

Niagara County Industrial Development Agency

Niagara County Center for Economic Development • 6311 Inducon Corporate Drive, Ste. 1 • Sanborn, NY 14132

REGULAR NCIDA/NCDC/NADC BOARD MEETING

DATE: November 8, 2023
MEETING TIME: 9:00 a.m.
MEETING PLACE: Niagara County Industrial Development Agency
Vantage Center, Suite One
6311 Inducon Corporate Drive
Sanborn, NY 14132

Board of Directors:

___ **Mark A. Onesi**, Chairperson
___ **Jason Krempa**, Second Vice Chairperson
___ **Clifford Scott**, Member
___ **William L. Ross**, Secretary
___ **Mark Berube**, Member
___ **Ryan J. Mahoney**, Member
___ **Anne E. McCaffrey**, Member
___ **David J. Masse**, Member
___ **William Fekete**, Member

Staff Members:

___ **Susan C. Langdon**, Executive Director
___ **Andrea Klyczek**, Assistant Director
___ **Michael S. Dudley**, Finance Manager
___ **Caroline Caruso**, Accounting Associate
___ **Susan Barone**, Grants & Operations Manager
___ **Jeremy Geartz**, Project Manager
___ **Julie Lamoreaux**, Administrative & HR Officer
___ **Mark J. Gabriele**, Agency Counsel

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- 1.0 Meeting Called to Order – *M. Onesi*
 - 2.0 Roll Call – *J. Lamoreaux*
 - 3.0 Introduction of Guests – *M. Onesi*
 - 4.0 Pledge of Allegiance – *M. Onesi*
 - 5.0 Approval of Meeting Minutes – *W. Ross*
 - 5.1 Regular NCIDA/NCDC/NADC – October 11, 2023
 - 6.0 Finance & Audit Committee Reports – *J. Krempa*
 - 6.1 Agency Payables – October 31, 2023
 - 6.2 Budget Variance Report – October 31, 2023
 - 6.3 Adopt 2023 Budgets
 - 6.3.1 Niagara County Industrial Development Agency
 - 6.3.2 Niagara County Development Corporation
 - 6.3.3 Niagara Area Development Corporation

7.0 Unfinished Business

7.1 Cityscape Property Management Inc. (Payne & Stenzil) – A.Klyczek

7.1.1 Final Resolution

7.2 Cityscape Property Management Inc. (Division) – A.Klyczek

7.2.1 Final Resolution

7.3 NF Lockport LLC – A.Klyczek

7.3.1 Final Resolution

7.4 DRC Development, LLC- M.Gabriele

7.4.1 Additional Sales Tax Exemption

7.5 Marcus the Barber- M.Gabriele

7.5.1 Entity Change

8.0 New Business

8.1 Vishay Dale Electronics, LLC - A.Klyczek

8.1.1 Preliminary Resolution

8.1.2 Authorize Public Hearing

8.2 Request for Micro Enterprise Grant Approval – S.Barone

8.2.1 Elizabeth DeSilva d/b/a Niagara Outfitters

8.2.2 Happy Tails of Niagara, LLC

11.0 Agency Counsel – M. Gabriele

12.0 Information Items

13.0 Any Other Matters the Board Wishes to Discuss

14.0 Next Regular NCIDA/NCDC/NADC Meeting:

DATE: December 13, 2023

TIME: ** 9:00 a.m. **

PLACE: Niagara County Center for Economic Development

15.0 Adjournment - M. Onesi

5.1

Meeting Minutes

Niagara County Industrial Development Agency

Niagara County Center for Economic Development • 6311 Inducon Corporate Drive, Ste. 1 • Sanborn, NY 14132

REGULAR NCIDA/NCDC/NADC BOARD MEETING

DATE: October 11, 2023
MEETING TIME: 9:00 a.m.
MEETING PLACE: Niagara County Industrial Development Agency
Vantage Center, Suite One
6311 Inducon Corporate Drive
Sanborn, NY 14132

1.0 Meeting Called to Order

The regular meeting of the Niagara County Industrial Development Agency was called to order by Chairperson Onesi at 9:00 a.m.

2.0 Introduction of new Board Member

3.0 Roll Call

Mark A. Onesi, Chairperson	Present
Jason Krempe, Second Vice Chairperson	Present
Clifford Scott, Member	Present
William L. Ross, Secretary	Present
Mark Berube, Member	Present
Ryan J. Mahoney, Member	Present
Anne E. McCaffrey, Member	Present
David J. Masse, Member	Present
William Fekete, Member	Present

4.0 Introduction of Guests

Jonathan Epstein, Buffalo News
Robert Creenan, Niagara Gazette
Frank Cefalu, Cityscape Property Management Inc.
Joseph Vecchio, Cityscape Property Management, Inc.
Mark Trammell, MHT Holdings, Inc.
Christopher Canada, Hodgson Russ, LLP – Via Phone
Evan Coleman, Northern Farms – Via phone

Staff Present

Susan C. Langdon, Executive Director, Excused
Andrea Klyczek, Assistant Director
Michael S. Dudley, Finance Manager
Carrie Caruso, Accounting Associate
Jeremy Geartz, Project Manager
Susan Barone, Grants & Operations Manager
Julie Lamoreaux, Administrative & HR Officer
Mark J. Gabriele, Agency Counsel

5.0 Pledge of Allegiance

Mr. Ross led the Pledge of Allegiance.

6.0 Approval of Meeting Minutes

6.1 Regular NCIDA/NCDC/NADC – September 13, 2023

Mr. Ross motioned to approve the meeting minutes; Mr. Berube seconded the motion. The motion passed.

7.0 Finance & Audit Committee Reports

7.1 Agency Payables – September 30, 2023

Mr. Krempa stated that the monthly payables have been reviewed and found to be in order.

Mr. Scott made a motion to approve the monthly payables; Ms. McCaffrey seconded the motion. The motion passed.

7.2 Budget Variance Report – September 30, 2023

Mr. Krempa stated that the reports have been reviewed and found to be in order.

Ms. McCaffrey made a motion to approve the Budget Variance Report; Mr. Scott seconded the motion. The motion passed.

7.3 2024 Proposed Budgets

Mr. Dudley stated that Budgets were reviewed in the previous Audit and Finance Committee meeting with several of the Board members. The objective of the Board is to approve the budgets, then they will be sent to the Niagara County Clerk and Legislature for a mandatory 20-day review. The Board will then be asked to formally adopt the 2024 Budgets at the November 8, 2023 Regular Board Meeting.

Mr. Krempa made a motion to approve the proposed budgets, Mr. Scott seconded the motion. The Motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete	x			

The Resolution was thereupon duly adopted.

8.0 Election of Officers

Mr. Onesi stated that new positions for the Board needed to be filled. He recommended Jason Krempa as the First Vice Chairperson, Clifford Scott as the Second Vice Chairperson, and Mark Berube as the Assistant Secretary.

Mr. Ross made a motion to approve the new positions for the Board members; Ms. McCaffrey seconded the motion. The motion passed.

9.0 Unfinished Business

9.1 MHT Holdings Inc. – Brookside Commons

Mr. Geartz stated that MHT Holdings Inc. plans to purchase and renovate 15 affordable units in the Town of Niagara. The building was constructed in 1969 and totals 16,288 sq. ft. This rehabilitation will include HVAC, maintenance needs, appliances, and fixtures.

Mr. Gabriele added that this project was tabled last month because there were concerns from the Town of Niagara regarding the displacement of the current residents at the location. The Agency met with town officials in respect to the project moving forward. The Town Supervisor requested that non-displacement language be put in the resolution as a condition of the financial assistance.

Mr. Krempa stated that the language requested was added to the Agreement in the Pilot Agreement and the Final Resolution. The language states that “as a condition precedent receiving the financial assistance contemplated by this resolution as a material term or condition the company covenants and agrees not to displace any current resident from his or her unit not unless the tenant chooses to permanently leave the facility on his/or her own volition or agrees to move to a different unit under his or her own volition.”

9.1.1 Final Resolution

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) UNDERTAKE A CERTAIN PROJECT FOR THE BENEFIT OF MHT HOLDINGS INC. (BROOKSIDE COMMONS) AND/OR AN INDIVIDUAL(S) OR AFFILIATE, SUBSIDIARY, OR ENTITY FORMED OR TO BE FORMED ON ITS BEHALF (AS MORE FULLY DEFINED BELOW); (ii) DETERMINE THAT THE PROJECT WILL NOT HAVE A SIGNIFICANT EFFECT ON THE ENVIRONMENT; (iii) NEGOTIATE AND EXECUTE A LEASE AGREEMENT, LEASEBACK AGREEMENT, PAYMENT-IN-LIEU-OF-TAX AGREEMENT, PILOT MORTGAGE AND RELATED DOCUMENTS: AND (iv) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION FOR THE FINANCING RELATED TO THE PROJECT; AND (C) A MORTGAGE RECORDING TAX EXEMPTION FOR THE MORTGAGE RELATED TO THE PILOT AGREEMENT.

Mr. Krempa made a motion to approve the Final Resolution; Mr. Scott seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete	x			

The Resolution was thereupon duly adopted.

9.2 Vincent Properties, Inc.

Mr. Gabriele stated that Vincent Properties, Inc. was a bond project that was done a number of years ago. The company is entering into a modification bond agreement with its lender. They are asking for approval of the bond modification. He added that this has no effect on the Agency’s liability.

9.1.2 Modification of Bond

RESOLUTION AUTHORIZING THE EXECUTION OF A BOND MODIFICATION AGREEMENT RELATED TO THE \$11,520,000 NIAGARA AREA DEVELOPMENT CORPORATION TAX-EXEMPT REVENUE BONDS (VINCENT PROPERTIES, INC. PROJECT), SERIES 2016 (THE "BONDS")

Mr. Krempa made a motion to approve the Bond Modification; Mr. Ross seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete	x			

The Resolution was thereupon duly adopted.

10.0 New Business

10.1 Cityscape Property Management Inc. – 1304 & 1310 Payne, 325 Stenzil

Ms. Klyczek stated that Cityscape Property Management Inc. – 1304 & 1310 Payne, 325 Stenzil is proposing the buildout of two buildings each with eight residential units. All units will have their own private concrete driveways with attached garages for parking. Each unit will have 2 bedrooms, 2 bathrooms, and small office room and laundry space. She added that Governor Hochul has called on NY State to create 800,000 new housing units within the next 10 years and for upstate communities to increase their housing stock by 1% over the next three years. For North Tonawanda specifically that means 149 housing units. This project will assist in reaching the targeted goal.

Joseph Vecchio, one of the owners of the company stated that he and his team are on site daily managing contractors. By years end, their company will have already completed 17 similar upscale units across five different buildings. Their projects have been praised by the City of North Tonawanda, and the tenants who have enjoyed the benefits of new housing. He went on to say that the cost for materials, and interest rates are higher than they have been in many years. Because of the rising prices, without help from the Agency, the housing projects will not be built.

10.1.1 Preliminary Resolution

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF CITYSCAPE PROPERTY MANAGEMENT INC. WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF CITYSCAPE PROPERTY MANAGEMENT INC. OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) AUTHORIZING THE EXECUTIVE DIRECTOR OF THE AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT; (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

Mr. Krempa made a motion to approve the Preliminary Resolution; Mr. Masse seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete	x			

The Resolution was thereupon duly adopted.

10.1.2 Authorize Public Hearing

Mr. Krempa made a motion to approve the public hearing; Mr. Ross seconded the motion. The motion passed.

10.2 Cityscape Property Management Inc. – 83 Division Street

Ms. Klyczek stated that Cityscape Property Management Inc. – 83 Division Street is proposing the buildout of a four unit residential building. All market rate units will be approximately 1,300 sq. ft. of living space. All units will have their own private concrete driveways with attached garages for parking. Each unit will have 2 bedrooms, 2 bathrooms, and small office room and laundry space.

10.2.1 Preliminary Resolution

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF CITYSCAPE PROPERTY MANAGEMENT INC. WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF CITYSCAPE PROPERTY MANAGEMENT INC. OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) AUTHORIZING THE EXECUTIVE DIRECTOR OF THE AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT; (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

Mr. Krempa made a motion to approve the Preliminary Resolution; Mr. Masse seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete	x			

The Resolution was thereupon duly adopted.

10.2.2 Authorize Public Hearing

Mr. Berube made a motion to approve the public hearing; Mr. Krempa seconded the motion. The motion passed.

10.3 NF Lockport LLC

Ms. Klyczek stated that NF Lockport LLD, a wholly owned subsidiary of Northern Farms in partnership with Netafim and Orbia, will be remediating the site for the development of a 25 acre greenhouse and a 100,000 sq. ft. warehouse. The site will be used to grow year round strawberries and /or other edible fruits or vegetables to supply to the Northeast United States.

She added that the project site is currently a contaminated tax delinquent site that has sat vacant for over twenty years with taxes owed to Niagara County in excess of \$600,000. Niagara County has transferred the tax lien to the Niagara Orleans Regional Land Improvement Corporation who has entered into an agreement with NF Lockport LLC to convey the tax lien so the developer may pursue foreclosure action. Upon taking title, the developer will remediate the property and then commence construction. The developer also intends to install rooftop solar to offset energy cost.

Evan Coleman from NF Lockport, LLC stated that his company is an investment firm based out of New England. The company would be re-building the site into a greenhouse for supplies to supermarkets primarily in New England. The facility is expected to be 25 acres in size. The company plans to employ close to 75 people.

Ms. McCaffrey inquired about the timeline of the project. Mr. Coleman expects the project to be complete in 12-14 months.

10.3.1 Preliminary Resolution

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF NF LOCKPORT LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF NF LOCKPORT LLC OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) AUTHORIZING THE EXECUTIVE DIRECTOR OF THE AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT; (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

Mr. Krempa made a motion to approve the Preliminary Resolution; Ms. McCaffrey seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete	x			

The Resolution was thereupon duly adopted.

10.3.2 Authorize Public Hearing

Mr. Ross made a motion to approve the public hearing; Mr. Krempa seconded the motion. The motion passed.

11.0 Agency Counsel

There were no comments from agency counsel.

12.0 Information Items

There were no information items at this time.

13.0 Any Other Matters the Board Wishes to Discuss

There were no matters the board wished to discuss.

14.0 Next Regular NCIDA/NCDC/NADC Meeting:

DATE: November 8, 2023

TIME: ** 9:00 a.m. **

PLACE: Niagara County Center for Economic Development

15.0 Adjournment

Mr. Krempa made a motion to adjourn; Mr. Berube seconded the motion. The meeting adjourned at 9:37 p.m.

Respectfully Submitted:

Reviewed By:

Approved By:

Julie Lamoreaux
Recording Secretary

Susan C. Langdon
Executive Director

William L. Ross
Secretary

6.1

Agency Payables

Niagara County Industrial Devel. Agency
Check Register
 For the Period From Oct 1, 2023 to Oct 31, 2023

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
29912	10/3/23	VOID CHECK	10001.100	
29913	10/3/23	VOID CHECK	10001.100	
29914	10/3/23	VOID CHECK	10001.100	
29916	10/3/23	The Hartford	10001.100	899.07
29917	10/3/23	THE HARTFORD	10001.100	312.83
29918	10/3/23	M&T Bank	10001.100	1,547.01
29919	10/3/23	National Grid	10001.100	625.86
29915	10/3/23	VOID CHECK	10001.100	
10/5/23	10/5/23	PAYCHEX, INC.	10001.100	97.88
10/6/23	10/6/23	NYS DEFERRED COMPENSATION PLAN	10001.100	1,316.42
29920	10/10/23	360 PSG.com	10001.100	60.00
29921	10/10/23	Buffalo Business First	10001.100	2,797.00
29922	10/10/23	County of Niagara	10001.100	49.32
29923	10/10/23	Gabriele & Berrigan, P.C.	10001.100	5,000.00
29924	10/10/23	Professional Janitorial Services, Inc.	10001.100	1,586.34
29925	10/17/23	County of Niagara	10001.100	35.92
29926	10/17/23	County of Niagara	10001.100	409.33
29927	10/17/23	First Choice Coffee Services	10001.100	230.71
29928	10/17/23	PURCHASE POWER	10001.100	300.00
29929	10/17/23	SAM'S CLUB/SYNCHRONY BANK	10001.100	184.16
10/19/23	10/19/23	PAYCHEX, INC.	10001.100	100.87
10/20/23	10/20/23	NYS DEFERRED COMPENSATION PLAN	10001.100	1,226.42
10/21/23	10/21/23	PAYCHEX, INC.	10001.100	138.24
29930	10/24/23	Charter Communications	10001.100	129.99
29931	10/24/23	Guardian	10001.100	388.33
29932	10/24/23	Independent Health	10001.100	3,853.40
10/26/23	10/26/23	NEW YORK STATE AND LOCAL	10001.100	538.88
29933	10/31/23	Gabriele & Berrigan, P.C.	10001.100	11,688.87
29934	10/31/23	SUSAN C. LANGDON	10001.100	108.99
29935	10/31/23	National Grid	10001.100	612.17
29936	10/31/23	Niagara Gazette Lockport Union Sun	10001.100	307.72
Total				34,545.73

NCIDA VIP-MTF Operating
Check Register
 For the Period From Oct 1, 2023 to Oct 31, 2023

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
4815	10/3/23	Frontier	10001.600	229.99
4816	10/3/23	National Grid	10001.600	528.91
4817	10/10/23	FIRE SAFETY SYSTEMS, INC.	10001.600	2,839.00
4818	10/10/23	County of Niagara	10001.600	24.99
4819	10/10/23	Professional Janitorial Services, Inc.	10001.600	438.84
4820	10/17/23	H.W.BRYK & SONS, INC.	10001.600	1,423.36
4821	10/17/23	Modern Disposal Services, Inc.	10001.600	174.10
4822	10/17/23	County of Niagara	10001.600	406.73
4823	10/31/23	FH Land Services	10001.600	742.28
4824	10/31/23	National Grid	10001.600	546.26
Total				<u><u>7,354.46</u></u>

NCIDA - MTF - Operating Fund
Check Register
 For the Period From Oct 1, 2023 to Oct 31, 2023

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
3134	10/3/23	National Grid	10001.600	59.38
3135	10/3/23	Niagara Falls Water Board	10001.600	760.00
3136	10/17/23	VERIZON	10001.600	129.12
3137	10/31/23	FH Land Services	10001.600	393.68
3138	10/31/23	Gabriele and Berrigan P.C.	10001.600	90.00
Total				<u><u>1,432.18</u></u>

Niagara Industrial Incubator Associates
Check Register
For the Period From Oct 1, 2023 to Oct 31, 2023

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
1375	10/3/23	National Grid	10000.100	248.06
1376	10/24/23	The Hartford	10000.100	19,396.96
1377	10/31/23	Gabriele & Berrigan, P.C.	10000.100	180.00
1378	10/31/23	Grove Roofing Services, Inc.	10000.100	254,450.00
Total				<u><u>274,275.02</u></u>

NIAG ECONOMIC DEV FUND
Check Register
For the Period From Oct 1, 2023 to Oct 31, 2023

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
1346	10/31/23	Gabriele & Berrigan P.C.	10000-200	612.00
Total				612.00

6.2

**Budget Variance
Reports**

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
BUDGET VARIANCE REPORT AS OF October 31, 2023
UN-AUDITED STATEMENT FOR INTERNAL MANAGEMENT USE ONLY

	Current Month Actual	Current Month Budget	Year To Date Actual	Year To Date Budget	Year To Date Variance	Total Budget
Operating Revenues						
Project Administrative Fees	\$ 0.00	\$ 11,940.00	\$ 783,853.20	\$ 397,263.00	386,590.20	\$ 536,108.00
Project Application Fees	0.00	1,000.00	13,000.00	10,000.00	3,000.00	12,000.00
NEDF RLF Administrative Fee	4,166.67	4,166.67	41,666.70	41,666.70	0.00	50,000.00
Administrative Fees - Other	0.00	0.00	8,560.00	8,560.00	0.00	245,135.00
Interest Earnings	3,872.90	224.42	28,524.96	2,244.20	26,280.76	2,693.00
Miscellaneous Income	1,810.08	5.00	36,473.88	50.00	36,423.88	60.00
Distrib From Niag. Ind. Suites	0.00	0.00	0.00	0.00	0.00	100,000.00
Distribution from VIP MTF	0.00	0.00	0.00	0.00	0.00	150,000.00
Total Operating Revenues	9,849.65	17,336.09	912,078.74	459,783.90	452,294.84	1,095,996.00
Operating Expenses						
Salaries	35,008.84	33,500.00	361,438.90	351,750.00	9,688.90	435,500.00
Benefits	4,837.01	4,871.75	50,500.40	48,717.50	1,782.90	58,461.00
Retirement Benefits	3,661.58	3,661.58	36,615.80	36,615.80	0.00	43,939.00
Payroll Taxes	2,704.09	2,604.93	27,882.06	27,312.22	569.84	33,785.00
Unemployment Taxes	0.00	0.00	1,675.09	1,550.00	125.09	1,550.00
Consultants	2,500.00	2,500.00	25,000.00	25,000.00	0.00	30,000.00
Assistant Director	6,250.00	6,250.00	62,500.00	62,500.00	0.00	75,000.00
Legal Services	5,833.33	5,833.33	56,556.16	58,333.30	(1,777.14)	70,000.00
Accounting Services	0.00	0.00	19,600.00	20,110.00	(510.00)	20,110.00
Accounting Services - NADC	0.00	0.00	1,400.00	2,100.00	(700.00)	2,100.00
Marketing	68.33	1,833.33	14,563.87	18,333.30	(3,769.43)	22,000.00
Printing	0.00	125.00	144.88	1,250.00	(1,105.12)	1,500.00
Office Supplies	0.00	208.33	938.79	2,083.30	(1,144.51)	2,500.00
Postage	489.42	629.00	2,745.72	3,352.00	(606.28)	3,650.00
Telephone & Fax	106.66	88.92	879.96	889.20	(9.24)	1,067.00
Internet Service	169.99	208.33	1,830.70	2,083.30	(252.60)	2,500.00
Common Area Charges	870.00	723.67	8,700.00	7,236.70	1,463.30	8,684.00
Energy	1,462.17	1,619.00	12,704.26	20,138.00	(7,433.74)	24,518.00
Conference & Travel	862.02	166.67	5,242.37	1,666.70	3,575.67	2,000.00
Employee Training	0.00	416.67	1,950.00	4,166.70	(2,216.70)	5,000.00
Insurance Expense	1,644.86	1,643.17	16,448.60	16,431.70	16.90	19,718.00
Library & Membership	0.00	148.18	2,858.21	2,833.62	24.59	3,130.00
General Office	1,686.49	798.83	10,156.15	7,988.30	2,167.85	9,586.00
Repairs & Maintenance	903.73	1,098.00	9,195.18	10,980.00	(1,784.82)	13,176.00
Computer Support	0.00	583.33	0.00	5,833.30	(5,833.30)	7,000.00
Public Hearings	0.00	25.00	166.35	250.00	(83.65)	300.00
Furniture & Equipment Purchase	0.00	166.67	1,760.22	1,666.70	93.52	2,000.00
Other Expense	0.00	83.33	0.00	833.30	(833.30)	1,000.00
Total Operating Expenses	69,058.52	69,787.02	733,453.67	742,004.94	(8,551.27)	899,774.00
Net Operating Income/<Loss>	(59,208.87)	(52,450.93)	178,625.07	(282,221.04)	460,846.11	196,222.00
Non-Operating Revenue & Expense						
Grant Rev- City NF Initiative	0.00	0.00	442,080.94	0.00	442,080.94	900,000.00
Grant Sub-City NF Initiative	0.00	0.00	442,080.94	0.00	442,080.94	900,000.00
Net Non-Operating Income/<Loss>	0.00	0.00	0.00	0.00	0.00	0.00
Total Net Income/<Loss>	(\$ 59,208.87)	(\$ 52,450.93)	\$ 178,625.07	(\$ 282,221.04)	460,846.11	\$ 196,222.00

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Balance Sheet
October 31, 2023

ASSETS

Current Assets		
Cash - Checking	\$ 444,120.16	
Petty Cash	300.00	
Mmkt Acct. - M&T Bank	1,826,009.03	
Cash - First Response	66,059.71	
Cash - City of N.F.	792.41	
Mmkt Acct. - Cataract Tourism	2,969,043.03	
Accts Rec - Public Hearings	1,737.18	
Accounts rec.- Fees/Var.	46,000.00	
Accounts Rec. EDA - RLF	18,333.26	
Due To/From Micro RLF	18,373.21	
Accounts Rec - NEDF	41,666.70	
Due To/From VIP - MTF	441,262.03	
Due From NCDC CDBG/HUD	18,333.48	
Due To/Due From NADC	151,406.56	
Due To/From MTF Operating	3,504.26	
Prepaid Insurance	5,980.78	
Prepaid Pension Asset	<u>45,112.00</u>	
Total Current Assets		6,098,033.80
Other Assets -		
Deferred Outflows	163,304.00	
Investment in NIIA	<u>342,500.00</u>	
Total Other Assets		505,804.00
Fixed Assets		
Furniture & Equipment	231,672.18	
Furn & Fixtures - Fed purchase	5,861.08	
Accum Dep. - Furn & Equip	(202,053.36)	
Accum Dep. - F&F Fed Purch	<u>(5,861.08)</u>	
Total Fixed Assets		29,618.82
Total Assets		<u>\$ 6,633,456.62</u>

LIABILITIES AND NET ASSETS

Current Liabilities		
Accrued Retirement	\$ 36,615.80	
Deferred Rev. - First Repsonse	66,059.71	
Def. Rev. - City of N.F.	2,969,835.44	
Accounts Payable	9,751.79	
Acct. Payable - Niag. County	<u>25,350.39</u>	
Total Current Liabilities		3,107,613.13
Long-Term Liabilities		
Deferred Inflows of Resources	<u>180,075.00</u>	
Total Long-Term Liabilities		<u>180,075.00</u>
Total Liabilities		3,287,688.13
Net Assets		
Fund Balance - Operating Fund	3,167,143.42	
Net Income	<u>178,625.07</u>	
Total Net Assets		<u>3,345,768.49</u>
Total Liabilities & Net Assets		<u>\$ 6,633,456.62</u>

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

11/2/2023

**Project Income - 2023
Lease/Lease Back and Bonds**

Closed 2023		Project	Total	IDA		Application	Amount	Date	Balance	Date
		Type	Project	Project	Fees	Fee	Received	Received	Due	Closed
			Amount	Amount			to Date			
SJI Main LLC	Sales Tax Only		35,320	35,320	3,532	0	3,532	1/23/23	-	1/5/23
OAHS Urban Park TC LLC	Bond		27,467,700	16,215,000	134,558	1,000	135,558	2/15/23	-	1/31/23
Niagara Falls International Cuisine	Sales Tax Only		510,000	29,600	2,960	1,000	3,960	2/24/23	-	2/1/23
Burger Factory Niagara Falls Inc, d/b/a A&W	FL/L Back		1,230,000	1,110,000	11,100	1,000	12,100	2/24/23	-	2/10/23
OAHS Niagara Towers TC LLC	Bond		32,074,394	19,875,000	165,969	1,000	166,969	3/15/23	-	3/2/23
DLV Properties LLC	L/L Back		23,089,050	20,707,900	207,079	1,000	208,079	3/16/23	-	3/15/23
Prospect Pointe Hotel LLC	Assumption of Maid of the Mist Hospitalit				4,000	1,000	5,000	4/10/23	-	3/22/23
DRC Development LLC 2022	L/L Back		3,000,000	2,883,000	28,830	1,000	29,830	5/19/23	-	5/16/23
Cerrone Estate Properties, LLC	No assistance provided.					1,000	1,000	2/3/21	-	
Niacet Corporation	No assistance provided.					1,000	1,000	3/14/23	-	
Niacet Corporation (NxTD Project)	No assistance provided.					1,000	1,000	5/2/22	-	
TM Montante Development LLC - 500 3rd St.	L/L Back		2,687,001	2,059,941	26,870	1,000	27,870	7/21/23	-	7/14/23
TM Montante Development LLC - 512 3rd St.	L/L Back		693,001	550,000	6,930	1,000	7,930	7/21/23	-	7/14/23
Zeton US Properties, Inc.	L/L Back		5,230,000	4,825,000	48,300	1,000	49,300	7/27/23	-	7/17/23
9745 Rochester Road LLC (Brent Industries)	Additional Sales Tax Exemption				13,350		13,350	9/20/23	-	9/13/23
Chase Commons LLC	L/L Back		5,000,000	4,600,000	46,000	1,000	1,000	1/18/23	46,000	9/1/23
Greenpac Mill, LLC	Mortgage Refinance				84,375		84,375	9/18/23	-	

TOTAL

783,853

Fees received in prior year -

Total fees received to date in 2023 783,853

Total 2023 Budgeted Fees 536,108

Balance of Budgeted Fees (247,745)

Projected 2023		Project	Total	IDA	Anticipated	Application	Amount	Date	Anticipated	Inducement
		Type	Project	Project	Fees	Fee	Received	Received	Balance	Expiration
			Amount	Amount			to Date		Due	
Olcott Yacht Club Inc.	Sales Tax & Mtg Tax Only		456,000	450,000	0	250	250	2/16/21	-	2/9/23
Amazon.com Services LLC	L/L Back		550,000,000	550,000,000		1,000	1,000	7/13/22	-	2/10/24
Peak Development Partners, LLC	L/L Back		7,475,000	7,175,000	71,750	1,000	1,000	1/31/23	71,750	3/31/24
Niacet Corporation 2023	L/L Back		121,000,000	89,000,000	890,000	1,000	1,000	3/14/23	890,000	3/31/24
MHT Holdings, Inc. - Brookside Commons	L/L Back		3,635,039	2,013,618	20,136	1,000	1,000	5/26/23	20,136	10/31/24
MHT Holdings, Inc. - Niagara Falls	L/L Back		14,540,156	8,054,471	80,545	1,000	1,000	5/26/23	80,545	9/30/24
NF Lockport LLC	L/L Back		95,000,000	90,100,000	901,000	1,000	1,000	9/13/23	901,000	
Cityscape Property Management Inc. - Division	L/L Back		1,122,000	1,075,000	10,750	1,000	1,000	9/20/23	10,750	
Cityscape Property Management Inc. - Stenzil	L/L Back		2,244,000	2,150,000	21,500	1,000	1,000	9/20/23	21,500	

TOTAL

1,995,681 8,250 8,250

1,995,681

0

TOTAL - Projected Income 2023

2,779,534 8,250 8,250

1,995,681

783,853

Projected 2024		Project	Total	IDA	Anticipated	Application	Amount	Date	Anticipated	Inducement
		Type	Project	Project	Fees	Fee	Received	Received	Balance	Expiration
			Amount	Amount			to Date		Due	

TOTAL

0 0 0

0

0

* Pending Board Approval

**Cataract Tourism Fund
Grant Program**

Grantee Name	Grant Awards	Outst'd'g Awards	Approval Date	Disbursement Date	Disbursement Amount	Offer Expiration	Project Description
Niagara County Dept. of Economic Development	37,667	0.00	10/11/2017	1/23/2018	37,667.00		Feasibility study for Niagara Falls area multi-use facility.
Niagara Aquarium Foundation	88,147	0.00	2/14/2018	7/15/2019	88,147.00		Jellyfish exhibit and equipment.
The Tourism Research Entrepreneurship Center (TReC)	176,600	0.00	8/8/2018	6/2/2020	176,600.00		Buildout, audio/visual equipment and network connectivity hardware.
Niagara Aquarium Foundation	16,717	0.00	2/12/2020	10/21/2020	16,717.00		Renovations to second floor event room.
Niagara Aquarium Foundation	370,000	0.00	8/14/2019	2/9/2021	370,000.00		Interactive touch pools adjacent to main entrance of the Aquarium.
Red Star Builders, LLC (The Niagara Club)	64,403	0.00	7/10/2019	9/7/2021	64,403.00		Spot Coffee.
Niagara Falls Center for Tourism LLC	1,000,000	0.00	6/12/2019	7/7/2023	598,661.03	12/31/2024	Construction of an indoor family entertainment center and outdoor improvements.
The Center for Kashmir, Inc.	573,000	300,000.00	6/14/2023	8/9/2023	273,000.00		Renovations to vacant church for a museum of art and culture for Kashmir.
Savarino Companies, LLC	155,000	0.00	4/14/2021	4/26/2023	155,000.00		Rehabilitation of 4,000 square feet of commercial/retail storefront space.
Niagara Aquarium Foundation	900,000	900,000.00	2/9/2022	To Be Disbursed	0.00		Renovations to the Niagara Gorge Discovery Center for expanded programming.
Niagara Aquarium Foundation	35,000	35,000.00	2/8/2023	To Be Disbursed	0.00		Sea turtle exhibit
Burger Factory Niagara Falls, Inc.	185,250	185,250.00	2/8/2023	To Be Disbursed	0.00		Façade renovations.
Niagara Falls International Cuisine, Inc.	76,500	76,500.00	2/8/2023	To Be Disbursed	0.00		Dining area renovations.
Hammer & Crown BC	33,000	33,000.00	3/22/2023	To Be Disbursed	0.00		Kitchen buildout, bar and dining area remodeling.
TM Montante Development(Radio Niagara)	912,609	912,609.00	3/22/2023	To Be Disbursed	0.00		Renovations for restaurant, bar, game space, bowling lounge and boutique hotel.
To Date Sub-Total	4,623,893	2,442,359.00			1,780,195.03		

Grant Fund Cash Balance as of 10/31/2023	2,969,835.44
Less: Outstanding Awards	(2,442,359.00)
Available for awarding grants	527,476.44

Grant Fund Balance	-
Grant Funding from NYS 11/22/2016	1,600,000.00
Grant Funding from NYS 10/16/2017	1,440,000.00
Grant Funding from NYS 10/12/2018	1,600,000.00
Bank Interest	110,073.73
Bank Fees	(43.26)
Grant Disbursements	(1,780,195.03)
Grant Fund Balance	2,969,835.44

6.3

Adopt 2023

Budgets

*NIAGARA COUNTY
INDUSTRIAL DEVELOPMENT
AGENCY*

APPROVED 2024 BUDGET

*TO BE
ADOPTED*

November 8, 2023

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

INCOME & EXPENSE

Operating Fund Forecasted Actual Income and Expense 2023

Operating Fund 2024 Budget

	2023 Budget	Forecasted 2023 Actual	2024 Budget
Revenue			
NCIDA Project Fee Income	\$ 548,108	\$ 796,853	\$ 539,232
NEDF RLF Administrative Fees	50,000	50,000	50,000
NEDF Origination fees	-	-	-
Distribution From VIP MTF	150,000	-	100,000
Distribution From Niagara Industrial Incubator Associates	-	-	100,000
Distribution From Niagara Industrial Suites MTF	100,000	100,000	-
Other Administrative Fees	245,135	23,721	28,040
Interest	2,693	36,318	45,845
Miscellaneous Income	60	39,227	171,781
Total Operating Revenue	<u>1,095,996</u>	<u>1,046,119</u>	<u>1,034,898</u>
 <u>Nonoperating Revenues</u>			
Grant Revenue - 2016 Tribal State Compact Distribution	-	-	-
Grant Revenue - NYS Office of Community Renewal	-	-	-
Grant Revenue - Cataract Tourism Fund	900,000	738,831	2,145,609
Sale of Assets	-	-	-
Total Nonoperating Revenues	<u>900,000</u>	<u>738,831</u>	<u>2,145,609</u>
 Expenses			
Personnel	573,235	609,903	631,332
Operating Expenses	96,029	87,028	97,174
Equipment & Furnishings	2,000	1,760	2,000
Marketing & Development	24,000	18,998	30,000
Contractual Services	204,510	198,950	206,704
Total Operating Expenses	<u>899,774</u>	<u>916,639</u>	<u>967,210</u>
 <u>Nonoperating Expenses</u>			
Grant to Subrecipient - 2016 Tribal State Compact Distribution	-	-	-
Grant to Subrecipient - NYS Office of Community Renewal	-	-	-
Grant to Subrecipient - Cataract Tourism Fund	900,000	738,831	2,145,609
Niagara Power Coalition	-	-	-
Total Nonoperating Expenses	<u>900,000</u>	<u>738,831</u>	<u>2,145,609</u>
 Net Income(Loss)	 <u>\$ 196,222</u>	 <u>\$ 129,480</u>	 <u>\$ 67,688</u>
 Depreciation Expense(Non Cash)	 <u>-</u>	 <u>6,462</u>	 <u>6,462</u>
 Net Income(Loss) (After Depreciation)	 <u><u>\$ 196,222</u></u>	 <u><u>\$ 123,018</u></u>	 <u><u>\$ 61,226</u></u>

*NIAGARA COUNTY DEVELOPMENT
CORPORATION*

APPROVED 2024 BUDGET

*TO BE
ADOPTED*

November 8, 2023

NIAGARA COUNTY DEVELOPMENT CORPORATION
INCOME & EXPENSE
Operating Fund Forecasted Actual Income and Expense 2023
Operating Fund 2024 Budget

	<u>2023</u> <u>Budget</u>	<u>Forecasted</u> <u>2023</u> <u>Actual</u>	<u>2024</u> <u>Budget</u>
Revenues and other support			
Interest from loans	\$ 28,841	\$ 28,841	\$ 17,921
Application and commitment fees	-	250	-
Grant Income	<u>980,000</u>	<u>491,882</u>	<u>976,000</u>
Total revenues and other support	<u>1,008,841</u>	<u>520,973</u>	<u>993,921</u>
Operating expenses			
Professional fees	33,800	51,602	33,800
Office supplies and other	600	-	-
Grant to Subrecipient	<u>956,000</u>	<u>275,887</u>	<u>952,000</u>
Total Operating Expenses	<u>990,400</u>	<u>327,489</u>	<u>985,800</u>
Income (loss) from operations	18,441	193,484	8,121
Interest income	<u>500</u>	<u>7,512</u>	<u>11,724</u>
Net Income(Loss)	<u>\$ 18,941</u>	<u>\$ 200,996</u>	<u>\$ 19,845</u>

***NIAGARA AREA DEVELOPMENT
CORPORATION***

APPROVED 2024 BUDGET

***TO BE
ADOPTED***

November 8, 2023

NIAGARA AREA DEVELOPMENT CORPORATION
INCOME & EXPENSE
Operating Fund Forecasted Actual Income and Expense 2023
Operating Fund 2024 Budget

	<u>2023 Budget</u>	<u>Forecasted 2023 Actual</u>	<u>2024 Budget</u>
Revenue			
Project Fee Income	\$ 1,000	\$ 112,500	\$ 1,000
Interest	-	-	-
Total Operating Revenue	<u>1,000</u>	<u>112,500</u>	<u>1,000</u>
 Expenses			
Other Operating Expenses	1,000	112,500	1,000
Total Operating Expenses	<u>1,000</u>	<u>112,500</u>	<u>1,000</u>
 Nonoperating Expenses			
Other Nonoperating Expenses	-	-	-
Total Nonoperating Expenses	<u>-</u>	<u>-</u>	<u>-</u>
 Net Income(Loss)	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

7.1

**Cityscape Property
Management Inc.**

(Payne & Stenzil)

PROJECT SUMMARY

Cityscape Property Management Inc.



Applicant:	Cityscape Property Management Inc.	
Project Location:	1304-1310 Payne Ave. & 325 Stenzil St., North Tonawanda, NY 14120	
Assistance:	10 Year PILOT Sales Tax Abatement Mortgage Recording Tax Abatement	
Description:	<p>Cityscape Property Management Inc. proposes the buildout of two buildings each with eight residential units. All market rate units will have approximately 1,300 sq. ft. of living space. All units will have their own private concrete driveways with attached garages for parking. Each unit will have 2 bedrooms, 2 bathrooms, and small office room and laundry space.</p> <p>There is a need for new housing stock in the City of North Tonawanda and this project is supported by the City; as these market rate units will assist in addressing the housing crisis in New York State.</p> <p>Governor Hochul has called on NY State to create 800,000 new housing units within the next 10 years and for upstate communities to increase their housing stock by 1% over the next three years. For North Tonawanda specifically that means 149 housing units. This project will assist in reaching this targeted goal.</p>	
Project Costs:	Acquisition Construction/Improvements Furniture, Fixtures & Equipment Soft costs <p style="text-align: right;">TOTAL</p>	\$ 90,000 \$ 2,000,000 \$ 150,000 \$ 4,000 <hr/> \$ 2,244,000
Employment:	Current jobs in Niagara County: 0 New Jobs in Niagara County within 3 years: 0 Estimated Annual Payroll for New Jobs: N/A Skills: N/A	
Evaluative Criteria:	Alignment with local planning and development efforts. Regional wealth creation ability to conventionally finance, local support	

Niagara County Industrial Development Agency

MRB Cost Benefit Calculator

Date: September 11, 2023
 Project Title: Cityscape Property Management Inc.
 Project Location: 1304 & 1310 Payne, 325 Stenzil



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

\$2,244,000

Temporary (Construction)

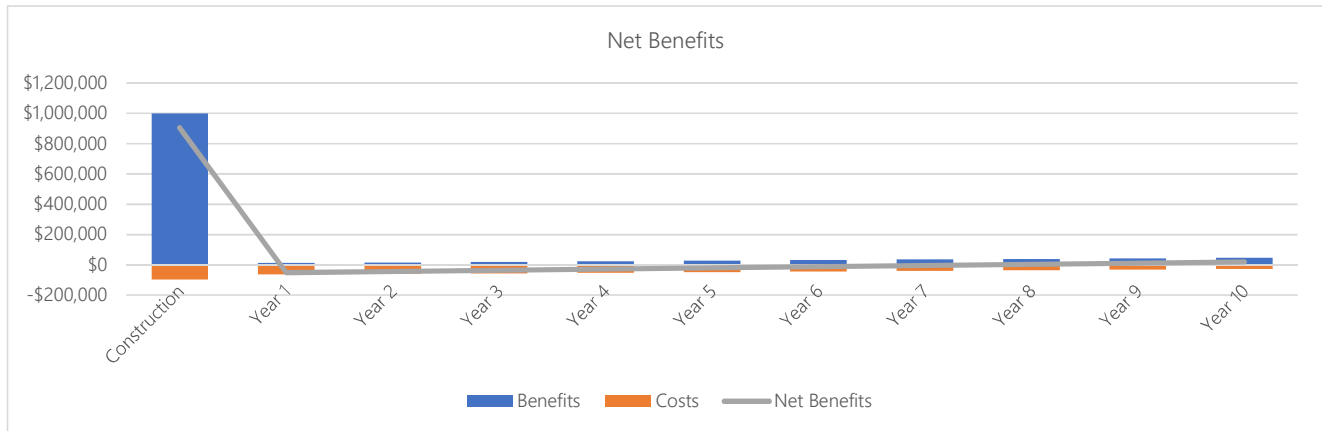
	Direct	Indirect	Total
Jobs	20	4	24
Earnings	\$752,404	\$192,433	\$944,837
Local Spend	\$1,795,200	\$649,919	\$2,445,119

Ongoing (Operations)

Aggregate over life of the PILOT

	Direct	Indirect	Total
Jobs	0	0	0
Earnings	\$0	\$0	\$0

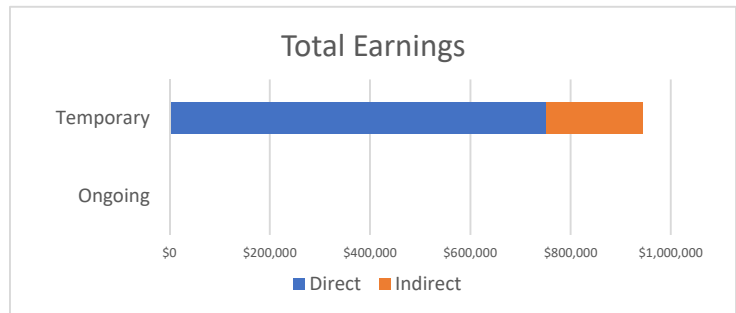
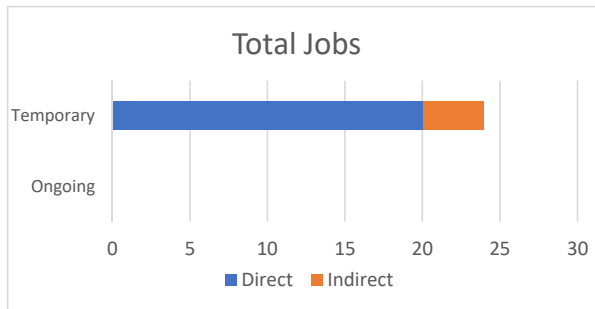
Figure 1



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

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$457,517	\$416,803
Sales Tax Exemption	\$84,000	\$84,000
Local Sales Tax Exemption	\$42,000	\$42,000
State Sales Tax Exemption	\$42,000	\$42,000
Mortgage Recording Tax Exemption	\$11,781	\$11,781
Local Mortgage Recording Tax Exemption	\$3,927	\$3,927
State Mortgage Recording Tax Exemption	\$7,854	\$7,854
Total Costs	\$553,298	\$512,584

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$1,248,122	\$1,212,224
To Private Individuals	\$944,837	\$944,837
Temporary Payroll	\$944,837	\$944,837
Ongoing Payroll	\$0	\$0
Other Payments to Private Individuals	\$0	\$0
To the Public	\$303,286	\$267,388
Increase in Property Tax Revenue	\$296,672	\$260,774
Temporary Jobs - Sales Tax Revenue	\$6,614	\$6,614
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$49,132	\$49,132
To the Public	\$49,132	\$49,132
Temporary Income Tax Revenue	\$42,518	\$42,518
Ongoing Income Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$6,614	\$6,614
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Total Benefits to State & Region	\$1,297,254	\$1,261,356

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$1,212,224	\$462,730	3:1
State	\$49,132	\$49,854	1:1
Grand Total	\$1,261,356	\$512,584	2:1

*Discounted at 2%

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

Additional Revenues:

County	\$71,197
City/Town/Village	\$102,920
School District	\$164,047

Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application).

(To be used on the NYS ST-60)

Additional Comments from IDA

NY St-60 1,050,000

Public Hearing for Cityscape Property Management Inc.
October 26, 2023 at 2:00 p.m.
North Tonawanda City Hall

Andrea Klyczek: Welcome. This public hearing is now open; it is 2:00 p.m. My name is Andrea Klyczek. I am the Assistant Director of the Niagara County Industrial Development Agency, and I will be the hearing officer to conduct this public hearing. Notice of this public hearing was published in the Niagara Gazette.

We are here to hold the public hearing on Cityscape Property Management Inc. and/or Individual(s) or 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.

The proposed project (the "Project") includes the acquisition of land located at 1304-1310 Payne Avenue and 325 Stenzil Street in the City of North Tonawanda and the construction of two market-rate housing buildings with an aggregate total of approximately 20,800 square feet, each building comprised of eight residential units with driveways and attached garages.

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 tax exemption policy), and a partial real property tax abatement.

The project application and project summary are posted on the Agency's website at niagaracountybusiness.com and I have copies with me today.

If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to Agency at 6311 Inducon Corporate Drive, Suite One, Sanborn, New York 14132 until the comment period closes on November 1, 2023.

If anyone is interested in making a comment, please, state your name and address; if you are representing a company, please identify the company. Please limit your comments to no more than 3 minutes in length.

Andrea Klyczek: Are there any comments? Hearing none, I will now adjourn the meeting.
It is now 2: p.m. Thank you.

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PUBLIC HEARING FOR CITYSCAPE PROPERTY MANAGEMENT, INC.

October 26, 2023

2:00 p.m.

Taken at: NORTH TONAWANDA CITY HALL

1 PRESENT:

2
3 **ANDREA KLYCZEK**

4 Assistant Executive Director
5 Niagara County Industrial Development Agency
6 Appearing as Hearing Officer

7 **SUSAN LANGDON**

8 Executive Director
9 Niagara County Industrial Development Agency

10 ATTENDANCE NOTED ON ATTACHED SIGN-IN SHEET

11 **MS. KLYCZEK:** Welcome.

12 This public hearing is now open. It is 2:00 p.m.
13 My name is Andrea Klyczek. I am the Assistant
14 Director of the Niagara County Industrial
15 Development Agency. I will be the hearing officer
16 to conduct this public hearing.

17 Notice of this public hearing was
18 published in the Niagara Gazette.

19 We are here to hold the public
20 hearing on Cityscape Property Management, Inc.,
21 and/or Individuals or Affiliates, Subsidiaries or
22 Entities formed, or to be formed, on its behalf.
23 The transcript of this hearing will be reviewed and
24 considered by the Agency in determination of this
25 project.

The proposed project includes the

1 acquisition of land located at 1304-1310 Payne
2 Avenue and 325 Stenzil Street in the City of North
3 Tonawanda, and the construction of two market-rate
4 housing buildings, with an aggregate total of
5 approximately 20,800 square feet, each building
6 comprised of eight residential units with driveways
7 and attached garages.

8 The proposed financial assistance
9 contemplated by the Agency includes New York State
10 and local sales and use tax exemption benefits and
11 mortgage recording tax exemption benefits in
12 compliance with the Agency's tax exemption policy,
13 and a partial real property tax abatement.

14 The project application and
15 project summary are posted on the Agency's website
16 at niagaracountybusiness.com, and I have copies with
17 me today.

18 If you have a written comment to
19 submit for the record, you may do so. Written
20 comments may also be delivered to the Agency at
21 6311 Inducon Corporate Drive, Suite One, Sanborn,
22 New York 14132 until the comment period closes on
23 November 1, 2023.

24 If anyone is interested in making
25 a comment, please state your name and your address.

1 If you are representing a company, please identify
2 the company. Please limit your comments to no more
3 than three minutes in length.

4 Are there any comments?

5 Hearing none, I will now adjourn
6 the meeting. It is now 2:02 p.m. Thank you.

7

8 (The public hearing was concluded at 2:02 p.m.)

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7.2

**Cityscape Property
Management Inc.
(Division)**

PROJECT SUMMARY
Cityscape Property Management Inc.
 83 Division Street, North Tonawanda, NY



Applicant:	Cityscape Property Management Inc.	
Project Location:	83 Division St., North Tonawanda, NY 14120	
Assistance:	10 Year PILOT Sales Tax Abatement Mortgage Recording Tax Abatement	
Description:	<p>Cityscape Property Management Inc. proposes the buildout of a four unit residential building. All market rate units will be approximately 1,300 sq. ft. of living space. All units will have their own private concrete driveways with attached garages for parking. Each unit will have 2 bedrooms, 2 bathrooms, and small office room and laundry space.</p> <p>There is a need for new housing stock in the City of North Tonawanda and this project is supported by the City; as these market rate units will assist in addressing the housing crisis in New York State.</p> <p>Governor Hochul has called on NY State to create 800,000 new housing units within the next 10 years and for upstate communities to increase their housing stock by 1% over the next three years. For North Tonawanda specifically that means 149 housing units. This project will assist in reaching this targeted goal.</p>	
Project Costs:	Acquisition Construction/Improvements Furniture, Fixtures & Equipment Soft costs <p align="center">TOTAL</p>	\$ 45,000 \$ 925,000 \$ 45,000 \$ 2,000 <hr/> \$ 1,122,000
Employment:	Current jobs in Niagara County: 0 New Jobs in Niagara County within 3 years: 0 Estimated Annual Payroll for New Jobs: N/A Skills: N/A	
Evaluative Criteria:	Alignment with local planning and development efforts. Regional wealth creation ability to conventionally finance, local support	

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

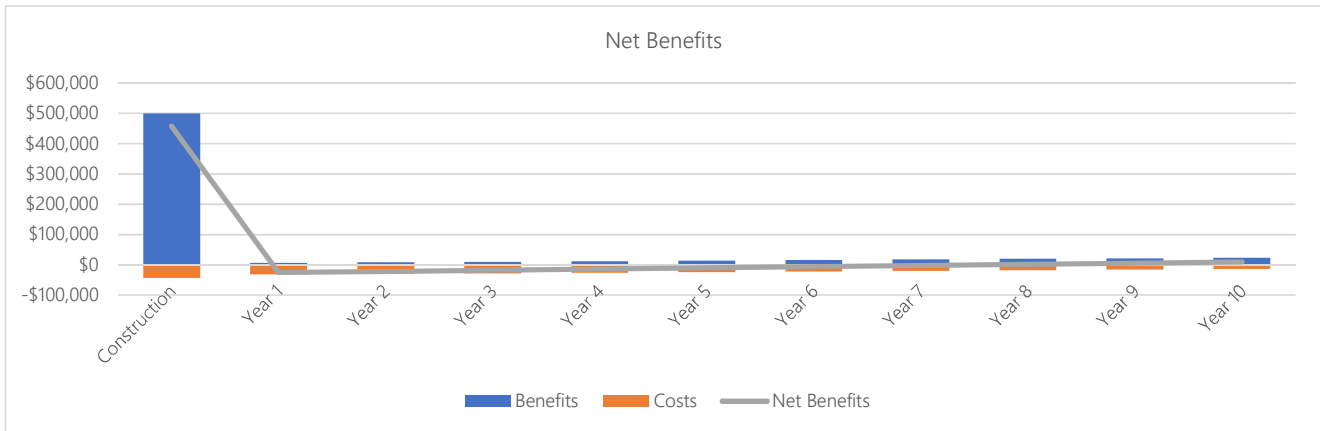
Project Total Investment

\$1,122,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	10	2	12
Earnings	\$376,202	\$96,217	\$472,418
Local Spend	\$897,600	\$324,959	\$1,222,559

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	0	0	0
Earnings	\$0	\$0	\$0

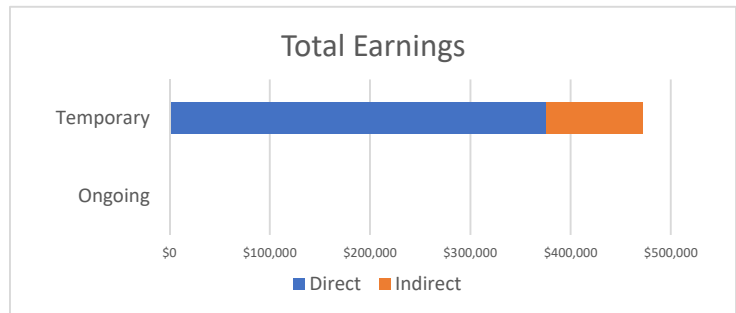
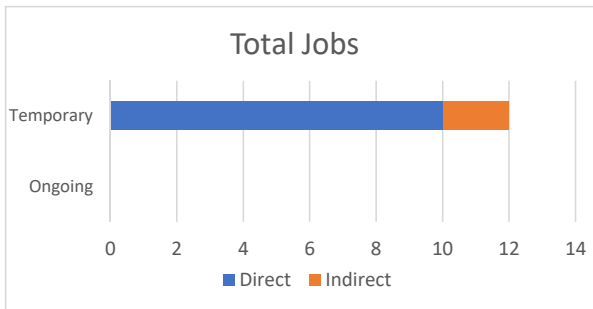
Figure 1



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

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$228,759	\$208,402
Sales Tax Exemption	\$37,000	\$37,000
Local Sales Tax Exemption	\$18,500	\$18,500
State Sales Tax Exemption	\$18,500	\$18,500
Mortgage Recording Tax Exemption	\$5,891	\$5,891
Local Mortgage Recording Tax Exemption	\$1,964	\$1,964
State Mortgage Recording Tax Exemption	\$3,927	\$3,927
Total Costs	\$271,650	\$251,293

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$626,130	\$607,965
To Private Individuals	\$472,418	\$472,418
Temporary Payroll	\$472,418	\$472,418
Ongoing Payroll	\$0	\$0
Other Payments to Private Individuals	\$0	\$0
To the Public	\$153,712	\$135,547
Increase in Property Tax Revenue	\$150,405	\$132,240
Temporary Jobs - Sales Tax Revenue	\$3,307	\$3,307
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$24,566	\$24,566
To the Public	\$24,566	\$24,566
Temporary Income Tax Revenue	\$21,259	\$21,259
Ongoing Income Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$3,307	\$3,307
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Total Benefits to State & Region	\$650,696	\$632,531

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$607,965	\$228,865	3:1
State	\$24,566	\$22,427	1:1
Grand Total	\$632,531	\$251,293	3:1

*Discounted at 2%

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

Additional Revenues:

County	\$35,599
City/Town/Village	\$51,460
School District	\$82,024

Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application).

(To be used on the NYS ST-60)

Additional Comments from IDA

NY St-60 1,050,000

Public Hearing for Cityscape Property Management Inc.
October 26, 2023 at 2:15 p.m.
North Tonawanda City Hall

Andrea Klyczek: Welcome. This public hearing is now open; it is 2:15 p.m. My name is Andrea Klyczek. I am the Assistant Director of the Niagara County Industrial Development Agency, and I will be the hearing officer to conduct this public hearing. Notice of this public hearing was published in the Niagara Gazette.

We are here to hold the public hearing on Cityscape Property Management Inc. and/or Individual(s) or 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.

The proposed project (the "Project") includes the acquisition of land located at 83 Division Street in the city of North Tonawanda and the construction of a four unit market rate housing building with attached garages and outdoor patio space.

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 tax exemption policy), and a partial real property tax abatement.

The project application and project summary are posted on the Agency's website at niagaracountybusiness.com and I have copies with me today.

If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to Agency at 6311 Inducon Corporate Drive, Suite One, Sanborn, New York 14132 until the comment period closes on November 1, 2023.

If anyone is interested in making a comment, please, state your name and address; if you are representing a company, please identify the company. Please limit your comments to no more than 3 minutes in length.

Andrea Klyczek: Are there any comments? Hearing none, I will now adjourn the meeting.
It is now 2: p.m. Thank you.

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PUBLIC HEARING FOR CITYSCAPE PROPERTY MANAGEMENT, INC.

October 26, 2023

2:15 p.m.

Taken at: NORTH TONAWANDA CITY HALL

1 PRESENT:

2
3 **ANDREA KLYCZEK**

4 Assistant Executive Director
5 Niagara County Industrial Development Agency
6 Appearing as Hearing Officer

7 **SUSAN LANGDON**

8 Executive Director
9 Niagara County Industrial Development Agency

10 ATTENDANCE NOTED ON ATTACHED SIGN-IN SHEET

11 **MS. KLYCZEK:** Welcome.

12 This public hearing is now open. It is 2:15 p.m.
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15 Development Agency, and I will be the hearing
16 officer to conduct this public hearing.

17 Notice of this public hearing
18 was published in the Niagara Gazette.

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23 The transcript of this hearing will be reviewed
24 and considered by the Agency in determination of
25 this project.

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1 acquisition of land located at 83 Division Street in
2 the City of North Tonawanda, and the construction of
3 a four-unit market-rate housing building with
4 attached garages and outdoor patio space.

5 The proposed financial assistance
6 contemplated by the Agency includes New York State
7 and local sales and use tax exemption benefits and
8 mortgage recording tax exemption benefits in
9 compliance with the Agency's tax exemption policy,
10 and a partial real property tax abatement.

11 The project application and
12 project summary are posted on the Agency's website
13 at niagaracountybusiness.com. I have copies with
14 me today.

15 If you have a written comment to
16 submit for the record, you may do so. Written
17 comments may also be delivered to the Agency at
18 6311 Inducon Corporate Drive, Suite One, Sanborn,
19 New York 14132 until the comment period closes on
20 November 1, 2023.

21 If anyone is interested in making
22 a comment, please state your name and address. If
23 you are representing a company, please identify the
24 company. Please limit your comments to no more than
25 three minutes in length.

1 Are there any comments?

2 Hearing none, I will now adjourn
3 the meeting. It is now 2:16 p.m. Thank you.

4

5 (The public hearing was concluded at 2:16 p.m.)

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**SIGN IN SHEET
PUBLIC HEARING**

October 26, 2023 - ~~2 pm~~ 2:15 pm
North Tonawanda City Hall

regarding:

**Cityscape Property Management Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies),
or Entity(ies) formed or to be formed on its behalf**

Name	Company and/or Address	X box to speak/ comment
JOHN STEENAKER	NCRPTS	
Frank Cefalu	CITYSCAPE	

7.3

NF Lockport LLC

PROJECT SUMMARY

NF Lockport LLC



Applicant:	NF Lockport LLC	
Project Location:	5222 Junction Road, Cambria, NY 14094	
Assistance:	15 Year Brownfield PILOT Sales Tax Abatement Mortgage Recording Tax Abatement	
Description:	<p>NF Lockport LLC, a wholly owned subsidiary of Northern Farms, in partnership with Netafim and Orbia, will be remediating the site for the development of a 25 acre greenhouse and a 100,000 sq. ft. warehouse. The site will be used to grow year round strawberries and/or other edible fruits or vegetables to supply to the Northeast United States.</p> <p>The project site is currently a contaminated tax delinquent site that has sat vacant for over twenty years with taxes owed to Niagara County in excess of \$600,000. Niagara County has transferred the tax lien to the Niagara Orleans Regional Land Improvement Corporation who has entered into an agreement with NF Lockport LLC to convey the tax lien so the developer may pursue foreclosure action. Upon taking title, the developer will remediate the property and then commence construction. The developer also intends to install rooftop solar to offset energy cost.</p> <p>Northern Farms LLC has submitted application to the Niagara County Brownfields Development Corporation for assistance with remediation and has begun applications to NYPA for low cost power.</p>	
Project Costs:	Acquisition Construction/Improvements Furniture, Fixtures & Equipment Soft costs Remediation <p style="text-align: right;">TOTAL</p>	\$ 50,000 \$ 65,100,000 \$ 25,000,000 \$ 1,850,000 \$ 3,000,000 <hr/> \$ 95,000,000
Employment:	Current jobs in Niagara County: 0 New Jobs in Niagara County within 3 years: 63 Estimated Annual Payroll for New Jobs: \$51,000 per job Skills: general labor, technicians, head grower, controller, OPS director	
Evaluative Criteria:	Regional wealth creation, research and development, investment in energy efficiency, workforce access. Land use factor includes remediated brownfield	

Niagara County Industrial Development Agency

MRB Cost Benefit Calculator

Date: September 14, 2023
 Project Title: NF Lockport LLC
 Project Location: 0



Economic Impacts

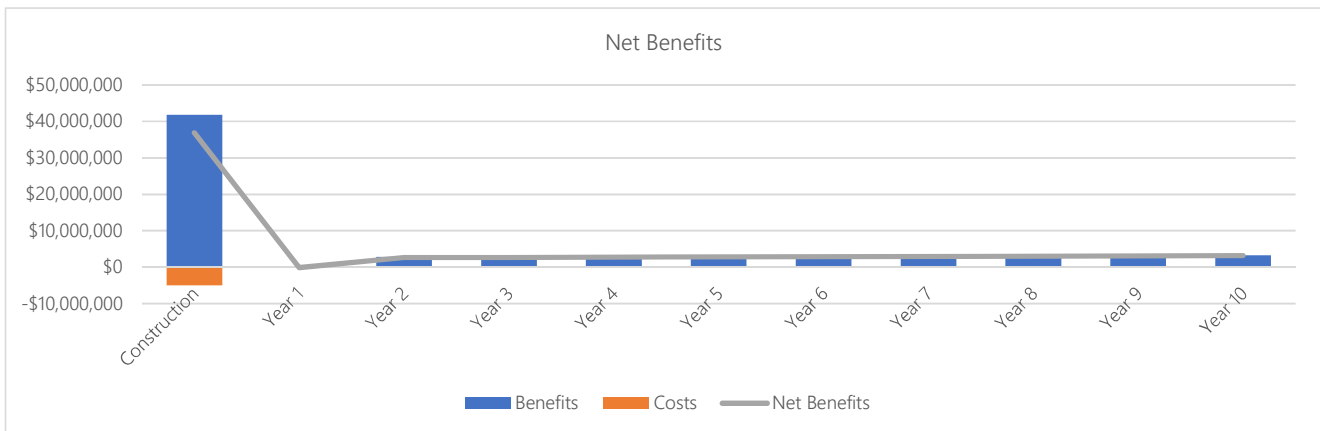
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$95,000,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	386	165	550
Earnings	\$31,428,795	\$8,102,202	\$39,530,996
Local Spend	\$76,000,000	\$27,482,321	\$103,482,321

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	63	0	63
Earnings	\$41,095,013	\$0	\$41,095,013

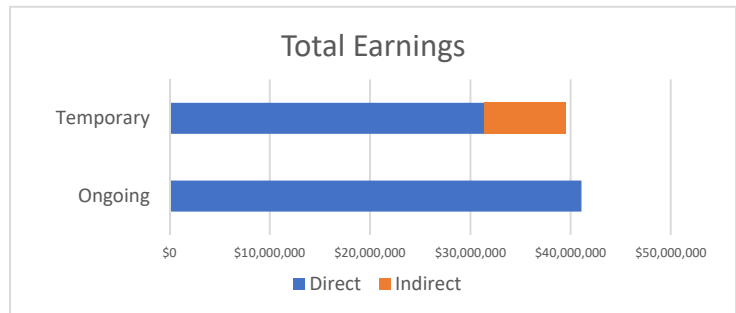
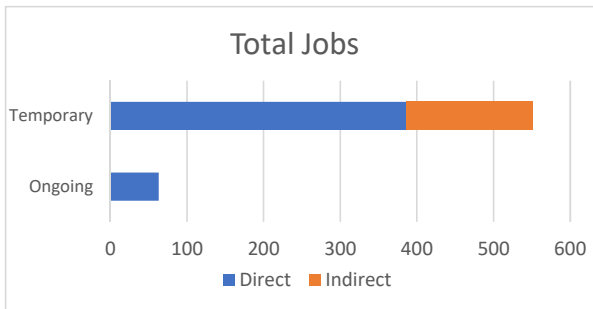
Figure 1



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

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$1,838,774	\$1,595,159
Sales Tax Exemption	\$4,564,000	\$4,564,000
Local Sales Tax Exemption	\$2,282,000	\$2,282,000
State Sales Tax Exemption	\$2,282,000	\$2,282,000
Mortgage Recording Tax Exemption	\$412,500	\$412,500
Local Mortgage Recording Tax Exemption	\$137,500	\$137,500
State Mortgage Recording Tax Exemption	\$275,000	\$275,000
Total Costs	\$6,815,274	\$6,571,659

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$82,092,442	\$75,427,643
To Private Individuals	\$80,626,009	\$74,155,326
Temporary Payroll	\$39,530,996	\$39,530,996
Ongoing Payroll	\$41,095,013	\$34,624,330
Other Payments to Private Individuals	\$0	\$0
To the Public	\$1,466,433	\$1,272,316
Increase in Property Tax Revenue	\$902,051	\$753,229
Temporary Jobs - Sales Tax Revenue	\$276,717	\$276,717
Ongoing Jobs - Sales Tax Revenue	\$287,665	\$242,370
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$4,192,552	\$3,856,077
To the Public	\$4,192,552	\$3,856,077
Temporary Income Tax Revenue	\$1,778,895	\$1,778,895
Ongoing Income Tax Revenue	\$1,849,276	\$1,558,095
Temporary Jobs - Sales Tax Revenue	\$276,717	\$276,717
Ongoing Jobs - Sales Tax Revenue	\$287,665	\$242,370
Total Benefits to State & Region	\$86,284,995	\$79,283,720

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$75,427,643	\$4,014,659	19:1
State	\$3,856,077	\$2,557,000	2:1
Grand Total	\$79,283,720	\$6,571,659	12:1

*Discounted at 2%

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

Additional Revenues:

County	\$256,282
City/Town/Village	\$60,253
School District	\$683,004

Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application).

(To be used on the NYS ST-60)

Additional Comments from IDA

Public Hearing for NF Lockport LLC
October 30, 2023 at 2:00 p.m.
Cambria Town Hall

Andrea Klyczek: Welcome. This public hearing is now open; it is 2:00 p.m. My name is Andrea Klyczek. I am the Assistant Director of the Niagara County Industrial Development Agency, and I will be the hearing officer to conduct this public hearing. Notice of this public hearing was published in the Niagara Gazette.

We are here to hold the public hearing on NF Lockport LLC and/or Individual(s) or 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.

The proposed project (the "Project") includes the acquisition of a parcel located at 5222 Junction Road in the Town of Cambria and the construction of an approximately 25 acre greenhouse with a 100,000 square foot warehouse on the Land to grow strawberries and/or other vegetables or fruits year round. 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 tax exemption policy), and a partial real property tax abatement.

The project application and project summary are posted on the Agency's website at niagaracountybusiness.com and I have copies with me today.

If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to Agency at 6311 Inducon Corporate Drive, Suite One, Sanborn, New York 14132 until the comment period closes on November 1, 2023.

If anyone is interested in making a comment, please, state your name and address; if you are representing a company, please identify the company. Please limit your comments to no more than 3 minutes in length.

Andrea Klyczek: Are there any comments? Hearing none, I will now adjourn the meeting.
It is now 2: p.m. Thank you.

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

NF LOCKPORT, LLC

October 30, 2023

2:00 p.m.

Taken at: CAMBRIA TOWN HALL

1 PRESENT:

2

3 **ANDREA KLYCZEK**

4 Assistant Executive Director
5 Niagara County Industrial Development Agency
6 Appearing as Hearing Officer

7

8 **SUSAN LANGDON**

9 Executive Director
10 Niagara County Industrial Development Agency

11

12 ATTENDANCE NOTED ON ATTACHED SIGN-IN SHEET

13

14 **MS. KLYCZEK:** Welcome.

15 This public hearing is now open. It is 2:00 p.m.

16 My name is Andrea Klyczek. I am the Assistant

17 Director of the Niagara County Industrial

18 Development Agency, and I will be the hearing

19 officer to conduct this public hearing.

20 Notice of this public hearing

21 was published in the Niagara Gazette.

22 We are here to hold the public

23 hearing on NF Lockport, LLC, and/or Individuals or

24 Affiliates, Subsidiaries or Entities formed, or to

25 be formed, on its behalf. The transcript of this

hearing will be reviewed and considered by the

Agency in determination of this project.

The proposed project includes the

acquisition of a parcel located at 5222 Junction

1 Road in the Town of Cambria, and the construction of
2 an approximately 25-acre greenhouse, with a
3 100,000 square foot warehouse on the land to
4 grow strawberries and/or other vegetables or fruits
5 year round. The proposed financial assistance
6 contemplated by the Agency includes New York State
7 and local sales and use tax exemption benefits and
8 mortgage recording tax exemption benefits in
9 compliance with the Agency's tax exemption policy,
10 and a partial real property tax abatement.

11 The project application and
12 project summary are posted on the Agency's website
13 at niagaracountybusiness.com, and I have copies with
14 me today.

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21 If anyone is interested in making
22 a comment, please state your name and address. If
23 you are representing a company, please identify the
24 company. Please limit your comments to no more than
25 three minutes in length.

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Are there any comments?

Hearing no comments, I will now
adjourn the meeting. It is now 2:02 p.m.

Thank you.

(The public hearing was concluded at 2:02 p.m.)

* * * *

**SIGN IN SHEET
PUBLIC HEARING**

October 30, 2023 - 2 p.m.
Cambria Town Hall

regarding:

**NF Lockport LLC and/or Individual(s) or Affiliate(s), Subsidiary(ies),
or Entity(ies) formed or to be formed on its behalf**

Name	Company and/or Address	X box to speak/ comment
Jon M. A.	Town of Cambria	
Brendy Robert	Town of Cambria	
Theray Streeter	665 Structures	
Matt Cooper	Town of Cambria	
Debra Kettner	Town of Cambria	
WRIGHT H. ELLIS	" " "	

7.4

DRC

Development, LLC

From: David Chamberlain <lowbid4@aol.com>
Sent: Friday, October 13, 2023 1:34 PM
To: Andrea L Klyczek <Andrea.Klyczek@niagaracounty.com>
Subject: Edwards Vacuum

Andrea:

DRC Development, LLC is currently constructing a 36,000 sf expansion to 6416 Inducon Drive as an NCIDA endorsed project with a sales tax exemption limit at \$115,000.00.

Due to cost increases and additional work requested by our Tenant (Atlas Copco), we are hereby requesting that this limit be increased to \$150,000.00.

Thank you for expediting this request.

David R. Chamberlain, President
DRC Development, LLC
39 Simonds Street
Lockport, NY 14094

Notice: This electronic transmission is intended for the sole use of the individual or entity to which it is addressed and may contain confidential, privileged or otherwise legally protected information. If you are not the intended recipient, or if you believe you are not the intended recipient, you are hereby notified that any use, disclosure, copying, distribution, or the taking of any action in reliance on the contents of this information, is strictly prohibited. Niagara County is not responsible for the content of any external hyperlink referenced in this email or any email. IF YOU HAVE RECEIVED THIS TRANSMISSION IN ERROR, PLEASE NOTIFY THE SENDER IMMEDIATELY BY EMAIL AND DELETE THE ORIGINAL MESSAGE ALONG WITH ANY PAPER OR ELECTRONIC COPIES. Thank you for your cooperation.

8.1

Vishay Thin Film

PROJECT SUMMARY
Vishay Dale Electronics, LLC



Vishay Specialty Thin Film

Applicant:	Vishay Dale Electronics, LLC, (Subsidiary of Vishay Intertechnology, Inc.)	
Project Location:	2160 Liberty Dr., Wheatfield NY	
Assistance:	15 Year PILOT Sales Tax Abatement Mortgage Recording Tax Abatement	
Description:	<p>Vishay Thin Films, formerly a company named Ohmtek, was founded in 1978 in the City of Niagara Falls. The site became a technology leader for advanced processes in precision resistive products. Acquired by Vishay in 1988, the site is now known as Vishay Thin Film and has a strong portfolio of high precision surface-mount networks, through-hole resistors, hybrid resistor/capacitor networks and thermal management devices. With high precision technology Vishay gives designers and engineers a wide range of custom resistance values.</p> <p>Vishay Thin Film will be expanding their facility by adding a 10,000 sq. ft. addition and acquiring new technologies, such as, lasers, vapor deposition tools, automated test machines, AOI systems, dicing saws and mask aligners. The space will be clean room space and the new automation and capital improvements will allow for Vishay to remain competitive in the marketplace.</p>	
Project Costs:	Construction/Improvements Furniture, Fixtures & Equipment Soft costs <p align="center">TOTAL</p>	\$ 2,000,000 \$ 6,000,000 \$ 200,000 <hr/> \$ 8,200,000
Employment:	Current jobs in Niagara County: 220 New Jobs in Niagara County within 3 years: 40 Estimated Annual Payroll for New Jobs: \$48,000 Skills: Production, management, administrative	
Evaluative Criteria:	Regional wealth creation, in region purchases, research and development, retention, workforce access	

Economic Impacts

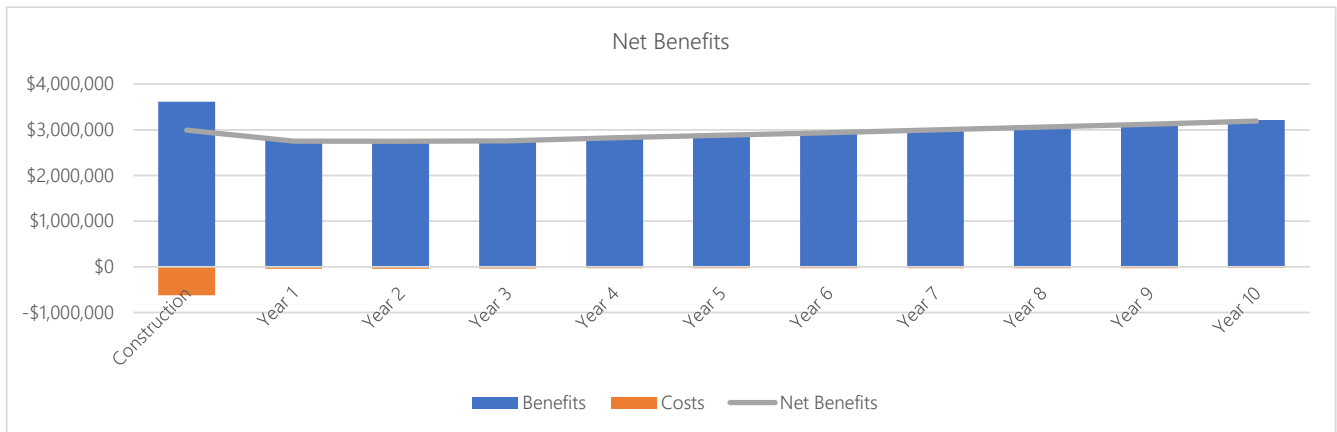
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$8,200,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	33	14	47
Earnings	\$2,712,801	\$699,348	\$3,412,149
Local Spend	\$6,560,000	\$2,372,158	\$8,932,158

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	40	33	73
Earnings	\$32,026,237	\$12,481,121	\$44,507,358

Figure 1



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

Figure 2

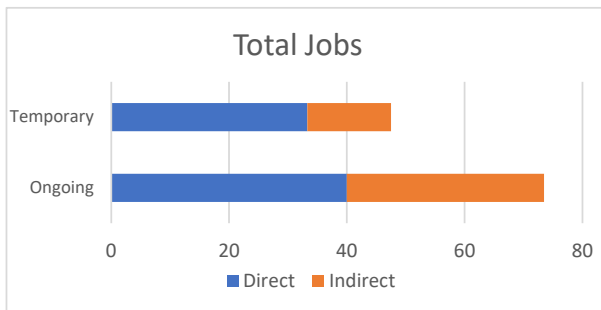
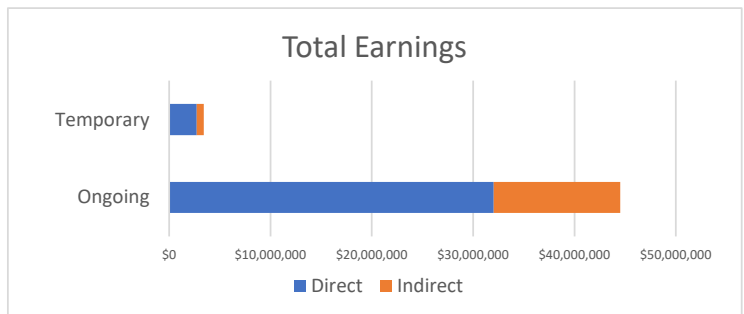


Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$449,790	\$390,326
Sales Tax Exemption	\$560,000	\$560,000
Local Sales Tax Exemption	\$280,000	\$280,000
State Sales Tax Exemption	\$280,000	\$280,000
Mortgage Recording Tax Exemption	\$61,500	\$61,500
Local Mortgage Recording Tax Exemption	\$20,500	\$20,500
State Mortgage Recording Tax Exemption	\$41,000	\$41,000
Total Costs	\$1,071,290	\$1,011,826

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$47,760,915	\$41,145,086
To Private Individuals	\$47,919,507	\$41,279,343
Temporary Payroll	\$3,412,149	\$3,412,149
Ongoing Payroll	\$44,507,358	\$37,867,194
Other Payments to Private Individuals	\$0	\$0
To the Public	(\$158,592)	(\$134,258)
Increase in Property Tax Revenue	(\$494,028)	(\$423,213)
Temporary Jobs - Sales Tax Revenue	\$23,885	\$23,885
Ongoing Jobs - Sales Tax Revenue	\$311,552	\$265,070
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$2,491,814	\$2,146,526
To the Public	\$2,491,814	\$2,146,526
Temporary Income Tax Revenue	\$153,547	\$153,547
Ongoing Income Tax Revenue	\$2,002,831	\$1,704,024
Temporary Jobs - Sales Tax Revenue	\$23,885	\$23,885
Ongoing Jobs - Sales Tax Revenue	\$311,552	\$265,070
Total Benefits to State & Region	\$50,252,730	\$43,291,611

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$41,145,086	\$690,826	60:1
State	\$2,146,526	\$321,000	7:1
Grand Total	\$43,291,611	\$1,011,826	43:1

*Discounted at 2%

Does the IDA believe that the project can be accomplished in a timely fashion?

Yes

Additional Revenues:

County	\$75,212
City/Town/Village	\$0
School District	\$233,070

Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application).

(To be used on the NYS ST-60)

\$7,000,000

Additional Comments from IDA

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR FINANCIAL ASSISTANCE

Vishay Dale Electronics, LLC

(Applicant Name)

6311 Inducon Corporate Drive, Suite One
Sanborn, New York 14132
Phone: 716-278-8760 Fax: 716-278-8769
<http://niagaracountybusiness.com>

Updated April 2022

- I. Subject to the applicable statute, information provided by applicant will be treated as confidential until such time as the Agency takes action on the request. However, in accordance with Article 6 of the Public Officers Law, all records in possession of the Agency are open to public inspection and copy.
- II. The Niagara County Industrial Development Agency has a one thousand dollar (\$1000.00) non-refundable application fee that must accompany the application submission.
- III. At the time of the project closing, project applicant is required to pay certain costs associated with the project. The applicant shall be responsible for the payment of an Agency fee in the amount of one percent (1.00%) of the total value of the project, together with Agency counsel fees as set forth in the Agency fee policy schedule, together with various related costs, including but not limited to public hearing expenses. Upon request, a fee summary will be provided to each applicant.
- IV. One (1) original signed copy of the Application and Environmental Assessment form should be submitted with the Application for Assistance.

The Niagara County Industrial Development Agency does not discriminate on the basis of race, color, religion, sex, sexual orientation, marital status, age, national origin, disability or status as a disabled or Vietnam Veteran or any other characteristic protected by law.

6311 Inducon Corporate Drive, Suite One ■ Sanborn, NY 14132-9099 ■ 716-278-8760
Fax 716-278-8769 ■ www.niagaracountybusiness.com

NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR FINANCIAL ASSISTANCE

I. APPLICANT INFORMATION

Company Name: Vishay Dale Electronics, LLC a fully owned subsidiary of Vishay Intertechnology, Inc.

Mailing Address: 2160 Liberty Drive

City/Town/Village & Zip code: Niagara Falls NY 14304

Phone: (716) 513-6231

Website: vishay.com

Fed Id. No.: 23-2670550

Contact Person, and Title: Joe Donahue

Email: Joe Donahue@vishay.com

Principal Owners/Officers/Directors (list owners with 15% or more in equity holdings with percentage ownership):

Managers of Vishay Dale Electronics, LLC- Joel Smejkal, David L. Tomlinson, Michael S. O'Sullivan

Corporate Structure (attach schematic if applicant is a subsidiary or otherwise affiliated with another entity)

Form of Entity



Corporation

Date of Incorporation: 1962

State of Incorporation: Malvern PA



Partnership

General _____ or Limited _____

Number of general partners _____

If applicable, number of limited partners _____

Date of formation _____

Jurisdiction of Formation _____



Limited Liability Company/Partnership (number of members _____)

Date of organization: _____

State of Organization: _____



Sole Proprietorship

If a foreign organization, is the applicant authorized to do business in the State of New York?

Applicant's Counsel

Company Name: Vishay

Contact Person, and Title: Auner Lahat

Mailing Address: 63 Lancaster Ave

City/Town/Village & Zip code: Malvern PA 19355

Email: aurer.lahat@vishay.com

Phone: (610) 251-5286

Fax No.: _____

II. PROJECT INFORMATION

A) Project Address: 2160 Liberty Dr.

Tax Map Number (SBL) 161.00-1-24
(Section/Block/Lot)

SWIS Number _____

Located in City of _____

Located in Town of Wheatfield

Located in Village of _____

School District of Niagara Wheatfield

B) Current Assessment of Property:

Land 107,610

Total 918,000

C) Present legal owner of the site Vishay

If other than from applicant, by what means will the site be acquired for this project?

D) Describe the project:

Significant capital investment to grow sales out of this location. Acquire
new technology and automation to compete in the marketplace.

1. Project site (land)

(a) Indicate approximate size (In acres or square feet) of project site.

456.88 x 469.33

(b) Indicate the present use of the project site.

manufacturing

2. Indicate number, size (in square feet) and approximate age of existing buildings on site
37,768

3. Does the project consist of the construction of a new building or buildings?
If yes, indicate number and size (in square feet) of new buildings.
no

4. Does the project consist of additions and/or renovations to existing buildings? If yes,
indicate nature of expansion and/or renovation.
estimated addition to be 7,000- 10,000 sq ft.

5. If any space in the project is to be leased to third parties, indicate total square footage
of the project amount to be leased to each tenant and proposed use by each tenant.
n/a

6. List principal items/categories of equipment to be acquired as part of the project.
Lasers, vapor deposition tools, automated test machines, AOI systems, clean rooms,

dicing saws, mask aligners

7. Has construction work on this project begun?
no

E) Inter-Municipal Move Determination

Will the project result in the removal of a plant or facility of the applicant from one area of the State of New York to another?

Yes or No

Will the project result in the removal of a plant or facility of another proposed occupant of the project from one area of the State of New York to another area of the State of New York?

Yes or No

Will the project result in the abandonment of one or more plants or facilities located in the State of New York?

Yes or No

If Yes to any of the questions above, 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:

- F) Furnish a copy of any environmental application presently in process of completion concerning this project, providing name and address of the agency, and copy all pending or completed documentation and determinations.

III. **SOURCES & USES OF FUNDS**

A) Estimated Project Costs:

Property Acquisition	\$
Construction (Improvements)	\$ 2,000,000
Equipment Purchases/Fixtures/Furnishings	\$ 6,000,000
Soft costs (i.e. engineering, architectural)	\$ 200,000
Other (describe)	\$
TOTAL USES OF FUNDS	\$ 8,200,000

B) Sources of Funds for Project Costs (*Must match above Total Uses of Funds*):

Bank Financing	\$
Equity	\$ 8,200,000
Grants/Tax Credits	\$
Taxable or Tax Exempt Bond	\$
Other	\$
TOTAL SOURCES OF FUNDS	\$ 8,200,000

C) Identify each state and federal grant/credit:

	\$
	\$
	\$
	\$
TOTAL PUBLIC FUNDS	\$

IV. FINANCIAL ASSISTANCE REQUESTED

A.) Benefits Requested:

- Sales Tax Exemption
 Mortgage Recording Tax Exemption
 Real Property Tax Abatement (PILOT)

B.) Value of Incentives: LEAVE THIS SECTION BLANK (will be estimated by NCIDA Staff)

Property Tax Exemption

Estimated duration of Property Tax exemption: 15 years

Sales and Use Tax

Estimated value of Sales Tax exemption for facility construction: \$ 80,000

Estimated value of Sales Tax exemption for fixtures and equipment: \$ 480,000

Estimated duration of Sales Tax exemption: 1-2 years

Mortgage Recording Tax Exemption Benefit

Estimated value of Mortgage Recording Tax exemption: \$ 0

C.) Financial Assistance Determination:

If financial incentives are not provided by NCIDA, is the project financially viable?

- Yes or No

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:

This project helps keep this plant viable and keep work in NY state

V. EMPLOYMENT PLAN

	# of Retained Jobs	Retained Jobs Average Annual Salary	# of Created Jobs <i>(3 yrs after project completion)</i>	Created Jobs Average Annual Salary
Full Time	220	\$ 40,000	40	\$ 48,000
Part time	0	\$ 0	0	\$ 0
TOTAL FTEs	220	\$ 40,000	40	\$ 48,000

Annual Salary Range of Jobs to be Created: \$ 33,000 to \$ 50,000

Category of Jobs to be Retained and Created:

Job Categories (ie. Management, Administrative, Production, etc.) production
management , administrative

VI. REPRESENTATIONS BY THE APPLICANT

The Applicant understands and agrees with the Agency as follows:

- A. Job Listings: In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the proposed project must be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entitle") of the service delivery area created by the federal job training partnership act (Public Law 97-300)("JTPA") in which the project is located.

- B. First Consideration for Employment: In accordance with Section 858-b(2) of the General Municipal Law, the applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant must first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the proposed project.

- C. Compliance with Section 224-a(8)(a) of N.Y Labor Law. The applicant acknowledges receipt of notice from the Agency pursuant to Section 224-a(8)(d) of the New York Labor Law that the estimated mortgage recording tax exemption benefit amount, the estimated sales and use tax exemption benefit amount, and the estimated real property tax abatement benefit amount as so identified within this Application are "public funds" and not otherwise excluded under Section 224-a(3) of the New York Labor Law. You further acknowledge and understand that you have certain obligations as related thereto pursuant to Section 224-a(8)(a) of the New York Labor.

- D. Annual Sales Tax Filings: In accordance with Section 874(8) of the General Municipal Law, the Applicant understands and agrees that, if the proposed project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the Applicant.

- E. Annual Employment Reports: The applicant understands and agrees that, if the proposed project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the project site.

- F. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:
- § 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would 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, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- G. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
- H. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- I. Recapture: Should the Applicant not expend or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- J. Absence of Conflicts of Interest: The applicant has received from the Agency a list of the members, officers, and employees of the Agency. No member, officers or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as herein described.

The Applicant and the individual executing this Application on behalf of applicant acknowledge that the Agency and its counsel will rely on the representations made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

STATE OF NEW YORK)
COUNTY OF) ss.:

_____, being first duly sworn, deposes and says:

1. That I am the _____ (Corporate Office) of _____ (Applicant) and that I am duly authorized on behalf of the Applicant to bind the Applicant.
2. That I have read the attached Application, I know the contents thereof, and that to the best of my knowledge and belief, this Application and the contents of this Application are true, accurate and complete.


(Signature of Officer)

Subscribed and affirmed to me under penalties of perjury
this ___ day of _____, 20__.

(Notary Public)

This Application should be submitted to the Niagara County Industrial Development Agency, 6311 Inducon Corporate Drive, Suite One, Sanborn, New York 14132.

Attach copies of preliminary plans or sketches of proposed construction or rehabilitation or both.

HOLD HARMLESS AGREEMENT

Applicant hereby releases the NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY and the members, officers, servants, agents and employees thereof (the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, and (B) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and reasonable attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all out of pocket costs incurred by the Agency in processing of the Application, including reasonable attorneys' fees, if any. Notwithstanding anything contained herein to the contrary, the foregoing indemnities shall not be applicable with respect to misconduct, negligence, or criminal activity on the part of the Agency. It is understood and agreed that the Applicant has the right to join in any defense, and participate in the management of the defense, of any claim for which the Agency seeks indemnification.

In addition to the foregoing, the Applicant understands and acknowledges that (i) this application does not create or give rise to any legal obligations on the part of the Niagara County Industrial Development Agency (the "Agency") or the Applicant except as expressly stated herein, (ii) the terms and conditions governing the award of the financial assistance described herein will be set forth in a separate agreement(s), with the Agency, the form of which will be provided to the Applicant only upon the processing and approval of this application, (iii) the requested financial assistance described in application is based upon the representations made by the Applicant, based upon the Applicant's actual knowledge as of the date of this application, to the Agency, regarding the project, and (iv) that the Agency reserves the right to revise the financial assistance described in this application if any aspect of the project changes after receipt of the application, including changes to the number of jobs, amount of capital investment, or wages, by way of example only. In addition, the Applicant reserves the right to retract, clarify, amend or modify any such representations made prior to (or concurrently with) the submittal of this application to the Agency.



(Applicant Signature)

By: _____

Name: Joe Donahue

Title: Plant Manager

(Notary Public)

Sworn to before me this ____ day

[stamp]

of _____, 20__

Real Property Tax Benefits (Detailed):

** This section of this Application 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

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000
\$2,000,000	\$1,000,000	12.329874		38.208760

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Local PILOT amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	20%	\$ 2,466	\$ -	\$ 7,642	\$ 10,108	\$ 50,538	\$ 40,431
2	20%	\$ 2,466	\$ -	\$ 7,642	\$ 10,108	\$ 50,538	\$ 40,431
3	30%	\$ 3,699	\$ -	\$ 11,462	\$ 15,161	\$ 50,538	\$ 35,377
4	40%	\$ 4,932	\$ -	\$ 15,283	\$ 20,215	\$ 50,538	\$ 30,323
5	40%	\$ 4,932	\$ -	\$ 15,283	\$ 20,215	\$ 50,538	\$ 30,323
6	40%	\$ 4,932	\$ -	\$ 15,283	\$ 20,215	\$ 50,538	\$ 30,323
7	40%	\$ 4,932	\$ -	\$ 15,283	\$ 20,215	\$ 50,538	\$ 30,323
8	40%	\$ 4,932	\$ -	\$ 15,283	\$ 20,215	\$ 50,538	\$ 30,323
9	40%	\$ 4,932	\$ -	\$ 15,283	\$ 20,215	\$ 50,538	\$ 30,323
10	50%	\$ 6,165	\$ -	\$ 19,104	\$ 25,269	\$ 50,538	\$ 25,269
11	50%	\$ 6,165	\$ -	\$ 19,104	\$ 25,269	\$ 50,538	\$ 25,269
12	50%	\$ 6,165	\$ -	\$ 19,104	\$ 25,269	\$ 50,538	\$ 25,269
13	50%	\$ 6,165	\$ -	\$ 19,104	\$ 25,269	\$ 50,538	\$ 25,269
14	50%	\$ 6,165	\$ -	\$ 19,104	\$ 25,269	\$ 50,538	\$ 25,269
15	50%	\$ 6,165	\$ -	\$ 19,104	\$ 25,269	\$ 50,538	\$ 25,269
TOTAL		\$ 75,212	\$ -	\$ 233,070	\$ 308,283	\$ 758,072	\$ 449,790

*Estimates provided are based on current property tax rates and assessment value


617.20
Appendix B
Short Environmental Assessment Form

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.

Part 1 - Project and Sponsor Information			
Name of Action or Project: <p style="text-align: center; font-size: 1.2em;">VTF Expansion</p>			
Project Location (describe, and attach a location map): <p style="text-align: center; font-size: 1.2em;">2160 Liberty Drive Niagara Falls NY 14304</p>			
Brief Description of Proposed Action: <p style="text-align: center; font-size: 1.2em;">Significant Capital investment to grow Sales out of our New York location</p>			
Name of Applicant or Sponsor: <p style="text-align: center; font-size: 1.2em;">Joe Donahue</p>		Telephone: 716-513-6231 E-Mail: Joe.Donahue@vishy.com	
Address: <p style="text-align: center; font-size: 1.2em;">2160 Liberty Drive</p>			
City/PO: <p style="text-align: center; font-size: 1.2em;">Niagara Falls NY</p>		State: <p style="text-align: center; font-size: 1.2em;">NY</p>	Zip Code: <p style="text-align: center; font-size: 1.2em;">14304</p>
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			NO <input type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other governmental Agency? If Yes, list agency(s) name and permit or approval:			YES <input checked="" type="checkbox"/>
3.a. Total acreage of the site of the proposed action? <u>4.9</u> acres			
b. Total acreage to be physically disturbed? <u>0</u> acres			
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? <u>4.9</u> acres			
4. Check all land uses that occur on, adjoining and near the proposed action.			
<input type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input checked="" type="checkbox"/> Industrial <input type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban)			
<input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other (specify): _____			
<input type="checkbox"/> Parkland			

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: _____	NO	YES
_____	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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
_____	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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: _____	NO	YES
_____	<input checked="" type="checkbox"/>	<input type="checkbox"/>
I AFFIRM THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE		
Applicant/sponsor name: <u>Joe Donahue</u>	Date: <u>10/19/13</u>	
Signature: 		

Part 2 - Impact Assessment. The Lead Agency is responsible for the completion of Part 2. 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?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	<input type="checkbox"/>	<input type="checkbox"/>
2. Will the proposed action result in a change in the use or intensity of use of land?	<input type="checkbox"/>	<input type="checkbox"/>
3. Will the proposed action impair the character or quality of the existing community?	<input type="checkbox"/>	<input type="checkbox"/>
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	<input type="checkbox"/>	<input type="checkbox"/>
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?	<input type="checkbox"/>	<input type="checkbox"/>
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?	<input type="checkbox"/>	<input type="checkbox"/>
7. Will the proposed action impact existing:	<input type="checkbox"/>	<input type="checkbox"/>
a. public / private water supplies?	<input type="checkbox"/>	<input type="checkbox"/>
b. public / private wastewater treatment utilities?	<input type="checkbox"/>	<input type="checkbox"/>
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	<input type="checkbox"/>	<input type="checkbox"/>
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	<input type="checkbox"/>	<input type="checkbox"/>

	No, or small impact may occur	Moderate to large impact may occur
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	<input type="checkbox"/>	<input type="checkbox"/>
11. Will the proposed action create a hazard to environmental resources or human health?	<input type="checkbox"/>	<input type="checkbox"/>

Part 3 - Determination of significance. The Lead Agency is responsible for the completion of Part 3. 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.

<input type="checkbox"/>	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.
<input type="checkbox"/>	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.
_____	_____
Name of Lead Agency	Date
_____	_____
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
_____	_____
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

PRINT

8.2

**Request for Micro
Enterprise Grant
Approval**

REQUEST FOR GRANT APPROVAL

Niagara County Development Corporation Micro Enterprise Program

APPLICANT INFORMATION:

Grant Applicant: Elizabeth DeSilva d/b/a Niagara Outfitters
UEID Number: KSG2YAVL8M67

Business Type: Outdoor Adventure Equipment Rental & Retail Shop
Business Established: April 2018
Business Address: 561 Morgan Drive, Lewiston NY 14092
Email: libby@niagaraoutfitters.com
Phone: (716)545-2143
Owner(s): Elizabeth DeSilva
Percent Ownership: 100%

PROJECT INFORMATION:

Niagara Outfitters offers kayaking, paddleboarding, biking, E-biking, hiking, and fishing activities for individuals and groups. They offer both guided tours and rentals and offer launch locations in Lewiston, Youngstown, Niagara Falls, North Tonawanda and Lockport. Niagara Outfitters is renting a space in Wilson Tuscarora State Park on Lake Road in Wilson where they will rent the equipment, but also will function as a retail store for all things outdoors, including ice, drinks, snacks and bait. They will also offer guided tours and lessons as well as group activities like a Full Moon Paddle and Paddleboard Yoga.

The business is requesting \$25,000 from the Niagara County Microenterprise Assistance Program to be used to procure additional equipment for rent, inventory for the retail store, office equipment, and working capital. They have the required 10% cash equity for the project.

CREDIT & FINANCIAL SUMMARY:

The financial projections for 3 years were provided by the applicant with the assistance of the SBDC. The income for the business is based on equipment rental and retail sales. The projections appear to be providing a minimal growth in sales the first year and an average 10% increase in gross sales for years 2 & 3. The company projects a modest net loss/profit for the next few years.

A credit report was obtained from Experian for Niagara Outfitters and owner Elizabeth DeSilva. The business is rated as a medium risk business in regard to financial distress. The credit report obtained for the owner shows a credit score of 775 and a credit rating of Low Risk. The report indicates there are eight open credit accounts with a total balance of \$20,300 and all accounts are in good standing. No bankruptcies, judgments or liens were reported.

SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital	\$18,000	\$2,650		\$15,350
Fixtures	\$4,350			\$4,350
Equipment	\$3,300			\$3,300
Inventory	\$2,000			\$2,000
Totals	\$27,650	\$2,650		\$25,000
	100%	10%		90%

RISK ASSESSMENT:

Positive Factors:

- Owner has several years of business experience
- Business has shown growth in five years
- Retail store is located in a high traffic park with several amenities
- Rentals are located in accessible locations
- Cost of Goods Sold is low
- Owner equity of 10% of project costs

Negative Factors:

- Sales can decrease due to bad weather and lower than expected tourist traffic
- Seasonal business in operation eight months

GRANT RANKING CRITERIA:

Clearly Defined Project: Yes No
If Yes, Expansion or Start-up

Project Industry: Recreational equipment rental and retail shop

Potential for future job creation: Yes No

Minority, Woman, or Veteran Owned: Yes No

Community Impact: Providing outdoor recreation equipment to attract tourists and locals to the parks and waterways of Niagara County.

Cost/Benefit:	Year One Income:	\$ 20,000
	Total Project costs:	\$ 27,550
	Grant funds requested:	\$ 25,000
	Owner Equity:	10+%

GRANT SUMMARY:

Grant Request: \$25,000 reimbursable based on submitted expense receipts

Grant Term: Release upon grantee compliance with all grant requirements and closeout of OCR grant.

Repayment: Grant subject to recapture if Grantee fails to comply with grant reimbursement requirements.

Feasibility: There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

Eligibility:

- Private for-profit business entity in Niagara County with less than 5 employees
- Expanding business
- Business will commit at least 10% in equity
- Has started SBDC Technical Assistance Training

National Objective:

- Will create at least one FTE job made available to individuals of Low-to-Moderate-Income
- Owner is Low-to-Moderate Income

REQUEST FOR GRANT APPROVAL

Niagara County Development Corporation Micro Enterprise Program

APPLICANT INFORMATION:

Grant Applicant: Happy Tails of Niagara, LLC
UEID Number: In process
Business Type: Pet Daycare and Boarding
Business Established: September 2023
Business Address: 3037 Military Rd
Niagara Falls, NY 14304
Email: happytailsdaycare2023@gmail.com
Phone: (281) 686-3800
Owner(s): Patricia L. Carter Michael Kotarski
Percent Ownership: 51% 49%

PROJECT INFORMATION:

Happy Tails of Niagara is a start-up company that will be operating in the Town of Niagara on Military Road. They have purchased the building and will begin renovations shortly with a planned opening in January 2024. Both owners have 20 years of experience fostering and caring for animals along with high levels of education and business experience. Their services will include day care, boarding and basic grooming made available for dogs, cats, kittens and birds. After an in-depth analysis was performed, they created a competitive pricing strategy and marketing plan. There are other pet daycares in the area, but there is no other pet daycare or boarding in the Northern region of Niagara County.

The Company's major target markets are Daytime Workers in 8- and 12-hour shifts, to include business and medical personnel; residents of Youngstown, Lewiston, Ransomville, Wilson, Sanborn, Niagara Falls and seasonal campers and visitors. They have an aggressive marketing strategy being a new company, including local mailings, flyers at vet offices and businesses, social media and website, and referral bonuses for client referrals.

The \$25,000 Microenterprise grant would be used to purchase office equipment, furniture and fixtures, operating supplies, and working capital, including marketing and payroll.

CREDIT SUMMARY:

The financial projections for 3 years were provided by the applicant with the assistance of the SBDC. The income for the business is based on sales from daycare and boarding fees, as well as retail products and grooming fees. The projections show a 10% increase in sales for years 2 and 3. The company projects a modest net profit for the next few years.

A credit report was obtained for the principal owner, Patricia Carter. The business is a start-up so there is no business credit information. The credit report for the owner shows a credit score of 782 and a credit rating of Low Risk. The report indicates there are six open credit cards with a total balance of \$19,000, four open loans and one home mortgage loan; all accounts are in good standing. No delinquencies, bankruptcies, judgments or liens were reported.

SOURCE & USE OF FUNDS:

Source and Use of Funds				
Use of Funds	Estimated Project Total	Owner Equity	Other Sources	Grant Request
Working Capital	\$4,665			\$4,665
Fixtures	\$7,385			\$7,385
Equipment	\$7,750			\$7,750
Inventory	\$8,000	\$2,800		\$5,200
Totals	\$27,800	\$2,800		\$25,000
	100%	10%		90%

RISK ASSESSMENT:

Positive Factors:

- Highly educated and experienced owners
- Only pet daycare and boarding facility in Northern Niagara County
- Convenient extended hours for 8 and 12-hour shifts
- Daily and hourly services offered to visitors to the area
- Owner equity of over 10% of project costs. Owners have equity and other income to support business and low risk credit
- Will hire one FTE low-to-moderate income individual
- Will engage in several marketing efforts accompanying their website

Negative Factors:

- High upfront costs for property renovations
- Start up business slowly growing customer base
- Time to build trust in care of client pet(s)
- Competition from other pet daycares in other areas

GRANT RANKING CRITERIA:

Clearly Defined Project: Yes No
If Yes, Expansion or Start-up

Project Industry: Pet daycare, boarding and grooming

Potential for future job creation: Yes No

Minority, Woman, or Veteran Owned: Yes No

Community Impact: Providing pet daycare and boarding facilities accessible for several northern Niagara locations not currently available.

Cost/Benefit:	Year One Income:	\$130,000
	Total Project costs:	\$ 28,000
	Grant funds requested:	\$ 25,000
	Owner Equity:	10+%

GRANT SUMMARY:

Grant Request: \$25,000 reimbursable based on submitted expense receipts

Grant Term: Release upon grantee compliance with all grant requirements and closeout of OCR grant.

Repayment: Grant subject to recapture if Grantee fails to comply with grant reimbursement requirements.

Feasibility: There is nothing in the company's historical operating performance or projections that suggests the proposed grant would produce an unreasonable return on equity or result in profitability substantially in excess of industry standards.

Eligibility:

- Private for-profit business entity in Niagara County with less than 5 employees
- Start-up business (less than 6 months)
- Business will commit at least 10% in equity
- SBDC Technical Assistance Program has been completed

National Objective: Will create at least one FTE job made available to/taken by an individual of Low-to-Moderate-Income
 Owner is Low-to-Moderate Income