



# Policy Committee

June 4, 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 April 9, 2026, Policy Committee Meeting (Pages 2-4)
3. Project Matrix (Informational) (Page 5)
4. Project Presentation (Staff – Company Q&A)
  - a) 1273-1277 Niagara Street II, LLC (Action Item) (Pages 6 - 43)
  - b) BHSC LANDLORD, LLC/Buffalo Hearing & Speech Center (Action Item) (Pages 44 - 78)
5. Management Team Report
6. Adjournment - Next Meeting July 9, 2026, at 9:00 a.m.

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

**DATE AND PLACE:** April 9, 2026, at the Erie County Industrial Development Agency, 95 Perry Street, 4th Floor Conference Room, Buffalo, New York 14203

**PRESENT:** Denise Abbott, Rev. Mark E. Blue, Grace Bogdanove, Zaque Evans, Gregory R. Inglut, Dr. Susan McCartney, Brenda W. McDuffie, Glenn R. Nellis, Hon. Brian Nowak, and Lavon Stephens

**EXCUSED:** A.J. Baynes, Peter Petrella, Laura Smith, David State

**OTHERS PRESENT:** John Cappellino, President & CEO; 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 and Andrew Pawenski, Esq., as General Counsel/Harris Beach Murtha

**GUESTS:** Daniel Tirone on behalf of Hanes Supply, Inc.

There being a quorum present at 9:03 a.m., the Meeting of the Policy Committee was called to order by Chair Abbott.

**MINUTES**

The minutes of the February 5, 2026 Policy Committee meeting were presented. Upon motion made by Ms. McDuffie to approve of the minutes, and seconded by Mr. Inglut, the Policy Committee meeting minutes were unanimously approved.

**PROJECT MATRIX**

Mr. Cappellino reviewed the Project Matrix with the Committee. Mr. Evans joined the meeting at 9:05 a.m.

**PROJECT PRESENTATIONS**

Hanes Supply, Inc. – Project Modification. Mr. Cappellino presented this proposed amendment to the sales and use tax exemption benefits project involving the company's request

for an increase in sales tax benefits due to a rise in material costs and additional/unanticipated costs. Rev. Blue joined the meeting at 9:08 a.m.

The project's cost benefit ratio was presented to and reviewed by the members and the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project's contemplated community benefits were discussed and considered.

Mr. Cappellino stated that in exchange for providing the sales and use tax 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 = \$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 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
Recapture Period	Coincides with 10-year PILOT	Recapture of state and local sales taxes and real property tax

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.

**MANAGEMENT TEAM REPORT**

Mr. Cappellino presented the Management Team Report to the Committee. As part of the report, Mr. Cappellino discussed various items concerning data centers for the Committee consideration, including discussion of potential evaluation criteria and the development of internal policies concerning approvals for data center projects. General discussion ensued.

There being no further business to discuss, Ms. Abbott adjourned the meeting at 9:29 a.m.

Dated: April 9, 2026

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Carrie Hocieniec, Assistant Secretary



**1273-1277 Niagara Street II LLC**  
**\$ 4,132,888**

**PRIVATE INVESTMENT INDUCEMENT RESOLUTION**

**ELIGIBILITY**

- NAICS Section – 531390

**COMPANY INCENTIVES**

- Approximately \$ 166,219 in sales tax savings
- Up to 3/4 of 1% of the final mortgage amount estimated at \$ 32,249

**JOBS & ANNUAL PAYROLL**

- Current / Retained Jobs: None
- Projected new jobs: 1 PT
- Est. salary/yr. of jobs created: \$20,000
- Total jobs after project completion: 1 PT
- Construction Jobs: 25

**PROJECTED COMMUNITY BENEFITS\***

- Term: 2 yrs from project completion
- NET Community Benefits: \$3,484,835
- Spillover Jobs: 17
- Total Payroll: \$3,269,572

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

Incentives: \$198,468  
 Community Benefit: \$3,446,626  
 Cost: Benefit Ratio  
 • 1:17

\*Cost Benefit Analysis Tool powered by MRB Group

Project Title: 1273-1277 Niagara Street  
 Project Address: 1273 & 1277 Niagara Street, Buffalo, NY 14213  
 Buffalo City School District

**Agency Request**

A sales tax and mortgage recording tax abatement in connection with the adaptive reuse of two, adjacent, vacant, historic buildings totaling 11,513 SF, located on the West Side of the City of Buffalo.

Land and/or Building Acquisition	\$ 260,000
Building Renovation	\$ 2,448,642
Soft Costs/Other	<u>\$ 1,424,246</u>
<b>Total Project Cost</b>	<b>\$ 4,132,888</b>
85%	\$ 3,512,955

**Company Description**

1273-1277 Niagara Street II LLC is a special purpose entity formed for this real estate development project, and is wholly owned by B4B LLC, led by Managing Member and majority owner, William Breeser. Since 1998, Mr. Breeser has invested in and revitalized properties along Niagara Street, including the adaptive reuse of historic buildings that helped transform the area into a community and commercial hub. As a Co-Founder and former Board Member of Niagara Street Now, he has played a key role in creating leasable space for local businesses and supporting neighborhood redevelopment.

**Project Description**

1273 and 1277 Niagara Street, both originally constructed in 1886 and contributing structures within the Upper Black Rock Historic District, will undergo rehabilitation work that will follow the National Park Service Secretary of the Interior’s Standards and has already received Part 1 and Part 2 Historic Preservation Certifications. The development will include two ground-floor commercial spaces and 14 one-bedroom units on the upper floors, all reserved at 80% AMI. Planned improvements include full interior rehabilitation, restoration of historic features, new building systems, masonry and roof repairs, updated storefronts and windows, ADA accessibility upgrades, landscaping, and bike storage. The project will receive State Historic Tax Credits.

Affordable (80% AMI)	# of Units	SF Avg	Rent Avg	Tenant Utilities	Rent + Utilities
1 Bedroom	14	503	\$1,206	\$73	\$1,279

Category	# of Units	% of Units
At Market Rate	0	0%
Affordable (80% AMI)*	14	100%
<b>Total Units</b>	<b>14</b>	<b>100%</b>

\* All units will be offered at 80% of AMI, exceeding the ECIDA Adaptive Reuse Policy requirement that only 10% of the units meet the affordability threshold based on total number of units.

The company is pursuing property tax savings through RPTL Section 444-a: Historic Property

## 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
	Sales	\$166,219
	Mortgage Recording	\$32,249
	Total	\$198,468
	Discounted at 2%	\$198,468

### Benefit: Projected Community Benefit\*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount**
	Erie County	Individuals	Payroll Construction	\$2,377,424
			Payroll Permanent	\$ 892,148
		Public	Property Taxes	\$ 0
			Sales Taxes	\$ 31,150
			Other - NFTA	\$ 10,750
	New York State	Public	Income Taxes	\$ 147,131
			Sales Taxes	\$ 26,232
			Total Benefits to EC + NYS***	\$3,484,835
			Discounted at 2%	\$3,446,626

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

Discounted Cost           \$ 198,468  
 Discounted Benefit       \$3,446,626  
 Ratio                         1:17

**Conclusion:** The Cost Benefit for this project is: 1:17. For every \$1 in costs (incentives), this project provides \$17 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$32 in benefits to the community.**

### Retail Determination

Project Uses of Space	Sq Ft	Cost	% Project Cost
Retail / Commercial	2,380	1,044,190	25%
Other: Residential housing	9,133	3,088,698	75%
Total	11,513	4,132,888	100%

The retail component of the project is less than 30% of the project costs and therefore no sign off is required.

### 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 = \$4,132,888 85% = \$3,512,955
Employment	Coincides with recapture period	Projected = 1 PT Create 85% of Projected = 0 Recapture Employment = 1 PT
Affordable Housing Units	Coincides with recapture period	Total Housing Units = 14 # of 80% AMI units = 14 (exceeds the 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
<u>Recapture Period</u>	2 years after project completion	Recapture of Mortgage recording tax, state and local sales taxes

Recapture applies to:

State and Local Sales Taxes & Mortgage Recording 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 created 1 PT job, iii) confirm adherence to local labor policy during construction, iv) its adherence to unpaid tax/pay equity policies for recapture term, and v) confirm adherence to adaptive reuse policy housing requirements.

### Project ECIDA History

- 5/26/2026: Public hearing held.
- 6/24/2026: Inducement Resolution presented to Board of Directors - Minor Site Plan Review City of Buffalo Planning Board Approval – No SEQRA compliance required.
- 6/24/2026: Lease/Leaseback Inducement Resolution presented to the Board of Directors

## EVALUATIVE CRITERIA ADAPTIVE REUSE

Project: 1273-1277 Niagara Street II LLC

CRITERIA	COMMENTS
Age of Structure (must be at least 20 years old) and present functional challenges to redevelopment	The structures are 140 years old with functional challenges to redevelopment including: high costs related to the creation of apartment building system and code compliance within the existing structure.
Structure has been vacant or underutilized for a minimum of 3 years (defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended). Project promotes the elimination of slum and blight.	1273 and 1277 Niagara Street were both constructed in 1886 and are located within the Upper Black Rock Local Historic District, where they are considered contributing historic structures. The buildings have also been vacant for the past 13 years.
Structure is not generating significant rental income (defined as 50% or less than the market rate income average for that property class)	No income being generated at site.
Project is in compliance with the investment and growth criteria of the Framework for Regional Growth. The redevelopment supports or aligns with Regional or Local Development Plans	The project is compliant with the Framework for Regional Growth
Demonstrated evidence of financial obstacle(s) to development without ECIDA or other public assistance (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rate as compared to regional industry averages)	Cash flow projections and analysis reveal below average return on investment of: <ul style="list-style-type: none"> <li>• ROI w/ ECIDA assistance = <b>2.8%</b></li> <li>• ROI w/o ECIDA assistance = <b>2.1 %</b></li> </ul> These figures are well below the 10% - 12% benchmark rate of return expected for projects in higher risk urban areas in the northeast.
Demonstrated support of local government entities	Letter of support received from Niagara District Council Member David A. Rivera – see letter attached.
LEED/Renewable Resources	N/A

## EVALUATIVE CRITERIA ADAPTIVE REUSE

Building or site has historic designation	1273 and 1277 Niagara Street is within the City of Buffalo's Upper Black Rock historic district. The applicant is pursuing NYS Historic Tax Credits for the completion of the renovation project.
Site or structure has delinquent property or other local taxes	N/A
DEI Questionnaire	See attached.
Transit Oriented Development	The site is accessible via NFTA Routes including #5 (Niagara-Kenmore) and #40 (Buffalo-Niagara Falls). A two-way protected bike lane runs along Niagara Street in front of the project site.
Onsite child daycare facilities on the project site	None.
<b>OTHER FACTORS TO CONSIDER:</b>	
Environmental / Safety Issues: Structure or site presents significant public safety hazard and or environmental remediation costs	The vacant buildings have experienced significant deterioration due to prolonged disrepair and will require a comprehensive historic rehabilitation, including repairs such as roof replacement, masonry restoration, full interior reconstruction, and upgrades to building systems and accessibility features.
Site or structure is located in a distressed census tract	This property is located in Census Tract 61 which is "Adjacent to Highly Distressed Census Tracts".
Structure presents significant costs associated w/ building code compliance.	The project buildings are currently vacant and in a declining state, as the high costs associated with maintaining historic properties without any income generation have made continued upkeep financially challenging.

\*U.S. Census Bureau

DATE OF INDUCEMENT: June 24, 2026

# EVALUATIVE CRITERIA

## ADAPTIVE REUSE

### Return on Investment – 1273-1277 Niagara Street II LLC

Regional Return on Investment (ROI) numbers vary depending on the interest rate environment, investor availability and risk associated with a project.

The National Development Council, which has experience financing projects in higher risk urban areas across the Northeast, uses 10% - 12% as a benchmark rate of return for urban high-risk projects.

Empire State Development financing officials when reviewing similar projects in the City of Buffalo have used 12% as an acceptable ROI for development projects.

### Adaptive Reuse Projects

Many Adaptive Reuse Projects are hampered by upfront development costs that are not typical in new build green field development projects. These upfront costs can hinder the ability of the projects to attract financing and provide cash flow. The upfront costs associated with site contamination, asbestos removal, code compliance, structural deficiencies can make Adaptive Reuse projects difficult to undertake and attract private investment and financing, particularly in real estate markets where rental values are relatively low. Historically real estate projects in the region are difficult to undertake, local real estate developers have indicated that the typical ROI investors and developers seek to achieve in mixed use development projects are in the 10% - 12% range, although they can run higher for projects with significant risk.

### Public Incentives Requested

- Sales Tax Savings in the amount of \$ 166,219
- Mortgage Tax Savings in the estimated amount of \$ 32,249

### ROI

Applicant has submitted a proforma documenting the expenses and revenues and ROI for the project.

Stated ROI for the project with ECIDA assistance is **2.8%**

Stated ROI for the project without ECIDA assistance is **2.1%**

# Erie County Industrial Development Agency

## MRB Cost Benefit Calculator



Date: May 6, 2026  
 Project Title: 1273-1277 Niagara Street II LLC  
 Project Location: 1273-1277 Niagara Street, Buffalo, New York 14213

### Economic Impacts

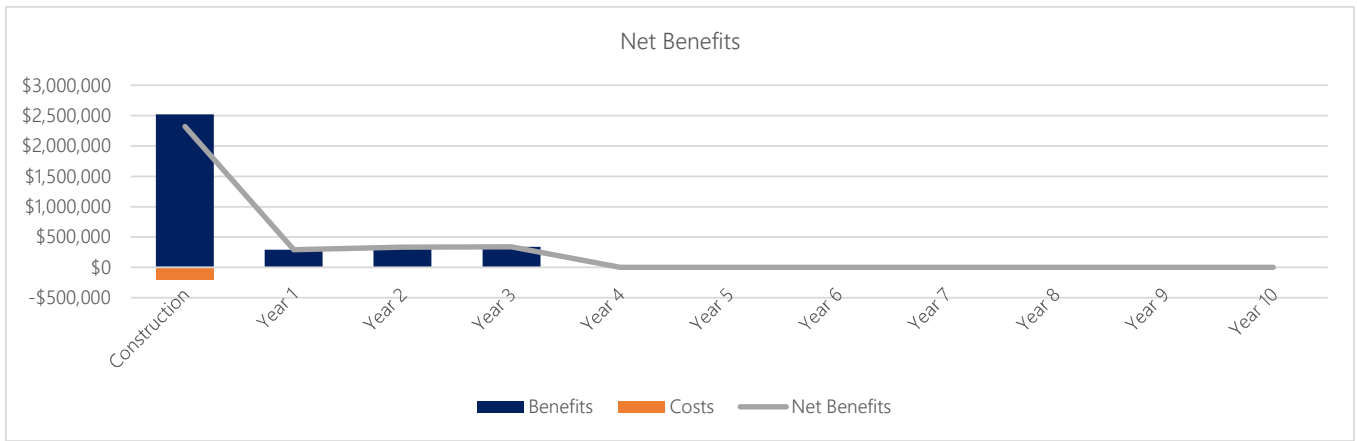
Summary of Economic Impacts over the Life of the PILOT  
**Construction Project Costs**  
 \$4,132,888

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	25	14	39
Earnings	\$1,493,428	\$883,995	\$2,377,424
Local Spend	\$3,872,888	\$2,752,001	\$6,624,889

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	4	3	7
Earnings	\$485,724	\$406,424	\$892,148

Figure 1



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

Figure 2

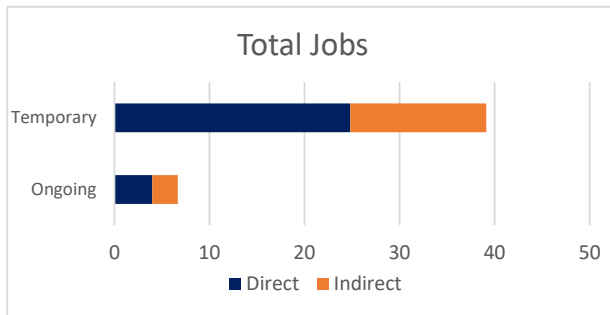
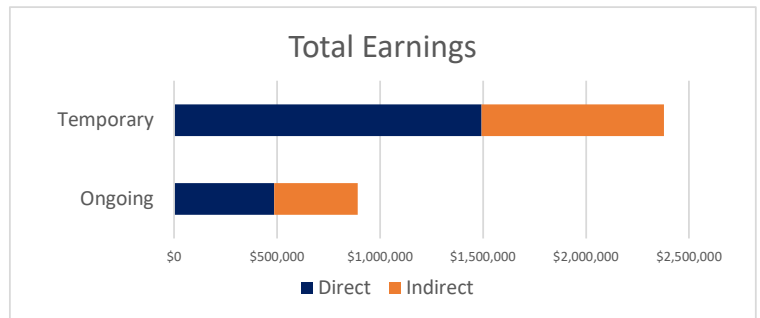


Figure 3



# Fiscal Impacts



## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$166,219	\$166,219
Local Sales Tax Exemption	\$90,233	\$90,233
State Sales Tax Exemption	\$75,986	\$75,986
Mortgage Recording Tax Exemption	\$32,249	\$32,249
Local Mortgage Recording Tax Exemption	\$10,750	\$10,750
State Mortgage Recording Tax Exemption	\$21,499	\$21,499
<b>Total Costs</b>	<b>\$198,468</b>	<b>\$198,468</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$3,311,472</b>	<b>\$3,275,243</b>
To Private Individuals	\$3,269,572	\$3,234,004
Temporary Payroll	\$2,377,424	\$2,377,424
Ongoing Payroll	\$892,148	\$856,580
Other Payments to Private Individuals	\$0	\$0
To the Public	\$41,900	\$41,239
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$19,762	\$19,762
Ongoing Jobs - Sales Tax Revenue	\$11,388	\$10,938
Other Local Municipal Revenue	\$10,750	\$10,539
<b>State Benefits</b>	<b>\$173,363</b>	<b>\$171,383</b>
To the Public	\$173,363	\$171,383
Temporary Income Tax Revenue	\$106,984	\$106,984
Ongoing Income Tax Revenue	\$40,147	\$38,546
Temporary Jobs - Sales Tax Revenue	\$16,642	\$16,642
Ongoing Jobs - Sales Tax Revenue	\$9,590	\$9,211
<b>Total Benefits to State &amp; Region</b>	<b>\$3,484,835</b>	<b>\$3,446,626</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$3,275,243	\$100,983	32:1
State	\$171,383	\$97,485	2:1
<b>Grand Total</b>	<b>\$3,446,626</b>	<b>\$198,468</b>	<b>17:1</b>

\*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>

By checking this box, I agree to utilize the above listings of certified MWBE contractors 1) as part of the outreach efforts to identify and invite MWBE contractors to participate in the bidding process and 2) to assist in meeting the MWBE utilization goals set by my organization for the project being considered for ECIDA tax incentives.

Please provide additional information regarding your history of setting / meeting MWBE goals on past projects or other relevant information you would like to share - below.

Applicant has a history of achieving all MWBE goals on prior projects. This Project has MWBE and SDVOB goals set by other funding sources, and Applicant has been actively working to solicit MWBE contractors, and fully expects to achieve all MWBE and SDVOB goals set by all funding sources.

## 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>
- New York State Job Bank: <https://myjobsny.usnlx.com/>
- Local Minority Newspapers: <https://www3.erie.gov/eo/minority-newspaper>

# Diversity, Equity and Inclusion Questionnaire

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:

Any hiring done by the Applicant will strive to recruit a diverse workforce and will communicate with the noted sources and others, during any hiring period to ensure a thorough outreach effort has been made to minority and women job seekers.

### **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 note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

# Diversity, Equity and Inclusion Questionnaire

Please check the box indicating that you have read the attached Economic Inclusion Program summary and 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.

Date: 4.21.26  
Company: 1273-1277 NIAGARA STREET II LLC  
Name (printed): William Breeser  
Signature:   
Title: Manager



A COMMUNICATION FROM THE OFFICE OF

# The City of Buffalo Common Council

ACHIEVEMENT • CONCORDIA • KNOWLEDGE

David A. Rivera, Niagara District Council Member

May 5, 2026

Erie County Industrial Development Agency

**Re: 1273 & 1277 Niagara Street, Buffalo  
Historic Building Rehabilitation and Adaptive Reuse**

Members of the Erie County Industrial Development Agency Board:

I am writing to express my strong support for the redevelopment of the vacant buildings at 1273 & 1277 Niagara Street in Buffalo. This \$4.1 million project to rehabilitate these 1886 buildings is exactly what our district needs.

These buildings have been vacant, and their restoration will help preserve the character of the Upper Black Rock National Register Historic District while making Niagara Street more vibrant.

The 2,380 square feet of new street-level commercial space will give entrepreneurs more opportunities to set up shop here. The development team has a long history of providing space to unique local businesses. Paired with the mixed-use approach, the building will also contain 14 mixed-income residential units which will bring residents within walking distance, creating the customer base that local businesses need to thrive.

When you combine new residents with new retail space, it creates the kind of activity that makes Niagara Street work as a real multi-modal destination where people can walk, bike, or take transit.

This kind of thoughtful smaller-scale development continues momentum occurring throughout the district. The 1273-1277 NIAGARA STREET II LLC development team has put together a plan which is an appropriate vision for Niagara Street, the Niagara District, and the City of Buffalo.

Through your tax exemption of the Mortgage Recording Tax and Sales and Use Tax, I encourage you to support this important adaptive reuse development that will benefit both our historic district and our growing Niagara Street corridor.

Sincerely,

*David A. Rivera*  
David A. Rivera  
Niagara District Councilmember

DAR/vrm

**PUBLIC HEARING SCRIPT**

**1273-1277 Niagara Street II LLC project  
and/or Individual(s), Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or  
to be formed on its behalf**

Public Hearing to be held on May 26, 2026, at 10:00 a.m.,  
at the Erie County Industrial Development Agency’s offices located at  
95 Perry Street, Suite 403, Buffalo, NY 14203

**ATTENDANCE:**

- Soma Hawramee - ECIDA
- Grant Lesswing - ECIDA
- Brian Krygier - ECIDA
- Michelle Moore – ECIDA
- Alyssa Penny – ECIDA
- Joseph Quinn – Hapi Epie

**1. WELCOME: Call to Order and Identity of Hearing Officer.**

**Hearing Officer:** Welcome. This public hearing is now open; it is 10:05 a.m. My name is Noah Cliff. I am the Business Development Officer for the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency’s website at [ecidany.com](http://ecidany.com).

**2. PURPOSE: Purpose of the Hearing.**

**Hearing Officer:** We are here to hold the public hearing on the 1273-1277 Niagara Street II LLC project and/or Individual(s), Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Thursday, May 7, 2026.

**3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.**

**Hearing Officer:** The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 1273 and 1277 Niagara Street, City of Buffalo, Erie County, New York and all other lands in the County of Erie where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the “Land”), (ii) the adaptive reuse of two historic and vacant structures into 2,380+/- SF mixed-use commercial spaces and 9,133+/- SF residential space consisting of 14 one-bedroom residential units (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 and the Existing Improvements, the “Facility”).

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits and mortgage recording tax exemption benefits (in compliance with Agency's uniform tax exemption policy).

4. **FORMAT OF HEARING:** Review the rules and manner in which the hearing will proceed.

**Hearing Officer:** All those in attendance are required to register by signing the sign-in sheet at the front of the room; you will not be permitted to speak unless you have registered. Everyone who has registered will be given an opportunity to make statements and/or comments on the Project.

If you have a written statement or comment to submit for the record, you may leave it at this public hearing, submit it on the Agency's website or deliver it to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes at 4:00 p.m. on June 23, 2026. There are no limitations on written statements or comments.

5. **PUBLIC COMMENT:** Hearing Officer gives the Public an opportunity to speak.

**Hearing Officer:** If anyone is interested in making a statement or comment, please raise your hand, state your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

Joseph Quinn. I am a representative for the project applicant. The adaptive reuse of the historic buildings at 1273-1277 Niagara is a project that will further leverage the municipal investment in Niagara Street. Several years ago, this section of Niagara Street was rebuilt into a complete street, with traffic calming, on-street parking, rain gardens, and a multi-modal corridor with the area's first two-lane protected bike lane and a primary NFTA bus route. This large public investment helped lay the groundwork for continued private investment into this corridor. This project is a perfect example of what that intended offshoot private investment would look like. It leverages existing historic building stock, creates ground floor commercial space to activate the sidewalk, and residential density above. These 140-year-old buildings are contributing structures to the Upper Black Rock Historic district, and their reuse will help to maintain and preserve the historic look and feel of the district. It is critically important to the preservation of these historic buildings to move this project forward now in order to preserve the historic look of the buildings for many years to come. The cost of reinvigorating a historic building that conforms with the Secretary of the Interior Standards for adaptive reuse is considerably higher, also the constraints of the existing building floorplans make it more difficult to achieve a crucial density to support the project.

For these reasons IDA assistance is needed to complete the Project. The project is proud to have garnered support from the County of Erie, City of Buffalo, NYS Empire State Development, National Grid, and the IDA support is the final piece of the puzzle. The Applicant is excited to continue their decades of investment in Niagara Street and bring additional jobs and activity to this block.

6. **ADJOURNMENT:**

As there are no further statements and/or comments, I will close the public hearing at 10:10 a.m.

**SIGN IN SHEET  
PUBLIC HEARING**

May 26, 2026 at 10:00 a.m.  
at the Erie County Industrial Development Agency's offices located at  
95 Perry Street, Suite 403, Buffalo, NY 14203  
regarding:

**1273-1277 Niagara Street II LLC project and/or Individual(s), Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 1273 and 1277 Niagara Street, Buffalo, New York 14213

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Soma Hawramee	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Grant Lesswing	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Michelle Moore	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Alyssa Penny	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Joseph Quinn	Hapi Epie 680 New Babcock Street Buffalo, New York 14206	X



## 1273-1277 Niagara - Sales & Mtg

[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>	1273-1277 Niagara
<b>Project Summary</b>	Adaptive reuse of two, adjacent, vacant, historic buildings into mixed-use commercial buildings consisting of 14 residential apartments and ground floor commercial spaces.
<b>Applicant Name</b>	1273-1277 Niagara Street II LLC
<b>Applicant Address</b>	680 New Babcock Street
<b>Applicant Address 2</b>	
<b>Applicant City</b>	Buffalo
<b>Applicant State</b>	New York
<b>Applicant Zip</b>	14206
<b>Phone</b>	(716) 713-8934
<b>Fax</b>	
<b>E-mail</b>	joe@epie.dev
<b>Website</b>	
<b>NAICS Code</b>	531390

#### Business Organization

**Type of Business**

Limited Liability Company

**Year Established**

2013

**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** Joseph Quinn  
**Title** Owner's Representative  
**Address** 680 New Babcock Street  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14206  
**Phone** (716) 713-8934  
**Fax**  
**E-Mail** joe@epie.dev

Company Contact- Authorized Signer for Applicant

**Contact is same as individual completing application** No  
**Name** William Breaser  
**Title** Manager  
**Address** 680 New Babcock Street  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14206  
**Phone** (716) 883-3377  
**Fax**  
**E-Mail** wbreaser@gmail.com

Company Counsel

**Name of Attorney** Joseph Heins  
**Firm Name** Phillips Lytle LLP  
**Address** 125 Main Street  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14203  
**Phone** (716) 847-7004  
**Fax**  
**E-Mail** jheins@phillipslytle.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>	No
<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%.**

Applicant is a special purpose entity formed for this real estate development project, and is 100% owned by B4B LLC of which William Breeser is the Managing Member and majority owner. William Breeser and his associated entities will be overseeing the development of this Project. Breeser has had an ownership presence on Niagara Street since 1998, with long term investment in both the real estate and neighborhood, through the continued revitalization and acquisition of surrounding buildings, and as Co-Founder and past Board Member of Niagara Street Now community group. They have shown a consistent track record of success with an organic approach to adaptive reuse of various historic buildings and filling in leasable space with a variety of local businesses. They have self-created an entire city block that has its own unique look and feel that is a draw and hub for the community and wider region. Most recently, Breeser has completed a very similar historic adaptive reuse project at 1225 Niagara which created a thriving ground floor commercial space and residential units on the floors above.

<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?**

0

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

Local vendors for this development have yet to be finalized. with local sourcing prioritized.

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

### Project Location

**Address of Proposed Project Facility**

1273 & 1277 Niagara Street

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

Buffalo

**School District of Project Site**

Buffalo

**Current Address (if different)**

n/a

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

n/a

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

99.26-10-18; 99.26-10-19

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

\$2,797

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

Land

\$ 79,200

Building(s)

\$ 60,800

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.)**

Existing vacant buildings.

**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)**

The Project will consist of the adaptive reuse of two historic, adjacent, vacant buildings located at 1273 and 1277 Niagara Street. Buildings were both constructed in 1886 and are located within, and contributing structures to, the Upper Black Rock local historic district. All rehab work will follow the National Park Service Secretary of the Interior Standards for adaptive reuse and have obtained Part 1, and Part 2 Historic Preservation Certifications. The buildings are approximately 11,052 gross square feet. The Project will create ground floor commercial spaces of roughly 1,500 RSF each, upper floors will contain 14 one-bedroom residential units (9 in 1273, 5 in 1277). Commercial space tenants have not been finalized, residential units will be income restricted. Buildings are currently vacant, and predominantly gutted. Rehab work will include preservation of all interior and exterior historic elements, complete interior rehab, new MEP systems, roof replacements, ADA ramp for access to both commercial spaces, new windows, masonry rehab, restoration of porches, new storefront windows, landscaping, and bike storage.

**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?**

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:**

**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)**

Financial assistance is necessary to move forward with the Project due to the costly nature of adaptive reuse of historic buildings, paired with income restricted residential units which constrains cash flow for the Project. Additionally, the smaller size of the buildings, and the inability to expand their size while maintaining the historicity of the structures make it more difficult to achieve a higher density of units to offset the increased costs of rehab of a historic building. Without the Agency's Financial Assistance the cost of constructing the Project will exceed the future value of the Project and will make private investment into the Project untenable.

**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?**

Without Financial Assistance, the Project will not proceed to construction, the buildings will continue to languish, vacant, as they are not in a condition that they can be occupied without the major rehabilitation work that will be conducted by the Project. The buildings remaining vacant will not bring additional residential density, and commercial vitality to this multi-modal Niagara Street Corridor, and the large municipal investment in this corridor to improve the streetscape will not be leveraged with additional private investment.

**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)**

NFTA bus stop directly in front of Project site, and along Niagara Street, and two-way protected bike lane runs along Niagara Street and in front of Project site.

### **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.**

Type 2 Actions

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

Yes

### **Describe the present zoning/land use**

Current use is an existing vacant building in N-2C zone, intended use as Multiple-Units Dwelling, and General Retail/Service uses are both allowed within the N-2C zoning.

### **Describe required zoning/land use, if different**

Not applicable.

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

Not applicable.

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

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?**

No

### **If yes, describe the efficiencies achieved**

You may also attach additional information about the machinery and equipment at the end of the application.



What is the estimated project timetable (provide dates).

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

6/1/2026

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

12/1/2026

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

12/31/2026

Capital Project Plan / Budget

**Estimated costs in connection with Project**

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

\$ 260,000

11,513 square feet

acres

**2.) New Building Construction**

\$ 0

square feet

**3.) New Building addition(s)**

\$ 0

square feet

**4.) Reconstruction/Renovation**

\$ 2,448,642

11,513 square feet

**5.) Manufacturing Equipment**

\$ 0

**6.) Infrastructure Work**

\$ 0

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

\$ 0

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

\$ 880,085

**9.) Other Cost**

\$ 544,161

**Explain Other  
Costs**

Financing Costs

**Total Cost**

\$ 4,132,888

Construction Cost Breakdown:

**Total Cost of Construction** \$ 2,448,642 (sum of 2, 3, 4 and 6 in Project Information, above)

**Cost of materials** \$ 1,899,645

**% sourced in Erie County** 100%

Sales and Use Tax:

<b>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</b>	\$ 1,899,645
<b>Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):</b>	\$ 166,219

\*\* 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.

<b>Project refinancing estimated amount, if applicable (for refinancing of existing debt only)</b>	\$ 0
<b>Have any of the above costs been paid or incurred as of the date of this Application?</b>	No
<b>If Yes, describe particulars:</b>	

Sources of Funds for Project Costs:

<b>Equity (excluding equity that is attributed to grants/tax credits):</b>	\$ 1,071,419
<b>Bank Financing:</b>	\$ 1,419,483
<b>Tax Exempt Bond Issuance (if applicable):</b>	\$ 0
<b>Taxable Bond Issuance (if applicable):</b>	\$ 0
<b>Public Sources (Include sum total of all state and federal grants and tax credits):</b>	\$ 1,641,986
<b>Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)</b>	\$137,000 ESD Grant \$500,000 County ARPA Affordable Housing Grant \$100,000 National Grid Grant NOT PUBLIC SOURCE \$904,986 State Historic Tax Credit
<b>Total Sources of Funds for Project Costs:</b>	\$4,132,888
<b>Have you secured financing for the project?</b>	Yes

Mortgage Recording Tax Exemption Benefit:

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

<b>Mortgage Amount (include sum total of construction/permanent/bridge financing).</b>	4,299,956
<b>Lender Name, if Known</b>	
<b>Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):</b>	\$32,249

Real Property Tax Benefit:

<b>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):</b>	Project will utilize 444-a partial tax exemption for rehabilitation of historic real property.
---	--

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?**

No

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

No

**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>	0	0	0	0
<b>Part time</b>	0	0	1	1
<b>Total</b>	0	0	1	

Salary and Fringe Benefits for Jobs to be Retained and Created

<b>Job Categories</b>	<b># of Full Time Employees retained and created</b>	<b>Average Salary for Full Time</b>	<b>Average Fringe Benefits for Full Time</b>	<b># of Part Time Employees retained and created</b>	<b>Average Salary for Part Time</b>	<b>Average Fringe Benefits for Part Time</b>
<b>Management</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Professional</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Administrative</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Production</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Independent Contractor</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Other</b>	0	\$ 0	\$ 0	1	\$ 20,000	\$ 0
<b>Total</b>	0			1		

\*\* 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>			
<b>Full time</b>	0	0	0
<b>Part time</b>	0	0	0
<b>Total</b>	0	0	0

Payroll Information

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

20,000

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

0

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

0

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

0

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

20,000

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

<b>From (Full Time)</b>	0	<b>To (Full Time)</b>	0
<b>From (Part Time)</b>	10,000	<b>To (Part Time)</b>	20,000

## 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**

1273 & 1277 Niagara Street, Buffalo

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

1273-1277 Niagara Street II LLC 680 New Babcock Street, Buffalo, NY 14206

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

Urban lot with two, historic, wood frame, three-story buildings.

#### **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**

Buildings were constructed in 1886. 1277 had a commercial storefront addition in 1917. Buildings are currently vacant.

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

Mixed-use, commercial and residential.

#### **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**

Not applicable.

**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**

Not applicable.

**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**

No known 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?

Multi-Tenant Facility

Multi-Tenant Facility (to be filled out by developer).

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

This section of Niagara Street has strong private commercial investments with the development of the Great Point Studios, Rich Products, and most recently the relocation and expansion of Roar Logistics headquarters, there is also a multitude of service, retail, and food and drink business in this area. All of these signal continued and increasing demand for additional residential and commercial space in this area. Additionally the multi-modal corridor with bus stops, and two-lane bike path are very supportive of transit oriented residential density at this site.

### Have any tenant leases been entered into for this project?

No

If yes, please list below and provide square footage (and percent of total square footage) to be leased to tenant and NAICS Code for tenant and nature of business

<b>Tenant Name</b>	<b>Current Address (city, state, # of sq ft and % of total to be occupied at new projet site)</b>	<b>SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.</b>
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\*fill out table for each tenant and known future tenants

## 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?**

20 %

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)?** 140

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

Yes

**What is the age of the structure (in years)?** 140

**Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)**

Yes

**If vacant, number of years vacant.**

13

**If underutilized, number of years underutilized.**

0

**Describe the use of the building during the time it has been underutilized:**

**Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)**

No

**If yes, please provide dollar amount of income being generated, if any**

\$0

**Does the site have historical significance?**

Yes

**If yes, please indicate historical designation**

Buildings are contributing structures to the Upper Black Rock local historic district.

**Are you applying for either State/Federal Historical Tax Credit Programs?**

Yes

**If yes, provide estimated value of tax credits**

\$1,508,309

**Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)**

The Project is infeasible without Financial Assistance of the Agency, and other public sources. Projected cash flow is not enough to cover the cost to rehab these historic structures through conventional financing alone.

**Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities**

Council Member David Rivera has been briefed on the Project and has been supportive. Erie County has shown support through the award of ARPA Affordable Housing Development grant funding, as well as Empire State Development has supported through the award of a REDC Initiative grant.

**Indicate other factors that you would like the Agency to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, structure presents significant costs associated with building code compliance**

**Indicate census tract of project location**

61

**Indicate how project will eliminate slum and blight**

Project buildings are currently vacant and in a declining state due to the high cost of maintaining a historic property that has no income generation. The Project will reactive the buildings bringing residents and businesses to the site, and the renewed buildings will help maintain the historic look of the neighborhood.

**If project will be constructed to LEED standards indicate renewable resources utilized**

Not applicable.

## 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

1273 & 1277 Niagara Street

### City/Town

Buffalo

### State

New York

### Zip Code

14213

**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

### 1 Bedroom

	<b>Number of Units</b>	<b>Average Sq. Ft.</b>	<b>Average Rent</b>	<b>Est. Average Tenant Paid Utility Costs</b>
Market Rate	0	0	\$0	\$0
80% AMI	14	503	\$1,206	\$73
70% AMI	0	0	\$0	\$0
60% or less AMI	0	0	\$0	\$0
Total 1 Bedroom	14			

### 2 Bedroom

	<b>Number of Units</b>	<b>Average Sq. Ft.</b>	<b>Average Rent</b>	<b>Est. Average Tenant Paid Utility Costs</b>
Market Rate	0	0	\$0	\$0
80% AMI	0	0	\$0	\$0
70% AMI	0	0	\$0	\$0
60% or less AMI	0	0	\$0	\$0
Total 2 Bedroom	0			

### 3 Bedroom

	<b>Number of Units</b>	<b>Average Sq. Ft.</b>	<b>Average Rent</b>	<b>Est. Average Tenant Paid Utility Costs</b>
Market Rate	0	0	\$0	\$0
80% AMI	0	0	\$0	\$0
70% AMI	0	0	\$0	\$0
60% or less AMI	0	0	\$0	\$0
Total 3 Bedroom	0			

### Studio

	<b>Number of Units</b>	<b>Average Sq. Ft.</b>	<b>Average Rent</b>	<b>Est. Average Tenant Paid Utility Costs</b>
Market Rate	0	0	\$0	\$0
80% AMI	0	0	\$0	\$0
70% AMI	0	0	\$0	\$0
60% or less AMI	0	0	\$0	\$0
Total Studio	0			

### Other

	<b>Number of Units</b>	<b>Average Sq. Ft.</b>	<b>Average Rent</b>	<b>Est. Average Tenant Paid Utility Costs</b>
Market Rate	0	0	\$0	\$0
80% AMI	0	0	\$0	\$0
70% AMI	0	0	\$0	\$0
60% or less AMI	0	0	\$0	\$0
Total Other	0			

### Totals

	<b>Number of Units</b>	<b>% of Units</b>
At Market Rate	0	0%
Below Market Rate	14	100%
Total Units	14	100%

## **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

**BHSC LANDLORD, LLC / Buffalo Hearing & Speech Center - Childhood Education Project**  
**\$ 9,262,225**

**PRIVATE INVESTMENT INDUCEMENT RESOLUTION**

**ELIGIBILITY**

- NAICS Section – 624190

**COMPANY INCENTIVES**

- Approximately \$ 469,853 in real property tax savings
- Up to \$ 228,375 in sales tax savings
- 3/4 of 1% of the final mortgage amount up to \$ 52,500

**JOBS & ANNUAL PAYROLL**

- Current Jobs: 47 FT; 47 PT
- Projected new jobs: 18 FT
- Est. salary/yr. of jobs created: \$ 52,742 FT
- Total jobs after project completion: 65 FT; 47 PT = 88 FTE
- Annual Payroll at site upon project completion: \$ 5,730,694
- Construction Jobs: 37

**PROJECTED COMMUNITY BENEFITS\***

- Term: 7 YEARS
- NET Community Benefits: \$47,945,521
- Spillover Jobs: 53
- Total Payroll: \$45,091,005

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

Incentives: \$717,441  
 Community Benefit: \$44,619,266  
 Cost: Benefit Ratio  
 • 1:62

\* Cost Benefit Analysis Tool powered by MRB Group

Project Title: Buffalo Hearing & Speech Center - Childhood Education Project

Project Address 157 Cleveland Drive, Cheektowaga NY 14215  
 (Cleveland Hill Union Free School District)

**Agency Request**

A property tax, sales tax, and mortgage recording tax abatement in connection with the renovation of an approximately 50,000 SF of the historic former St. Aloysius Gonzaga school and convent facility to expand public school-funded special education services for children with special needs by Buffalo Hearing & Speech Center.

Land and/or Building Acquisition	\$ 825,000
Reconstruction/Renovation	\$ 5,800,000
Non- Manufacturing Equipment	\$ 100,000
Soft Costs/Other	<u>\$ 2,537,225</u>
<b>Total Project Cost</b>	<b>\$ 9,262,225</b>
85%	\$ 7,872,891

**Company Description**

BHSC Landlord, LLC is the for-profit subsidiary of Buffalo Hearing & Speech Center. Buffalo Hearing & Speech Center is a nonprofit organization with a 70-year history of serving children, adults, and families throughout Western New York.

**Project Description**

Buffalo Hearing & Speech Center is acquiring and renovating the historic former St. Aloysius Gonzaga school and convent buildings to centralize and expand its public school-funded special education and early childhood education services for children with developmental challenges and special needs. With the acquisition of the new campus, BHSC will improve accessibility to services for surrounding school districts, accommodate its oversubscribed waitlist, and serve an additional 40 children during the first year of operation at the new location. All students served are public school students funded by New York State at no additional cost to families.

The approximately 50,000 SF adaptive reuse project will preserve the historic campus while transforming the facilities through extensive accessibility, mechanical, plumbing, electrical, and life-safety improvements, including a new elevator, upgraded HVAC systems, a new fire sprinkler system, and fully modernized classrooms, offices, and common areas. The project will receive Federal and NYS Historic Tax Credits.

## 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	\$ 469,853
	Sales	\$ 228,375
	Mortgage Recording	\$ 52,500
	Total	\$ 750,728
	Discounted at 2%	\$ 717,441

\* May not sum to total due to rounding

### Benefit: Projected Community Benefit\*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 5,175,286
			Payroll Permanent	\$39,915,719
		Public	Property Taxes	\$ 117,464
			Sales Taxes	\$ 374,819
			Other Muni Revenue (NFTA)	\$ 17,500
	New York State	Public	Income Taxes	\$ 2,029,095
			Sales Taxes	\$ 315,637
			Total Benefits to EC + NYS***	\$47,945,521
			Discounted at 2%	\$44,619,266

\* Cost Benefit Analysis Tool powered by MRB Group

\*\* Includes direct & indirect \$ over project period

\*\*\* May not sum to total due to rounding

Discounted Cost           \$717,441  
 Discounted Benefit       \$44,619,266  
 Ratio                        1:62

**Conclusion:** The Cost Benefit for this project is: 62:1. For every \$1 in costs (incentives), this project provides \$62 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$73 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 Town Revenue Over Abatement Period	Additional School Revenue Over Abatement Period	New Yearly Taxes Upon Expiration of Abatement Period
7 Year Standard PILOT	\$0	\$7,110,000	\$147,798	\$221,330	\$600,957	\$205,706

Combined Tax Rate: \$ 28.931862

## 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 = \$ 9,262,225 85% = \$ 7,872,891
Employment	Coincides with 7-year PILOT	Maintain Base = 47 FT, 47 PT = 70 FTE Create 85% of Projected Projected = 18 FT 85% = 15 FTE Recapture Employment = 85 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 7-year PILOT	Adherence to Policy
Unpaid Tax	Coincides with 7-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 7-year PILOT	Recapture of Real Property Tax, Mortgage Recording Tax, State and Local Sales Taxes

Recapture applies to:

State and Local Sales Taxes  
Real Property Tax  
Mortgage Recording 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 70 FTE and created 15 FTE jobs (85% of projected), 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

- 6/2/26: Public hearing held.
- 6/24/26 Inducement Resolution presented to Board of Directors – Type II No SEQRA compliance required
- 6/24/26: Lease/Leaseback Inducement Resolution presented to the Board of Directors

## EVALUATIVE CRITERIA ADAPTIVE REUSE

Project: BHSC LANDLORD, LLC / Buffalo Hearing & Speech Center

CRITERIA	COMMENTS
Age of Structure (must be at least 20 years old) and present functional challenges to redevelopment	The historic former St. Aloysius Gonzaga School is approximately 80 years old and presents redevelopment challenges, including substantial costs associated with accessibility upgrades, complete replacement of building systems, code compliance improvements, and full interior renovations to support BHSC's Early Childhood Education program.
Structure has been vacant or underutilized for a minimum of 3 years (defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended). Project promotes the elimination of slum and blight.	Both the historic school building and the convent building at the St. Aloysius Gonzaga RC Church Campus were constructed circa 1949 and 1961, respectively. The buildings have been underutilized for approximately five (5) years, primarily serving as space for Cub Scout meetings and bingo events, and have been fully vacant for one (1) year.
Structure is not generating significant rental income (defined as 50% or less than the market rate income average for that property class)	No income being generated at site.
Project is in compliance with the investment and growth criteria of the Framework for Regional Growth. The redevelopment supports or aligns with Regional or Local Development Plans	The project is compliant with the Framework for Regional Growth
Demonstrated evidence of financial obstacle(s) to development without ECIDA or other public assistance (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rate as compared to regional industry averages)	Cash flow projections and analysis reveal below average return on investment of: <ul style="list-style-type: none"> <li>• ROI w/ ECIDA assistance = <b>5.8%</b></li> <li>• ROI w/o ECIDA assistance = <b>4.8%</b></li> </ul> These figures are well below the 10% - 12% benchmark rate of return expected for projects in higher risk urban areas in the northeast.
Demonstrated support of local government entities	The Town has expressed support for the Project.
LEED/Renewable Resources	N/A

## EVALUATIVE CRITERIA ADAPTIVE REUSE

CRITERIA	COMMENTS
Building or site has historic designation	The National Park Service approved the Preliminary Determination of Individual Significance (PDIL) for the St. Aloysius Gonzaga Roman Catholic Church Complex. The applicant is pursuing Federal and NYS Historic Tax Credits for the completion of the renovation project.
Site or structure has delinquent property or other local taxes	N/A
DEI Questionnaire	See attached.
Transit Oriented Development	The site is accessible via NFTA Routes including #32 (Amherst) and #12 (Utica).
Onsite child daycare facilities on the project site	The project will centralize and expand BHSC's special education and early childhood services, increasing capacity to serve 40 additional publicly funded students and improving access for families across surrounding school districts.
<b>OTHER FACTORS TO CONSIDER:</b>	
Environmental / Safety Issues: Structure or site presents significant public safety hazard and or environmental remediation costs	The project also requires the abatement of hazardous building materials, creating an additional cost hardship.
Site or structure is located in a distressed census tract	This property is located in Census Tract 102.02 which is "Adjacent to Highly Distressed Census Tracts".
Structure presents significant costs associated w/ building code compliance.	Renovations include full building system replacements, accessibility upgrades, and interior renovations to meet current code requirements, along with hazardous materials abatement, all of which add substantial cost to the project.

\*U.S. Census Bureau

DATE OF INDUCEMENT: June 24, 2026

# EVALUATIVE CRITERIA

## ADAPTIVE REUSE

### Return on Investment – BHSC LANDLORD, LLC / Buffalo Hearing & Speech Center

Regional Return on Investment (ROI) numbers vary depending on the interest rate environment, investor availability and risk associated with a project.

The National Development Council, which has experience financing projects in higher risk urban areas across the Northeast, uses 10% - 12% as a benchmark rate of return for urban high-risk projects.

Empire State Development financing officials when reviewing similar projects in the City of Buffalo have used 12% as an acceptable ROI for development projects.

### Adaptive Reuse Projects

Many Adaptive Reuse Projects are hampered by upfront development costs that are not typical in new build green field development projects. These upfront costs can hinder the ability of the projects to attract financing and provide cash flow. The upfront costs associated with site contamination, asbestos removal, code compliance, structural deficiencies can make Adaptive Reuse projects difficult to undertake and attract private investment and financing, particularly in real estate markets where rental values are relatively low. Historically real estate projects in the region are difficult to undertake, local real estate developers have indicated that the typical ROI investors and developers seek to achieve in mixed use development projects are in the 10% - 12% range, although they can run higher for projects with significant risk.

### Public Incentives Requested

- Sales Tax Savings in the amount of \$ 228,375
- Mortgage Tax Savings in the estimated amount of \$ 52,500
- Real Property Tax Savings in the estimated amount of \$ 469,853

### ROI

Applicant has submitted a proforma documenting the expenses and revenues and ROI for the project.

Stated ROI for the project with ECIDA assistance is **5.8%**

Stated ROI for the project without ECIDA assistance is **4.8%**

**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-BHSC Landlord, LLC/Buffalo Hearing and Speech Center**

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA	County Tax Rate/1000	Town Tax Rate /1000	School Tax Rate/1000
\$5,800,000	\$7,110,000	4.407933	6.600962	17.922967

PILOT Year	% Payment	County PILOT Amount	Town PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	0.05	\$19,197	\$28,747	\$78,055	\$125,998	\$205,706	\$79,707
2	0.1	\$19,836	\$29,704	\$80,653	\$130,193	\$205,706	\$75,512
3	0.15	\$20,475	\$30,661	\$83,252	\$134,388	\$205,706	\$71,317
4	0.2	\$21,114	\$31,619	\$85,851	\$138,584	\$205,706	\$67,122
5	0.25	\$21,753	\$32,576	\$88,450	\$142,779	\$205,706	\$62,927
6	0.3	\$22,392	\$33,533	\$91,049	\$146,974	\$205,706	\$58,732
7	0.35	\$23,031	\$34,490	\$93,648	\$151,169	\$205,706	\$54,537
<b>TOTAL</b>		\$147,798	\$221,330	\$600,957	\$970,085	\$1,439,939	\$469,853

**\*\*\* 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.)
\$9,262,225	\$ 469,853	\$228,375	\$52,500	\$2,500,000

**Note: special district taxes are not subject to PILOT abatement**

**Calculate % = (Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 35%**

# Erie County Industrial Development Agency

## MRB Cost Benefit Calculator



Cost-Benefit Analysis Tool powered by MRB Group

Date: May 26, 2026  
 Project Title: Buffalo Hearing & Speech Center - Childhood Education Project  
 Project Location: 157 Cleveland Drive, Cheektowaga NY 14215

### Economic Impacts

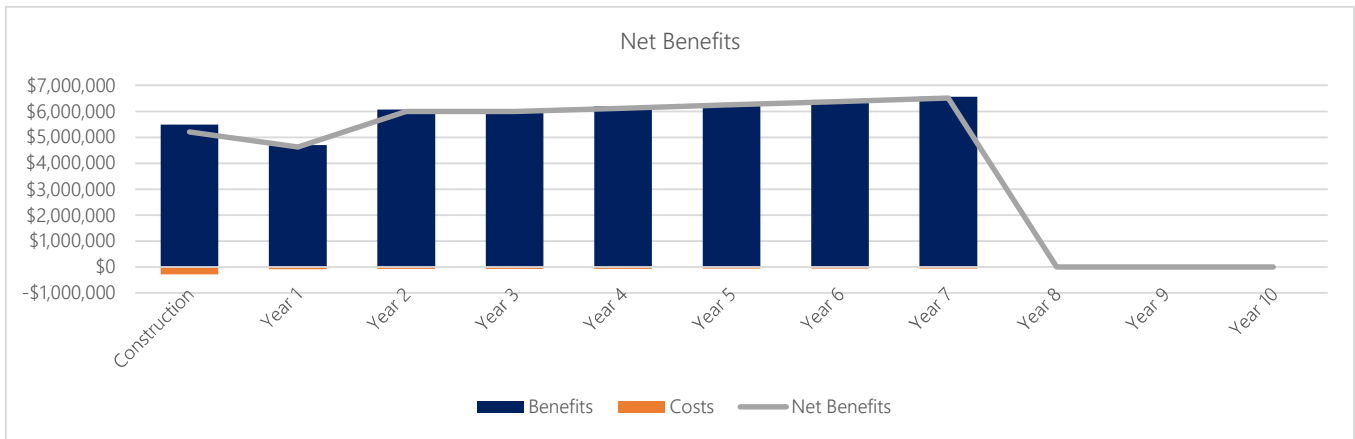
Summary of Economic Impacts over the Life of the PILOT

**Construction Project Costs**  
 \$9,262,225

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	37	34	71
Earnings	\$3,249,175	\$1,926,111	\$5,175,286
Local Spend	\$8,437,225	\$5,997,180	\$14,434,405

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	88	19	107
Earnings	\$29,065,550	\$10,850,170	\$39,915,719

Figure 1



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

Figure 2

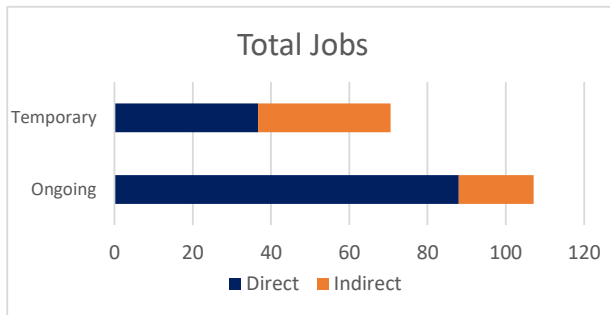
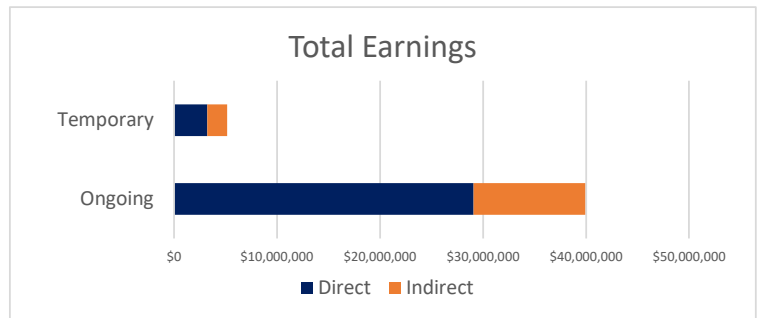


Figure 3



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

## Fiscal Impacts

### Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$469,857	\$436,566
Sales Tax Exemption	\$228,375	\$228,375
Local Sales Tax Exemption	\$123,975	\$123,975
State Sales Tax Exemption	\$104,400	\$104,400
Mortgage Recording Tax Exemption	\$52,500	\$52,500
Local Mortgage Recording Tax Exemption	\$17,500	\$17,500
State Mortgage Recording Tax Exemption	\$35,000	\$35,000
<b>Total Costs</b>	<b>\$750,732</b>	<b>\$717,441</b>

### State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$45,600,789</b>	<b>\$42,437,104</b>
To Private Individuals	\$45,091,006	\$41,964,662
Temporary Payroll	\$5,175,286	\$5,175,286
Ongoing Payroll	\$39,915,719	\$36,789,376
Other Payments to Private Individuals	\$0	\$0
To the Public	\$509,783	\$472,442
Increase in Property Tax Revenue	\$117,464	\$106,454
Temporary Jobs - Sales Tax Revenue	\$43,020	\$43,020
Ongoing Jobs - Sales Tax Revenue	\$331,799	\$305,812
Other Local Municipal Revenue	\$17,500	\$17,157
<b>State Benefits</b>	<b>\$2,344,732</b>	<b>\$2,182,162</b>
To the Public	\$2,344,732	\$2,182,162
Temporary Income Tax Revenue	\$232,888	\$232,888
Ongoing Income Tax Revenue	\$1,796,207	\$1,655,522
Temporary Jobs - Sales Tax Revenue	\$36,227	\$36,227
Ongoing Jobs - Sales Tax Revenue	\$279,410	\$257,526
<b>Total Benefits to State &amp; Region</b>	<b>\$47,945,521</b>	<b>\$44,619,266</b>

### Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$42,437,104	\$578,041	73:1
State	\$2,182,162	\$139,400	16:1
<b>Grand Total</b>	<b>\$44,619,266</b>	<b>\$717,441</b>	<b>62:1</b>

\*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>

By checking this box, I agree to utilize the above listings of certified MWBE contractors 1) as part of the outreach efforts to identify and invite MWBE contractors to participate in the bidding process and 2) to assist in meeting the MWBE utilization goals set by my organization for the project being considered for ECIDA tax incentives.

Please provide additional information regarding your history of setting / meeting MWBE goals on past projects or other relevant information you would like to share - below.

On a recently completed Statewide Health Care Facility Transformation Program (SHCFTP) through DOH, Buffalo Hearing & Speech exceeded its 30% MWBE goal with MWBE performance at 77% for a project. Additionally, a classroom expansion project in 2024-25 utilized a MWBE contractor (Hayes) for 100% of the work.

BHSC's current workforce: is 94% female and 14% non-white/Caucasian. Its HR team posts vacancies on its website, Indeed, WNYRIC, Handshake (college/university platform), LinkedIn, and Facebook. It also utilizes industry specific platforms as needed (i.e. Speech Language organizations). BHSC has had recruitment traffic come from other, including DOL, Buffalo Job Finder, Zip Recruiter. We also seek employee referrals for candidates. BHSC has a formal partnership with D'Youville and serves as their clinic placement provider for SLP graduate students, and has partnerships with other colleges/universities to provide externships/placement opportunities for students. These relationships with Colleges/Universities also serve as a platform to recruit students post-graduation.

## 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>
- New York State Job Bank: <https://myjobsny.usnlx.com/>
- Local Minority Newspapers: <https://www3.erie.gov/eo/minority-newspaper>

# Diversity, Equity and Inclusion Questionnaire

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:

The project's developer has voluntarily committed to a combined goal of 20% utilization of both WBE and MBE vendors for the construction of entire project and aver such.

### **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 note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

# Diversity, Equity and Inclusion Questionnaire

Please check the box indicating that you have read the attached Economic Inclusion Program summary and 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.

Date: 4.29.26

Company: Buffalo Hearing and Speech Center

Name (printed): Joseph Corzo

Signature: 

Title: CSO



**BHSC SAG**

[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>	Buffalo Hearing & Speech Center- Childhood Education
<b>Project Summary</b>	Historic former St. Aloysius Gonzaga school renovated to house an early intervention program for Buffalo Hearing and Speech Center.
<b>Applicant Name</b>	Buffalo Hearing and Speech Center, on behalf of a to-be formed for-profit subsidiary. Please see the provided and very complex HTC Diagram supplied by our counsel.
<b>Applicant Address</b>	50 E. North Street
<b>Applicant Address 2</b>	
<b>Applicant City</b>	Buffalo
<b>Applicant State</b>	New York
<b>Applicant Zip</b>	14203
<b>Phone</b>	(716) 855-8318
<b>Fax</b>	(716) 855-4229
<b>E-mail</b>	sams@savarinocompanies.com
<b>Website</b>	www.askbhsc.org
<b>NAICS Code</b>	624190

Business Organization

**Type of Business**

Corporation

**Year Established**

1953

**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** Samuel J. Savarino  
**Title** CEO- Savarino Construction Services LLC  
**Address** 500 Seneca Street  
**Address 2** Suite 505  
**City** Buffalo  
**State** New York  
**Zip** 14204  
**Phone** (716) 491-8991  
**Fax** (716) 332-5959  
**E-Mail** sams@savarinocompanies.com

Company Contact- Authorized Signer for Applicant

**Contact is same as individual completing application** Yes  
**Name** Joseph Cozzo  
**Title** CEO  
**Address** 50 E. North Street  
**Address 2**  
**City** Buffalo  
**State** New York  
**Zip** 14023  
**Phone** (716) 885-8318  
**Fax**  
**E-Mail** jcozzo@askbhsc.org

Company Counsel

**Name of Attorney** Timmon Favaro  
**Firm Name** Cannon Heyman Weiss LLP  
**Address** 726 Exchange Street  
**Address 2** Suite 500  
**City** Buffalo  
**State** New York  
**Zip** 14210  
**Phone** (716) 856-1700  
**Fax** (716) 856-2311  
**E-Mail** tfavaro@chwattys.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%.**

Buffalo Hearing & Speech Center is a New York State not-for-profit entity governed by a volunteer board of directors. It is a long-running Western New York nonprofit founded in 1953 and is a respected provider of hearing, speech, communication, literacy, autism, and special education services for children, adults, and families. It serves more than 11,000 people a year and says it has helped more than 250,000 people since its founding. For the purposes of this project, BHSC will form a for-profit subsidiary, which is necessary in order to facilitate the syndication of other beneficial use of tax credits, which the non-profit cannot monetize itself because it does not have federal and state tax liability.

<b>Estimated % of sales within Erie County</b>	75 %
<b>Estimated % of sales outside Erie County but within New York State</b>	25 %
<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**

Buffalo Hearing & Speech Center will ensure its contractor and construction manager utilize Erie County vendors as subcontractors, suppliers, and vendors where practical, and will add contract language to that effect.

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

### Project Location

**Address of Proposed Project Facility**

157 Cleveland Drive

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

Cheektowaga

**School District of Project Site**

Cleveland Hill Union Free School District

**Current Address (if different)**

170 Rosewood Terrace

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

Cheektowaga

**SBL Number(s) for proposed Project****What are the current real estate taxes on the proposed Project Site**

Zero

**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?**

Yes

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

157 Cleveland Drive is a vacant former school building and convent.

**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)**

The acquisition and renovation of both a historic school building and a convent building at the St. Aloysius Gonzaga RC Church Campus will allow Buffalo Hearing and Speech Center to centralize and expand its public school-funded special education services for children with developmental challenges and special needs, while preserving historic buildings. BHSC intends to purchase the historic former St. Aloysius Gonzaga School to renovate and house its Early Childhood Education program, for which there is a growing need. A new passenger elevator, entry ramp, and ground-floor stairs will improve accessibility. The existing heating and ventilation systems will be completely replaced with new roof-mounted gas-fired HVAC units serving each wing of the building, supplemented by dedicated exhaust fans for all toilet rooms and specialty spaces such as the art room; the new system is designed to provide fresh air exchange and temperature control throughout all three floors. Plumbing work is equally extensive: every toilet, urinal, sink, drinking fountain, mop sink, and water heater in the building will be removed and replaced with new code-compliant fixtures, and the gas service, water service, and associated piping will be replaced and upgraded to include a new backflow prevention device and a new gas meter. The kitchen area on the ground floor will receive a new dishwasher, prep sink, and associated plumbing. A new fire sprinkler system will be installed throughout the building to bring it into compliance with current fire protection codes. The electrical systems will be entirely replaced with new panelboards, wiring, and a full complement of new LED lighting throughout classrooms, corridors, restrooms, the gymnasium/auditorium, cafeteria, and offices. Proper wiring and routing for up-to-date technology will also be added. The building will receive new flooring throughout (a mix of vinyl composition tile, ceramic tile, carpet, and terrazzo, depending on the space), along with fresh paint, acoustic ceiling tile, ceramic tile in restrooms, and updated signage for every room in the building, including ADA-compliant restroom and wayfinding signs.

**Municipality or Municipalities of current operations**

Cheektowaga

**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 Historic Tax Credit investment is a necessary component of capital funding. This will result in a five-year compliance period, subjecting the project's improvement costs to sales tax. This would add both operating and capital costs, which would challenge the project's feasibility.

**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)**

Support from ECIDA is required for the project's feasibility. Buffalo Hearing & Speech Center is utilizing Federal and NYS Historic Tax Credit investments, which require it to establish a for-profit subsidiary to obtain third-party investments. Please see the provided and very complex HTC Diagram supplied by our counsel.

**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?**

Unable to secure a permanent facility for the operation that is currently in leased premises. Unable to expand operations and serve the growing and unmet community need for BHSC's services.

**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)**

NFTA Route 32-Amherst operates between the Black Rock Riverside Transit Hub and the Walden Galleria Mall. It can be caught at a nearby stop on Century Road; this bus route runs every 20-45 minutes on weekdays. NFTA Route 6-Sycamore connects downtown Buffalo with the Walden Galleria area. It runs down Cleveland Drive approximately every 30 minutes on weekdays.

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

No

**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.**

June 15, 2026

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

Yes

**Describe the present zoning/land use**

R- Residential (confirmed this is accurate)

**Describe required zoning/land use, if different**

n/a

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

n/a

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

Yes

**If yes, please explain**

Phase I Environmental Assessment is expected in 30 days.

**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?**



No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking < BLANK >

Will project result in significant utility infrastructure cost or uses No

What is the estimated project timetable (provide dates).

Start date : acquisition of equipment or construction of facilities

6/27/2026

End date : Estimated completion date of project

8/2/2027

Project occupancy : estimated starting date of occupancy

8/2/2027

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 825,000

50,000 square feet

5 acres

2.) New Building Construction

\$ 0

square feet

3.) New Building addition(s)

\$ 0

square feet

4.) Reconstruction/Renovation

\$ 5,800,000

50,000 square feet

5.) Manufacturing Equipment

\$ 0

6.) Infrastructure Work

\$ 0

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

\$ 100,000

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

\$ 413,000

9.) Other Cost

\$ 2,124,225

<b>Explain Other Costs</b>	Interest, legal, financing fees, HTC investor cost, and developer fee.
<b>Total Cost</b>	\$ 9,262,225

Construction Cost Breakdown:

<b>Total Cost of Construction</b>	\$ 5,800,000 (sum of 2, 3, 4 and 6 in Project Information, above)
<b>Cost of materials</b>	\$ 2,610,000
<b>% sourced in Erie County</b>	80%

Sales and Use Tax:

<b>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</b>	\$ 2,610,000
<b>Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):</b>	\$ 228,375

\*\* 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.

<b>Project refinancing estimated amount, if applicable (for refinancing of existing debt only)</b>	\$ 0
<b>Have any of the above costs been paid or incurred as of the date of this Application?</b>	Yes
<b>If Yes, describe particulars:</b>	\$100,000 (soft costs)

Sources of Funds for Project Costs:

<b>Equity (excluding equity that is attributed to grants/tax credits):</b>	\$ 2,000,000
<b>Bank Financing:</b>	\$ 4,127,940
<b>Tax Exempt Bond Issuance (if applicable):</b>	\$ 0
<b>Taxable Bond Issuance (if applicable):</b>	\$ 0
<b>Public Sources (Include sum total of all state and federal grants and tax credits):</b>	\$ 2,134,285
<b>Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)</b>	\$2,500,000 (Historic Tax Credits)
<b>Total Sources of Funds for Project Costs:</b>	\$8,262,225
<b>Have you secured financing for the project?</b>	Yes

Mortgage Recording Tax Exemption Benefit:

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

<b>Mortgage Amount (include sum total of construction/permanent/bridge financing).</b>	7,000,000
<b>Lender Name, if Known</b>	
<b>Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):</b>	\$52,500

Real Property Tax Benefit:

**Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (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.

**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>	47	47	18	18
<b>Part time</b>	47	47	0	0
<b>Total</b>	94	94	18	

Salary and Fringe Benefits for Jobs to be Retained and Created

<b>Job Categories</b>	<b># of Full Time Employees retained and created</b>	<b>Average Salary for Full Time</b>	<b>Average Fringe Benefits for Full Time</b>	<b># of Part Time Employees retained and created</b>	<b>Average Salary for Part Time</b>	<b>Average Fringe Benefits for Part Time</b>
<b>Management</b>	7	\$ 76,022	\$ 13,684	0	\$ 0	\$ 0
<b>Professional</b>	53	\$ 51,077	\$ 9,194	47	\$ 32,277	\$ 5,808
<b>Administrative</b>	5	\$ 49,089	\$ 8,836	0	\$ 0	\$ 0
<b>Production</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Independent Contractor</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0

<b>Other</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Total</b>	65			47		

\*\* 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>	50 E. North Street, Buffalo NY 14203	42 Sunset Boulevard, Angola NY 14006	
<b>Full time</b>	137	18	0
<b>Part time</b>	17	2	0
<b>Total</b>	154	20	0

Payroll Information

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

5,730,694

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

52,657

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

32,268

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

52,742

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

0

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

<b>From (Full Time)</b>	37,332	<b>To (Full Time)</b>	65,847
<b>From (Part Time)</b>	0	<b>To (Part Time)</b>	0

### **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**

157 Cleveland Drive Cheektowaga, NY 14215

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

St. Aloysius Gonzaga RC Church 157 Cleveland Drive Cheektowaga, NY 14215

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

Existing school building.

##### **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**

Two portions of the school, circa 1947 and 1957.

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

Elementary school facility and convent.

##### **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**

n/a

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

n/a

**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?**

Yes

**If yes, please identify the materials**

RBM Study uploaded.

## 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** Buffalo Hearing and Speech Center  
**Address** 50 E. North Street, Buffalo, NY 14203  
**Contact Person** Joseph Cozzo, CEO  
**Phone** (716) 885-8318  
**Fax** (716) 885-1354  
**E-Mail** jcozzo@askbhsc.org  
**Federal ID #** 16-0776186  
**SIC/NAICS Code** 624190- Other Individual and Family Services

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?**

No

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

## Section VII: Adaptive Reuse

**What is the age of the structure (in years)?** 80

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

Yes

**What is the age of the structure (in years)?** 80

**Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)**

Yes

**If vacant, number of years vacant.**

1

**If underutilized, number of years underutilized.**

5

**Describe the use of the building during the time it has been underutilized:**

It was used for Cub Scout meetings and bingo events.

**Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)**

No

**If yes, please provide dollar amount of income being generated, if any**

**Does the site have historical significance?**

Yes

**If yes, please indicate historical designation**

See uploaded NPS application and approval notice.

**Are you applying for either State/Federal Historical Tax Credit Programs?**

Yes

**If yes, provide estimated value of tax credits**

\$2,134,285.00

**Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)**

Property tax makes the operating cost infeasible. Sales tax on materials poses stress on the capital budget. The fee for the program and its services is fixed. The amount of investment from permanent financing for the project is the maximum that Buffalo Hearing & Speech Center can afford to pay. If not for the PILOT and tax exemptions, the project would need to be downsized or would not be feasible. Either prospect would leave the community with unmet needs for services provided to children.

**Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities**

Planning Approval- Town of Cheektowaga

**Indicate other factors that you would like the Agency to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, structure presents significant costs associated with building code compliance**

The abatement of hazardous building materials is required, which introduces a cost hardship.

**Indicate census tract of project location**

102

**Indicate how project will eliminate slum and blight**

This adaptive reuse project transforms an existing abandoned building in an active residential neighborhood into a much-needed Early Childhood Education program for children with special needs.

**If project will be constructed to LEED standards indicate renewable resources utilized**

National Park Service standards must be met, which limits LEED options.

## 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

170 Rosewood Terrace

### City/Town

Cheektowaga

### State

New York

### Zip Code

14225

**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?**

Yes

**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:**

Exiting the leased premises at the end of the term of the lease.

**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.)**

Existing school classrooms and an appropriate location to serve the existing population as well as new students.

**If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?**

Yes

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

Buffalo Hearing & Speech Center has determined this is an optimal location for the children its serves all over Erie County in size, layout, and location.

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

The current facility is leased by Buffalo Hearing & Speech Center, so the landlord will rent it to a new tenant.

**Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.**

The current space is leased by BHSC. Its facilities are outdated and too small, and they provide an insufficient number of classrooms for the growing needs of Erie County families with special-needs students.

## 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