Project Location: 55 James E Casey Drive, Buffalo, New York 14203



Cost-Benefit Analysis Tool powered by MRB Group

Economic Impacts

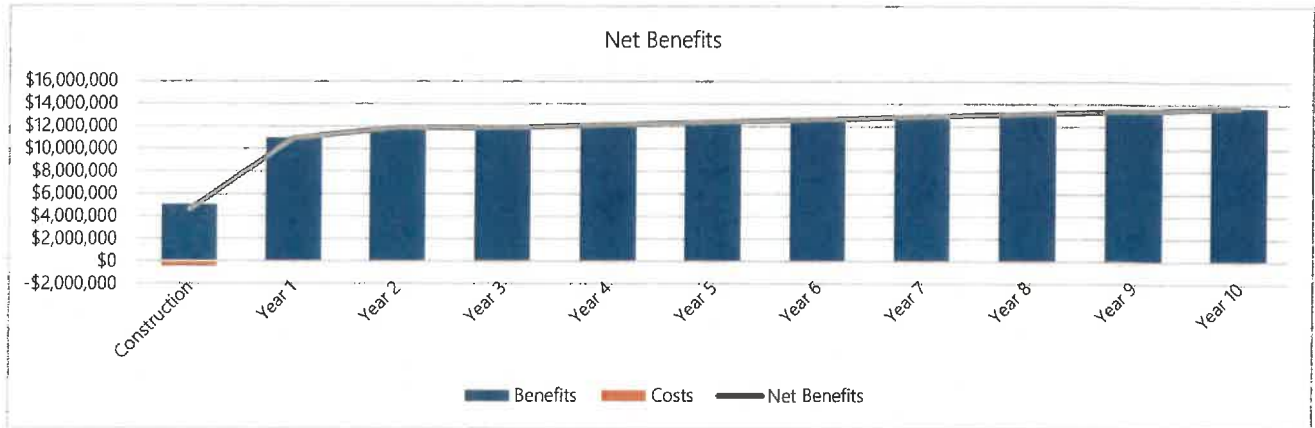
Summary of Economic Impacts over the Life of the PILOT

Construction Project Costs
 \$7,790,000

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	30	29	59
Earnings	\$2,981,233	\$1,777,411	\$4,758,644
Local Spend	\$7,790,000	\$5,537,132	\$13,327,132

	Ongoing (Operations) Aggregate over life of the PILOT		
	Direct	Indirect	Total
Jobs	104	73	177
Earnings	\$67,559,657	\$50,615,695	\$118,175,352

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

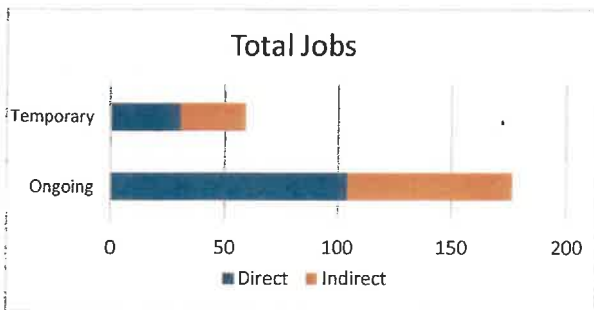
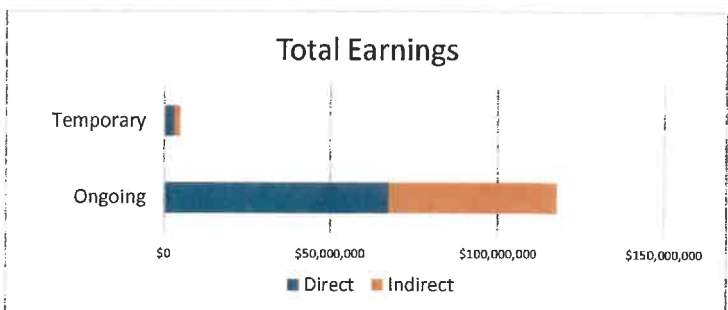


Figure 3



© Copyright 2025 MRB Engineering, Architecture and Surveying, D.P.C.

Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$262,070	\$236,833
Sales Tax Exemption	\$437,500	\$437,500
Local Sales Tax Exemption	\$237,500	\$237,500
State Sales Tax Exemption	\$200,000	\$200,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$699,570	\$674,333

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$124,021,405	\$111,520,036
To Private Individuals	\$122,933,996	\$110,543,715
Temporary Payroll	\$4,758,644	\$4,758,644
Ongoing Payroll	\$118,175,352	\$105,785,070
Other Payments to Private Individuals	\$0	\$0
To the Public	\$1,087,409	\$976,322
Increase in Property Tax Revenue	\$65,520	\$57,427
Temporary Jobs - Sales Tax Revenue	\$39,556	\$39,556
Ongoing Jobs - Sales Tax Revenue	\$982,333	\$879,338
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$6,392,568	\$5,748,273
To the Public	\$6,392,568	\$5,748,273
Temporary Income Tax Revenue	\$214,139	\$214,139
Ongoing Income Tax Revenue	\$5,317,891	\$4,760,328
Temporary Jobs - Sales Tax Revenue	\$33,311	\$33,311
Ongoing Jobs - Sales Tax Revenue	\$827,227	\$740,495
Total Benefits to State & Region	\$130,413,973	\$117,268,309

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$111,520,036	\$474,333	235:1
State	\$5,748,273	\$200,000	29:1
Grand Total	\$117,268,309	\$674,333	174:1

*Discounted at the public sector discount rate of: 2%

Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes
 Does this project provide onsite childcare facilities? No



Diversity, Equity and Inclusion Questionnaire

1. MWBE Contractors - Construction

The ECIDA encourages applicants to utilize MWBE contractors and suppliers for their projects and when feasible, to set a goal for MWBE participation during the construction period of the project. Below are links to the NYS and Erie County certified MWBE lists, including contractors, that can assist you with your utilization goals:

- New York State MWBE Certified List: <https://ny.newnycontracts.com/>
- Erie County MWBE Certified List: <https://www3.erie.gov/eo/mbe-wbe-resource-list>

Please provide detailed information regarding your company's plan to utilize MWBE contractors and suppliers for your project. Please include your project's MWBE utilization goals, what process and resources you plan to use or have utilized in the past to find and hire MWBEs, a list of the specific MWBE firms used on previous projects and/or firms you plan to use on the current project, and any history the company has of setting and meeting MWBE goals on past projects. The company may also include details with respect to the foregoing related to any MWBE policy and utilization goals that its general contractor has committed to implementing for the project.

Hanes Supply will have a goal of 30% of the project's contractors and suppliers be MWBE. We will utilize the links provided by the ECIDA to vet and source viable MWBE vendors and contractors. Hanes Supply's last constructed a new building in 1991 and did not retain any information on MWBE utilization. We will be in discussion with our general contractor to review the links provided by the ECIDA to utilize viable MWBE vendors and contractors. Hanes Supply currently utilizes WBE companies such as Frederick Machine Repair Inc, Buffalo Concrete Accessories, and Irish Welding as vendors.

2. Minority & Women Employment - Current Workforce & Hiring Practices

The ECIDA encourages the hiring of a diverse workforce, especially for jobs created and retained as part of an ECIDA induced project. Below are some links to sites and organizations that will be helpful in achieving a diverse workforce:

- Northland Workforce Training Center: <https://northlandwtc.org/employers/>

- Workforce Buffalo: <https://www.workforcebuffalo.org/business-services/employer-services>
- New York State Job Bank: <https://myjobsny.usnlx.com/>
- Local Minority Newspapers: <https://www3.erie.gov/eo/minority-newspaper>

Please provide detailed information regarding your company’s current workforce and hiring practices as it relates to minority and women employees, including, if applicable, the company’s Diversity, Equity and Inclusion plan and goals, any strategic partnerships the company has with educational and/or workforce development entities, and company strategies regarding outreach to minorities and women with the dissemination of job openings to the public:

Hanes Supply Inc prides itself on being an equal opportunity employer. We have completed our Affirmative Action Plan every year from 2014 to 2024. We have been a third-generation family-owned business with roots in Buffalo since 1930. We hire a wide range of ethnic and diverse team members at Hanes. We are located in the Kaisertown neighborhood of Buffalo which enables us to offer employment to the diverse culture of Buffalo. We post our ads to Indeed, Regional Help Wanted, State Job Banks, Hire Patriots, social media, and local schools in all areas of Buffalo. Our statement: Hanes Supply Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

We will continue to support and encourage diverse practices in our family-owned business.

3. Economic Inclusion Program

The ECIDA’s Economic Inclusion Program (EIP) is a voluntary “opt in” program providing an enhanced real property tax abatement to applicants who commit to implementing and meeting MWBE utilization and minority and women employment goals. The mission of the EIP is to enhance the beneficial public impact of projects receiving ECIDA assistance and to further the ECIDA’s goal of advancing opportunities for MWBE businesses and minorities and women, in general, in the Erie County workforce. Please note, for a company to be considered an MWBE under the EIP it must be certified as an MWBE by New York State or Erie County.

Under the EIP, the standard ECIDA PILOT Agreement real property tax abatement schedules are enhanced by extending both the term and abatement percentages of the PILOT Agreement.

Please note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. The applicant shall not engage in any unlawful discrimination against any employee or applicant by reason of race, creed, religion, color, age, disability, national origin, sex, gender, or any other characteristic protected by law, including, but not limited to, Title VII of the Civil Rights Act, the Americans with Disabilities Act, the Age Discrimination in

Employment Act, the Genetic Information Nondiscrimination Act, the New York State Human Rights Law, and any other similar laws, rules, or regulations. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

Please check the box indicating that you have read the Economic Inclusion Program summary above and the attached FAQ document that can be found at the end of the questionnaire.

Please check the box if you are interested in tentatively opting into the Economic Inclusion Program (nonbinding) and would like further, detailed information on the program and process from your ECIDA business development officer.



Hanes Increase 2026

[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

Project Name	Hanes Supply Inc
Project Summary	Original project was 56,500 sq ft facility which has increased to approximately 66,000 sq ft.
Applicant Name	Hanes Supply Inc.
Applicant Address	55 James E Casey Drive
Applicant Address 2	
Applicant City	Buffalo
Applicant State	New York
Applicant Zip	14206
Phone	(716) 826-2636
Fax	
E-mail	dtirone@hanessupply.com
Website	https://www.hanessupply.com/
NAICS Code	332610

Business Organization

Type of Business

Corporation

Year Established

1956

State

New York

Indicate if your business is 51% or more (Check all boxes that apply)

[No] Minority Owned

[No] Woman Owned

Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)

[No] NYS Certified

[No] Erie Country Certified

Individual Completing Application

Name Daniel Tirone
Title CFO
Address 55 James E Casey drive
Address 2
City Buffalo
State New York
Zip 14206
Phone (716) 826-2636
Fax
E-Mail dtirone@hanessupply.com

Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application No
Name William C Hanes
Title President
Address 55 James E Casey Drive
Address 2
City Buffalo
State New York
Zip 14206
Phone (716) 826-2636
Fax
E-Mail wchanes@hanessupply.com

Company Counsel

Name of Attorney Gary Kanaley
Firm Name DUKE HOLZMAN PHOTIADIS & GRESENS LLP
Address 701 Seneca Street, Suite 750
Address 2
City Buffalo
State New York
Zip 14210
Phone (716) 855-1111
Fax
E-Mail gkanaley@dhpqlaw.com

Benefits Requested (select all that apply).

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)

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%.

Ownership structure is William C Hanes with 95% ownership and William T. Hanes with 5% ownership. Hanes Marine and Cable was founded in 1930 by Ted Hanes Sr., an American Airways worker who learned to splice cable while studying to earn his Federal A and E Aircraft Mechanics License. After leaving American Airways in 1936 to pursue firefighting, Ted began to extend his wire rope splicing services to several local contractor friends as a means of putting extra bread on the table. As operations grew, Ted secured office space at 23 Poplar Ave. in Buffalo, NY. By 1962, the company outgrew the facility, officially incorporated as Hanes Supply, Inc, and relocated to 1294 Seneca St, allowing for a larger sling shop and enabling HSI to become an Allied Product Supply House, offering more products and faster service. In 1980, Ted's son Bill Hanes took over as president of Hanes Supply. Today the company is headquartered at 55 James E. Casey Dr. in Buffalo, NY, and has grown to include facilities in Rochester, Syracuse, Watertown, and Albany, NY; Midland, NC; and Guilford, CT. Over the years our hardworking fabrication crew has mastered sling production. In addition to our in-house American sling manufacturing, we take great pride in our knowledgeable sales associates who are here to offer solutions to your industry needs, and our talented trainers whose years of experience deliver expert value and knowledge. Some of our associates have been with the Hanes family for a decade-some for more than three. Bill Hanes, President of Hanes Supply, grew up watching founder Ted Hanes Sr. splice wire rope and grow the family business. He became President in 1980 after graduating as a civil engineer from the University at Buffalo. His lifetime of experience makes him a true veteran of the wire rope industry. Our seasoned wire rope expert and Vice President of Operations Dave Learn has headed our production department since 1978. His brother Ron has led the nylon sling fabrication team since 1983. Vice President of Sales Dick Streicher has managed our Rochester division since 1993. The HSI team's loyalty to our company mission and to our customers shows in the great pride we take in providing the highest quality products and expertise alongside world class value added services. HSI: Hanes Supply, Inc. has been splicing wire rope and manufacturing slings since 1930. We are a leader in the rigging and heavy lifting industry specializing in manufacturing American made slings and below-the-hook lifting devices. As an ISO 9001:2015 registered company, we are known for our superior customer service and commitment to quality in every aspect of our business. We build trust and relationships with the goal of earning your respect as a customer for life. HSI's American-made slings and custom engineered below-the-hook lifting devices serve construction industries around the world. Our business is to provide solutions for difficult rigging jobs, and our custom solutions have backed projects from the Panama Canal to the North Pole for industries ranging from wind energy to marine and military. HSI manufactures slings for any rigging application, including wire rope slings, nylon and polyester slings, and chain slings. Additionally, we are an official Slingmax® manufacturer and dealer, offering products like high performance Twin-Path® slings- the world's strongest and lightest slings. Our specialty sling products include Gator-Laid®, Tri-Flex®, and hand tucked wire rope slings, as well as custom assemblies made to your specifications. When it comes to rigging hardware, we have you covered with the industry's most highly regarded rigging fitting lines, including Crosby®, CM®, Campbell®, Skookum®, Van Beest®, and Actek®. Hanes Supply is a complete construction and industrial supplier offering professional power tools and hand tools, safety supplies, fall protection systems, and personal protective equipment (PPE) from the most trusted, well-known brands and manufacturers. We stock a broad range of contractor and industrial supplies, totaling over 100,000 individual SKU's. We are a proud member of world-class organizations including the Web Sling & Tie Down Association, AWRP, STAFDA, ACRP, SCRA, NATE, AWEA, and the National Safety Council. Our relationships with these industry leaders are one of the reasons our customers trust Hanes Supply to deliver the highest quality products, services, and customer support. Hanes Supply is your one-stop-shop for lifting solutions and construction supply. To fulfill this promise, we back our world class products with value-added services including equipment rental, sling testing, inspection and certification, custom lifting device fabrication, training, Vendor Managed Inventory services, and a wealth of technical information and resources. Hanes Supply services customers in many different markets. Our primary customers are contractors, industrial manufacturers, transmission and distribution, utility, power generation facilities, and government facilities including local, regional, and national municipalities.

Estimated % of sales within Erie County	17 %
Estimated % of sales outside Erie County but within New York State	32 %
Estimated % of sales outside New York State but within the U.S.	51 %
Estimated % of sales outside the U.S.	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?

Describe vendors within Erie County for major purchases

Our top spending categories include trade vendors like Engineered Lifting Technologies, Superior Glove Work, Dynabrade, Echelon Supply, and Designer Folding Box. Our top Erie County spend for expense vendors include USITEK Inc for Technology, Independent Health for Healthcare, Weco Tire for Automotive, Duke Holtzman for Legal services, and Tronconi for Financial Advisory services.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

55 James E Casey Dr

Town/City/Village of Project Site

Buffalo

School District of Project Site

Buffalo

Current Address (if different)

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

SBL Number(s) for proposed Project

112.190-3-9.200

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

\$42,586

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

Land

\$ 0

Building(s)

\$ 0

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?

No

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

The present use is construction in progress. Construction began 1st quarter 2025 on the new warehouse addition. The new warehouse is directly connected to the current location of Hanes Supply Inc at 55 James E Casey Drive Buffalo, NY 14206. Hanes Supply Inc through an affiliated company, WJA, Inc. controls the land we are building on. The 66,000 sq. ft. building expansion work area is located at the rear of the existing light-industrial warehouse facility that backs up to the rear pavement of South Ogden Plaza. The project work area has virtually no visual street front impact.

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)

Hanes Supply Inc. is headquartered in the City of Buffalo at 55 James E. Casey Dr. with facilities in Rochester, Syracuse, Watertown, and Albany, NY; Midland, NC; and Guilford, CT. Our current 55,000 Square feet of space has been the same since 1991 when we built the building. The current facility is bottle-necked on space, and the operation is struggling to handle the growth we've been experiencing the last few years. We would like to add space right next to the existing facility to operate more efficiently from a logistics standpoint. Our ecommerce business and business in general has grown significantly at our Buffalo location over the past three years. Our sales have continued to grow at double-digit rate for the past 3 years. 21% in 2022; 12% in 2023; and this year at a rate of 20%. The 66,000 sq. ft. building expansion work area is located at the rear of the existing light-industrial warehouse facility that backs up to the rear pavement of South Ogden Plaza. A Site Plan indicates foundation plantings along the existing front façade and pine trees to screen a large emergency generator. The project work area has virtually no visual street front impact. The expansion footprint is additional warehouse / production space to hold inventory and allow for growth in areas of manufacturing and distribution. The new expansion will be located at 55 James E. Casey Drive Buffalo, NY 14206. There is also space dedicated for 4-5 more offices, restrooms, and a break room. The \$ 7,000,000.00 building project is extremely important for this growing business serving a crucial role with the construction of the new Buffalo Bills Highmark Stadium as well as several large projects throughout the U.S. With our expansion plan detailed above, we are planning to grow the ecommerce portion of our business, further penetration into our primary vertical markets and diversify into additional products for our target markets.

Municipality or Municipalities of current operations

Buffalo

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?

Yes

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

Empire State Development contacted us. Applying for approximately \$500,000, anticipating to receive a tax credit of \$154,000. Other states have contacted us. We have had inquiries from many state agencies including Virginia, North Carolina, South Carolina and other local development agencies out of state.

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:

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)

The industrial construction distribution industry is highly competitive. We have competition at the local, regional, and national levels. The increasing costs of doing business in Erie County and NYS, along with decreasing margins in our industry, especially from national competitors like Grainger, Fastenal, and Amazon require us to have assistance from the ECIDA. The reason for the planned construction project is that our warehouse capacity is running out of space at our 55 James E Casey Drive Buffalo location. This project will increase our production and warehouse facilities to accommodate our present and future growth. Hanes Supply would more than double its facility at James E Casey, with 66,000 square foot addition to its 55,000 square foot facility. The expansion footprint is additional warehouse / production space to hold inventory and allow for growth in areas of manufacturing and distribution. We would like to add space right next to the existing facility to operate more efficiently from a logistics standpoint. The new expansion will be located at 55 James E. Casey Drive Buffalo, NY 14206. There is also space dedicated for 4-5 more offices, restrooms, and a break room. We plan to optimize our production in our warehouse facility to increase capacity to service our marketplaces. Our existing production will be relocated to the new addition, allowing us to redesign the building to achieve operational efficiencies in all aspects of our business. In the attached drawings, you will see the existing warehouse design and proposed footprint.

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?

If we are not able to obtain financial assistance for this project, we would look in other areas of the country to assure we remain relevant and competitive to serve our customers. Future jobs in Erie County would not be added, and current jobs could be at risk of relocation

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)

Yes, a bus line. Route number #19 NFTA bus route for Bailey and Abbott.

Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?

Yes

If YES indicate in the box below the date the SEQR determination was made. Also, please provide us with a copy of the approval resolution and the related Environmental Assessment Form (EAF) if applicable.

If NO indicate in the box below the date you anticipate receiving a SEQR determination for your project. Also, please insure that the ECIDA has been listed as an "involved agency" on the related EAF submitted to the appropriate municipality and/or planning department.

Previously provided. No change in scope.

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

Yes

Describe the present zoning/land use

Light Industrial

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?

Yes

If yes, describe the efficiencies achieved

What is the estimated project timetable (provide dates).

Start date : acquisition of equipment or construction of facilities

1/1/0000

End date : Estimated completion date of project

12/31/2026

Project occupancy : estimated starting date of occupancy

4/15/2026

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 0

square feet

acres

2.) New Building Construction

\$ 7,290,000

66,000 square feet

3.) New Building addition(s)

\$ 0

square feet

4.) Reconstruction/Renovation

\$ 0

square feet

5.) Manufacturing Equipment

\$ 50,000

6.) Infrastructure Work

\$ 0

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

\$ 300,000

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

\$ 150,000

9.) Other Cost

\$ 0

**Explain Other
Costs**

Total Cost \$ 7,790,000

Construction Cost Breakdown:

Total Cost of Construction \$ 7,290,000 (sum of 2, 3, 4 and 6 in Project Information, above)

Cost of materials \$ 4,700,000

% sourced in Erie County 65%

Sales and Use Tax:

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

** 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: This is an amended application. Construction started in January 2025. Substantial costs have been incurred.

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits): \$ 2,990,000

Bank Financing: \$ 4,800,000

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)

Total Sources of Funds for Project Costs: \$7,790,000

Have you secured financing for the project? Yes

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).

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$0

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): 10 year PILOT

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.

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).

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	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 **
Full time	92	92	10	10
Part time	5	5	0	0
Total	97	97	10	

Salary and Fringe Benefits for Jobs to be Retained and Created

Job Categories	# of Full Time Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of Part Time Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	3	\$ 150,000	\$ 0	0	\$ 0	\$ 0
Professional	15	\$ 70,000	\$ 0	0	\$ 0	\$ 0
Administrative	38	\$ 52,000	\$ 0	0	\$ 0	\$ 0
Production	43	\$ 45,000	\$ 0	5	\$ 25,000	\$ 0
Independent Contractor	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Other	3	\$ 40,000	\$ 0	0	\$ 0	\$ 0
Total	102			5		

** 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):

Address	N/A		
Full time	0	0	0
Part time	0	0	0

Total

0

0

0

Payroll Information

Annual Payroll at Proposed Project Site upon completion

9,000,000

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

63,000

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

21,000

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

51,000

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

0

Estimated salary range of jobs to be created

From (Full Time)	55,000	To (Full Time)	65,000
From (Part Time)	18,000	To (Part Time)	23,000

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

55 James E Casey Drive Buffalo NY 14206

Name and Address of Owner of Premises

William C Hanes 51 Briggswood Drive Elma, NY 14059

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

Flat Industrial Property

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

Distribution and Light Manufacturing. Current building was built in 1992.

Describe all known former uses of the Premises

Site of expansion is vacant land.

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

We do not discharge any industrial products.

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

None

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

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

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 Hanes Supply Inc
Address 55 James E Casey Drive
Contact Person William C Hanes
Phone (716) 826-2636
Fax
E-Mail wchanes@hanessupply.com
Federal ID # 16-0808918
SIC/NAICS Code 332618

SS

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?

Yes

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

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?

11 %

If the answer to this is **less than 33%** do not complete the remainder of the page, proceed to the next section.

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

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

<BLANK>

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

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

If yes, explain

Is the project located in a Highly Distressed Area?

<BLANK>

Section VII: Adaptive Reuse

What is the age of the structure (in years)? 0

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

55 James E Casey Dr

City/Town

Buffalo

State

New York

Zip Code

14206

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?

<BLANK>

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: Housing

Project **DOES NOT** include residential rental housing units.

Section X: 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

Section XI: Tax Exempt Bonds

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?

No