



Centene (CrossPoint) Parking

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Project Name	480/490 CrossPoint - Expansion of Centene Parking
Applicant Name	The Uniland Partnership of Delaware, L.P.
Applicant Address	100 Corporate Parkway
Applicant Address 2	Suite 500
Applicant City	Amherst
Applicant State	New York
Applicant Zip	14226-1295
Phone	716.834.5000
Fax	716.834.5034
E-mail	kroe@uniland.com
Website	www.uniland.com
Federal ID#	16-1552199
NAICS Code	
Will a Real Estate Holding Company be utilized to own the Project property/facility	Yes
What is the name of the Real Estate Holding Company	Uniland Partnership of Delaware, L.P.
Federal ID#	16-1552199
State and Year of Incorporation/Organization	Delaware, 1997
List of stockholders, members, or partners of Real Estate Holding Company	Univest I, Corporation - General Partner. + Limited Partners.

Individual Completing Application

Name	Kevin Roe
Title	Portfolio Manager, Capital Markets
Address	100 Corporate Parkway
Address 2	Suite 500
City	Amherst
State	New York
Zip	14226-1295

Phone

716.512.6393

Fax

716.834.5034

E-Mail

kroe@uniland.com

Company Contact (if different from individual completing application)

Name Peter Sayadoff
Title Director, Capital Markets
Address 100 Corporate Parkway
Address 2 Suite 500
City Amherst
State New York
Zip 14226-1295
Phone 716-834.5000 ext 414
Fax 716.834.5034
E-Mail psayadoff@uniland.com

Company Counsel

Name of Attorney Susan Hassinger
Firm Name Uniland (in-house)
Address 100 Corporate Parkway
Address 2 Suite 500
City Amherst
State New York
Zip 14226-1295
Phone 716.834.5000
Fax 716.834.5034
E-Mail shassinger@uniland.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 Partnership
Type of Ownership
Year Established 1997
State of Organization Delaware

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

Please include name and % of ownership.

Univest I Corporation as General Partner - 1%, Other Limited Partners - 99%

Applicant Business Description

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

The Uniland Partnership of Delaware, L.P., an affiliate of Uniland Development Company, engages in real estate development, construction, leasing, and management of various industrial and commercial properties throughout the Western NY region.

Estimated % of sales within Erie County n/a

Estimated % of sales outside Erie County but within New York State n/a

Estimated % of sales outside New York State but within the U.S. n/a

Estimated % of sales outside the U.S. n/a

(*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

n/a

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Centene has a nation-wide footprint

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

Yes

In which Municipality will the proposed project be located

Amherst

Address

480, 486, and 490 CrossPoint 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

Current: 28.00-1-66.11. Will be carved off and merged with 66.12/B via perimeter deed

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

We will attach the current bill for full 14.7 acres of 28.00-1-66.11

Assessed value of land

Assessed value of building(s)

Are Real Property Taxes current?

Yes

If no please explain

Town/City/Village of Project Site

Amherst

School District of Project Site

Williamsville Central School District

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?

No

Describe the present use of the Proposed Project site

Vacant land

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)

480/490 CrossPoint are two buildings utilized by Centene as a data center. Centene is evaluating the potential to move one department to 105 CrossPoint. The move would open up space at 480/490 to accommodate approximately 70 new, incremental employees.

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:

Centene, with a nation-wide footprint, has various options as to where to locate its operations. The benefits from the Agency would help induce Centene to pursue this expansion here in Amherst.

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

The operational efficiencies realized by operating at a centralized facility, allows Centene to remain competitive in its industry. With alternative locations available nation-wide, AIDA participation in this project is necessary to solidify the Amherst location as a front runner among various other options, and more importantly, makes the project economically feasible.

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?

Potential location of 70 new employees and related operations elsewhere in the U.S.

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

RD

Describe required zoning/land use, if different

n/a

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

Site Plan has been submitted, hearing on 4/18

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

No

If yes, please explain

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

Yes

If yes, please provide a copy.

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

No

If yes, please provide copies of the study.

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

n/a

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

Does or will the company or project occupant perform research and development activities on new products/services at the project location?

No

If yes, please explain.

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

n/a

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

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

Please check any and all end uses as identified below.

Retail Sales No **Services** No

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

- | | | |
|--|------------------------|---|
| No Manufacturing | No Multi-Tenant | No Mixed Use |
| No Acquisition of Existing Facility | No Commercial | No Facility for the Aging |
| No Housing | Yes Back Office | No Civic Facility (not for profit) |
| No Equipment Purchase | No Retail | No Other |

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition

\$ 1,550,000 square feet 6 acres

New Building Construction

\$ 0 square feet

New Building addition(s)

\$ 0 square feet

Infrastructure Work

\$ 2,440,321

Renovation

\$ 0 square feet

Manufacturing Equipment

\$ 0

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

\$ 0

Soft Costs: (professional services, etc.)

\$ 529,751

Other Cost

\$ 0

Explain Other Costs

Financing costs, developer fee, commissions, and contingency

Total Cost

\$ 4,519,982

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?

Yes

If Yes, describe particulars:

Land is owned

Sources of Funds for Project Costs:

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

\$ 2,119,982

Bank Financing:

\$ 2,400,000

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:

\$4,519,982

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

No

Mortgage Recording Tax Exemption Benefit:

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

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

\$ 2,400,000

Lender Name, if Known

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

\$18,000

Construction Cost Breakdown:

Total Cost of Construction

\$ 2,440,231

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

Cost for materials

\$ 1,830,000

% sourced in Erie County

100%

% 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

\$ 2,440,231

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

\$ 213,520

Real Property Tax Benefit:

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

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

		Cost	% of Total Cost
Manufacturing/Processing	square feet	\$ 0	0
Warehouse	square feet	\$ 0	0
Research & Development	square feet	\$ 0	0
Commercial	square feet	\$ 0	0
Retail	square feet	\$ 0	0
Office	square feet	\$ 0	0
Specify Other	Parking square feet	\$ 4,519,982	100

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

6/15/2019

End date : Estimated completion date of project

8/15/2019

Project occupancy : estimated starting date of operations

8/15/2019

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?

No

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to the proposed project location):

	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 **
Full time	1,413	1,413	70	0
Part time	7	7	0	0
Total	1,420	1,420	0	

** 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.)

Centene (Fidelis) is continuing to grow its membership and its provider network. The staff to support this membership is focused primarily on the clinical and operational needs of our members and providers. The additional parking space will allow us to grow in the 480/490 CrossPoint location to meet these needs.

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

Category of Jobs to be Retained and Created	# of Employees Retained and Created	Average Salary for Full Time	Average Fringe Benefits for Full Time	Average Salary for Part Time (if applicable)	Average Fringe Benefits for Part Time (if applicable)
Management	150	\$ 96,000	\$ 28,800	\$ 0	\$ 0
Professional	1,340	\$ 50,000	\$ 20,000	\$ 0	\$ 0
Administrative	0	\$ 0	\$ 0	\$ 0	\$ 0
Production	0	\$ 0	\$ 0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	\$ 0	\$ 0

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

Address	105 CrossPoint		
Full time	105	0	0
Part time	0	0	0
Total	105	0	0

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

No

Payroll Information

Annual Payroll at Proposed Project Site

\$ 0

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

\$ 0

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

\$ 0

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

\$ 0

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

\$ 0

Estimated salary range of jobs to be created

From (Full Time)	\$ 0	To (Full Time)	\$ 0
From (Part Time)	\$ 0	To (Part Time)	\$ 0

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

No

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

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

Centene is a company with a nation-wide footprint and, due to the competitive landscape, evaluates the best options for locating facilities throughout the country.

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

No

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

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

No

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