



## APPLICATION FOR ASSISTANCE

Each applicant seeking assistance must complete this application and provide required supplemental form/documentation. A non-refundable application fee of \$350.00 must be included with this application. Make check payable to COMIDA. Please see page 10 for additional information on costs and fees.

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, except for information that is considered deniable by the Freedom of Information Law. This form is available at [www.growmonroe.org](http://www.growmonroe.org).

### I. APPLICANT

A. Name South Park Development, LLC  
Address 5554 Main Street  
City/State/Zip Williamsville, NY 14221  
Tax ID No. 26-2501846  
Contact Name Michael Huntress  
Title Manager  
Telephone (716) 204-3570  
E-Mail Mhuntress@acquestdevelopment.c

B. Owners of 20% or more of Applicant Company

Name	%	Corporate Title
<u>William Huntress Irrev 21</u>	<u>Member</u>	
<u>JW Wexford, LLC 21</u>	<u>Member</u>	
<u>Acquest South Park I-58</u>	<u>Member</u>	

C. Applicant's Legal Counsel

Name Robert J Scarpello, Esq.  
Firm cquest Development Company, LLC  
Address 5554 Main Street  
City/State/Zip Williamsville, NY 14221  
Telephone (716) 204-3570  
Fax (716) 204-3565  
Email Rscarpello@acquestdevelopment.c

### II. PROJECT

A. Address of proposed project facility  
1200 Lexington Ave.  
Greece, NY 14606  
Tax Map Parcel Number 090.03-1-8  
City/Town/Village Greece  
School District Greece Central  
Current Legal Owner of Property  
South Park Development, LLC

B. Proposed User(s)/Tenant(s) of the Facility

If there are multiple Users/Tenants, please attach additional pages.

Company Name Amazon.com Services LLC  
Address 410 Terry Ave. North  
City/State/Zip Seattle, WA 98109  
Tax ID No. 82-0544687  
Contact Name Brad Griggs  
Title Sr. Manager  
Telephone (646) 927-6819  
E-Mail brgriggs@amazon.com

% of facility to be occupied by company 100%

C. Owners of 20% or more of User/Tenant Company

Name	%	Corporate Title
<u>Publicly Traded</u>		

D. Benefits Requested (Check all that apply)

- ☒ Sales Tax Exemption  
☐ Industrial Revenue Bond Financing  
☒ Mortgage Recording Tax Exemption  
☒ Real Property Tax Abatement

E. Description of project (check all that apply)

☒ New Construction

☐ Existing Facility

☐ Acquisition

☐ Expansion

☐ Renovation/Modernization

☐ Acquisition of machinery/equipment

☐ Other (specify) \_\_\_\_\_

GENERAL DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY

(Attached additional sheets as necessary)

Please see attached.

## II. PROJECT (cont'd)

- F. Are other facilities or related companies located within New York State?

☒ Yes ☐ No

Location:

Please see attached.

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 ☒ No

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

☐ Yes ☒ No

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\*\*:

Not applicable

- G. 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 ☒ No

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

Please see attached.

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\*\*To be completed with Agency assistance.

## H. PROJECT TIMELINE

Proposed Date of Acquisition

12/01/2020

Proposed Commencement Date of Construction

12/01/2020

Anticipated Completion Date

12/31/2021

- I. Contractor(s)

Acquest Construction, LLC and local subcontractors

- J. State Environmental Quality Review (SEQR) Act Compliance

COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR). This is applicable to projects that require the state or local municipality to issue a discretionary permit, license or other type of Approval for that project.

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

☒ YES – Include a copy of any SEQR documents related to this Project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration, etc.

☐ NO

### III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)

Check One:

☐ **JOBSPLUS**

**Requirements:**

- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

☐ **LEASEPLUS**

**Requirements:**

- University and/or medical related facilities in which a 501(c)3 entity leases from a for-profit entity.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

☐ **ENHANCED JOBSPLUS**

**Requirements:**

- A minimum \$15 million investment in new plant, machinery and equipment or renovation of existing building(s) **AND**
- A minimum of 100 new jobs from new companies locating in Monroe County, or existing companies expanding operations here.

☐ **GREEN JOBSPLUS**

**Requirements:**

- LEED® Certification – Project must be rated as Certified, Gold, Silver or Platinum by the United States Green Building Council's Leadership in Energy and Environmental Design (LEED®) Green Building Rating System.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

☐ **SHELTER RENTS**

for student housing or affordable housing projects.

☒ **Local Tax Jurisdiction Sponsored PILOT**

☐ **NO PROPERTY TAX ABATEMENT IS SOUGHT FOR THIS PROJECT**

#### IV. APPLICANT PROJECT COSTS

- A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the APPLICANT.

##### Building Construction or Renovation

- a. MATERIALS a. \$ 10,010,922  
b. LABOR b. \$ 15,016,382

##### Site Work

- c. MATERIALS c. \$ 9,610,575  
d. LABOR d. \$ 9,610,575  
e. Non-Manufacturing Equipment e. \$ 10,000,000  
f. Furniture and Fixtures f. \$ \_\_\_\_\_  
g. LAND and/or BUILDING Purchase g. \$ \_\_\_\_\_  
h. Manufacturing Equipment h. \$ \_\_\_\_\_  
i. Soft Costs (Legal, Architect, Engineering) i. \$ \_\_\_\_\_  
Other (specify) j. \_\_\_\_\_ j. \$ \_\_\_\_\_  
k. \_\_\_\_\_ k. \$ \_\_\_\_\_  
l. \_\_\_\_\_ l. \$ \_\_\_\_\_  
m. \_\_\_\_\_ m. \$ \_\_\_\_\_

Total Project Costs \$ 54,248,454

- B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ \_\_\_\_\_  
b. Taxable Industrial Revenue Bond b. \$ \_\_\_\_\_  
c. Tax-Exempt Civic Facility Bond c. \$ \_\_\_\_\_  
d. Bank Financing d. \$ 54,248,454  
e. Public Sources e. \$ \_\_\_\_\_

Identify each state and federal grant/credit

\_\_\_\_\_ \$ \_\_\_\_\_  
\_\_\_\_\_ \$ \_\_\_\_\_  
\_\_\_\_\_ \$ \_\_\_\_\_  
\_\_\_\_\_ \$ \_\_\_\_\_

- f. Equity \$ \_\_\_\_\_  
TOTAL SOURCES \$ 54,248,454

- C. Has the applicant made any arrangements for the financing of this project?

☐ Yes ☒ No

If so, please specify bank, underwriter, etc.

Financing has not been finalized at the time  
of this application

#### IV. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTION USER(S)/TENANT(S) PROJECT COSTS

Use additional sheets as necessary

Company Name Amazon.com Services LLC

- A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the user(s)/tenant(s) for which a sales tax exemption is requested.

##### Estimated Costs Eligible for Sales Tax Exemption Benefit

- a. MATERIALS a. \$ \_\_\_\_\_  
b. LABOR b. \$ \_\_\_\_\_  
c. Non-Manufacturing Equipment c. \$ \_\_\_\_\_  
d. Furniture and Fixtures d. \$ \_\_\_\_\_  
Other (specify) e. \_\_\_\_\_ e. \$ \_\_\_\_\_  
f. \_\_\_\_\_ f. \$ \_\_\_\_\_  
g. \_\_\_\_\_ g. \$ \_\_\_\_\_  
h. \_\_\_\_\_ h. \$ \_\_\_\_\_

Total \$ 0

A non-refundable fee of ½% on TOTAL(e) above is due and payable upon issuance of a Sales Tax Letter to User(s)/Tenant(s)

\_\_\_\_\_  
User/Tenant Company

\_\_\_\_\_  
Signature, Title Date

For Office Use Only	
Total Assessment Value	
Land	Building
Applicant 2602-	
User/Tenant 2602-	
RM	



## VI. Value of Incentives

Project name: *South Park Development, LLC*

### A. IDA PILOT Benefits:

Current Land Assessment	1,463,000	Taxes on Land	57,159
Dollar Value of New Construction & Renovation Costs	44,248,454		
Estimated New Assessed Value of Project Subject to IDA	45,711,454		

County Tax rate/\$1,000	8.33
Local Tax Rate* Tax Rate/\$1,000	6.22
School Tax Rate /\$1,000	24.52
Total Tax Rate	39.07

PILOT Year	% Abatement	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT	Net Exemption
1	90%	38,078	28,433	112,084	178,595	1,843,106	1,607,352
2	90%	38,078	28,433	112,084	178,595	1,843,106	1,664,511
3	90%	38,078	28,433	112,084	178,595	1,843,106	1,664,511
4	90%	38,078	28,433	112,084	178,595	1,843,106	1,664,511
5	90%	38,078	28,433	112,084	178,595	1,843,106	1,664,511
6	90%	38,078	28,433	112,084	178,595	1,843,106	1,664,511
7	90%	38,078	28,433	112,084	178,595	1,843,106	1,664,511
8	80%	76,155	56,865	224,169	357,189	1,843,106	1,428,757
9	70%	114,233	85,298	336,253	535,784	1,843,106	1,250,163
10	60%	152,311	113,730	448,338	714,379	1,843,106	1,071,568
11	50%	190,388	142,163	560,422	892,973	1,843,106	892,973
12	40%	228,466	170,595	672,507	1,071,568	1,843,106	714,379
13	30%	266,543	199,028	784,591	1,250,163	1,843,106	535,784
14	20%	304,621	227,460	896,676	1,428,757	1,843,106	357,189
15	10%	342,699	255,893	1,008,760	1,607,352	1,843,106	178,595
Total		1,941,960	1,450,059	5,716,309	9,108,327	27,646,589	18,023,827

\* Local Tax Rate for Town/City/Village

### B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption:	2,369,720
Estimated duration of Sales Tax exemption:	12/31/2021

### C. Mortgage Recording Tax Exemption Benefit:

Estimated Value of Mortgage Recording Tax exemption:	\$406,863
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### D. Industrial Revenue Bond Benefit

IRB inducement amount, if required:	\$0
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### E. Percentage of Project Costs financed from Public Sector sources:

Total Value of Incentives:	\$20,800,410.05	38.34%
Sources of Funds (Section IV.B.)	\$54,248,454.00	

\*\* All estimates are based on current tax rates.

## VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: Amazon.com Services LLC

Applicant: ☐ or User/Tenant: ☒

You must include a copy of the most recent NYS-456 Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return OR if you have multiple locations within New York State, the Bureau of Labor – BLS 3020 – Multiple Worksite Report

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE 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 PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	0.0	0.0	50.0	50.0
Part Time (PTE)	0.0	0.0	50.0	50.0
Total	0.0	0.0	100.0	100.0

\*\* For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes: Monroe County, Orleans County, Genesee County, Wyoming County, Livingston County, Ontario County, Wayne County, Yates County, and Seneca County chosen at the Agency's discretion.

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VIII. LOCAL LABOR

To be completed by all Applicants and Users/Tenants of Projects which include the construction of new, expanded or renovated facilities:

Company Name South Park Development, LLC  
Applicant: ☒ or User/Tenant: ☐

**All project employees of the general contractor, subcontractor, or sub to a subcontractor (contractors)** working on the project must reside within the following counties in the State of New York: Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, Wyoming or Yates. The All-Local Labor criterion will be verified based on employment, payroll and related records.

COMIDA understands that at certain times local labor may not be available within the local area. Under this condition, applicants are required to complete a waiver request of the All-Local Labor requirement prior to beginning construction. Contractors do not have to be local companies as defined herein, but must employ local people to qualify under the All-Local Labor criterion.

The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers and materialman. Furthermore, the undersigned agrees to post and maintain a sign, provided by COMIDA, in a prominent, easily accessible location, identifying the project as a recipient of COMIDA assistance and the local labor requirements associated with this assistance.

Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

South Park Development LLC  
(APPLICANT or USER/TENANT COMPANY)

[Signature] Member 10/29/20  
Signature, Title Date



## IX. FEES

### 1. **Application Fee - Send with Completed Application**

A non-refundable application fee of Three Hundred Fifty Dollars (\$350.00) shall be charged each applicant.

### 2. **Administrative Fee - Paid at Closing**

- (a) For tax-exempt IRB bond issues, the fee shall be one percent (1%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
  - (b) For lease/leaseback transactions and taxable bond issues, the fee shall be one-half percent (1/2%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
  - (c) For refunding outstanding COMIDA bond issues, the fee shall be one-quarter percent (1/4%) of the new issuance amount.
3. If a sales tax letter is required prior to closing, a non-refundable twenty-five percent (25%) of the Administrative Fee and Agency Counsel fee is payable at that time. This amount will be applied towards the Administrative fee and Agency Counsel Fee. The Sales Tax Letter shall only be for a three (3) month period. If the project does not have a formal closing within three (3) months of the sales tax letter being issued, and an extension is not granted, the balance of the Administrative fee and Agency Counsel fee become immediately due and payable.
4. Agency Counsel fee is one-third (1/3) of the Agency's Administrative fee, with a minimum fee for a lease/leaseback transaction of \$4,000.00.
5. Designated Bond Counsel fee is based on the complexity and amount of the transaction.

South Park Development LLC  
(APPLICANT or USER/TENANT COMPANY)

[Signature]      Member      10/29/20  
Signature                                  , Title                                  Date

## **X. CERTIFICATION**

The undersigned company officer and/or user/tenant officer each hereby certifies, on behalf of the company and/or user/tenant, respectively (each singularly and together, the "Applicant"), as follows:

- A. The information contained in this Application, including employment information, is true and correct. The Applicant is aware that any material misrepresentation made in this Application constitutes an act of fraud, resulting in revocation of COMIDA benefits.
- B. The undersigned, on behalf of the Applicant, hereby certifies that the Applicant, and all parties which own a minimum of 20% of the Applicant are current and will remain current on all real property, federal, state, sales, income and withholding taxes throughout the term of any agreements made in connection with this Application.
- C. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:

§ 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.

- D. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
- E. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- F. Recapture: Should the Applicant not expend as projected or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- G. Applicant hereby releases the County of Monroe Industrial Development Agency ("Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, this Application, regardless of whether or not this Application or the Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, renovation and/or equipping of the Project described herein; and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this

Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

APPLICANT COMPANY

South Park Development LLC  
\_\_\_\_\_  
Signature, Title Date  
Member 10/29/20

USER/TENANT COMPANY

\_\_\_\_\_  
Signature, Title Date



#### Attachment COMIDA Application:

Applicant is proposing development of approximately 60 acres of land located at 1200 Lexington Ave., Greece, NY (the "Site") for use as a last mile e-commerce distribution facility for consumer products (the "Project"). The Project would allow for the Applicant and the Tenant (Amazon.com Services, LLC, which is ultimately owned by Amazon.com, Inc.) to expand their portfolio of significant development projects throughout the United States.

Over the past 20 years Acquest has performed over \$1,000,000,000 in Public-Private partnership projects with the U.S. Government and has without exception, completed and delivered every project.

Acquest Development specializes in the acquisition, development, construction and management of class A professional office, mixed-use urban projects, research facilities (including laboratories), light industrial complexes, distribution centers, residential and resort properties. Acquest Development has a long-standing reputation of quality and excellence and offers comprehensive services in the areas of acquisition due diligence, architecture & design, site planning, rezoning, construction, financing, and property management.

Whether it is designing a building from the ground up, to repurposing an existing facility, Acquest works closely with the community, local government and the client to create quality, long lasting, functional and efficient spaces. We handle all of the details of the construction from change orders to budgeting, time management, permitting and quality control. There is no detail left to chance and the outcome is a project delivered on time, on budget, with the aesthetic and quality the client envisioned.

One stunning example of Acquest's Design Build experience is the National Oceanic & Atmospheric Administration (NOAA) Headquarters in College Park, Maryland. The NOAA facility is a 268,000 square foot Class A office, R&D labs and a 500-seat auditorium. Another example of Acquest's broad experience is the 2,000,000 square foot former Kodak worldwide distribution center located in Monroe County, NY. Acquest purchased this facility nearly vacant and in working with local officials the building is now fully occupied and is one of the most sought-after spaces of its kind in the region.

At Acquest we take a great deal of pride in all of our projects from initial planning and design through post-occupancy when our Property Management Team maintains our core value of providing our tenants/clients with long-term quality work environment. With the company headquarters located just west of Monroe County in Buffalo, NY, Acquest is well positioned to deliver this important Project.

The Project would offer the opportunity for the Applicant to work with the Tenant and provide a significant revenue opportunity for the local economy. The Project would involve the construction of a 1-story, approximately 180,000 square foot footprint last-mile distribution facility (the "Facility"). The Facility would be leased to the Tenant on a long-term basis. The Project would include the development of the Facility and all appurtenant infrastructure (site work, utilities, and roadway improvements) and associated exterior improvements (parking and loading areas, sidewalks, landscaping and lighting) and ultimately would position any potential future tenant end-user for growth, including significant job creation, related operation of the Facility.

The Tenant/Co-Applicant, Amazon.com Services LLC or an affiliate thereof (prior to and henceforth referred to as "Tenant") operates a North American fulfillment network that is comprised of multiple facilities that are responsible for fulfilling customer orders.

The Facility is part of Tenant's National network of distribution and delivery operations. The Facility would be a last mile delivery station. Delivery stations power the last mile of the Tenant's order fulfillment process and help speed up deliveries for customers. Packages are transported to delivery stations via trailer trucks (18-wheelers) from neighboring Amazon fulfillment and sortation centers and are sorted, picked and loaded into delivery vehicles.

Delivery stations operate 24/7 to support delivery of packages to at customer locations between 10:30 AM and 9:00 PM. The customer packages are sorted, picked to the delivery routes, placed onto movable racks and staged for dispatch. Packages are then loaded onto vans that are operated by third party delivery service providers (DSPs).

Tenant's and/or Applicant's personal property investment would be at least \$10 million in material handling equipment and other personal property. Applicant anticipates the Project will launch between Q1 2022 to Q2 2022.



Other site selection considerations:

- Tenant is evaluating whether the Project improves the Tenant's competitiveness and provide its customers low prices, vast selection, and convenience.
- Tenant reserves the right to finalize the transaction at the Site subject to:
  - Evaluation of alternative business case opportunities addressing its entire network, which includes, but is not limited to: cost, economic incentives, transportation efficiency, location/infrastructure and design of building type, available workforce, allocation of corporate capital and ultimately receive Senior Management Approval.
- Tenant's operations, capacity planning, transportation, human resources, real estate and economic development teams evaluate dozens of alternate geographies for future operational locations in any given year in response to increasing customer demand. The Tenant utilizes highly complex algorithms to respond to customer demand and the global movement of product to rapidly deploy location alternative solutions. These solutions provide the business increasing flexibility and efficiencies with the manner in which the Tenant decides to deploy capital on an annual basis and minimize risk to the business.
- The cost benefit analysis of selecting any one particular site is weighed against the entirety of the network that the Tenant has developed and continues to improve with each location it develops throughout the United States. This approach prevents any one particular site from dictating Tenant's network expansion strategy. The Site will be evaluated against alternative opportunities throughout the United State that best optimize the entirety of the network.

Applicant and Tenant are each committed to having a diverse and inclusive workplace. Specifically, Tenant is continually looking for ways to further diversify its workforce and strengthen its culture of inclusion. Tenant has ten employee-led affinity groups, reaching 40,000 employees in over 190 chapters globally. Tenant has innovative benefits offerings and hosts annual and ongoing learning experiences, including its Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences. Tenant's focus on diversity and inclusion has been independently recognized as one of the best places to work on Human Rights Campaign's Corporate Equality Index and LinkedIn's Top Companies; recognized on the NAACP Equity, Inclusion, and Empowerment Index and the Disability Equality Index; and received the 2019 American Foundation for the Blind Helen Keller Achievement Award. Tenant recruits from diverse academic institutions, partners with organizations globally, and supports non-traditional learning pathways, like the Amazon Veteran Technical Apprenticeship, which places transitioning members of the military into technical apprenticeships at Amazon.

In addition, Applicant and Tenant each have taken significant steps to protect employees, vendors and others involving the construction and operation of their respective facilities. For example, Tenant has worked closely with health authorities to respond proactively, ensuring it can continue to serve communities while taking care of its associates and teams. It has implemented a series of preventative measures to help keep its employees, partners, and customers safe including tripling down on cleaning and sanitation, providing masks to all employees, implementing temperature checks and ensuring safe distances. Each site goes through enhanced cleaning and sanitization multiple times a day. Tenant is investing \$4 billion from April to June on COVID-19 related initiatives to get products to customers and keep employees safe. Applicant works closely with its contractors and vendors to ensure they have the proper COVID-19 policies and protocols in place.

Applicant and Tenant are seeking support for the Project that, if chosen, would enhance Tenant's ability to add a combined 100 new full-time and part-time jobs and bring new investment and tax base to Monroe County and the Town of Greece in the State of New York.

## ACQUEST DEVELOPMENT COMPANY, LLC

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Attachment to Section II F:

<u>Name of Project</u>	<u>Size</u>	<u>Address</u>	<u>City/State</u>	<u>Primary Client/Type</u>
Lexington Commerce Center	2,035,000	1600 Lexington Ave	Rochester, NY	Multi-Tenant Industrial
AVANT	480,000	200 Delaware Ave.	Buffalo, NY	Mixed-Use
Niagara Center	300,000	130 S. Elmwood Ave.	Buffalo, NY	Over 50 Federal Agencies
GSA	136,000	2350 Lafayette Ave.	Bronx, NY	GSA
GSA	35,000	26 Federal Plaza	New York, NY	GSA
GSA	30,000	600 Midland Ave.	Rye, NY	GSA
Federal Center	138,000	130 Delaware Ave.	Buffalo, NY	Multi-Tenant Federal Building
GSA Specialized Uses	60,000	171 Saw Mill River Rd.	Hawthorne, NY	GSA
NYSCO Products	80,000	211 Saw Mill River Rd.	Hawthorne, NY	Industrial Warehouse
USCBP Buffalo Sector Headquarter	40,000	201 Lang Blvd.	Grand Island, NY	GSA
Olympic Towers	180,000	300 Pearl St.	Buffalo, NY	Multi-Tenant Historic Office
River Rock	122,000	85 & 100 River Rock Dr.	Buffalo, NY	Multi-Tenant Industrial
GSA Albany	16,000	11 Old Stonebreak Rd.	Malta, NY	GSA
GSA	25,000	347 Avenue of Americas	New Windsor, NY	GSA
VA Clinic	10,000	1300 Pine Ave.	Niagara Falls, NY	VA



Attachment to Section II G:

While Amazon and Applicant are excited about the Project, there is a high likelihood that the Project would not be undertaken by the co-Applicants but for the granting of the financial assistance by the Agency due to high construction costs, high and uncertain real property taxes in Monroe County, and economic uncertainty caused by the current pandemic, all of which contribute to the financial challenges that jeopardize the feasibility of the large investment the Project will require. To address these challenges and to incentivize this investment, Applicants are seeking the assistance of the Agency.

In addition, Amazon evaluates each potential location for projects such as this Project against dozens of alternate geographies to determine which particular location will do the most, as compared to other locations under consideration, to advance Amazon's central goals and objectives, namely to continue to provide its customers with low prices, vast selection and unparalleled convenience. Amazon utilizes highly complex algorithms to respond to customer demand and the global movement of product to rapidly deploy location alternative solutions. Those algorithms take all of the following factors into account in making a decision on a Project's location: cost, economic incentives, transportation efficiency, location/infrastructure and design of building type, available workforce, allocation of corporate capital and ultimately the receipt of Senior Management Approval.

Based on the foregoing analysis, the Applicants have determined that without the Agency's assistance, the cost of developing and operating at this site would likely exceed the benefits to the co-Applicants.

# **Cost-Benefit Analysis for South Park Development, LLC**

Prepared by COMIDA using InformAnalytics



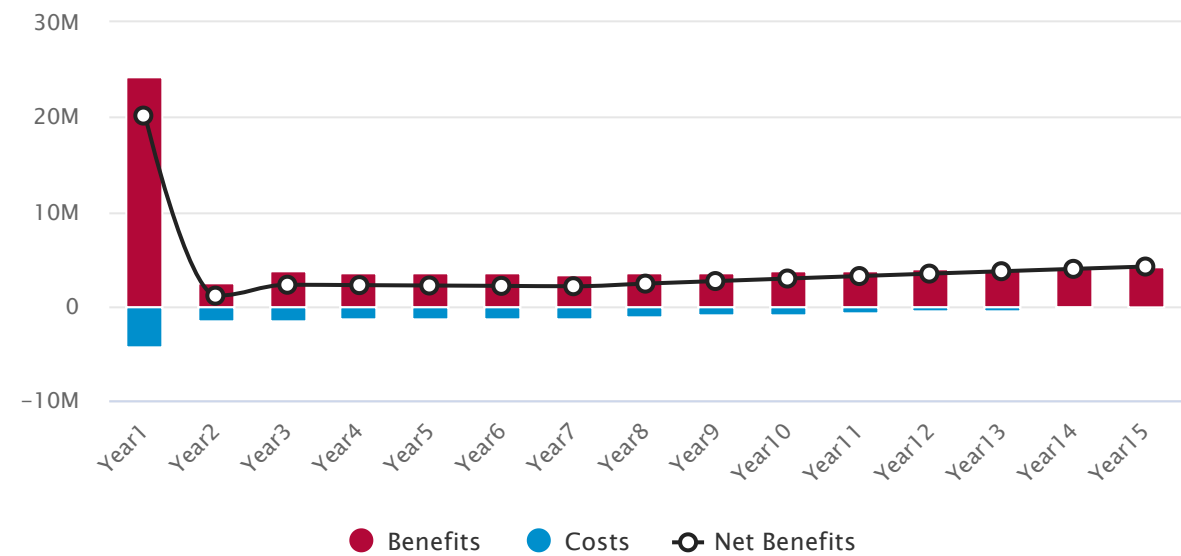
# Executive Summary

INVESTOR	TOTAL INVESTED	LOCATION	TIMELINE
South Park Development, LLC	\$54.2 Million	1200 Lexington Avenue, Greece, NY 14606	15 Years

F1 FIGURE 1

Discounted\* Net Benefits for South Park Development, LLC by Year

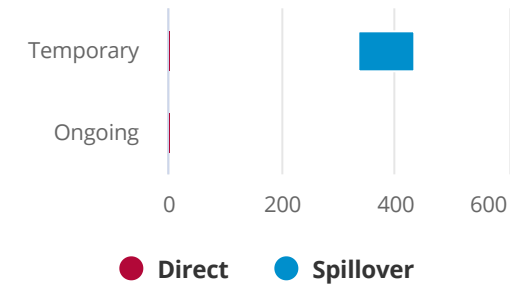
Total Net Benefits: \$58,130,000



Discounted at 2%

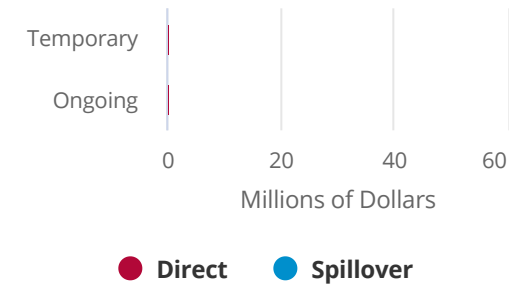
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



# Proposed Investment

South Park Development, LLC proposes to invest \$54.2 million at 1200 Lexington Avenue, Greece, NY 14606 over 15 years. COMIDA staff summarize the proposed with the following: New warehouse facility

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
New warehouse facility	\$44,248,000
OTHER SPENDING	
Non Manufacturing Equipment	\$10,000,000
Total Investments	\$54,248,000
Discounted Total (2%)	\$54,248,000

May not sum to total due to rounding.

F4 FIGURE 4

Location of Investment



# Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 15 years, with future returns discounted at a 2% rate.

T2 TABLE 2

### Estimated Costs or Incentives

COMIDA is considering the following incentive package for South Park Development, LLC.

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$16,636,000	\$15,016,000
Sales Tax Exemption	\$2,337,000	\$2,337,000
Mortgage Recording Tax Exemption	\$407,000	\$407,000
Total Costs	\$19,380,000	\$17,760,000

May not sum to total due to rounding.  
\* Discounted at 2%

T3 TABLE 3

**State & Regional Impact (Life of Project)**

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
<b>REGIONAL BENEFITS</b>	<b>\$73,567,000</b>	<b>\$5,227,000</b>	<b>\$78,794,000</b>
<b>To Private Individuals</b>	<b>\$64,199,000</b>	<b>\$5,163,000</b>	<b>\$69,361,000</b>
Temporary Payroll	\$16,319,000	\$5,163,000	\$21,481,000
Ongoing Payroll	\$47,880,000	\$0	\$47,880,000
<b>To the Public</b>	<b>\$9,369,000</b>	<b>\$64,000</b>	<b>\$9,433,000</b>
Property Tax Revenue	\$8,570,000	N/A	\$8,570,000
Temporary Sales Tax Revenue	\$203,000	\$64,000	\$267,000
Ongoing Sales Tax Revenue	\$596,000	\$0	\$596,000
<b>STATE BENEFITS</b>	<b>\$3,687,000</b>	<b>\$313,000</b>	<b>\$4,001,000</b>
<b>To the Public</b>	<b>\$3,687,000</b>	<b>\$313,000</b>	<b>\$4,001,000</b>
Temporary Income Tax Revenue	\$731,000	\$248,000	\$978,000
Ongoing Income Tax Revenue	\$2,144,000	\$0	\$2,144,000
Temporary Sales Tax Revenue	\$207,000	\$65,000	\$272,000
Ongoing Sales Tax Revenue	\$606,000	\$0	\$606,000
<b>Total Benefits to State &amp; Region</b>	<b>\$77,255,000</b>	<b>\$5,540,000</b>	<b>\$82,795,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$70,349,000</b>	<b>\$5,540,000</b>	<b>\$75,889,000</b>

**May not sum to total due to rounding.**

T4

TABLE 4

Benefit to Cost Ratio

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$72,260,000	\$16,445,000	4:1
State	\$3,630,000	\$1,314,000	3:1
Grand Total	\$75,889,000	\$17,760,000	4:1

May not sum to total due to rounding.  
\* Discounted at 2%

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