



## 250 Delaware Avenue Project Overview

### About Uniland Development Company

Uniland Development Company is the largest developer, builder and manager of commercial real estate in Western New York. Established in 1974 by the firm's President and Managing Director, Carl J. Montante, Uniland has developed over 12 million square feet of commercial properties, including office, flex and industrial space, hotels, educational facilities, student housing, worship centers, multi-family residential and more. In the City of Buffalo alone, Uniland has developed more than 2 million square feet of commercial space. For 40 years, Uniland and the Montante family have given back to the community by providing significant financial support to hundreds of local cultural organizations and charities. Uniland's executives and associates also volunteer their time to provide leadership and guidance to more than 160 nonprofit organizations in the Western New York area.

### Project Description

Uniland has received City of Buffalo approvals to develop a new iconic \$75 million, 12-story glass walled structure on the corner of Delaware and Chippewa in the Central Business District (CBD). 250 Delaware would serve as the new global headquarters for Delaware North Companies (DNC), the second largest business in Buffalo. This stunning new building would also contain a major flag hotel, Class A office, retail, and an adjacent parking garage. The project's design integrates the latest advances in environmental and energy conservation, producing a high LEED certification. An existing two-story building will make way for this much larger state-of-the-art mixed-use project. The property also contains heavily contaminated soil and groundwater that is currently being remediated by Uniland. The project is a win-win for the community – it adds a new world-class building to Buffalo's cityscape, enhances community renewal, restores a contaminated brownfield, and provides a substantial economic impact for the city.

### Public Involvement

Uniland has proactively sought and welcomed public input for the 250 Delaware project throughout the process, receiving feedback from neighboring residents, businesses and schools during numerous community meetings. One occurred on August 29 at Uniland's nearby Avant property in which neighbors *beyond* the required proximity of the property were invited. Also invited were representatives from Preservation Buffalo Niagara, Campaign for Greater Buffalo, the Johnson Park Association, Cary Street Association, Hutchinson Technical Central High School, Heart of the City Neighborhoods, and the Evergreen Foundation. Over 70 individuals attended the meeting. The developer organized another large meeting on October 1, in which Uniland addressed the concerns of about 30 neighborhood residents.

Significant time has been spent meeting with representatives of the Preservation Board and its subcommittee. As a result of these meetings, and to show its commitment to stakeholder concerns, Uniland has revised major components of the project including modifications to the loading dock, and adding continuous sidewalks, bike racks and a canopy for a bus stop. Also, the Elmwood Avenue elevation was improved by enhancing the parking ramp façade, adding street-level retail on the corners, and providing a pedestrian walkway through the property to Delaware Avenue. These changes further directly benefit the community and enhance public spaces. Site Plan approval has been received from the Buffalo Historic Preservation Board, Planning Board, and Zoning Board.

### Public-Private Partnership

In order for the 250 Delaware project to advance, Uniland has requested the Erie County Industrial Development Agency (ECIDA) approve its standard mortgage and sales tax exemptions, and a Payment In Lieu of Taxes plan (PILOT) for the office space and parking facility only. The ECIDA is a public benefit corporation that was created in 1970 by the New York State Legislature to promote and assist private sector business development, thereby helping to create job opportunities

and economic well-being for Erie County residents. This project meets those objectives. Uniland and Delaware North are prepared to make a combined investment of \$93 million for this project. The ECIDA's support will enable Delaware North to make a 20+ year commitment to keeping its headquarters in Buffalo, resulting in thousands of customers and employees from all over the world visiting DNC's striking new building. Hundreds of people will visit 250 Delaware on a daily basis, enhancing the city's vibrancy in this part of the CBD. Equally important, this project will not only retain jobs, but also produce new ones. Finally, it will create significant new tax revenues. Specifically:

- Increases annual property taxes to the City and County from \$47,000 to about \$196,000 during the first year of completion (**after abatement**)
- Over 10 years, the municipality will realize an estimated \$3.9M in new tax revenue (**after abatement**)
- Additional sales and bed taxes of \$650,000 will be paid to the municipality through the hotel and retail components of the project
- 350 jobs for Delaware North Companies retained; 65 new jobs produced within two years of occupancy
- 430 construction jobs will be created for the local labor force
- The project will also yield 40 new permanent jobs to support the new hotel, retail and parking garage

### **Delaware North Companies (DNC) World Headquarters**

In its Request for Proposals, Delaware North issued the following site requirements to accommodate its long-term growth expectations:

1. Create an impressive, sustainable and efficient office environment for its employees that includes floor plates equal to or exceeding 28,000 square feet
2. Provide for significant future expansion
3. Include a hospitality training center and test kitchen to support the International Hospitality Management Division and Food Services group, and provide lodging for trainees, vendors and various business associates who visit Buffalo from diverse locations around the world
4. Provide adequate adjacent parking to meet Delaware North's needs
5. Supply state-of-the-art conference facilities and meeting space to host business partners and officials from across the U.S. and its international locations

A comprehensive search of *existing* office buildings and other sites in Western New York was conducted on behalf of Delaware North by the real estate search firm, Studley Incorporated. Uniland's bid for 250 Delaware was the only proposal (in Buffalo) that met all DNC's requirements for its new World Headquarters.

### **Regional Impact**

- The 250 Delaware project is an exciting new \$93 million development in the heart of Buffalo, located on a site that was previously environmentally contaminated
- The project will greatly enhance the city's renaissance and image, significantly enhance public spaces, and create a new economic engine in the CBD and neighboring Entertainment District
- The project promotes a renewed sense of sophistication in Buffalo from the design of this elegant, iconic urban building that meets the long-term requirements of a global company like Delaware North
- The cost of keeping a loyal, community-minded company like Delaware North is significantly less than the cost of trying to attract a comparable one to Buffalo from outside the region. The consequences of not supporting the growth needs of one of Buffalo's largest and most successful businesses could be devastating