

David S. Mingoia
Executive Director



May 2, 2025

Mayor Christopher P. Scanlon
City of Buffalo
65 Niagara Square – Room 203
Buffalo, New York 14202

Mayor John L. White
City of Tonawanda
200 Niagara Street
Tonawanda, New York 14150

Supervisor Brian Kulpa
Town of Amherst
5583 Main Street
Williamsville, New York 14221

RE: Benderson Development Company, LLC ("Benderson Development") and Delta
Sonic Car Wash Systems, Inc. ("Delta Sonic") - Consolidation and Relocation
Projects

Dear Mayors and Supervisor:

This letter is being provided pursuant to Article VI of the Countywide Uniform Tax Exemption Policy regarding two related projects proposed by Benderson Development and Delta Sonic (each a "Company" and together the "Companies") that involve the: (i) consolidation of their respective office facilities to a single centralized location in the Town of Amherst and (ii) the construction, renovation and expansion of their warehousing and manufacturing capacities at the proposed location in Amherst.

As you are aware, the Town of Amherst Industrial Development Agency ("AIDA") received a request for financial incentives from Benderson Development and Delta Sonic to assist in the consolidation of their City of Buffalo and City of Tonawanda locations to facilities owned by Benderson Development on North Bailey Avenue in the Town of Amherst. We are in receipt of letters from Mayors Scanlon and White acknowledging the proposed relocation from the City of Buffalo and the City of Tonawanda.

The Companies have each submitted an application to the AIDA for financial assistance. As set forth in the project applications (copies of which are enclosed), Benderson Development seeks to preserve its competitive position in the commercial real estate industry by updating its headquarters, as its existing location does not

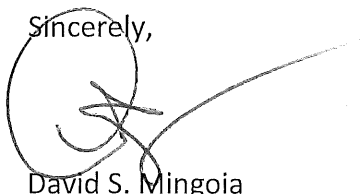
provide the necessary space or infrastructure to achieve this. Delta Sonic has similarly explored renovating their current buildings located in Buffalo and Tonawanda and concluded that it would be cost prohibitive to complete the renovations needed to accommodate their growth requirements. If it does not relocate to Amherst, Delta Sonic would need to consider other relocation options outside Erie County.

The Companies explored other locations in Buffalo, including an option on Hertel Avenue, but were unable to locate a suitable space allowing the Companies to combine their facilities into one campus with sufficient square footage and parking. It is our understanding that representatives from Benderson Development and Delta Sonic met with City of Buffalo and City of Tonawanda officials and explained the options each Company pursued and the reasoning behind creating a campus at property that Benderson Development owns in Amherst. My discussions with the Companies included ensuring that possible solutions in Buffalo and Tonawanda were exhausted before AIDA considered assisting in the expansion of operations in Amherst.

The AIDA Board of Directors welcomes your written or oral comments with regard to these projects and will enter them into the record. The projects are scheduled for public hearings on May 16, 2025 at 8:30 AM and may be considered for action at a future AIDA Board of Directors meeting or meetings.

Please contact me should you require any further information. Thank you again for your cooperation and we look forward to working with you and your respective teams on future economic development projects that benefit the region.

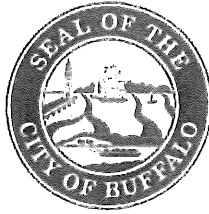
Sincerely,

A handwritten signature in black ink, consisting of a large, stylized 'D' followed by a series of loops and a long horizontal stroke extending to the right.

David S. Mingoia
Executive Director/CEO

Enc.

CC: John Cappellino, Erie County Industrial Development Agency
Nadine Marrero, Executive Director, City of Buffalo Office of Strategic Planning



MAYOR CHRISTOPHER P. SCANLON

April 16, 2025

Amherst Industrial Development Agency
Attn: David Mingoia, Executive Director
4287 Main St.
Amherst, New York 14226

Re: Proposed Relocation of Facilities

Dear Mr. Mingoia:

I am writing to acknowledge the proposed relocation of Benderson Development and Delta Sonic from the City of Buffalo to the Town of Amherst. I have recently met with principals from each company and understand the rationale of consolidating operations to a larger facility that will house their respective corporate headquarters as well as Delta Sonic's ancillary operations. While I don't often support *any* business moving their operations out of Buffalo, this move is important to the continued success of both applicants and significant contributions to the region.

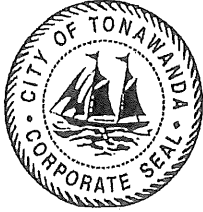
Additionally, Benderson and Delta Sonic maintain substantial property holdings in the city, and they have stressed their commitment to continued investment in Buffalo, despite moving to a neighboring municipality. Their proactive engagement with my office and transparency throughout the process is also appreciated.

If you have any questions, please do not hesitate to contact Deputy Mayor Brian Gould at (716) 851.5749 or email: bgould@buffalony.gov.

Sincerely,

A handwritten signature in dark ink, appearing to read "Chris P. Scanlon", written in a cursive style.

Christopher P. Scanlon
Mayor, City of Buffalo



CITY OF TONAWANDA, NEW YORK
OFFICE OF THE MAYOR

200 Niagara Street Tonawanda, New York 14150-1099

Phone: (716) 695-8645 Fax: (716) 695-8314

E-mail: mayor@tonawandacity.com

JOHN L. WHITE
Mayor

SHARON R. STUART
Administrative Assistant

JUDY A. KURTZWORTH
Executive Secretary

April 24, 2025

Amherst Industrial Development Agency
Attn: David Mingoia, Executive Director
4287 Main St.
Amherst, New York 14226

Re: Proposed Relocation of Facilities

Dear Mr. Mingoia:

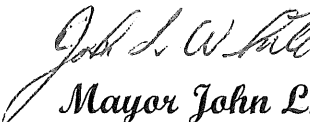
I am writing to acknowledge the proposed relocation of Benderson Development and Delta Sonic from the City of Buffalo to the Town of Amherst. Principals from each company have explained the rationale of consolidating operations to a larger facility that will house their respective corporate headquarters as well as Delta Sonic's ancillary operations. While I don't often support *any* business moving their operations, this move is important to the continued success of both applicants and significant contributions to the region.

Additionally, Benderson maintains substantial property holdings in the City of Tonawanda, and they have stressed their commitment to continued investment in Buffalo, Amherst and Tonawanda despite moving to a neighboring municipality.

We have a good working relationship with Benderson Development and support any move they are considering.

If you have any questions, please do not hesitate to contact me at 716-695-8645 or email mayor@tonawandacity.com.

Regards,


Mayor John L. White

City of Tonawanda
200 Niagara St
Tonawanda, NY 14150



Delta Sonic Amherst Complex

[Instructions and Insurance Requirements Document](#)

Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

Applicant Information- Company Receiving Benefit

Project Name	Amherst Complex
Project Summary	New Soap Blending, Warehouse, Fabrication Shop, and Corp. Head Quarters
Applicant Name	Delta Sonic Car Wash Systems, Inc.
Applicant Address	570 Delaware Ave.
Applicant Address 2	
Applicant City	Buffalo NY
Applicant State	
Applicant Zip	14202
Phone	(716) 541-2178
Fax	
E-mail	mikeyount@deltasoniccarwash.com
Website	www.deltasoniccarwash.com
NAICS Code	

Business Organization

Type of Business

Corporation

Year Established

1967

State

New York

Indicate if your business is 51% or more (Check all boxes that apply)

☐ [No] Minority Owned

☐ [No] Woman Owned

Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)

☐ [No] NYS Certified

☐ [No] Erie Country Certified

Individual Completing Application

Name Michael Yount
Title Director Construction Development
Address 570 Delaware Ave.
Address 2
City Buffalo NY
State New York
Zip 14202
Phone (716) 481-6898
Fax
E-Mail mikeyount@deltasoniccarwash.com

Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application Yes

Name

Title

Address

Address 2

City

State

Zip

Phone

Fax

E-Mail

Company Counsel

Name of Attorney James Boglioli, Esq.
Firm Name Benderson Development
Address 570 Delaware Ave.
Address 2
City Buffalo
State New York
Zip 14202
Phone (716) 878-9626
Fax
E-Mail jmb@benderson.com

Benefits Requested (select all that apply).

Exemption from Sales Tax Yes

Exemption from Mortgage Tax No

Exemption from Real Property Tax No

Tax Exempt Financing* No

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

Applicant Business Description

Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.

Founded in 1967 in Niagara Falls, NY, Delta Sonic has 32 locations throughout Western and Central New York, Chicago, Illinois, and Erie, Pennsylvania, and is continuously growing/expanding its business.

Estimated % of sales within Erie County 25 %

Estimated % of sales outside Erie County but within New York State 50 %

Estimated % of sales outside New York State but within the U.S. 25 %

Estimated % of sales outside the U.S. 0 %

(*Percentage to equal 100%)

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

21

Describe vendors within Erie County for major purchases

Mechanical Equipment Construction Contractors Construction Equipment suppliers and manufacturers Raw Material supplies

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

6010, 6030, 6040, N. Bailey Ave

Town/City/Village of Project Site

Amherst

School District of Project Site

Amherst

Current Address (if different)

1192 Main St., Buffalo NY, 670 Youngs St. Tonawanda, NY. & 570 Delaware Ave, Buffalo, NY

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

Buffalo, NY and Tonawanda, NY

SBL Number(s) for proposed Project

54.140-1-12.211/B

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

\$277,984.51

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

Land

\$ 0

Building(s)

\$ 0

If available include a copy of current tax receipt.

Are Real Property Taxes current at project location?

Yes

If no please explain**Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?**

Yes

If No, indicate name of present owner of the Project Site**Does Applicant or related entity have an option/contract to purchase the Project site?**

Yes

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

Commercial Warehouse and Office Space

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

This location will house Delta Sonics: Building 1) 6040 Bailey Ave (34.6k sf total): renovation for Soap blending 14.7k sf, and warehousing and distribution renovation 19.9k sf. Building 2) 6010 Bailey Ave. (53.8k sf total) construction of an addition for warehousing 10k sf and renovation of a portion of the existing building for warehousing and fabrication 43.8k sf. Building 3) 6030 Bailey Ave. (26.7k sf total) Renovation for Corporate Headquarters. Delta Sonic will be purchasing all new equipment, FFE, racking, etc, as part of this project.

Municipality or Municipalities of current operations

City of Buffalo NY and Town of Tonawanda NY

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

No

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?

Yes

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

Yes

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

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

No

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available

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

No

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

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The Agency's financial support is enabling Delta Sonic to significantly enhance its operational efficiency and future growth. By consolidating three facilities into a unified complex, we will:-Streamline processes for greater efficiency.-Achieve cost savings through bulk raw material purchases.-Optimize warehousing and distribution logistics.

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?

The consolidation of Delta Sonic's operations is vital for our future growth and sustainability, and the Agency's financial assistance is the key to realizing this project. Without this support, relocation outside Erie County, New York, would be a necessary consideration. Although our successful operations in Rochester, Syracuse, Erie, Pennsylvania, and Chicago prove other locations are viable, our strategic choice to consolidate in Amherst, New York, reflects Delta Sonic's strong belief in the potential of Western New York and its talented workforce.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

Is your project located near public transportation?

Yes

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

NFTA- METRO: 32 Amherst

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

Yes

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

Yes

Describe the present zoning/land use

RD- Research and Development District

Describe required zoning/land use, if different

N/A

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

N/A

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

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?**

No

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?

Yes

If yes, describe the efficiencies achieved

Electric efficiency will be improved with the purchase of new fabrication and Soap Blending equipment. The use of auto fuel will be reduced due to the consolidation of three separately housed operations into one large connected facility.

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?

Yes

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

R&D efforts will focus on developing advanced formulas for our proprietary soaps and car wash equipment, aiming to significantly reduce utility consumption and minimize our environmental impact.

Will onsite child daycare facilities be available on the project site?

No

If yes, please describe.

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

For purposes of the following, 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.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

Retail Sales No**Services** No

Please check any and all end uses as identified below.

No Acquisition of Existing Facility	No Assisted Living	Yes Back Office
No Civic Facility (not for profit)	Yes Commercial	No Equipment Purchase
No Facility for the Aging	No Industrial	No Life Care Facility (CCRC)
No Market Rate Housing	No Mixed Use	No Multi-Tenant

☐ **No Retail**
☐ **No Senior Housing**
☐ **Yes Manufacturing**
☐ **No Renewable Energy**
☐ **No Other**

For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

			Cost	% of Total Cost
Manufacturing/Processing	58,532 square feet	\$	0	0%
Warehouse	29,974 square feet	\$	0	0%
Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	square feet	\$	0	0%
Office	26,709 square feet	\$	0	0%
Specify Other	square feet	\$	0	0%

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 < BLANK >

Will project result in significant utility infrastructure cost or uses Yes

What is the estimated project timetable (provide dates).

Start date : acquisition of equipment or construction of facilities

7/1/2025

End date : Estimated completion date of project

11/1/2025

Project occupancy : estimated starting date of occupancy

1/31/2026

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 0 square feet acres

2.) New Building Construction

\$ 0 square feet

3.) New Building addition(s)

\$ 0 square feet

4.) Reconstruction/Renovation

\$ 4,871,901 115,215 square feet

5.) Manufacturing Equipment

\$ 4,950,477

6.) Infrastructure Work

\$ 850,000

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

\$ 1,905,000

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

\$ 240,800

9.) Other Cost

\$ 0

**Explain Other
Costs****Total Cost** \$ 12,818,178Construction Cost Breakdown:

Total Cost of Construction	\$ 5,721,901 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 0
% sourced in Erie County	90%

Sales and Use Tax:

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	\$ 7,000,000
Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):	\$ 612,500

** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (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:	

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):	\$ 12,318,178
Bank Financing:	\$ 0
Tax Exempt Bond Issuance (if applicable):	\$ 0
Taxable Bond Issuance (if applicable):	\$ 0
Public Sources (Include sum total of all state and federal grants and tax credits):	\$ 0
Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)	
Total Sources of Funds for Project Costs:	\$12,318,178

Have you secured financing for the project? Yes

Mortgage Recording Tax Exemption Benefit:

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

Mortgage Amount (include sum total of construction/permanent/bridge financing). 0

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$0

Real Property Tax Benefit:

Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other): No

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location)

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genessee.

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

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	149	149	12	0
Part time	2	2	0	0
Total	151	151	12	

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.)

Growth is based on additional square footage within the office building and by the addition of usable square footage within the warehouse & Fabrication Shop (i.e. room for more fabricators).

Salary and Fringe Benefits for Jobs to be Retained and Created

Job Categories	# of <u>Full Time</u> Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of <u>Part Time</u> Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	27	\$ 122,300,000	\$ 9,090	0	\$ 0	\$ 0
Professional	134	\$ 59,959	\$ 4,763	0	\$ 0	\$ 0
Administrative	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Production	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	2	\$ 23,889	\$ 0
Total	161			2		

** Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

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

Address	1192 Main Street, Buffalo NY	670 Youngs St. Tonawanda, NY	570 Delaware Ave. Buffalo, NY
	14209	14150	14202
Full time	4	25	100
Part time	2	0	20
Total	6	25	120

Payroll Information

Annual Payroll at Proposed Project Site upon completion

11,224,720

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

11,176,942

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

47,778

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

1,043,336

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

0

Estimated salary range of jobs to be created

From (Full Time)	45,000	To (Full Time)	165,000
From (Part Time)	15,000	To (Part Time)	26,000

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 Delta Sonic Car Wash Systems, Inc.
Address 6030 Bailey Ave, Amherst NY 14226
Contact Person Michael Yount
Phone (716) 481-6898
Fax
E-Mail mikeyount@deltasoniccarwash.com
Federal ID # 16-0972035
SIC/NAICS Code

SS

Section V: Retail Determination

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

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

No

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

Section VI: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

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

No

Section VII: Inter-Municipal Move Determination

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

Current Address

570 Delaware Ave.

City/Town

Buffalo NY

State

New York

Zip Code

14202

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?

Yes

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:

This consolidation of Delta Sonic's operations is essential for our future growth and sustainability. The Agency's financial assistance is crucial, as it directly enables the viability of this project. Without this support, Delta Sonic would be compelled to explore relocation options outside of Erie County, New York. such as Pennsylvania and Illinois.

Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State

Yes

Within Erie County

Yes

If Yes to either question, please, explain

Corporate Office, Fabrication, and Soap Blending currently located in Buffalo NY Warehousing is currently located in the Town of Tonawanda NY. The existing buildings are insufficient in size and would require extensive and costly renovations to accommodate our future growth requirements.

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

Yes

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.)

Our current facilities lack the necessary size and infrastructure to accommodate Delta Sonic's growth objectives

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.)

All soap blending, warehousing, and Delta Sonic proprietary material fabrication will be consolidated into one building

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

Yes

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

Building Size, access to major expressways, available infrastructure, available parking, and walkable shopping, dining, entertainment, fitness, and hospitality options for our employees.

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

They will be marketed for sale or lease.

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

Section VIII: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

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

No

Section IX: Tax Exempt Bonds

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?

No