

City of Syracuse Industrial Development Agency  
Supplemental Application and Verification

Project Name:

400 South Salina Street LLC

Date:

07/11/2022

### III. PROJECT COSTS & FINANCING

#### A. Estimated Project Costs

i. State the costs reasonably necessary for the acquisition, construction, and/or renovation of the Project:

Description of Cost Type	Total Budget Amount
Land Acquisition	0
Site Work/Demo	1,558,125
Building Construction & Renovation	28,676,772
Furniture & Fixtures	2,850,000
Equipment	0
Equipment Subject to NYS Production Sales Tax Exemption (Manufacturing)	0
Engineering/Architects Fees	100,000
Financial Charges	1,105,024
Legal Fees	120,000
Other	1,963,585
Management /Developer Fee	644,661
Total Project Cost	37,018,166

ii. State the sources reasonably anticipated for the acquisition, construction, and/or renovation of the Project:

Amount of capital the Applicant has invested to date:	11,800,000
Amount of capital Applicant intends to invest in the Project through completion:	3,018,166
Total amount of public sector source funds allocated to the Project:	4,000,000
Identify each public sector source of funding:	NYS REDC
Percentage of the Project to be financed from private sector sources:	30,000,000
Total Project Cost	37,018,166

#### B. Financial Assistance sought (estimated values):

Applicants requesting exemptions and/or abatements from SIDA must provide the estimated value of the savings they anticipate receiving. **New York State regulations require SIDA to recapture any benefit that exceeds the amount listed in this application.**

i. Is the Applicant expecting that the financing of the Project will be secured by one or mortgages?  Yes  No

If yes, amount requested and name of lender: 30,000,000

ii. Is the Applicant expecting to be appointed agent of the Agency for purposes of abating payments of NYS Sales and Use Tax?  Yes  No

If yes, what is the TOTAL amount of purchases subject to exemption based on taxable Project costs? 19,856,063

iii. Is the Applicant requesting a payment in lieu of tax agreement (PILOT) for the purpose of a real property tax abatement?  Yes  No

If yes, Category of PILOT requested:

Priority Commercial & Residential

iv. Is the Applicant requesting any real property tax abatement that is **inconsistent** with the Agency's UTEP?

Yes  No

*If yes, please contact the Executive Director prior to submission of this Application.*

v. Upon acceptance of this Application, the Agency staff will create a PILOT schedule and indicate the estimated amount of PILOT Benefit based on anticipated tax rates and assessed valuation and attach such information as Exhibit A hereto. At such time, the Applicant will certify that it accepts the proposed PILOT schedule and requests such benefit be granted by the Agency.

**\*\* This Application will not be deemed complete and final until Exhibit A hereto has been completed and executed\*\***

C. Type of Exemption/Abatement Requested:

Amount of Exemption/Abatement Requested:

<input type="checkbox"/>	Real Property Tax Abatement (PILOT)	TBD
<input type="checkbox"/>	Mortgage Recording Tax Exemption (.75% of amount mortgaged)	225,000
<input type="checkbox"/>	Sales and Use Tax Exemption (\$4% Local, 4% State)	1,588,485
<input type="checkbox"/>	Tax Exempt Bond Financing (Amount Requested)	
<input type="checkbox"/>	Taxable Bond Financing (Amount Requested)	

D. Company's average yearly purchases or anticipated yearly purchases from vendors within Onondaga County, subject to sales tax:

160,000

E. Estimated capital investment over the next 5 years, beyond this Project, if available:

n/a

#### IV. EMPLOYMENT AND PAYROLL INFORMATION

**\* Full Time Equivalent (FTE) is defined as one employee working no less than 40 hours per week or two or more employees together working a total of 40 hours per week.**

A. Are there people currently employed at the Project site?

Yes  No If yes, provide number of full time equivalent (FTE) jobs at the facility: 5

B. Complete the following:

Estimate the number of full time equivalent (FTE) jobs to be retained as a result of this Project:	115 (see Note 1 from original application)
Estimate the number of construction jobs to be created by this Project:	229 (see Note 2 from original application)
Estimate the average length of construction jobs to be created (months):	12 (see Note 2 from original application)
Current annual payroll at facility:	855,520 (The Redhouse Arts Center, Inc.)
Average annual growth rate of wages:	3%
Please list, if any, benefits that will be available to either full and/or part time employees:	Health, dental, vision, 401(k), LTD/STD, PTO
Average annual benefit paid by the company (\$ or % salary) per FTE job:	Projected in next section
Average growth rate of benefit cost:	10%
Amount or percent of wage employees pay for benefits:	Unknown
Provide an estimate of the number of residents in the Economic Development Region (Onondaga, Madison, Cayuga, Oneida, Oswego, and Cortland Counties) to fill new FTE jobs:	95%+



C. Complete the following chart indicating the number of FTE jobs presently employed at the Project and the number of FTE jobs that will be created at the Project site at the end of the first, second, third, fourth, and fifth years after the Project is completed. Jobs should be listed by title or category (see below), including FTE independent contractors or employees of independent contractors that work at the Project location. **Do not include construction workers.**

Current & Planned Full Time Occupations (Job Titles)	Current Number of FTEs	Annual Salary	Estimated Number of FTE Jobs After Project Completion					
			End of Year 1	End of Year 2	End of Year 3	End of Year 4	Total New Jobs After 5 Years	Total Retained Jobs After 5 Years
See Note 1 attached								

For purposes of completing the chart, refer to the following definitions, in lieu of current titles:

- **Professional/Managerial/Technical** - includes jobs which involve skill or competence of extraordinary degree and may include supervisory responsibilities (examples: architect, engineer, accountant, scientist, medical doctor, financial manager, programmer).
- **Skilled** - includes jobs that require specific skill sets, education, training, and experience and are generally characterized by high education or expertise levels (examples: electrician, computer operator, administrative assistant, carpenter, sales representative).
- **Unskilled or Semi-Skilled** - includes jobs that require little or no prior acquired skills and involve the performance of simple duties that require the exercise of little or no independent judgment (examples: general cleaner, truck driver, typist, gardener, parking lot attendant, line operator, messenger, information desk clerk, crop harvester, retail salesperson, security guard, telephone solicitor, file clerk).

D. Are the employees of your company currently covered by a collective bargaining agreement?

Yes     No    If yes, provide the Name and Local:

**V. Environmental Information**

**\*An Environmental Assessment Form (EAF) MUST be completed and submitted along with this application. Please visit <https://www.dec.ny.gov/permits/6191.html> for the online EAF Mapper Application and EAF Forms.**

A. Have any environmental issues been identified on the property?

Yes     No

If yes, please explain:

B. Has any public body issued a State Environmental Quality Review Act determination for this Project?

Yes     No

If yes, please attach to this application.

**APPENDIX B**

**Verification**

STATE OF New York )  
 ) SS.:

COUNTY OF Onondaga )

Jeremy Thurston , deposes and says that s/he is the  
(Name of Individual)

Representative of 400 South Salina Street, LLC  
(Title) (Applicant Name)

that s/he is the CEO or a person authorized to bind the company/applicant, and has personally completed and read the foregoing Application and knows the contents thereof and that the same is true, accurate, and complete to the best of her/his knowledge, as subscribed and affirmed under the penalties of perjury. The grounds of deponent's beliefs relative to all matters in the said Application which are not stated upon her/his own personal knowledge are investigations which the deponent has caused to be made concerning the subject matter of the Application as well as, if applicable, information acquired by deponent in the course of her/his duties/responsibilities for the Applicant and from the books and papers of the Applicant. The deponent also acknowledges the receipt of the schedules attached to the Application, including but not limited to the Agency's fee schedule and assumes responsibility for payment of any and all applicable fees as described therein. Deponent further acknowledges review and understanding of the Agency's published policies, including but not limited to the Agency's Recapture Policy, and agrees on behalf of the Applicant to be bound by and comply with, all such policies.

\_\_\_\_\_  
Applicant Representative's Signature

Representative

\_\_\_\_\_  
Title

Subscribed and sworn to before me this

12<sup>th</sup> day of July, 20 22

Cheryl Emory  
Notary Public

Cheryl L Emory  
Notary Public, State of New York  
No. 01EM6386195  
Qualified in Oswego County  
My commission expires January 22, 2023



# 400 SOUTH SALINA STREET, LLC

400 South Salina Street • Syracuse, NY 13201

## Amended Development plan for City Center at 400 South Salina St.

The Project Redevelopment team is pleased to request authorization for a slight amendment to our redevelopment plan for 400 South Salina. The following request does not impact any exterior design or construction of the building, square footage, or any other aspect of the exterior of the building. We are requesting permission to change the proposed use of the 2<sup>nd</sup> floor of the building from (24) apartments to an additional ~40,000 sf of commercial office, making the building entirely commercial office and retail space.

To the redevelopment teams surprise, commercial tenant interest far exceeded expectations and the development team turned away larger tenants looking for space exceeding 20,000 sf because we could not accommodate. After turning away a few opportunities and seeing more interest, we decided that utilizing the second floor for commercial office was of greater benefit to the project redevelopment and the revitalization of Downtown Syracuse. The cost of development will not change, commercial would cost slightly less to build than residential but is being offset by the impacts of inflation. The building's financial performance will improve slightly with the potentially lower cost of build-out, and greater ability to share building operating expenses with all commercial tenants.

We are currently responding to a few RFPs for commercial space on the second floor for tenants that have indicated they would a considerably number of people to the building to work on the second floor over the next 5 years. One of the tenants we are eager to pursue is relocating its business from the suburbs to Downtown. We anticipate, when fully built out, the 2<sup>nd</sup> floor commercial space would support at least 70 more people working in downtown daily in lieu of 24 apartments. We believe this is a conservative number and would also depend on the final tenant selection. Our existing parking structure supports the increase in commercial parking needs.

We appreciate the support of SIDA to make this change.

Thank you.



# 400 SOUTH SALINA STREET, LLC

400 South Salina Street • Syracuse, NY 13201

## Note 1

### Employment Projections

Current Number of FTEs: The Red House currently has 5 FTEs in the project facility. As noted above, Alion will be moving 70 existing jobs in the Town of Salina to the project facility, and Hayner Hoyt will be moving 40 existing jobs in the City of Syracuse to the project facility. All of these jobs are included in "Current Number of FTEs" below.

In addition to the 5 FTEs, the Red House has part-time, contract and temporary workers ( due to the nature of their business) with an estimated total payroll of \$489,420. Due to the fluctuations in the part-time, contract and temporary workforce, these jobs are not included in the chart below.

Annual Salary: These amounts are an average per employee.

Total Retained Jobs After 5 Years: This amount is the sum of Current Number of FTEs and Total New Jobs After 5 Years.

Current & Planned Full Time Occupations	Current Number of FTEs	Annual Salary	Estimated Number of FTE Jobs After Project Completion					
			End of Year 1	End of Year 2	End of Year 3	End of Year 4	Total New Jobs After 5 Years	Total Retained Jobs After 5 Years
<b>Red House:</b>								
Redhouse FT	5	73,200	0	0	1	1	3	8
<b>The Hayner Hoyt Corporation:</b>								
Professional/Managerial/Technical	40	96,000	0	0	5	3	8	48
Skilled	8	45,000	0	0	1	0	1	9
<b>Alion:</b>								
Professional/Managerial/Technical	70	125,000	17	9	11	11	59	129
<b>400 South Salina LLC (Applicant):</b>								
Professional/Managerial/Technical	0	85,000	1	0	0	0	1	1
Skilled	0	65,000	1	0	0	0	1	1
<b>2nd Floor &amp; Remaining Commercial Space Prospective Tenants:</b>								
Unknown Job Classification	0	60,000	0	50	60	70	70	70
<b>Totals</b>	<b>123</b>		<b>19</b>	<b>9</b>	<b>18</b>	<b>15</b>	<b>73</b>	<b>266</b>



## SEQRA RESOLUTION

As a result of the public health emergency created by COVID-19, the Federal, State and local bans on meetings or gatherings, and pursuant the Governor's Executive Order 202.1 issued on March 12, 2020 suspending the Open Meetings Law, as extended on September 2, 2021, the City of Syracuse Industrial Development Agency (the "**Agency**") held a meeting on the 16<sup>th</sup> day of November, 2021, at 8:00 a.m., local time, electronically which was made available via Webex at: <https://syrgov.webex.com/syrgov/j.php?MTID=m6c4260a80e517c7a9491ad0f6b85d5e5> (or by accessing the link on the Agency's website) and using meeting number 2337 048 1609 and password 8yxJn2JXNS4; or via telephone at (408) 418-9388 with access code: 8yxJn2JXNS4, in conjunction with the matter set forth below.

The meeting was called to order by the Chair and upon the roll being duly called, the following members were:

**PRESENT VIA TELE/VIDEOCONFERENCE** (in accordance with the Governor's Executive Order 202.1): Kathleen Murphy, Steven Thompson, Rickey T. Brown, Kenneth Kinsey, Dirk Sonneborn

**THE FOLLOWING PERSONS WERE ALSO PRESENT VIA TELE/VIDEOCONFERENCE** (in accordance with the Governor's Executive Order 202.1): Staff Present: Judith DeLaney, Susan Katzoff, Esq. and Lori McRobbie; Others Present: Timothy Lynn, Esq., Christopher Bianchi, Jeremy Thurston, Milan Tyler, Esq., Lindsey Haubenreich, Esq., John Lenio, Megan Craig, Mitch Latimer, Karoline Leonard, TJ Shaw, Jim Masson, Charles Wallace, Rick Moriarty

The following resolution was offered by Steven Thompson and seconded by Rickey T. Brown:

**RESOLUTION DETERMINING THAT THE  
UNDERTAKING OF A CERTAIN PROJECT AT THE  
REQUEST OF 400 SOUTH SALINA STREET LLC WILL  
NOT HAVE A SIGNIFICANT EFFECT ON THE  
ENVIRONMENT**

**WHEREAS**, the City of Syracuse Industrial Development Agency (the "**Agency**") is authorized and empowered by Title 1 of Article 18-A of the General Municipal Law of the State of New York (the "**State**"), as amended, together with Chapter 641 of the Laws of 1979 of the State of New York, as amended from time to time (collectively, the "**Act**"), to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research and recreation facilities, for the purpose of promoting economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State and to improve their recreation opportunities, prosperity and standard of living; and

**WHEREAS**, 400 South Salina Street LLC, or an entity to be formed (the "**Company**"),



by application dated September 15, 2021 (the "**Application**"), requested the Agency undertake a project (the "**Project**") consisting of: (A)(i) the acquisition of an interest in approximately 2.2 acres of real property improved by an existing five-story approximately 272,000 sq. ft. building with an approximately 95,000 sq.ft. subbasement parking area (collectively, the "**Building**") and a connected four-story approximately 285,500 sq. ft. approximately 750 space parking garage (the "**Garage**" and together with the Building, the "**Facility**"), all located at 400-28 South Salina Street in the City of Syracuse, New York (tax map no. 101.-10-01.03) (the "**Land**"); (ii) the demolition of approximately 32,000 sq. ft of the Building to create a courtyard for the Building to permit increased lighting; (iii) the reconstruction, renovation and completion of the Building to provide for: (a) façade improvements; (b) approximately 35,000 sq. ft. on the ground floor to be used as commercial/manufacturing and office space; (c) approximately 35,000 sq. ft on the first floor to house commercial/retail space; (d) approximately 42,900 sq.ft on the second floor to house residential units comprised of approximately (11) 1-bedroom units with a loft, (5) 1-bedroom units without a loft, (8) 2 bedroom units; and residential amenities including but not limited to a home theater room, fitness area, community balcony space; (e) approximately 42,500 sq. ft of the third floor and approximately 42,000 sq. ft on the fourth floor to house commercial office space; and (f) renovations to the Garage, including but not limited to, repairing deteriorated concrete, roof drains, the sprinkler standpipes, painting stairs, replacing security cameras, doors and lighting and installing new parking equipment (gates, ticket spitter, etc.) to serve building tenants and the surrounding downtown business district, and (iv) the acquisition and installation in and on the Land and Facility of furniture, fixtures and equipment (the "**Equipment**" and together with the Land and the Facility, the "**Project Facility**"); (B) the granting of certain financial assistance in the form of exemptions from real property taxes, State and local sales and use tax and mortgage recording tax (in accordance with Section 874 of the General Municipal Law) (collectively the "**Financial Assistance**"); (C) the appointment of the Company or its designee as an agent of the Agency in connection with the acquisition, reconstruction, renovation and equipping of the Project Facility; and (D) the lease of the Land and Facility by the Agency pursuant to a lease agreement and the acquisition of an interest in the Equipment pursuant to a bill of sale from the Company to the Agency; and the sublease of the Project Facility back to the Company pursuant to a sublease agreement; and

**WHEREAS**, pursuant to State Environmental Quality Review Act and the regulations promulgated thereunder ("**SEQRA**"), the Agency is required to make a determination with respect to the environmental impact of any "action" (as defined by SEQRA) to be taken by the Agency and the approval of a project and grant of financial assistance constitute such an action; and

**WHEREAS**, to aid the Agency in determining whether undertaking the Project may have a significant impact upon the environment, the Company has prepared and submitted to the Agency Part 1 of a Full Environmental Assessment Form (the "**EAF**") with respect to the Project, a copy of which is attached hereto as **Exhibit "A"** and on file at the office of the Agency; and

**WHEREAS**, the Agency examined the EAF in order to classify the Project; and

**WHEREAS**, by resolution adopted September 21, 2021, the Agency classified the Project as a Type 1 Action and declared the intent of the Agency to be "Lead Agency" (as defined by SEQRA) for the purposes of a conducting a coordinated environmental review pursuant to SEQRA; and

**WHEREAS**, by letter dated October 6, 2021, notice was given to each "involved agency" (as defined by SEQRA) identified by the Company of the Agency's declaration to act as Lead Agency and consent to such declaration has either been received from each such involved agency or a period of thirty (30) days has elapsed since the notice was given; and

**WHEREAS**, as a result of its careful review and examination of the Project, the Agency finds that, on balance, and after careful consideration of all relevant Project documentation, it has more than adequate information to evaluate as required by SEQRA all of the relevant benefits and potential impacts of the Project; and

**WHEREAS**, the Agency has prepared Parts 2 and 3 of the EAF with respect to the Project, copies of which are attached hereto as **Exhibit "B"** and made a part hereof, that summarize its consideration of potential impacts in accordance with SEQRA; and

**NOW, THEREFORE**, be it resolved by the members of the City of Syracuse Industrial Development Agency, as follows:

(1) Based upon an examination of the EAF prepared and other information furnished by the Company, the criteria contained in 6 NYCRR §617.7(c), and based further upon the Agency's knowledge of the area surrounding the Project Facility, all the representations made by the Company in connection with the Project, and such further investigation of the Project and its environmental effects as the Agency has deemed appropriate, the Agency makes the following findings and determinations with respect to the Project pursuant to SEQRA:

(a) The Project consists of the components described above in the second WHEREAS clause of this Resolution and constitutes a "project" as such term is defined in the Act;

(b) The Project constitutes a Type 1 Action;

(c) The Agency declared itself Lead Agency with respect to a coordinated review of the Project pursuant to SEQRA and all required notices were duly provided;

(d) The Project will not have a significant effect on the environment, and the Agency will not require the preparation of an Environmental Impact Statement with respect to the Project; and

(e) As a consequence of the foregoing, the Executive Director of the Agency is hereby authorized to execute and cause publication of and distribution of this negative declaration in accordance with SEQRA.



(2) A copy of this Resolution, together with the attachments hereto, shall be placed on file in the office of the Agency where the same shall be available for public inspection during business hours.

(3) The Secretary of the Agency is hereby authorized and directed to distribute copies of this Resolution to the Company and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

The question of the adoption of the foregoing resolution was duly put to vote on a roll call, which resulted as follows:

	<u>AYE</u>	<u>NAY</u>
Kathleen Murphy	X	
Steven Thompson	X	
Rickey T. Brown	X	
Kenneth Kinsey	X	
Dirk Sonneborn	X	

The foregoing resolution was thereupon declared duly adopted.

STATE OF NEW YORK )  
 ) SS.:  
COUNTY OF ONONDAGA )

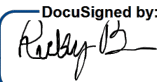
I, the undersigned Secretary of the City of Syracuse Industrial Development Agency, **DO HEREBY CERTIFY** that I have compared the annexed extract of the minutes of the meeting of the City of Syracuse Industrial Development Agency (the “Agency”) held on November 16, 2021, with the original thereof on file in my office, and that the same (including all exhibits) is a true and correct copy of the proceedings of the Agency and of the whole of such original insofar as the same relates to the subject matters referred to therein.

**I FURTHER CERTIFY** that: (i) all members of the Agency had due notice of such meeting; (ii) pursuant to Section 104 of the Public Officers Law (Open Meetings Law), as temporarily amended by Executive Order 202.1 issued on March 12, 2020 (“EO 202.1”), as amended and extended from time to time, such meeting was open to the general public and public notice of the time and how to participate in such meeting was duly given in accordance with such Section 104 and EO 202.1; (iii) the meeting was in all respects duly held; and (iv) there was a quorum present throughout.

**I FURTHER CERTIFY** that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

**IN WITNESS WHEREOF**, I have hereunto set my hand and affixed the seal of the Agency on 12/2/2021.

City of Syracuse Industrial Development Agency

DocuSigned by:  


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Rickey T. Brown, Secretary

(S E A L)