June 7, 2018
8:30 am
95 Perry Street, 5th Floor Conference Room
Buffalo, NY 14203

1. Call Meeting to Order

2. Approval of the May 3, 2018 Policy Committee Minutes (Pages 2-4)

3. Project Matrix (Pages 5-7)

4. Project Presentations (Staff – Company Q&A)
   a. Roar Logistics, LLC (Pages 8-40)

5. Updates/Discussion
   a. Adaptive Reuse Working Groups (Informational)

6. Adjournment – Next Meeting July 12, 2018 at 8:30 a.m.
MINUTES OF A MEETING OF THE
POLICY COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MEETING: May 3, 2018, at Erie County Industrial Development Agency, 95 Perry
Street, 5th Floor Conference Room, Buffalo, New York

Nellis, Laura Smith, David J. State, and Maria Whyte

ABSENT: Hon. April Baskin, Hon. Byron W. Brown, Mr. Richard Cummings,
and Brenda W. McDuffie

OTHERS PRESENT: John Cappellino, Executive Vice President; Karen M. Fiala, Assistant
Treasurer; and Robert G. Murray, Secretary

GUESTS: Andrew Federick, Erie County Senior Economic Development
Specialist; Chris Whitmarsh, on behalf of Niagara Label/12715 Lewis
Road LLC

There being a quorum present at 8:53 a.m., Mr. Lipsitz called the meeting of the Policy
Committee to order.

Mr. Lipsitz then recognized the passing of long time Erie County Industrial Development
Agency member and former Policy Committee member, Frank Mesiah. Mr. Lipsitz recognized
and acknowledged Mr. Mesiah’s excellent service to Erie County and the City of Buffalo.

At this point in time, Mr. Lipsitz welcomed Mr. William Krebs as a new member to the
Policy Committee, noting that Mr. Krebs is the current Mayor of the Village of Springville. In
addition, Mr. Lipsitz also acknowledged that two additional members will be joining the
committee, Ms. April Baskin and Mr. Richard Cummings, both of whom should be joining us at
our next meeting.

MINUTES

The minutes of the February 8, 2018 Policy Committee meeting were presented. Upon
motion made by Mr. Mudie, and seconded by Ms. Whyte, the aforementioned Policy Committee
meeting minutes were unanimously approved.
PROJECT MATRIX

Mr. Cappellino reviewed the Agency’s project matrix. Mr. Lipsitz directed that the report be received and filed.

PROJECT PRESENTATIONS

Niagara Label/12715 Lewis Road, LLC, 12715 Lewis Road, Newstead, New York. Mr. Cappellino presented the proposed sales tax, mortgage recording tax and real property tax abatement benefits project involving the company’s construction and equipping of a 16,000 sq. ft. warehouse and office expansion representing a doubling of the company’s operations.

Mr. Cappellino then stated that in exchange for providing the sales and use tax, mortgage recording 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**

<table>
<thead>
<tr>
<th>Condition</th>
<th>Term</th>
<th>Recapture Provision</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Investment</td>
<td>At project completion</td>
<td>Investment amount equal to or greater than 85% of project amount. Total Project Amount = $1,915,000 85% = $1,627,750</td>
</tr>
<tr>
<td>Employment</td>
<td>Coincides with 10-year PILOT</td>
<td>Maintain Base = 49 Create 85% of projected Projected = 5 85% = 4 Recapture Employment = 53</td>
</tr>
<tr>
<td>Local Labor</td>
<td>Construction Period</td>
<td>Adherence to policy including quarterly reporting</td>
</tr>
<tr>
<td>Pay Equity</td>
<td>Coincides with 10-year PILOT</td>
<td>Adherence to policy</td>
</tr>
<tr>
<td>Unpaid Tax</td>
<td>Coincides with 10-year PILOT</td>
<td>Adherence to policy</td>
</tr>
<tr>
<td>Recapture Period</td>
<td>Coincides with 10-year PILOT</td>
<td>Recapture of state and local sales taxes, mortgage recording tax and real property taxes.</td>
</tr>
</tbody>
</table>

Ms. DiPirro expressed support for the project. Mr. Mudie queried as to the average wage for workers. Mr. Whitmarsh responded that the company pays between $35,000 to $40,000 per year for laborers and office positions.

Mr. Blue queried if there are bus routes servicing the company. Mr. Whitmarsh responded that there is no public transportation available.
Mr. Mudie moved and Ms. Whyte seconded to approve of the project as proposed. Ms. Whyte then expressed support for the project. Mr. Lipsitz called for the vote and the project was then unanimously approved for recommendation to the members of the Agency.

UPDATES/DISCUSION

Adaptive Reuse Working Groups. Mr. Cappellino provided members with an update on the most recently concluded meeting of the Adaptive Reuse Working Group.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:15 a.m.

Dated: May 3, 2018

Robert G. Murray, Secretary
<table>
<thead>
<tr>
<th>Count</th>
<th>Project Name</th>
<th>Approval Date</th>
<th>Project Amount</th>
<th>Investment</th>
<th>Jobs Related</th>
<th>Job Creation</th>
<th>Jobs Created</th>
<th>Clawback</th>
<th>Local Labor</th>
<th>Length of Term</th>
<th>Additional Findings</th>
<th>Incentive Amount</th>
<th>Pay Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lalesa Foods</td>
<td>Jan-17</td>
<td>$10,000,000</td>
<td>85% threshold $8,500,000</td>
<td>172</td>
<td>85% New 4 jobs</td>
<td>5</td>
<td>Sales Tax</td>
<td>YES</td>
<td>3 years after Termination of Sales Tax</td>
<td>$247,303</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Garden Plaza, 570 Assoc</td>
<td>Feb-17</td>
<td>$20,745,000</td>
<td>85% threshold $16,683,250</td>
<td>124</td>
<td>85% New 10 jobs</td>
<td>124</td>
<td>PILOT</td>
<td>Sales Tax</td>
<td>YES</td>
<td>Period of PILOT 7 Years</td>
<td>$1,188,250</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Phoe Pharmaceuticals</td>
<td>Feb-17</td>
<td>$5,600,000</td>
<td>85% threshold $4,740,000</td>
<td>15</td>
<td>85% New 10 jobs</td>
<td>15</td>
<td>PILOT/Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>$1,188,250</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>12B Pearl (St. Paul’s)</td>
<td>Mar-17</td>
<td>$1,840,427</td>
<td>85% threshold $1,564,382</td>
<td>1</td>
<td>85% New 1 job</td>
<td>1</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$78,992</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Morg</td>
<td>Mar-17</td>
<td>$52,600,000</td>
<td>85% threshold $42,715,000</td>
<td>428</td>
<td>85% New 36 jobs</td>
<td>428</td>
<td>PILOT</td>
<td>Sales Tax</td>
<td>YES</td>
<td>Period of PILOT 10 Years</td>
<td>$2,675,000</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>R&amp;M Lease (Plaza Alpine)</td>
<td>Mar-17</td>
<td>$10,591,000</td>
<td>85% threshold $9,002,350</td>
<td>20</td>
<td>85% New 17 jobs</td>
<td>20</td>
<td>PILOT/Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Start Up NY</td>
<td>$188,478</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>781 Washington (Tric)</td>
<td>Mar-17</td>
<td>$80,535,000</td>
<td>85% threshold $68,454,750</td>
<td>30</td>
<td>85% New 25 jobs</td>
<td>30</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$3,353,325</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Curtis Bottolo</td>
<td>Mar-17</td>
<td>$24,130,000</td>
<td>85% threshold $20,516,500</td>
<td>55</td>
<td>85% New 46 jobs</td>
<td>55</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$1,123,750</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Aaron Rue</td>
<td>Apr-17</td>
<td>$3,870,000</td>
<td>85% threshold $2,139,500</td>
<td>13</td>
<td>85% New 11 jobs</td>
<td>13</td>
<td>PILOT/Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$395,460</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Delaware Lodge</td>
<td>Apr-17</td>
<td>$3,246,000</td>
<td>85% threshold $1,019,100</td>
<td>10</td>
<td>85% New 9 jobs</td>
<td>10</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$59,350</td>
<td>YES</td>
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<tr>
<td>1</td>
<td>Double Eagle Kenmore</td>
<td>Apr-17</td>
<td>$4,250,000</td>
<td>85% threshold $3,612,500</td>
<td>2</td>
<td>85% New 2 jobs</td>
<td>2</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$215,000</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Shea’s Sensa</td>
<td>Apr-17</td>
<td>$9,041,730</td>
<td>85% threshold $7,035,470</td>
<td>17</td>
<td>85% New 16 jobs</td>
<td>17</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$441,727</td>
<td>YES</td>
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<tr>
<td>1</td>
<td>Sambaro Rubber</td>
<td>Apr-17</td>
<td>$6,720,000</td>
<td>85% threshold $5,232,480</td>
<td>520</td>
<td>85% New 48 jobs</td>
<td>520</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$1,045,000</td>
<td>YES</td>
</tr>
<tr>
<td>1</td>
<td>Tecumseh</td>
<td>Sep-17</td>
<td>$3,455,568</td>
<td>85% threshold $1,981,222</td>
<td>222</td>
<td>85% New 21 jobs</td>
<td>222</td>
<td>Sales Tax</td>
<td>YES</td>
<td>Project Completion</td>
<td>Land Development</td>
<td>$175,000</td>
<td>YES</td>
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<tr>
<td>1</td>
<td>Unitex B</td>
<td>Apr-17</td>
<td>$26,000,000</td>
<td>85% threshold $20,400,000</td>
<td>23</td>
<td>85% New 21 jobs</td>
<td>23</td>
<td>PILOT</td>
<td>Sales Tax</td>
<td>YES</td>
<td>Period of PILOT 7 Years</td>
<td>$1,259,437</td>
<td>YES</td>
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<tr>
<td>1</td>
<td>Pilgrim Village</td>
<td>Apr-17</td>
<td>$90,907,387</td>
<td>85% threshold $72,907,689</td>
<td>28</td>
<td>85% New 26 jobs</td>
<td>28</td>
<td>Sales Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Affordable Housing 2305 Amendment</td>
<td>$3,100,000</td>
<td>YES</td>
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<tr>
<td>1</td>
<td>Northland</td>
<td>May-17</td>
<td>$56,097,912</td>
<td>85% threshold $49,387,729</td>
<td>17</td>
<td>85% New 14 jobs</td>
<td>17</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>BUDC</td>
<td>$5,048,355</td>
<td>YES</td>
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<tr>
<td>1</td>
<td>1128 Pearl (St. Paul’s)</td>
<td>May-17</td>
<td>$4,902,000</td>
<td>85% threshold $4,242,200</td>
<td>1</td>
<td>85% New 5 jobs</td>
<td>1</td>
<td>Sales Mortgage Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>Adaptive Reuse</td>
<td>$243,300</td>
<td>YES</td>
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<tr>
<td>Project Name</td>
<td>Month</td>
<td>Project Amount</td>
<td>Investment</td>
<td>Jobs Retained</td>
<td>Jobs Creation</td>
<td>Sales Created</td>
<td>Incentive Amount</td>
<td>Pay Equity</td>
<td></td>
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<tr>
<td>Adaptive Reuse 2017 Sub Total</td>
<td>14</td>
<td>$206,674,693</td>
<td>102</td>
<td>172</td>
<td></td>
<td></td>
<td>$8,940,831</td>
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<tr>
<td>2017 Total</td>
<td>27</td>
<td>$484,980,553</td>
<td>2283</td>
<td>465</td>
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<td>$26,983,953</td>
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</tr>
<tr>
<td>Count</td>
<td>Project Name</td>
<td>Approval</td>
<td>Project Amount</td>
<td>Investment</td>
<td>Jobs Retained</td>
<td>Job Creation</td>
<td>Jobs Created</td>
<td>Clawback</td>
<td>Local Labor</td>
<td>Length of Term</td>
<td>Additional Findings</td>
<td>Incentive Amount</td>
<td>Adaptive Reuse</td>
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</tr>
<tr>
<td>1</td>
<td>Shell Fab</td>
<td>Jan-18</td>
<td>$3,018,000</td>
<td>85% threshold</td>
<td>$2,563,300</td>
<td>45</td>
<td>85% New 8 jobs</td>
<td>10</td>
<td>PILOT Mortgage Sales Tax</td>
<td>YES</td>
<td>Period of PILOT 7 Years</td>
<td>Amenditory</td>
<td>$424,469</td>
</tr>
<tr>
<td>1</td>
<td>Acquest Development</td>
<td>Feb-18</td>
<td>$1,575,000</td>
<td>85% threshold</td>
<td>$1,338,750</td>
<td>25</td>
<td>85% New 2 jobs</td>
<td>2</td>
<td>Sales Tax</td>
<td>YES</td>
<td>2 years after Termination of Sales Tax</td>
<td>YES</td>
<td>$55,625</td>
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<tr>
<td>1</td>
<td>Group V (Athens)</td>
<td>Feb-18</td>
<td>$1,517,500</td>
<td>85% threshold</td>
<td>$1,289,875</td>
<td>55</td>
<td>85% New 21 jobs</td>
<td>25</td>
<td>PILOT Mortgage Sales Tax</td>
<td>YES</td>
<td>Period of PILOT 10 Years</td>
<td>YES</td>
<td>$131,063</td>
</tr>
<tr>
<td>1</td>
<td>Niagara Label</td>
<td>May-18</td>
<td>$1,915,000</td>
<td>85% threshold</td>
<td>$1,627,750</td>
<td>49</td>
<td>85% New 4 jobs</td>
<td>5</td>
<td>PILOT Mortgage Sales Tax</td>
<td>YES</td>
<td>Period of PILOT 10 Years</td>
<td>YES</td>
<td>$284,056</td>
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</table>

<table>
<thead>
<tr>
<th>Count</th>
<th>Project Name</th>
<th>Approval</th>
<th>Project Amount</th>
<th>Investment</th>
<th>Jobs Retained</th>
<th>Job Creation</th>
<th>Jobs Created</th>
<th>Clawback</th>
<th>Local Labor</th>
<th>Length of Term</th>
<th>Additional Findings</th>
<th>Incentive Amount</th>
<th>Adaptive Reuse</th>
<th>Pay Equity</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Adaptive Reuse</td>
<td>2018 Sub Total</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>1</td>
<td>2018 Total</td>
<td>4</td>
<td>$8,025,500</td>
<td></td>
<td>174</td>
<td>42</td>
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<td></td>
<td>2018 Total</td>
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<td></td>
<td></td>
<td></td>
<td>$905,193</td>
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ROAR Logistics, Inc.
$2,610,000
INDUCLMENT RESOLUTION

<table>
<thead>
<tr>
<th>ELIGIBILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>• NAICS Section - 488510</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>COMPANY INCENTIVES</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Approximately $149,000 in real property tax savings.</td>
</tr>
<tr>
<td>• Approximately $87,500 in sales tax savings</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROJECT BENEFITS</th>
</tr>
</thead>
<tbody>
<tr>
<td>The project will generate approximately $40,500 of revenue to the local taxing jurisdictions over the abatement period representing $8,500 to the County of Erie, $32,000 to the City of Buffalo.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EMPLOYMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Current: 43</td>
</tr>
<tr>
<td>• New Jobs Projected: 14</td>
</tr>
<tr>
<td>• Total Jobs after project completion: 57</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROJECT HISTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 05/21/2018 - Public hearing held. Transcript attached.</td>
</tr>
<tr>
<td>• 06/27/2018 - Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA.</td>
</tr>
<tr>
<td>• 06/27/2018 - Lease/Leaseback Inducement Resolution presented to the Board of Directors</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROJECT DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>A real property and sales tax exemption in connection with the construction of a 12,400 +/- sq. ft. facility for use as a back office operation.</td>
</tr>
<tr>
<td>Land Acquisition $100,000</td>
</tr>
<tr>
<td>Building $2,100,000</td>
</tr>
<tr>
<td>Equipment $200,000</td>
</tr>
<tr>
<td>Soft Costs $210,000</td>
</tr>
<tr>
<td>Total Project Cost $2,610,000</td>
</tr>
<tr>
<td>85% $2,218,500</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>COMPANY DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROAR Logistics is a 3rd party logistics provider specializing in truckload, intermodal, rail and international freight forwarding services. Corporate headquarters are in Buffalo with additional offices located in Georgia, Illinois, California and Texas. ROAR's headquarter operations provide back office operations and administrative services.</td>
</tr>
<tr>
<td>Approximately 90% of the company's services are provided on a national basis.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROJECT DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>The project consists of the construction and equipping of a 12,400 sq. ft. facility for use as back office operations.</td>
</tr>
<tr>
<td>ROAR is currently located in the Adam's Mark Hotel where they lease just under 9,000 sq. ft. The additional space provided by the new facility will allow for the company to remain competitive with other national locations.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NEW TAX REVENUE ESTIMATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Yearly Taxes</td>
</tr>
<tr>
<td>---</td>
</tr>
<tr>
<td>$750</td>
</tr>
<tr>
<td>Combined Tax Rate: $34</td>
</tr>
</tbody>
</table>

5/25/2018 10:46 AM
### Draft Recapture Material Terms

<table>
<thead>
<tr>
<th>Condition</th>
<th>Term</th>
<th>Recapture Provision</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Investment</td>
<td>At project completion</td>
<td>Investment amount equal to or greater than 85% of project amount. Total Project Amount: $2,610,000 85%: $2,218,500</td>
</tr>
<tr>
<td>Employment</td>
<td>Coincides with 7-Year PILOT</td>
<td>Maintain Base: 43 Create 85% pf Projected Projected: 14 85%: 12 Recapture Employment: 55</td>
</tr>
<tr>
<td>Local Labor</td>
<td>Construction Period</td>
<td>Adherence to policy including quarterly reporting</td>
</tr>
<tr>
<td>Pay Equity/Unpaid Tax</td>
<td>Coincides with 7-Year PILOT project completion</td>
<td>Adherence to Policy</td>
</tr>
<tr>
<td>Recapture Period</td>
<td>7-Year PILOT Term</td>
<td>Recapture of State and Local Sales Taxes and Real Property Taxes</td>
</tr>
</tbody>
</table>

Recapture applies to:

State and Local Sales Taxes  
Real Property Tax

**Recapture**

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

At completion of the project company must certify i) total investment amount equal to or greater than 85% of the amount proposed; ii) confirm company has maintained 43 employees and created an additional 14 jobs iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.
Table 1: Basic Information

<table>
<thead>
<tr>
<th>Project Name</th>
<th>ROAR Logistics, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Industry</td>
<td>(485) Transit and Ground Passenger Transportation</td>
</tr>
<tr>
<td>Municipality</td>
<td>Buffalo City</td>
</tr>
<tr>
<td>School District</td>
<td>Buffalo</td>
</tr>
<tr>
<td>Project Cost</td>
<td>$2,610,000</td>
</tr>
<tr>
<td>Construction Budget</td>
<td>$2,100,000</td>
</tr>
<tr>
<td>Direct Employment Expected</td>
<td>57 (14 created and 43 retained)</td>
</tr>
<tr>
<td>Direct Labor Income</td>
<td>$1,216,017</td>
</tr>
<tr>
<td>Direct Construction Jobs</td>
<td>15</td>
</tr>
<tr>
<td>Direct Construction Labor Income</td>
<td>$807,082</td>
</tr>
<tr>
<td>Total Labor Income</td>
<td>$2,023,099</td>
</tr>
</tbody>
</table>

Table 2: Estimated State & Regional Benefits*

<table>
<thead>
<tr>
<th>Region</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>New Property Tax Revenue (PILOT or Improvements)</td>
<td>$39,734</td>
</tr>
<tr>
<td>Sales Tax Revenue</td>
<td>$170,463</td>
</tr>
<tr>
<td>State</td>
<td></td>
</tr>
<tr>
<td>Income Tax Revenue</td>
<td>$241,524</td>
</tr>
<tr>
<td>Sales Tax Revenue</td>
<td>$143,548</td>
</tr>
<tr>
<td>TOTAL Estimated Revenue</td>
<td>$595,270</td>
</tr>
</tbody>
</table>

Table 3: Estimated Project Incentives*

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Property Tax Savings</td>
<td>$150,496</td>
</tr>
<tr>
<td>Sales Tax Savings</td>
<td>$91,875</td>
</tr>
<tr>
<td>TOTAL Estimated Incentives</td>
<td>$242,371</td>
</tr>
</tbody>
</table>
### Table 4: Employment Breakdown

<table>
<thead>
<tr>
<th>Project</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct**</td>
<td>57 (14 created and 43 retained)</td>
</tr>
<tr>
<td>Indirect***</td>
<td>4</td>
</tr>
<tr>
<td>Induced****</td>
<td>10</td>
</tr>
<tr>
<td>Construction</td>
<td></td>
</tr>
<tr>
<td>Direct</td>
<td>15</td>
</tr>
<tr>
<td>Indirect</td>
<td>6</td>
</tr>
</tbody>
</table>

### Table 5: Ratios

<table>
<thead>
<tr>
<th>Ratio</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Benefit to Cost Ratio</td>
<td>2.5:1</td>
</tr>
<tr>
<td>Overall ROI</td>
<td>55.3:1</td>
</tr>
</tbody>
</table>

* Figures over 7 years and discounted by 3.49%
** Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.
*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.
**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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PUBLIC HEARING SCRIPT

ROAR Logistics, Inc. and/or
Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or
to be formed on its behalf Project

Public Hearing to be held on May 21, 2018 at 9:00 a.m. at the Erie County Industrial
Development Agency’s offices located at 95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

Tim Mathien, Roar Logistics

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

Hearing Officer: Welcome. This public hearing is now open; it is 9:00 a.m. My name is
Grant Lesswing. I am the Business Development Officer of the Erie
County Industrial Development Agency, and I have been designated by
the Agency to be the hearing officer to conduct this public hearing.

☐ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the ROAR Logistics, Inc. and/or
Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be
formed on its behalf project. 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 Wednesday, May
9, 2018.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) a .95+-/ acre parcel of
vacant land located at 535 Exchange Street, City of Buffalo, Erie County,
New York (the "Land"), (ii) the construction and equipping of a new
12,381+-/ SF building to be utilized for office space (the
"Improvements"), (iii) the acquisition and installation by the Company of
certain items of machinery, equipment and other tangible personal
property (the "Equipment," and collectively with the Land and the
Improvements, the "Facility").

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

**4. FORMAT OF HEARING:** Review 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. If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203 until the comment period closes on June 26, 2018. There are no limitations on written comments.

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

*Hearing Officer:* If anyone is interested in making a 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 comments to 5 minutes, and if possible, 3 minutes.

Tim Mathien, Vice President, Roar Logistics – We are looking at building a 12,000 sq. ft. office building on Exchange Street in order to support our continued growth in the Buffalo market. We look forward to working with the ECIDA to help us support this growth.

**6. ADJOURNMENT:**

As there were no further comments, the Hearing Officer closed the public hearing at 9:15 a.m.
SIGN IN SHEET
PUBLIC HEARING

Public Hearing to be held on May 21, 2018 at 9:00 a.m. at the Erie County Industrial Development Agency’s offices located at 95 Perry Street, Suite 403, Buffalo, NY 14203 regarding:

ROAR Logistics, Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf

Project Location: 535 Exchange Street, City of Buffalo, Erie County, New York

<table>
<thead>
<tr>
<th>Name</th>
<th>Company and/or Address</th>
<th>X box to speak/comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tim Mathien</td>
<td>Roar Logistics</td>
<td>X</td>
</tr>
<tr>
<td></td>
<td>120 Church Street, Suite 100</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Buffalo, New York 14202</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Short Environmental Assessment Form
Part 1 - Project Information

Instructions for Completing

Part 1 - Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

<table>
<thead>
<tr>
<th>Name of Action or Project:</th>
<th>Proposed Office Building</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Location (describe, and attach a location map):</td>
<td>535 Exchange Street, Buffalo, NY</td>
</tr>
<tr>
<td>Brief Description of Proposed Action:</td>
<td>Construction of a 12,020 sf 2-story office building and associated site improvements on a vacant 0.92 ac parcel. The site will be required to be rezoned from C-1 to D-IL to accommodate the development of the proposed project.</td>
</tr>
</tbody>
</table>

Name of Applicant or Sponsor: 576 Associates LLC

| Telephone: | 716-852-0733 |
| E-Mail: | cjacobsevadev.com |

Address:
701 Seneca Street, Suite 200
Buffalo, NY 14210

| Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? | NO | YES |
| Does the proposed action require a permit, approval or funding from any other governmental agency? | NO | YES |

| Total acreage of the site of the proposed action? | 0.62 acres |
| Total acreage to be physically disturbed? | 0.62 acres |
| Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? | 0.92 acres |

4. Check all land uses that occur on, adjoining and near the proposed action.
- [ ] Urban
- [ ] Rural (non-agriculture)
- [ ] Industrial
- [ ] Commercial
- [ ] Residential (suburban)
- [ ] Forest
- [ ] Agriculture
- [ ] Aquatic
- [ ] Other (specify): ________________________________
- [ ] Parkland

Page 1 of 3
5. Is the proposed action,
   a. A permitted use under the zoning regulations?  YES  
   b. Consistent with the adopted comprehensive plan?  YES  

6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?  YES  

7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area?  YES  
   If Yes, identify:  

8. a. Will the proposed action result in a substantial increase in traffic above present levels?  YES  
   b. Are public transportation service(s) available at or near the site of the proposed action?  YES  
   c. Are any pedestrian accommodations or bicycle routes available on or near site of the proposed action?  YES  

9. Does the proposed action meet or exceed the state energy code requirements?  YES  
   If the proposed action will exceed requirements, describe design features and technologies:  

10. Will the proposed action connect to an existing public/private water supply?  YES  
    If No, describe method for providing potable water:  

11. Will the proposed action connect to existing wastewater utilities?  YES  
    If No, describe method for providing wastewater treatment:  

12. a. Does the site contain a structure that is listed on either the State or National Register of Historic Places?  YES  
   b. Is the proposed action located in an archeological sensitive area?  YES  
    Project site was previously used as part of the adjacent railroad and was disturbed  

13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?  YES  
   b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?  YES  
    If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres:  

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply:  
   - Shoreline  
   - Forest  
   - Agricultural/grasslands  
   - Early mid-successional  
   - Wetland  
   - Urban  
   - Suburban  

15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?  YES  

16. Is the project site located in the 100 year flood plain?  YES  

17. Will the proposed action create storm water discharge, either from point or non-point sources?  YES  
   If Yes,  
   a. Will storm water discharges flow to adjacent properties?  NO  
   b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)?  YES  
    If Yes, briefly describe:  
    Storm water will discharge to the Exchange Street municipal sewer following the private on-site storm water management system.  

Page 2 of 3
18. Does the proposed action include construction or other activities that result in the impoundment of water or other liquids (e.g. retention pond, waste lagoon, dam)?
   If Yes, explain purpose and size:
   Storm water detention will be located underground, size TBD.
   [ ] NO [ ] YES

19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility?
   If Yes, describe:
   [ ] NO [ ] YES

20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste?
   If Yes, describe:
   There is the potential that adjacent railroad properties could have had a spill of some type and have been remediated, the subject property has a phase 1 & 2 that states that there isn't any required cleanup.
   [ ] NO [ ] YES

I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE

Applicant/sponsor name: Christopher Wooten, PE project engineer
Signature: [Signature]
Date: 4/11/18

[Table]
**Short Environmental Assessment Form**

**Part 2 - Impact Assessment**

**Part 2 is to be completed by the Lead Agency.**

Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept “Have my responses been reasonable considering the scale and context of the proposed action?”

<table>
<thead>
<tr>
<th>Question</th>
<th>No, or small impact may occur</th>
<th>Moderate to large impact may occur</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>2. Will the proposed action result in a change in the use or intensity of use of land?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>3. Will the proposed action impair the character or quality of the existing community?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>7. Will the proposed action impact existing:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a. public / private water supplies?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>b. public / private wastewater treatment utilities?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?</td>
<td>✔</td>
<td>☐</td>
</tr>
<tr>
<td>11. Will the proposed action create a hazard to environmental resources or human health?</td>
<td>✔</td>
<td>☐</td>
</tr>
</tbody>
</table>
Short Environmental Assessment Form
Part 3 Determination of Significance

For every question in Part 2 that was answered “moderate to large impact may occur”, or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

☐ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.
☐ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.

ERIE COUNTY

Name of Lead Agency

KAREN M. FIALA
Print or Type Name of Responsible Officer in Lead Agency

June 27, 2018
Date

ASST. TREASURER
Title of Responsible Officer

Signature of Responsible Officer in Lead Agency

Signature of Preparer (if different from Responsible Officer)

PRINT FORM
## Section I: Applicant Background Information

**Applicant Information - Company Receiving Benefit**

<table>
<thead>
<tr>
<th>Field</th>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>ROAR Logistics</td>
</tr>
<tr>
<td><strong>Applicant Name</strong></td>
<td>ROAR Logistics, Inc</td>
</tr>
<tr>
<td><strong>Applicant Address</strong></td>
<td>120 Church St</td>
</tr>
<tr>
<td><strong>Applicant Address 2</strong></td>
<td>Suite 100</td>
</tr>
<tr>
<td><strong>Applicant City</strong></td>
<td>Buffalo</td>
</tr>
<tr>
<td><strong>Applicant State</strong></td>
<td>New York</td>
</tr>
<tr>
<td><strong>Applicant Zip</strong></td>
<td>14202</td>
</tr>
<tr>
<td><strong>Phone</strong></td>
<td>716-833-7878</td>
</tr>
<tr>
<td><strong>Fax</strong></td>
<td>716-332-0316</td>
</tr>
<tr>
<td><strong>E-mail</strong></td>
<td><a href="mailto:tmathien@roarlogistics.com">tmathien@roarlogistics.com</a></td>
</tr>
<tr>
<td><strong>Website</strong></td>
<td><a href="http://www.roarlogistics.com">www.roarlogistics.com</a></td>
</tr>
<tr>
<td><strong>Federal ID#</strong></td>
<td>20-0164336</td>
</tr>
<tr>
<td><strong>NAICS Code</strong></td>
<td>54614</td>
</tr>
<tr>
<td><strong>Will a Real Estate Holding Company be utilized to own the Project property/facility?</strong></td>
<td>No</td>
</tr>
<tr>
<td><strong>What is the name of the Real Estate Holding Company?</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Federal ID#</strong></td>
<td></td>
</tr>
<tr>
<td><strong>State and Year of Incorporation/Organization</strong></td>
<td></td>
</tr>
<tr>
<td><strong>List of stockholders, members, or partners of Real Estate Holding Company</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Individual Completing Application**

<table>
<thead>
<tr>
<th>Field</th>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Name</strong></td>
<td>Tim Mathien</td>
</tr>
<tr>
<td><strong>Title</strong></td>
<td>Vice President</td>
</tr>
<tr>
<td><strong>Address</strong></td>
<td>120 Church Street</td>
</tr>
<tr>
<td><strong>Address 2</strong></td>
<td>Suite 100</td>
</tr>
<tr>
<td><strong>City</strong></td>
<td>Buffalo</td>
</tr>
<tr>
<td><strong>State</strong></td>
<td>New York</td>
</tr>
<tr>
<td><strong>Zip</strong></td>
<td>14202</td>
</tr>
</tbody>
</table>
Phone 716-512-6488
Fax 716-332-1335
E-Mail tmathien@roarlogistics.com
Company Contact (if different from individual completing application)

Name

Title

Address

Address 2

City

State

Zip

Phone

Fax

E-Mail

Company Counsel

Name of Attorney

Firm Name

Address

Address 2

City

State

Zip

Phone

Fax

E-Mail

Identify the assistance being requested of the Agency

Exemption from Sales Tax

Exemption from Mortgage Tax

Exemption from Real Property Tax

Tax Exempt Financing*

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

Business Organization

Type of Business

Type of Ownership

Year Established

State of Organization

List all stockholders, members, or partners with % of ownership greater than 20%
Please include name and % of ownership.

R.E. Rich Family Holding - 100%
Applicant Business Description

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

ROAR Logistics is a 3rd party logistics provider specializing in truckload, intermodal rail, and international freight forwarding services. Corporate headquarters are in Buffalo, NY with additional offices in Georgia, Illinois, California, and Texas. ROAR HQ operates and provides back office operations and administrative services.

Estimated % of sales within Erie County: 8
Estimated % of sales outside Erie County but within New York State: 5
Estimated % of sales outside New York State but within the U.S.: 87
Estimated % of sales outside the U.S.: 0

(*Percentage to equal 100%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases.

Office supply purchases are minimal. MVP Consulting of Buffalo provides IT support on a contractual basis.
Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Buffalo, NY

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

Yes

In which Municipality will the proposed project be located

Address

535 Exchange Street

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

If the Proposed Project is located in a different Municipality than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If yes, you will need to complete the Retail Section of this application)

SBL Number for Property upon which proposed Project will be located

122.25-1-2.2

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

City 590 County 148

Assessed value of land

20,800

Assessed value of building(s)

0

Are Real Property Taxes current?

Yes

If no please explain

Town/City/Village of Project Site

Buffalo, NY

School District of Project Site

City of Buffalo

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

No

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

576 Associates LLC

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
Please provide narrative of the proposed project and the purpose of the proposed project (new build, renovations, and/or equipment purchases). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

Construction of a new facility to employ minimum of 45 individuals providing distributive support services for the transportation industry. Major clients include Domino Foods, Exxon-Mobil, Sahlen Packing, Welch’s, Ocean Spray.

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 how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The company currently operates in a commercial space in the Adams Mark Hotel and has outgrown its space. It desires to remain in the City of Buffalo, and availability of free or low cost parking is a requirement. The chosen site on Exchange St is one of the few sites that meets Roar’s needs. ECIDA assistance is necessary to keep the company’s overall occupancy costs competitive with other possible locations elsewhere in the country.

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?

Roar Logistics is able to conduct its operations most anywhere within the US. Not obtaining ECIDA assistance would result in the company exploring other locations outside of Erie County resulting in the possible loss of 45 good paying jobs.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

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

Yes

Describe the present zoning/land use

Property was rezoned on May 8, 2018 from C-R Rail to D-IL Light Industrial

Describe required zoning/land use, if different

The company was approved for rezoning to D-IL Light Industrial.

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

Architectural firm is in the process of finalizing site plan and applying for rezoning. The rezoning application will be before the Common Council at its May 1, 2018 meeting.

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

Historically the site was owned by Conrail before being acquired by the City. More recently the City sold off the parcel to a private developer. The site was part of a rail yard that ran along Exchange St. Environmental investigations by the City of Buffalo indicate the presence of certain contaminants normally associated with 'urban areas' that will require special handling of the soils during the construction phase.

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?

Yes

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known
or suspected presence of contamination that would complicate the site’s development?
Yes

If yes, please provide copies of the study.

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

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

Does or will the company or project occupant perform research and development activities on new products/services at the project location?
No

If yes, please explain.

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

Select Project Type for all end users at project site (you may check more than one).

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

Retail Sales No Services No

For purposes of this question, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4) (i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

No Manufacturing
No Acquisition of Existing Facility
No Housing
No Equipment Purchase
No Multi-Tenant
No Commercial
Yes Back Office
No Retail
No Mixed Use
No Facility for the Aging
No Civic Facility (not for profit)
Yes Other
Call center for transportation distributive services
Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

$ 100,000 square feet 1 acres

New Building Construction

$ 2,100,000 12,381 square feet

New Building addition(s)

$ 0 square feet

Infrastructure Work

$ 0

Renovation

$ 0 square feet

Manufacturing Equipment

$ 0

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

$ 200,000

Soft Costs: (professional services, etc.)

$ 210,000

Other Cost

$ 0

Explain Other Costs

Total Cost

$ 2,610,000

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

$ 0

Have any of the above costs been paid or incurred as of the date of this Application?
No

If Yes, describe particulars:

Sources of Funds for Project Costs:

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

$ 2,610,000

Bank Financing:

$ 0

Tax Exempt Bond Issuance (if applicable):

$ 0

Taxable Bond Issuance (if applicable):

$ 0

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

$ 0
Identify each state and federal grant/credit:

Total Sources of Funds for Project Costs:

$2,610,000

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

No

Mortgage Recording Tax Exemption Benefit:

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

$0

Lender Name, if Known

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

$0

Construction Cost Breakdown:

Total Cost of Construction

$2,100,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

$approx 1,000,000

% sourced in Erie County

approx 90%

% sourced in State

Balance% (including Erie County)

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency’s sales and use tax exemption benefit

$1,000,000

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

$87,500

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:

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

<table>
<thead>
<tr>
<th>Use</th>
<th>Cost</th>
<th>% of Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing/Processing</td>
<td>$0</td>
<td>0</td>
</tr>
<tr>
<td>Warehouse</td>
<td>$0</td>
<td>0</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>$0</td>
<td>0</td>
</tr>
<tr>
<td>Commercial</td>
<td>$0</td>
<td>0</td>
</tr>
<tr>
<td>Retail</td>
<td>$0</td>
<td>0</td>
</tr>
<tr>
<td>Office</td>
<td>12,381 square feet</td>
<td>$2,100,000</td>
</tr>
<tr>
<td>Specify Other</td>
<td>$0</td>
<td>0</td>
</tr>
</tbody>
</table>

http://www.ecidany.com/app/tax-incentive-application-2014/print/752
If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

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

<BLANK>

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

Will project result in significant utility infrastructure cost or uses

No

What is your project timetable (Provide dates):

Start date: acquisition of equipment or construction of facilities

7/1/2018

End date: Estimated completion date of project

12/31/2018

Project occupancy: estimated starting date of operations

1/1/2019

Have construction contracts been signed?

No

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

No

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

No

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to the proposed project location):

<table>
<thead>
<tr>
<th></th>
<th>Current # of jobs at proposed project location or to be relocated at project location</th>
<th>IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED</th>
<th>IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full time</td>
<td>43</td>
<td>43</td>
<td>14</td>
</tr>
<tr>
<td>Part time</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Total</td>
<td>43</td>
<td>43</td>
<td>14</td>
</tr>
</tbody>
</table>

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

*** 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 the Project Completion.

** Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion.**
following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

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

<table>
<thead>
<tr>
<th>Category of Jobs to be Retained and Created</th>
<th># of Employees Retained and Created</th>
<th>Average Salary for Full Time</th>
<th>Average Fringe Benefits for Full Time</th>
<th>Average Salary for Part Time (if applicable)</th>
<th>Average Fringe Benefits for Part Time (if applicable)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management</td>
<td>7</td>
<td>$125,000</td>
<td>$33,000</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Professional</td>
<td>40</td>
<td>$42,000</td>
<td>$11,000</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Administrative</td>
<td>10</td>
<td>$35,000</td>
<td>$9,500</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Production</td>
<td>0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Independent Contractor</td>
<td>0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Other</td>
<td>0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Address</th>
<th>Full time</th>
<th>Part time</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>
Will any of the facilities described above be closed or subject to reduced activity?

No

Payroll Information

Annual Payroll at Proposed Project Site

$ 2,700,000

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

$ 62,500

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

$ 0

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

$ 42,000

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

$ 0

Estimated salary range of jobs to be created

<table>
<thead>
<tr>
<th>From (Full Time)</th>
<th>$ 35,000</th>
<th>To (Full Time)</th>
<th>$ 55,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>From (Part Time)</td>
<td>$ 0</td>
<td>To (Part Time)</td>
<td>$ 0</td>
</tr>
</tbody>
</table>

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

Yes

If yes, please explain and identify out-of-state locations investigated

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

Lower operating costs and proximity to customers

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

No

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

Do you anticipate applying for any other assistance for this project?

No

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)
Section III: 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
ROAR Logistics, Inc.

Address
120 Church Street, Suite 100

Contact Person
Tim Mathien

Phone
716-512-6488

Fax
716-332-1335

E-Mail
tmathien@roarlogistics.com

Federal ID #
20-0164336

SIC/NAICS Code

Multi-Tenant Facility

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

Have any tenant leases been entered into for this project?

<BLANK>

If yes, please fill out a tenant form in section VII, for each tenant.

<table>
<thead>
<tr>
<th>Tenant Name</th>
<th>Current Address (city, state, zip)</th>
<th># of sq ft and % of total to be occupied at new project site</th>
<th>SIC or NAICS - also briefly describe type of business, products, services, % of sales in Erie Co.</th>
</tr>
</thead>
</table>

http://www.ecidany.com/app/tax-incentive-application-2014/print/752
Section IV: Tenant Information
Section V: Environmental Questionnaire

General Background Information

<table>
<thead>
<tr>
<th>Address of Premises</th>
<th>535 Exchange Street Buffalo, NY 14210</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name and Address of Owner</td>
<td>576 Associates LLC 701 Seneca Street Suite 200 Buffalo, NY 14210</td>
</tr>
</tbody>
</table>

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

Vacant lot in former industrial area that is now mostly grass.

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

Describe all known former uses of the Premises

Former rail yard property.

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

Refer to attached Phase 1 and Phase 2

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.

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site.

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

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste.

**Air Pollution**
Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source.

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

**Storage Tanks**
List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks.

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

No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved.

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

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

No

If yes, relate all the circumstances.

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials
Section VI: Inter-Municipal Move Determination

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

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state? No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state? No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency’s Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant’s competitive position in its respective industry:

Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?

Within New York State No

Within Erie County No

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

No

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

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

Yes

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 VII: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program?  
No

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

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

If vacant, number of years vacant.  
0

If underutilized, number of years underutilized.  
0

Describe the use of the building during the time it has been underutilized:  
<BLANK>

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)  
<BLANK>

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

If apartments are planned in the facility, please indicate the following:

<table>
<thead>
<tr>
<th>Number of Units</th>
<th>Sq. Ft. Range Low to High</th>
<th>Rent Range Low to High</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Bedroom</td>
<td>0</td>
<td>$</td>
</tr>
<tr>
<td>2 Bedroom</td>
<td>0</td>
<td>$</td>
</tr>
<tr>
<td>3 Bedroom</td>
<td>0</td>
<td>$</td>
</tr>
<tr>
<td>Other</td>
<td>0</td>
<td>$</td>
</tr>
</tbody>
</table>

Does the site have historical significance?  
No

Are you applying for either State/Federal Historical Tax Credit Programs?  
No

If yes, provide estimated value of tax credits  
$

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

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

Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments
Section VIII: Senior Citizen Rental Housing Projects

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

No

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

<BLANK>

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

Is the project consistent with the applicable municipal master plan?

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

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

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

If yes, please describe provide a narrative citing key facts that substantiate this finding.
Section IX: Retail Determination

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?  
If yes, complete the Retail Questionnaire Supplement below.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?  
If the answer to this is less than 33% do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

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

Will the project be operated by a not-for-profit corporation?  
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?  
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?  
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?  
If yes, explain

Is the project located in a Highly Distressed Area?  
Yes