



## 100 Northpointe - Bureau Veritas

### Section I: Applicant Background Information

#### Applicant Information - Company Receiving Benefit

|  |  |
|--|--|
| <b>Project Name</b>  | Bureau Veritas 100 Northpointe Expansion               |
| <b>Applicant Name</b>  | Northpointe Commerce Park LLC                          |
| <b>Applicant Address</b>   | 5505 Main Street                                       |
| <b>Applicant Address 2</b>   |  |
| <b>Applicant City</b>  | Williamsville  |
| <b>Applicant State</b>   | New York   |
| <b>Applicant Zip</b>   | 14221  |
| <b>Phone</b>   | 716 632-7230   |
| <b>Fax</b>   | 716 632-4947   |
| <b>E-mail</b>  | rgeorge@zaepfel.com                                    |
| <b>Website</b>   | zaepfel.com  |
| <b>Federal ID#</b>   | 20-0611503   |
| <b>NAICS Code</b>  | 531120   |
| <b>Will a Real Estate Holding Company be utilized to own the Project property/facility</b> | Yes  |
| <b>What is the name of the Real Estate Holding Company</b>                                 | Northpointe Commerce Park LLC                          |
| <b>Federal ID#</b>   | 20-0611503   |
| <b>State and Year of Incorporation/Organization</b>  | New York/2004  |
| <b>List of stockholders, members, or partners of Real Estate Holding Company</b>           | James A. Zaepfel, Gregory J. Zaepfel, Ronald N. George |

#### Individual Completing Application

|                  |                  |
|------------------|------------------|
| <b>Name</b>      | Ronald George    |
| <b>Title</b>     | CFO              |
| <b>Address</b>   | 5505 Main Street |
| <b>Address 2</b> |                  |
| <b>City</b>      | Williamsville    |
| <b>State</b>     | New York         |
| <b>Zip</b>       | 14221            |

|               |  |
|---------------|--|
| <b>Phone</b>  | 716 632-7230 x123  |
| <b>Fax</b>    | 716 632-4947   |
| <b>E-Mail</b> | <a href="mailto:rgeorge@zaepfel.com">rgeorge@zaepfel.com</a> |

Company Contact (if different from individual completing application)

**Name**  
**Title**  
**Address**  
**Address 2**  
**City**  
**State**  
**Zip**  
**Phone**  
**Fax**  
**E-Mail**

Company Counsel

**Name of Attorney** Jonathan Schechter, Esq  
**Firm Name** Gross Shuman Brizdle & Gilfillian PC  
**Address** 465 Main Street  
**Address 2** Suite 600  
**City** Buffalo  
**State** New York  
**Zip** 14203  
**Phone** 716-854-4300  
**Fax** 716-854-2787  
**E-Mail** jschechter@grossshuman.com

Identify the assistance being requested of the Agency

**Exemption from Sales Tax** Yes  
**Exemption from Mortgage Tax** Yes  
**Exemption from Real Property Tax** Yes  
**Tax Exempt Financing\*** No

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

Business Organization

**Type of Business** Limited Liability Company  
**Type of Ownership**  
**Year Established** 2004  
**State of Organization** New York

List all stockholders, members, or partners with % of ownership greater than 20%

**Please include name and % of ownership.**

James A Zaepfel 84.44% Gregory J. Zaepfel 10.56%

Applicant Business Description

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

Created in 1828, Bureau Veritas is a global leader in Testing, Inspection and Certification (TIC), delivering high quality services to help clients meet the growing challenges of quality, safety, environmental protection and social responsibility. As a trusted partner, Bureau Veritas offers innovative solutions that go beyond simple compliance with regulations and standards, reducing risk, improving performance and promoting sustainable development. Bureau Veritas core values include integrity and ethics, impartial counsel and validation, customer focus and safety at work. Bureau Veritas is recognized and accredited by major national and international organizations. The Buffalo branch works with retailers and manufacturers of consumer products worldwide to assess their products and manufacturing processes for compliance with regulatory, quality and performance requirements. We test products, inspect goods, assess factories, conduct social audits and train personnel. Our proactive solutions throughout the supply chain help our clients better manage risk, protect their brands, reduce costs and time to market.

|   |    |
|---|----|
| <b>Estimated % of sales within Erie County</b>                            | 3  |
| <b>Estimated % of sales outside Erie County but within New York State</b> | 10 |
| <b>Estimated % of sales outside New York State but within the U.S.</b>    | 71 |
| <b>Estimated % of sales outside the U.S.</b>                              | 16 |

(\*Percentage to equal 100%)

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

Approximately 50% of total annual supplies, raw materials and vendor services are purchased from firms in Erie County.

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

### Project Location

#### **Municipality or Municipalities of current operations**

Amherst

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

Yes

#### **In which Municipality will the proposed project be located**

Amherst

#### **Address**

100 Northpointe Parkway

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

No

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

No

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

#### **SBL Number for Property upon which proposed Project will be located**

26.04-1-30

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

\$140,398/year - School=\$87,881, Town/County= \$52,517

#### **Assessed value of land**

539,000

#### **Assessed value of building(s)**

2,875,200

#### **Are Real Property Taxes current?**

Yes

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

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

Town of Amherst

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

Sweet Home

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

Yes

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

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

Yes

#### **Describe the present use of the Proposed Project site**

Bureau Veritas office/testing building and parking lot.

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

Proposed project would expand 100 Northpointe Pkwy.'s testing capabilities. Over the past 18 years Bureau Veritas in Amherst has expanded from one building to four buildings. This expansion has built-in many redundancies making day-to-day business operations inefficient. Consolidating is the only way we can keep expanding while maintaining profit. The proposed project would consolidate the four buildings into 100 Northpointe Pkwy. By expanding the existing 54,000 ft.<sup>2</sup> facility to 93,000 ft.<sup>2</sup>. This will give us the ability to grow our current business an estimated 20 to 30% and eliminate redundancies we currently have with operating four buildings. We also estimate between \$500,000 to \$1 million in equipment purchases during this transition.

**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 will not move forward without financial assistance from the AIDA.

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

With the agency's financial assistance Bureau Veritas would be able to undertake projects expanding current testing capabilities. For example, we expect significant growth in our food lab over the next 10 years. Without this assistance we would look to build a singular food lab out of New York State. Bureau Veritas has a similar situation with analytical testing. Analytical testing is a high margin testing for the Amherst site. Moving this out of state would be detrimental to our future and current business. Keeping these business lines in Amherst puts Bureau Veritas in a position for growth which will retain and create more jobs for the Amherst site.

**Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency**

Yes

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

Without the AIDA's financial assistance, Bureau Veritas would look at Niagara County's aggressive proposal or would look to consolidate with an existing Bureau Veritas building/operation in Ontario Canada.

**Will project include leasing any equipment?**

No

**If yes, please describe equipment and lease terms.**

#### Site Characteristics

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

Yes

**Describe the present zoning/land use**

Commerical

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

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

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

No

**If yes, please explain**

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

Yes

If yes, please provide a copy.

**Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known**





Project Information

**Estimated costs in connection with project**

**Land and/or Building Acquisition**

\$ 75,000 square feet 2 acres

**New Building Construction**

\$ 0 square feet

**New Building addition(s)**

\$ 3,500,000 43,000 square feet

**Infrastructure Work**

\$ 0

**Renovation**

\$ 2,500,000 54,000 square feet

**Manufacturing Equipment**

\$ 0

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

\$ 0

**Soft Costs: (professional services, etc.)**

\$ 800,000

**Other Cost**

\$ 100,000

**Explain Other Costs**

Financing Costs, Appraisal, Environmental, etc.

**Total Cost**

\$ 6,975,000

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

\$ 0

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

No

**If Yes, describe particulars:**

Sources of Funds for Project Costs:

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

\$ 1,975,000

**Bank Financing:**

\$ 5,000,000

**Tax Exempt Bond Issuance (if applicable):**

\$ 0

**Taxable Bond Issuance (if applicable):**

\$ 0

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

0

\$ ~

**Identify each state and federal grant/credit:**

**Total Sources of Funds for Project Costs:**

\$6,975,000

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

<BLANK>

Mortgage Recording Tax Exemption Benefit:

**Estimated Mortgage Amount (Sum total of all financing – construction and bridge).**

**\*Amount of mortgage, if any, that would be subject to mortgage recording tax.**

\$ 5,000,000

**Lender Name, if Known**

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

\$50,000

Construction Cost Breakdown:

**Total Cost of Construction**

\$ 6,000,000

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

**Cost for materials**

\$ 3,500,000

**% sourced in Erie County**

90%

**% sourced in State**

100% (including Erie County)

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

\$ 3,500,000

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

\$ 306,250

Real Property Tax Benefit:

**Identify and describe if the Project will utilize a real property tax exemption benefit OTHER THAN the Agency's PILOT benefit:**

None

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

|                                   |                    | <b>Cost</b>  | <b>% of Total Cost</b> |
|-----------------------------------|--------------------|--------------|------------------------|
| <b>Manufacturing/Processing</b>   | 57,000 square feet | \$ 4,200,000 | 70                     |
| <b>Warehouse</b>                  | 20,000 square feet | \$ 1,500,000 | 25                     |
| <b>Research &amp; Development</b> | square feet        | \$ 0         | 0                      |
| <b>Commercial</b>                 | square feet        | \$ 0         | 0                      |
| <b>Retail</b>                     | square feet        | \$ 0         | 0                      |
| <b>Office</b>                     | 20,000 square feet | \$ 300,000   | 5                      |
|                                   |                    | \$ 0         | 0                      |

Specify Other

square feet

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

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

<BLANK>

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

Will project result in significant utility infrastructure cost or uses

No

What is your project timetable (Provide dates)

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

8/20/2017

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

10/31/2018

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

4/1/2018

**Have construction contracts been signed?**

No

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

Yes

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

Yes

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

Yes

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

Yes

Employment Plan (Specific to the proposed project location):

|                  | Current # of jobs at proposed project location or to be relocated at project location | IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED | IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion | Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion ** |
|------------------|---|---|--|---|
| <b>Full time</b> | 260   | 260   | 5  | 5   |
| <b>Part time</b> | 4   | 4   | 0  | 0   |
| <b>Total</b>     | 264   | 264   | 5  |   |

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

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

**If you estimated new job growth over the next 2 years, please provide a short description of how those estimates were calculated (i.e. jobs per square foot, new contracts/increased revenues, etc.)**

This project will give Bureau Veritas the availability to grow the business 20% to 30% over 10 years, this would equate to 20 to 30 new jobs. Proportionally this number equates to 5 new jobs after the first two years of project completion.

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

| <b>Category of Jobs to be Retained and Created</b> | <b>Average Salary</b> | <b>Average Fringe Benefits</b> |
|--|-----------------------|--------------------------------|
| <b>Management</b>                                  | \$ 111,334            | \$ 25,607                      |
| <b>Professional</b>                                | \$ 61,502             | \$ 14,146                      |
| <b>Administrative</b>                              | \$ 39,583             | \$ 9,104                       |
| <b>Production</b>                                  | \$ 45,332             | \$ 10,426                      |
| <b>Independent Contractor</b>                      | \$ 0                  | \$ 0                           |
| <b>Other</b>                                       | \$ 0                  | \$ 0                           |

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

| <b>Address</b>   | 595 Commerce Dr,<br>Amherst NY | 20 Northpointe<br>Pkwy, Amherst NY | 70 John Glenn Dr,<br>Amherst NY |
|------------------|--------------------------------|------------------------------------|---------------------------------|
| <b>Full time</b> | 21                             | 21                                 | 5                               |
| <b>Part time</b> | 1                              | 1                                  | 0                               |
| <b>Total</b>     | 22                             | 22                                 | 5                               |

**Will any of the facilities described above be closed or subject to reduced activity?**

Yes

Payroll Information

**Annual Payroll at Proposed Project Site**

\$ 15,482,000

**Estimated average annual salary of jobs to be retained**

\$ 71,500

**Estimated average annual salary of jobs to be created**

\$ 71,500

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

**From** \$ 30,000 **To** \$ 90,000

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

Yes

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

Bureau Veritas has a testing facility in Ontario Canada. Bureau Veritas has explored consolidating its operations in that facility.

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

Bureau Veritas has operation sites all over the world. Consolidation of two or more sites is a constant business model decision being made by corporate.

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

Yes

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

Niagara County IDA

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

No

**If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)**

**Section III: Facility Type - Single or Multi Tenant**

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

Single Use Facility

For Single Use Facility

**Occupant Name** Bureau Veritas Consumer Products Services, Inc.  
**Address** 100 Northpointe Parkway  
**Contact Person** Rick Hanulewicz  
**Phone** 716 505-3300  
**Fax** 716 505-3301  
**E-Mail** rhanulewicz@us.bureauveritas.com  
**Federal ID #** 58-1660400  
**SIC/NAICS Code** 541990

Multi-Tenant Facility

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

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

<BLANK>

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

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

**Section IV: Tenant Information**

## Section V: Environmental Questionnaire

### General Background Information

#### Address of Premises

#### Name and Address of Owner of Premises

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

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

Describe all known former uses of the Premises

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

<BLANK>

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

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

<BLANK>

If yes, describe and attach any incident reports and the results of any investigations

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

<BLANK>

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

<BLANK>

If yes, describe in full detail

### Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

<BLANK>

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

<BLANK>

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

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

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

<BLANK>

If yes, please identify the substance, the quantity and describe how it is stored



### Discharge Into Waterbodies

**Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges**

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

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

<BLANK>

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

### Air Pollution

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

<BLANK>

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

**Are any of the air emission sources permitted?**

<BLANK>

**If yes, attach a copy of each permit.**

### Storage Tanks

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

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

<BLANK>

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

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

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

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

<BLANK>

**If yes, relate all the circumstances**

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

<BLANK>

**If yes, please identify the materials**

## Section VI: Inter-Municipal Move Determination

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

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

**Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?** Yes

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

The consolidation of the smaller three operation sites into the 100 Northpointe facility is necessary to preserve Bureau Veritas' competitive position within Bureau Veritas and in its industry.

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

**Within New York State** No

**Within Erie County** Yes

**If Yes to either question, please, explain** Three sites located in Amherst into the 100 Northpointe site also located in Amherst.

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

No

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

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

Key requirements for this project reflect the buildings we would be vacating. A 23 foot ceiling height is required for the warehouse portion of the building. 18 to 20 foot ceilings are required in the testing section of this project. A loading dock able to receive large trucks is required at the receiving end of the building. A dock that is able to receive any large box truck is also required at the warehouse end of the building. Energy efficiency is also a priority when constructing these additions. A roof with a R-25 insulation rating is a minimum requirement.

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

<BLANK>

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

Tax abatement incentives from the AIDA and not moving to another location will allow us to minimize business interruption.

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

Leased locations

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

Woodlands Corporate Center in Wheatfield New York through Calamar Development and the Niagara County Industrial Development Agency. This proposal was very attractive for Bureau Veritas with regards to cost. The consolidation of our buildings in Amherst minimizes business interruption which outweighs the savings Calamar and Niagara County quoted. Bureau Veritas also looked at Unilands Eastport Commerce Center located at 4100 Walden Ave, Lancaster New York, 14086. The location was the main concern here. This proposal was competitive per square foot however they build out is quoted may be too expensive and not competitive compared to the consolidation plan in Amherst. Ciminelli Real Estate Corporation quoted us a facility at Colvin Woods Business Park, 600 Colvin Woods Pkwy., Tonawanda, NY 14150. Construction cost was not competitive to the consolidation plan. Larkinville in the city of Buffalo. This was proposed by Savarino Development. Management decided not to pursue this option although the initial square foot quote was competitive. Maxxam Analytics International Corp. 500-1919 Minnesota Court, Mississauga, Ontario L5N 0C9 is a Bureau Veritas testing company which can meld well with our US services. The consolidation of our buildings in Amherst minimizes business interruption which outweighs the savings and Bureau Veritas would prefer to keep a US presence in consumer products testing.

## Section VII: Adaptive Reuse Projects

|  |    |
|--|----|
| Are you applying for tax incentives under the Adaptive Reuse Program?  | No |
| What is the age of the structure (in years)?   | 18 |
| Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)  | No |
| If vacant, number of years vacant.   | 0  |
| If underutilized, number of years underutilized.   | 0  |
| Describe the use of the building during the time it has been underutilized:  |    |
| Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)  | No |
| If yes, please provide dollar amount of income being generated, if any   | \$ |
| Does the site have historical significance?  | No |
| Are you applying for either State/Federal Historical Tax Credit Programs?  | No |
| If yes, provide estimated value of tax credits   | \$ |
| <b>Briefly summarize the financial obstacles to development that this project faces without Amherst IDA or other public assistance. Please provide the Amherst IDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)</b> |    |
| Sales tax and mortgage tax relief required to provide a base rental rate that meets Bureau Veritas' financial requirement and real estate tax relief is required to provide a real estate tax cost that meets Bureau Veritas' financial requirements   |    |
| <b>Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities</b>   |    |
| NYSERDA grants to convert existing lighting to LED.  |    |
| <b>Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments</b>   |    |

**Section VIII: Senior Citizen Rental Housing Projects**

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

No

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

<BLANK>

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

**Is the project consistent with the applicable municipal master plan?**

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

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

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

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

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

<BLANK>

**If yes, please describe provide a narrative citing key facts that substantiate this finding.**

**Section IX: Retail Determination**

**Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?** No

If yes, complete the Retail Questionnaire Supplement below.

**What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?** 0 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

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

**Will the project be operated by a not-for-profit corporation?** <BLANK>

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

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

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

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

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

If yes, explain

**Is the project located in a Highly Distressed Area?** <BLANK>