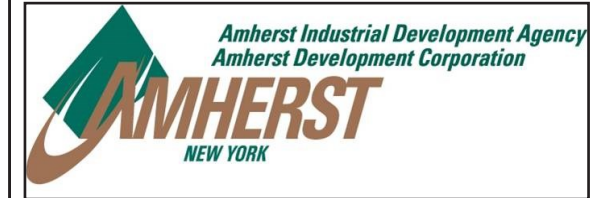


PROJECT PROFILE: DELTA SONIC HEADQUARTERS & FABRICATION

\$12,818,178
June 5, 2025



ELIGIBILITY

- Commercial Project under NYS Law
- Eligible Project under Countywide Eligibility Policy

COMPANY INCENTIVES (EST.)

- Sales Tax = \$612,500

PROJECT BENEFITS (EST.)

- Income Taxes = \$3,939,578
- Sales Taxes = \$1,340,552

EMPLOYMENT

- 42 Construction and Supply Related Jobs Created
- 149 Full-Time and 2 Part-Time Jobs Retained, 12 Full-Time New Jobs Created within 2-years of Project Completion
- 156 Full-Time Positions Result From Ongoing Impact of the Operation

PROJECT SCHEDULE (EST.)

- Work begins July 2025
- Project completion January 2026

Project Address:

6010, 6030 & 6040 North Bailey
Amherst, New York 14226
(Sweet Home School District)

Investment:

Renovation/Infrastructure:	\$5,721,901
Manufacturing Equipment:	\$4,950,477
Non-Manufacturing Equipment:	\$1,905,000
Soft/Other Costs:	\$240,800



Project Description:

Founded in 1967, Delta Sonic has 32 locations throughout Western and Central New York, Chicago, Illinois and Erie Pennsylvania. The majority of the company's business is outside of Erie County, with 25% of it out of New York State.

Delta Sonic is proposing to renovate and occupy 6010, 6030 and 6040 North Bailey and consolidate all of its soap blending, warehousing and distribution and corporate headquarters to one campus environment. The company is investing in new manufacturing equipment, racking, furniture and fixtures and will increase its overall space use by 31,000 square feet. The current footprint of the headquarters, fabrication and distribution is scattered across multiple locations in the Cities of Buffalo and Tonawanda and lack available space and infrastructure to accommodate its growth objectives. As per the Countywide Uniform Tax Exemption Policy, the existing communities were contacted and provided information and consideration for this investment. Correspondence from the respective Mayors indicating that these conditions were met are included in the agenda packet.

The Agency's financial assistance is necessary to support Delta Sonic's proposed project to achieve operational efficiency and growth. Delta Sonic has indicated that relocation outside of Erie County would be a necessary consideration without support, noting the benefits of new investment and jobs the project will generate. Successful operations outside of the area prove that those options are viable, but not preferred by the company as it recognizes the improving business environment of Western New York and its talented workforce.

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AIDA COMPANY HISTORY:

None

MATERIAL TERMS:

1. Investment of not less than \$10,895,451 at the project location as noted in the application.
2. Achievement of 162 full time equivalent positions within two years of project completion and maintenance of those jobs for 3-years after project completion.
3. Compliance with the Agency's Local Labor Policy in connection with the construction of the Project.

AIDA Project Evaluation Criteria - Headquarters & Fabrication

Wage Rates:	\$70,000 Average Annual Salary
Regional Wealth Creation:	75% of sales outside of Erie County, 25% of sales outside of New York
In Region Purchases:	Applicant sources locally where possible for mechanical equipment construction and raw materials
Research & Development Activities:	Continue to advance formulas for proprietary soaps and car wash equipment
Investments in Energy Efficiency:	Consolidation of facilities saves fuel costs along with energy reduction of new equipment
Locational Land Use Factors:	Need to consolidate, spread across multiple locations
LEED/Renewable Resources:	None
Retention/Flight Risk:	The company's expanding footprint provide opportunities to locate functions out of the area
Workforce Access/Public Transportation:	Multiple bus stops adjacent and near the project site—METRO 32 Amherst