

# City of Albany Industrial Development Agency

21 Lodge Street  
Albany, New York 12207  
Telephone: (518) 434-2532  
Fax: (518) 434-9846

Tracy Metzger, *Chair*  
Susan Pado, *Vice Chair*  
Darius Shahinfar, *Treasurer*  
C. Anthony Owens, *Secretary*  
Lee Eck  
Dominick Calsolaro  
Robert Schofield

Sarah Reginelli, *Chief Executive Officer*  
Mark Opalka, *Chief Financial Officer*  
John Reilly, *Agency Counsel*

To: Anthony Owens  
Darius Shahinfar  
Susan Pado  
Tracy Metzger  
Lee Eck

Cc: Robert Schofield  
Dominick Calsolaro

Sarah Reginelli  
Mark Opalka  
John Reilly  
Joe Scott  
Brad Chevalier  
Andy Corcione  
Chantel Burnash

Date: December 2, 2016

## IDA FINANCE COMMITTEE AGENDA

**A meeting of the Finance Committee of the City of Albany Industrial Development Agency will be held on Wednesday, December 7<sup>th</sup> at 12:15 PM at 21 Lodge Street, Albany, NY 12207 (Large Conference Room).**

### **Roll Call**

**Reading of Minutes of the Finance Committee Meeting of November 9, 2016**

**Approval of Minutes of the Finance Committee Meeting of November 9, 2016**

### **Unfinished Business**

- None

### **New Business**

- A. ValuSpace Albany LLC (40 N Russell Rd)
  - Project Introduction
  - Positive/Negative Recommendation for Public Hearing
- B. Albany Medical Science Research LLC
  - Post Closing Administrative Request

### **Other Business**

- A. Contract for Services 2016 CRC - Review
- B. Agency Update

### **Adjournment**

The next regularly scheduled Finance Committee meeting will be held Wednesday, January 18, 2017 at 21 Lodge Street, Albany, NY. Please check the website [www.albanyida.com](http://www.albanyida.com) for updated meeting information.

# Albany Industrial Development Agency

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## IDA MINUTES OF FINANCE COMMITTEE MEETING Wednesday, November 9, 2016

Attending: C. Anthony Owens, Tracy Metzger, Lee Eck and Darius Shahinfar

Absent: Susan Pedo

Also Present: Dominick Calsolaro, Joseph Scott, John Reilly, Sarah Reginelli, Brad Chevalier, Mark Opalka, Andy Corcione, Mike Bohne, Ashley Mohl and Chantel Burnash

Chair C. Anthony Owens called the Finance Committee meeting of the IDA to order at 12:30 PM.

### Roll Call

Chair C. Anthony Owens reported that all Committee members were present, with the exception of Susan Pedo.

### Reading of Minutes of the October 12, 2016 Finance Committee Meeting

Since the minutes of the previous meeting had been distributed to Committee members in advance for review, Chair C. Anthony Owens made a proposal to dispense with the reading of the minutes.

### Approval of Minutes of the October 12, 2016 Finance Committee Meeting

Chair C. Anthony Owens proposed to approve the minutes of the Finance Committee meeting of October 12, 2016. Darius Shahinfar moved, seconded by Tracy Metzger, to accept the minutes as presented. The Members voted unanimously in favor and the motion carried.

### Unfinished Business

#### Capital District Apartments, LLC (2 Thurlow Street) – Discussion & Positive/Negative Recommendation to Board

The Applicant was present to give an overview of the project with the Committee. Applicant anticipates 18 months of renovations and will continue to meet with residents to address concerns. Staff discussed the high turnout of residents at the previous week's tenant meeting with the developer. The Board discussed comments made during the public hearing. A representative of the Company also informed the Committee that there was no asbestos found in the building according to the testing results.

A motion to move the project to the next Board meeting, with positive recommendation was made by Darius Shahinfar and seconded by Tracy Metzger. A vote being taken, the motion passed unanimously.

## **New Business**

Staff and Counsel offered to leave the room for Committee discussion of the agreements, however the Committee didn't deem it necessary.

### 2017 Professional Services Agreement

#### *Legal Services – General Counsel*

The Committee reviewed the 2017 Professional Services Agreement for General Counsel services for the Agency with the Committee. There are no changes to the agreement from the previous year.

#### *Legal Services – Bond/Special Counsel*

The Committee reviewed with the Committee the 2017 Professional Services Agreement for Bond/Special Counsel services for the Agency with the Committee. There are no changes to the agreement from the previous year.

#### *Professional Services*

The Committee reviewed the Professional Services Agreement between Capitalize Albany Corporation, City of Albany IDA, and Capital Resource Corporation, in which Capitalize Albany Corporation provides professional economic development management and administrative support services to the City of Albany IDA and Capital Resource Corporation. There are no changes to the agreement from the previous year.

#### *Contract for Services – Economic Development*

The Committee reviewed the Contract for Services for economic development between the City of Albany IDA and Capitalize Albany Corporation. There are no changes to the agreement from the previous year.

#### *Contract for Services – CRC*

The Committee reviewed the Contract for Services between the City of Albany IDA and the Capital Resource Corporation. There are no changes to the agreement from the previous year.

All contracts were advanced to the Board with positive recommendation.

### Finance Committee Self Evaluation

Staff reviewed the Finance Committee's Self Evaluation with the Committee. Staff explained that this is an administrative matter and is recommended as a best practice to review it annually by the Committee. Staff summarized the meetings, activities and accomplishments taken place over the course of the year.

## **Other Business**

Counsel Scott informed the Committee that the Governor signed legislation that would prohibit IDA's from exempting the portion of the Mortgage Recording Tax that otherwise would go to transit authorities. The Governor issued an approval memo with the legislation making it effective July 1, 2017. Therefore, there will be a window between now and when the chapter amendment is adopted when the provision will be in effect. Counsel Scott will keep the Board apprised of this situation.

Staff advised the Committee to expect strong project activity starting in 2017.

A motion to enter into executive session was made by C. Anthony Owens, seconded by Tracy Metzger to discuss potential litigation with Counsel. The Committee entered into executive session at 12:53pm. Board members, Counsel Scott, Agency Counsel John Reilly, Agency CEO Sarah Reginelli, Agency CFO Mark Opalka, Brad Chevalier, Andrew Corcione, Michael Bohne, Chantel Burnash and Ashley Mohl remained in the room. The Committee left executive session at 12:56pm and returned to its regular session. No actions were taken in executive session.

Staff informed the Committee that Staff has started to convene meetings to prepare for upcoming annual reporting.

There being no further business, Chair C. Anthony Owens adjourned the meeting at 12:57 PM.

Respectfully submitted,

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C. Anthony Owens, Secretary





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www.rosenblumcompanies.com

December 1, 2016

Tracy Metzger  
Chair, City of Albany Industrial Development Agency  
21 Lodge Street  
Albany, NY 12207

**Re: Request for IDA Assistance - 40 North Russell Road, Albany**

Dear Ms. Metzger:

Please find enclosed a completed application, as well as the appropriate supplementary material required by the City of Albany Industrial Development Agency for the consideration of financial assistance associated with our proposed project at 40 North Russell Road, and payment of the \$1,500 application fee (check #5017).

We propose an adaptive reuse of the site at 40 North Russell Road to construct a new, attractive +/- 90,000 SF, three-story, temperature controlled self storage facility with a clean, well-lit rental office and retail space for the sale of moving and packing supplies. The site will be landscaped, and fenced and gated to control access.

ValuSpace Albany, LLC ("Applicant") is respectfully requesting exemptions in the amount of \$353,147 for N.Y.S. Sales and Compensating Use Tax and \$63,062 for Mortgage Recording Taxes.

The proposed project at 40 North Russell Road aligns with the City of Albany's strategic focus on new multifamily housing development in downtown and surrounding neighborhoods by providing a critical amenity for existing and prospective residents. While there are several storage facilities within the City, none provide the modern design, accessibility, temperature control and security features that align with customer expectations of a retail storage experience. Furthermore, the project will reverse blight at a long-distressed and difficult property sandwiched between two important retail centers while generating significant additional property tax revenues immediately upon completion.

Applicant is requesting IDA assistance because the higher expense of new construction that must conform with the latest, more stringent energy codes revised in October 2016 and the challenging location of the facility on a parcel with limited access or visibility from local roads, coupled with the project being an unproven prototype for the City, will result in an extended stabilization period compared to typical commercial projects.

Please note, the Application includes materials and information that are identified as confidential, proprietary or commercially sensitive information of Applicant that has commercial or competitive value to the competitors of the Applicant that are exempt from disclosure under Section 87(2)(d) of the Public Officers Law. Please hold all such identified materials and information in confidence and not available for public inspection or copying in accordance with Section 87 of the Public Officers Law.

Please do not hesitate to contact us if you should have any questions or find additional information is needed. We look forward to working with the Agency on this project.

Sincerely,

A handwritten signature in black ink, appearing to read 'Seth Rosenblum'.

Seth Rosenblum  
Chief Executive Officer

Enclosure(s)

**CITY OF ALBANY INDUSTRIAL DEVELOPMENT AGENCY**

**APPLICATION**

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IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from the City of Albany Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.  
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TO: CITY OF ALBANY INDUSTRIAL DEVELOPMENT AGENCY  
c/o Department of Economic Development  
21 Lodge Street  
Albany, New York 12207

This application by applicant respectfully states:

APPLICANT: ValuSpace Albany, L.L.C.

APPLICANT'S ADDRESS: c/o The Rosenblum Companies, 300 Great Oaks Blvd., Suite 310

CITY: Albany

STATE: NY

ZIP CODE: 12203

PHONE NO.: 518-869-9302

FAX NO.:

E-MAIL: [seth@rosenblumcompanies.com](mailto:seth@rosenblumcompanies.com)

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO  
THIS APPLICATION: Seth Rosenblum; Jeff Mirel

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF ATTORNEY: Edwin Kelley, Bond Schoeneck & King

ATTORNEY'S ADDRESS: One Lincoln Center

CITY: Syracuse

STATE: NY

ZIP CODE: 13202-1355

PHONE NO.: 315-218-8123

FAX NO.:

E-MAIL: [ekelley@bsk.com](mailto:ekelley@bsk.com)

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NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 HEREOF BEFORE FILLING  
OUT THIS FORM.  
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## INSTRUCTIONS

1. The Agency will not approve any application unless, in the judgment of the Agency, said application and the summary contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using “none” or “not applicable” or “N/A” where the question is not appropriate to the project which is the subject of this application (the “Project”).
3. If an estimate is given as the answer to a question, put “(est)” after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return one (1) copy of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant’s competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency’s bonds issued to finance the Project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel/special counsel to the Agency. The costs incurred by the Agency, including the Agency’s general counsel and bond counsel, may be considered as a part of the Project and included as a part of the resultant bond issue.
9. The Agency has established an application fee of One Thousand Five Hundred Dollars (\$1,500) to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. **THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.**
10. The Agency has also established an administrative fee equal to (A) one percent (1%) of the cost of the Project in the case of an Agency Straight Lease Transaction, and (B) one percent (1%) of the aggregate principal amount of the

bonds to be issued by the Agency in the case of an Agency Bond Transaction. The Agency has also established an administrative fee for the issuance of refunding bonds for Agency Bond Transactions. The formula for the calculation of the administrative fee for the issuance of refunding bonds is outlined in the Agency's Policy Manual. THESE FEES ARE PAYABLE ON THE CLOSING DATE.

FOR AGENCY USE ONLY

1. Project Number	_____
2. Date application Received by Agency	_____, 20____
3. Date application referred to attorney for review	_____, 20____
4. Date copy of application mailed to members	_____, 20____
5. Date notice of Agency meeting on application posted	_____, 20____
6. Date notice of Agency meeting on application mailed	_____, 20____
7. Date of Agency meeting on application	_____, 20____
8. Date Agency conditionally approved application	_____, 20____
9. Date scheduled for public hearing	_____, 20____
10. Date Environmental Assessment Form ("EAF") received	_____, 20____
11. Date Agency completed environmental review	_____, 20____
12. Date of final approval of application	_____, 20____

## SUMMARY OF PROJECT

Applicant: **ValuSpace Albany, L.L.C.**

Contact Person: **Seth Rosenblum or Jeff Mirel**

Phone Number: **518-869-9302**

Occupant: **ValuSpace Albany, L.L.C.**

Project Location: **40 North Russell Road, Albany, NY 12206**

Approximate Size of Project Site: **1.93+/- acres**

Description of Project: **Construction of a new, attractive +/- 90,000 SF, 3-story, temperature controlled self storage facility with a clean, well-lit rental office and retail space for the sale of moving and packing supplies. The site will be landscaped, and fenced and gated to control access.**

Type of Project: ☐ Manufacturing ☐ Warehouse/Distribution  
☐ Commercial ☐ Not-For-Profit  
x Other-Specify: Multistory self storage facility

Employment Impact: Existing Jobs **0**

New Jobs **1.5 FTE (1 FT; 1 PT)**

Project Cost: \$ **6,306,193 (est.)**

Type of Financing: ☐ Tax-Exempt ☐ Taxable x Straight Lease

Amount of Bonds Requested: \$ N/A

Estimated Value of Tax-Exemptions:

N.Y.S. Sales and Compensating Use Tax:	<b><u>\$ 353,147 (est)</u></b>
Mortgage Recording Taxes:	<b><u>\$ 63,062 (est)</u></b>
Real Property Tax Exemptions:	<b><u>\$ N/A</u></b>
Other (please specify):	<b><u>\$ Applicant is seeking 485-b from City of Albany</u></b>

Provide estimates for the following:

Number of Full Time Employees at the Project Site before IDA Status:	<b><u>0</u></b>
Estimate of Jobs to be Created:	<b><u>1.5 FTE (1 FT; 1 PT)</u></b>
Estimate of Jobs to be Retained:	<b><u>0</u></b>
Average Estimated Annual Salary of Jobs to be Created:	<b><u>\$33,667</u></b>

Annualized Salary Range of Jobs to be Created:  
Estimated Average Annual Salary of Jobs to be Retained:

\$25,000 - \$38,000 (est)  
\$33,667 (est)

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company:

1. Company Name: **ValuSpace Albany, L.L.C.**

Present Address: **c/o The Rosenblum Companies, 300 Great Oaks Blvd, Ste 310,  
Albany**

Zip Code: **12203**

Employer's ID No.: **14-1809735**

2. If the Company differs from the Applicant, give details of relationship:

3. Indicate type of business organization of Company:

a. \_\_\_\_\_ Corporation (If so, incorporated in what country?  
What State? \_\_\_\_\_ Date Incorporated? Type of  
Corporation? \_\_\_\_\_ Authorized to do business in New York?  
Yes \_\_\_\_; No \_\_\_\_).

b. \_\_\_\_ Partnership (if so, indicate type of partnership \_\_\_\_\_,  
Number of general partners \_\_\_\_, Number of limited partners \_\_\_\_).

c. x Limited liability company,  
Date created? 3/28/16.

d. \_\_\_\_\_ Sole proprietorship

4. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship:

**Subsidiary of Rosenblum Properties, L.L.C.**

B. Management of Company:

1. List all owners, officers, members, directors and partners (complete all columns for each person):



NAME (First, Middle, Last) HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
See attached		

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes \_\_\_\_; No x.

3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes \_\_\_\_; No x.

4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes \_\_\_\_; No x.  
(If yes to any of the foregoing, furnish details in a separate attachment).

5. If the answer to any of questions 2 through 4 is yes, please, furnish details in a separate attachment.

C. Principal Owners of Company:

1. Principal owners of Company: Is Company publicly held? Yes \_\_\_\_; No x.  
If yes, list exchanges where stock traded:

2. If no, list all stockholders having a 5% or more interest in the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
See attached		

D. Company's Principal Bank(s) of account: **M&T Bank, 300 Great Oaks Blvd, Albany, NY**

**I(B)(1) Management of Company**

<b>NAME (First, Middle, Last) HOME ADDRESS</b>	<b>OFFICE HELD</b>	<b>OTHER PRINCIPAL BUSINESS</b>
Seth Rosenblum 524 West Lawrence St. Albany, NY 12208	Manager/Member	Real Estate Development
Jack Rosenblum Irrev. Tr. c/o Seth Rosenblum	Member (non-control)	n/a
Jack Rosenblum Irrev. Tr. c/o Seth Rosenblum	Member (non-control)	n/a

**I(C)(2) Management of Company**

<b>NAME</b>	<b>ADDRESS</b>	<b>PERCENTAGE OF HOLDING</b>
Seth Rosenblum	Seth Rosenblum 524 West Lawrence St. Albany, NY 12208	0.0049%
Jack Rosenblum	Jack Rosenblum 517 Sir Charles Way Albany, NY 12203	0.0051%*
Jack Rosenblum Irrev. Tr	Jack Rosenblum Irrev. Tr. c/o Seth Rosenblum	49.50%
Jack Rosenblum Irrev. Tr	Jack Rosenblum Irrev. Tr. c/o Seth Rosenblum	49.50%

\* Jack Rosenblum intends to transfer this share to Seth Rosenblum effective 12/31/2016

II. DATA REGARDING PROPOSED PROJECT

A. Summary: (Please provide a brief narrative description of the Project.)

**Construction of a new, attractive +/- 90,000 SF, 3-story, temperature controlled self storage facility to include +/- 15 parking spaces and a clean, well-lit rental office with retail space for the sale of moving/packing supplies. Site will be landscaped, and fenced and gated to control access. An existing commercial building in poor condition has been abated and demolished.**

B. Location of Proposed Project:

1. Street Address **40 North Russell Road**
2. City of **Albany**
3. Town of
4. Village of
5. County of **Albany**

C. Project Site:

1. Approximate size (in acres or square feet) of Project site:

Is a map, survey, or sketch of the project site attached? Yes **x**; No \_\_\_\_.

2. Are there existing buildings on project site? Yes \_\_\_\_; No **x\***.

a. If yes, indicate number and approximate size (in square feet) of each existing building:

**\*One (1) existing commercial structure, +/- 27,200 SF, in poor condition, has been abated and removed by applicant as of November 2016**

b. Are existing buildings in operation? Yes \_\_\_\_; No **x**.

If yes, describe present use of present buildings:

c. Are existing buildings abandoned? Yes \_\_\_\_; No **x\***. About to be abandoned? Yes \_\_\_\_; No \_\_\_\_\_. If yes, describe:

**\*building was fully vacant at close of purchase by applicant**

d. Attach photograph of present buildings.

3. Utilities serving project site:  
Water-Municipal: **City of Albany**  
Other (describe)  
Sewer-Municipal: **City of Albany**  
Other (describe)  
Electric-Utility: **National Grid**  
Other (describe)  
Heat-Utility: **National Grid (natural gas)**  
Other (describe)
4. Present legal owner of project site:
- a. If the Company owns project site, indicate date of purchase: **January 11, 2016**; Purchase price: **\$825,000**.
- b. If Company does not own the Project site, does Company have option signed with owner to purchase the Project site? Yes \_\_\_\_; No \_\_\_\_\_. If yes, indicate date option signed with owner: \_\_\_\_\_, 20\_\_\_\_; and the date the option expires: \_\_\_\_\_, 20\_\_\_\_\_.
- c. If the Company does not own the project site, is there a relationship legally or by common control between the Company and the present owners of the project site? Yes \_\_\_\_; No \_\_\_\_\_. If yes, describe:

5. a. Zoning District in which the project site is located: **M-1**

b. Are there any variances or special permits affecting the site? Yes **x**; No \_\_\_\_\_. If yes, list below and attach copies of all such variances or special permits: **Variances have been approved by Albany BZA as follows:**  
**§375-76 D(4): front yard setback of five (5) feet (20 feet required)**  
**§375-185: eighteen (18) space parking lot (104 spaces required)**  
**§307-12(A)(1): wall signs above second (2nd) level of building**

D. Buildings:

1. Does part of the Project consist of a new building or buildings? Yes **x**; No \_\_\_\_\_. If yes, indicate number and size of new buildings:

**One (1) new building; +/- 90,000 SF, three (3) stories**

2. Does part of the Project consist of additions and/or renovations to the existing buildings? Yes \_\_\_\_; No **x**. If yes, indicate the buildings to be expanded or renovated, the size of any expansions and the nature of expansion and/or renovation:

3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed, or expanded:  
**Temperature controlled self storage facility with clean, well-lit retail space for the sale of moving and packing supplies.**

E. Description of the Equipment:

1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes x; No \_\_\_\_\_. If yes, describe the Equipment:
2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes \_\_\_\_; No x. If yes, please provide detail:
3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed: **N/A**  
**Computer and peripherals, video monitors, rental office furniture, moving carts for customer use**

F. Project Use:

1. What are the principal products to be produced at the Project?  
**N/A**
2. What are the principal activities to be conducted at the Project?  
**Rental of indoor personal self storage units.**
3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes x; No \_\_\_\_\_. If yes, please provide detail:  
**Rental of storage units (varied sizes) plus sales of moving and packing supplies.**
4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? 100 %
5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project:
  - a. Will the Project be operated by a not-for-profit corporation? Yes \_\_\_\_; No x. If yes, please explain:

b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes\_\_\_\_; No x. If yes, please explain:

c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? Yes\_\_\_\_; No x. If yes, please explain:

d. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes\_\_\_\_; No x. If yes, please provide detail:

**However, while there are several storage facilities within the City, none provide the modern design, accessibility, temperature control and security features that align with user expectations of a retail storage experience.**

e. Will the Project be located in one of the following: (i) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes x; No\_\_\_\_. If yes, please explain: **Census Tract 3**

6. If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes x; No\_\_\_\_. If yes, please explain:

**Please see Section IV - "Employment Impact"**

7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes\_\_\_\_; No x. If yes, please explain:

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes\_\_\_\_; No x. If yes, please provide detail:

9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project: **N/A**

a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes\_\_\_\_; No\_\_\_\_. If yes, please provide detail:

b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes\_\_\_\_; No\_\_\_\_. If yes, please provide detail:

G. Other Involved Agencies:

1. Please indicate all other local agencies, boards, authorities, districts, commissions or governing bodies (including any city, county and other political subdivision of the State of New York and all state departments, agencies, boards, public benefit corporations, public authorities or commissions) involved in approving or funding or directly undertaking action with respect to the Project. For example, do you need a municipal building permit to undertake the Project? Do you need a zoning approval to undertake the Project? If so, you would list the appropriate municipal building department or planning or zoning commission which would give said approvals.

**City of Albany BZA**

**City of Albany Planning Board**

**City of Albany Department of Building and Regulatory Compliance**

2. Describe the nature of the involvement of the federal, state, or local agencies described above:

**City of Albany BZA: variances as described in 5(b) above.**

**City of Albany Planning Board: SEQR (negative declaration), site plan approval, approval of demolition of existing structure.**

**Dept. Building & Regulatory Compliance: permits for construction, inspections.**

H. Construction Status:

1. Has construction work on this Project begun? Yes **x**; No \_\_\_\_\_. If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.:

**Abatement and demolition of existing structure is complete.**

2. Please indicate amount of funds expended on this Project by the Company in the past three (3) years and the purposes of such expenditures:  
**\$1,315,000+ for acquisition, carrying costs, legal, consulting, design and engineering, permitting, abatement and demolition.**

3. Please indicate the date the applicant estimates the Project will be completed:  
**September 2017**.

I. Method of Construction After Agency Approval:

1. If the Agency approves the Project which is the subject of this application, there are two methods that may be used to construct the Project. The applicant can construct the Project privately and sell the Project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency, in which case certain laws applicable to public construction may apply to the Project. Does the applicant wish to be designated as "agent" of the Agency for purposes of constructing the Project? Yes x; No \_\_\_\_.

2. If the answer to question 1 is yes, does the applicant desire such "agent" status prior to the closing date of the financing? Yes x; No \_\_\_\_.

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT. (PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes \_\_\_\_; No x. If yes, please complete the following for each existing or proposed tenant or subtenant:

1. Sublessee name:  
Present Address:  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Employer's ID No.: \_\_\_\_\_  
Sublessee is: \_\_\_\_ Corporation: \_\_\_\_ Partnership: \_\_\_\_ Sole Proprietorship  
Relationship to Company: \_\_\_\_\_  
Percentage of Project to be leased or subleased: \_\_\_\_\_  
Use of Project intended by Sublessee: \_\_\_\_\_  
Date of lease or sublease to Sublessee: \_\_\_\_\_  
Term of lease or sublease to Sublessee: \_\_\_\_\_  
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

2. Sublessee name:



Present Address:

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Employer's ID No.:

Sublessee is:

\_\_\_\_\_ Corporation: \_\_\_\_\_ Partnership: \_\_\_\_\_ Sole Proprietorship

Relationship to Company:

Percentage of Project to be leased or subleased:

Use of Project intended by Sublessee:

Date of lease or sublease to Sublessee:

Term of lease or sublease to Sublessee: \_\_\_\_\_

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes\_\_\_\_; No\_\_\_\_. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

3. Sublessee name:

Present Address:

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Employer's ID No.:

Sublessee is:\_\_\_\_\_ Corporation: \_\_\_\_\_ Partnership: \_\_\_\_\_ Sole Proprietorship

Relationship to Company:

Percentage of Project to be leased or subleased:

Use of Project intended by Sublessee:

Date of lease or sublease to Sublessee:

Term of lease or sublease to Sublessee:

Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes\_\_\_\_; No\_\_\_\_. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease? **N/A**

IV. Employment Impact

- A. Indicate the number of people presently employed at the Project site and the **additional** number that will be employed at the Project site at the end of the first and second years after the Project has been completed, using the tables below for (1) employees of the Applicant, (2) independent contractors, and (3) employees of independent contractors. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

<b>TYPE OF EMPLOYMENT</b> <b>Employees of Applicant</b>					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					
First Year Full Time					
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

<b>TYPE OF EMPLOYMENT</b> <b>Independent Contractors</b>					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					
First Year Full Time					
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

<b>TYPE OF EMPLOYMENT</b> <b>Employees of Independent Contractors</b>					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time					
Present Part Time					
Present Seasonal					

First Year Full Time		1 (est)			1 (est)
First Year Part Time		1 (est)			1 (est)
First Year Seasonal					
Second Year Full Time		1 (est)			1 (est)
Second Year Part Time		1 (est)			1 (est)
Second Year Seasonal					

- B. Indicate below (1) the estimated salary and fringe benefit averages or ranges and (2) the estimated number of employees residing in the Capital Region Economic Development Region for all the jobs at the Project site, both retained and created, listed in the tables described in subsection A above for each of the categories of positions listed in the chart below.

RELATED EMPLOYMENT INFORMATION				
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	N/A	\$25,000 (PT) - \$38,000 (FT) annual (est)		
Estimated Number of Employees Residing in the Capital Region Economic Development Region <sup>1</sup>		2		

- C. Please describe the projected timeframe for the creation of any new jobs with respect to the undertaking of the Project:  
**Managers will be hired by third party management company just prior to the completion and opening of project (Q3 2017)**

<sup>1</sup> The Capital Region Economic Development Region consists of the following counties: Albany, Schenectady, Rensselaer, Greene, Columbia, Saratoga, Warren and Washington.



<u>Description of Sources</u>	<u>Amount</u>
Private Sector Financing	\$ <u>5,044,954 (est)</u>
Public Sector	
Federal Programs	\$ _____
State Programs	\$ _____
Local Programs	\$ _____
Applicant Equity	\$ <u>1,261,239 (est)</u>
Other (specify, e.g., tax credits)	
_____	\$ _____
_____	\$ _____
_____	\$ _____
<b>TOTAL AMOUNT OF PROJECT FINANCING SOURCES</b>	\$ <u>6,306,193 (est)</u>

- C. Have any of the above expenditures already been made by the applicant?  
Yes x; No \_\_\_\_\_. If yes, indicate particulars.

**\$1,315,000+ for acquisition, carrying costs, legal, consulting, design and engineering, permitting, abatement and demolition.**

- D. Amount of loan requested: \$ 5,044,954 (est);

Maturity requested: 10 years.

- E. Has a commitment for financing been received as of this application date, and if so, from whom?

Yes \_\_\_\_; No x. Institution Name: \_\_\_\_\_

Provide name and telephone number of the person we may contact.

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

- F. The percentage of Project costs to be financed from public sector sources is estimated to equal the following: 0 % (not including requested IDA assistance)

- G. The total amount estimated to be borrowed to finance the Project is equal to the following: \$ 5,044,954 (est)

VI. BENEFITS EXPECTED FROM THE AGENCY

A. Financing

1. Is the applicant requesting that the Agency issue bonds to assist in financing the Project? Yes \_\_\_\_; No x. If yes, indicate:
  - a. Amount of loan requested: \_\_\_\_ Dollars;
  - b. Maturity requested: \_\_\_\_ Years.
2. Is the interest on such bonds intended to be exempt from federal income taxation? Yes \_\_\_\_; No N/A.
3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes:
  - a. retail food and beverage services: Yes \_\_\_\_; No \_\_\_\_
  - b. automobile sales or service: Yes \_\_\_\_; No \_\_\_\_
  - c. recreation or entertainment: Yes \_\_\_\_; No \_\_\_\_
  - d. golf course: Yes \_\_\_\_; No \_\_\_\_
  - e. country club: Yes \_\_\_\_; No \_\_\_\_
  - f. massage parlor: Yes \_\_\_\_; No \_\_\_\_
  - g. tennis club: Yes \_\_\_\_; No \_\_\_\_
  - h. skating facility (including roller skating, skateboard and ice skating): Yes \_\_\_\_; No \_\_\_\_
  - i. racquet sports facility (including handball and racquetball court): Yes \_\_\_\_; No \_\_\_\_
  - j. hot tub facility: Yes \_\_\_\_; No \_\_\_\_
  - k. suntan facility: Yes \_\_\_\_; No \_\_\_\_
  - l. racetrack: Yes \_\_\_\_; No \_\_\_\_
4. If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment.
5. Is the Project located in the City's federally designated Enterprise Zone? Yes \_\_\_\_; No x.
6. Is the applicant requesting the Agency to issue federally tax-exempt Enterprise Zone bonds? Yes \_\_\_\_; No x.

B. Tax Benefits

1. Is the applicant requesting any real property tax exemption that would not be available to a project that did not involve the Agency? Yes \_\_\_\_; No x.
2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes x; No \_\_\_\_\_. If yes, what is the approximate amount of financing to be secured by mortgages? \$5,044,954 (est).

3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes x; No \_\_\_\_\_. If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$4,414,335 (est).

4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of the exemption.

a.	N.Y.S. Sales and Compensating Use Taxes:	<u>\$353,147 (est)</u>
b.	Mortgage Recording Taxes:	<u>\$63,062 (est)</u>
c.	Real Property Tax Exemptions:	<u>\$N/A</u>
d.	Other (please specify):	
	<u>Applicant is seeking 485-b from City of Albany</u>	<u>\$</u>
		<u>\$</u>

5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's Uniform Tax Exemption Policy? Yes \_\_\_\_; No \_\_\_\_\_. If yes, please explain. N/A

6. Is the Project located in the City's state designated Empire Zone? Yes \_\_\_\_; No x.

C. Project Cost/Benefit Information. Complete the attached Cost/Benefit Analysis so that the Agency can perform a cost/benefit analysis of undertaking the Project. Such information should consist of a list and detailed description of the benefits of the Agency undertaking the Project (e.g., number of jobs created, types of jobs created, economic development in the area, etc.). Such information should also consist of a list and detailed description of the costs of the Agency undertaking the Project (e.g., tax revenues lost, buildings abandoned, etc.).

VII. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

A. Job Listings. Except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOC") and with the administrative entity (collectively with the DOC, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA"), as replaced by the Workforce Investment Act of 1998 (Public Law 105-220), in which the Project is located.

B. First Consideration for Employment. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.



C. City Human Rights Law. The applicant has reviewed the provisions of Chapter 48, Article III of the City Code, entitled “The Omnibus Human Rights Law” and agrees to comply with such provisions to the extent that such provisions are applicable to the applicant and the Project.

D. Annual Sales Tax Filings. In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.

E. Annual Employment Reports. The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the Project site, including (1) the NYS-45 – Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return – for the quarter ending December 31 (the “NYS-45”), and (2) the US Dept. of Labor BLS 3020 Multiple Worksite report if applicable. The applicant also agrees, whenever requested by the Agency, to provide and certify or cause to be provided and certified such information concerning the participation of individuals from minority groups as employees or applicants for employment with regard to the project.

F. Local Labor Information. The applicant is aware of and understands the provisions of Part 24 of the Policy Manual of the Agency. Pursuant to Part 24 of the Policy Manual of the Agency, the applicant agrees to provide information, in form and substance satisfactory to the Agency, relating to construction activities for projects; specifically: (i) the Company’s contact person responsible and accountable for providing information about the bidding for and awarding of construction contracts relative to this Application and the Project, (ii) the nature of construction jobs created by the Project, including the number, type, and duration of construction positions; and (iii) submit to the Agency a “Construction Completion Report” listing the names and business locations of prime contractors, subcontractors, and vendors who were engaged in the construction phase of the Project.

G. Additional Fee for Low Income Housing/Tax Credit (9% only) Projects. An annual administrative fee equal to \$10,000 shall be payable annually by the applicant on each January 1 for a term equal to ten (10) years. This annual administrative fee is in addition to the standard administrative fee for Agency Straight Lease Transactions and Agency Bond Transactions and is applicable to Projects which provide for low income housing/tax credit (9% only) projects.

H. Project Benefits Agreement. The applicant agrees to enter into a project benefits agreement with the Agency where the applicant agrees that (1) the amount of Financial Assistance to be received shall be contingent upon, and shall bear a direct relationship to the success or lack of success of such project in delivering certain described public benefits (the “Public Benefits”) and (2) the Agency will be entitled to recapture some or all of the Financial Assistance granted to the applicant if the project is unsuccessful in whole or in part in delivering the promised Public Benefits.

I. Assignment of Agency Abatements. In connection with any Agency Straight Lease Transaction or Agency Bond Transaction, the Agency may grant to the applicant certain exemptions from mortgage recording taxes, sales and use taxes and real property taxes. The

applicant understands that the grant of such exemptions by the Agency is intended to benefit the applicant. Subsequently, if the applicant determines to convey the Project and, in connection with such conveyance to assign such exemptions to the purchaser, the applicant understand that any such assignment is subject to review and consent by the Agency, together with the satisfaction of any conditions that may be imposed by the Agency.

J. Post Closing Cost Verification. The applicant agrees (1) the scope of the Project will not vary significantly from the description in the public hearing resolution for the project and (2) to deliver to the Agency within sixty (60) days following the completion date of a project an affidavit providing the total costs of the project. In the event that the amount of the total project costs described in the affidavit at the completion date exceeds the amount described in an affidavit provided by the applicant on the closing date of the project, the applicant agrees to adjust the amounts payable by the applicant to the Agency by such larger amount and to pay to the Agency such additional amounts. In the event that the amount described is less, there shall not be any adjustment to the Agency fees.

K. Representation of Financial Information. Neither this Application nor any other agreement, document, certificate, project financials, or written statement furnished to the Agency or by or on behalf of the applicant in connection with the project contemplated by this Application contains any untrue statement of a material fact or omits to state a material fact necessary in order to make the statements contained herein or therein not misleading. There is no fact within the special knowledge of any of the officers of the applicant which has not been disclosed herein or in writing by them to the Agency and which materially adversely affects or in the future in their opinion may, insofar as they can now reasonably foresee, materially adversely affect the business, properties, assets or condition, financial or otherwise, of the applicant.

L. Agency Financial Assistance Required for Project. The Project would not be undertaken but for the Financial Assistance provided by the Agency or, if the Project could be undertaken without the Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons:

**The proposed project at 40 North Russell Road aligns with the City of Albany's strategic focus on new multifamily housing development in downtown and surrounding neighborhoods by providing a critical amenity for existing and prospective residents. It will reverse blight at a long-distressed and difficult property sandwiched between two important retail centers while generating significant additional property tax revenues immediately upon completion. Applicant, however, will bear the higher expense of new construction that must conform with the latest, more stringent energy codes that were revised in October 2016. These higher construction costs, the challenging location of the facility on a parcel with limited access or visibility from local roads, coupled with the project being an unproven prototype for the City, will result in an extended stabilization period compared to typical commercial projects, requiring additional financial assistance.**

M. Compliance with Article 18-A of the General Municipal Law: The Project, as of the date of this Application, is in substantial compliance with all provisions of article 18-A of the General Municipal including, but not limited to, the provisions of Section 859-a and subdivision one of Section 862; and the provisions of subdivision one of Section 862 of the General Municipal Law will not be violated if Financial Assistance is provided for the Project.

N. Compliance with Federal, State, and Local Laws. The applicant is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

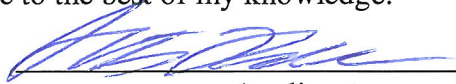
O. False or Misleading Information. The applicant understands that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemptions claimed by reason of Agency involvement in the Project.

P. Absence of Conflicts of Interest. The applicant acknowledges that the members, officers and employees of the Agency are listed on the Agency's website. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described: N/A

Q.

Additional Information. Additional information regarding the requirements noted in this Application and other requirements of the Agency is included the Agency's Policy Manual which can be accessed at [www.albanyida.com](http://www.albanyida.com).

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.



Applicant

By: Seth Rosenblum

Title: President, Rosenblum Development Corporation, its Manager

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NOTE: APPLICANT MUST ALSO COMPLETE THE APPROPRIATE VERIFICATION  
APPEARING ON PAGES 26 THROUGH 29 HEREOF BEFORE A NOTARY PUBLIC AND MUST  
SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 30  
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**II(C)(2)(d) 40 North Russell Road, Albany - Photograph(s)**



**Existing commercial building prior to abatement and removal by Applicant (east side)**



**Site after abatement and removal of commercial building (west side)**

VERIFICATION

(If applicant is limited liability company)

STATE OF New York)  
COUNTY OF Albany) SS.:

\_\_\_\_\_, deposes and says  
(Name of Individual)  
that he is one of the members of the firm of Rosenblum Properties, LLC, sole member  
of UltraSpace Albany, LLC,  
(Limited Liability Company)

the limited liability company named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as a member of and from the books and papers of said limited liability company.



Sworn to before me this  
1<sup>st</sup> day of December, 2016

Cheryl L. Stock  
(Notary Public)

CHERYL L. STOCK  
NOTARY PUBLIC-STATE OF NEW YORK  
No. 01ST6193482  
Qualified In Albany County  
My Commission Expires 09-15-2020



## HOLD HARMLESS AGREEMENT

Applicant hereby releases City of Albany Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "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 (i) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the project described therein or the issue of bonds requested therein are favorably acted upon by the Agency, and (ii) the Agency's financing of the Project described therein; 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. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to find buyers willing to purchase the total bond issue requested, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

(Applicant)

BY: 

Sworn to before me this

1 day of December, 2016

  
(Notary Public)

CHERYL L. STOCK  
NOTARY PUBLIC-STATE OF NEW YORK  
No. 01ST6193482  
Qualified In Albany County  
My Commission Expires 09-15-2020



TO: Project Applicants  
 FROM: City of Albany Industrial Development Agency  
 RE: Cost/Benefit Analysis

In order for the City of Albany Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

This Questionnaire must be completed before we can finalize the Cost/Benefit Analysis, please complete this Questionnaire and forward it to us at your earliest convenience.

### **PROJECT QUESTIONNAIRE**

1. Name of Project Beneficiary ("Company"):	ValuSpace Albany, L.L.C.
2. Brief Identification of the Project:	Construct new +/- 90,000 SF, 3-story, temperature controlled self storage facility
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ N/A
B. Value of Sales Tax Exemption Sought	\$ 353,147 (est)
C. Value of Real Property Tax Exemption Sought	\$ N/A
D. Value of Mortgage Recording Tax Exemption Sought	\$ 63,062 (est)
4. Likelihood of accomplishing the Project in a timely fashion (please explain):	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> All approvals have been received; existing building has been removed; start of site work imminent for shovel-readiness; bids underway.

### **PROJECTED PROJECT INVESTMENT**

A. Land-Related Costs	
1. Land acquisition	\$825,000
2. Site preparation	\$450,000 (est)
3. Landscaping	\$ 25,000 (est)
4. Utilities and infrastructure development	\$ 20,000 (est)
5. Access roads and parking development	\$ 70,000 (est)
6. Other land-related costs (describe)	\$ 40,000 (est)
Fencing and gates	
B. Building-Related Costs	
1. Acquisition of existing structures	\$ Incl. in "Land acquisition"
2. Renovation of existing structures	\$ N/A
3. New construction costs	\$4,230,252 (est)
4. Electrical systems	\$ Incl. in above
5. Heating, ventilation and air conditioning	\$ Incl. in above
6. Plumbing	\$ Incl. in above
7. Other building-related costs (describe)	\$ Incl. in above

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$ N/A
2.	Packaging equipment	\$ N/A
3.	Warehousing equipment	\$ N/A
4.	Installation costs for various equipment	\$ N/A
5.	Other equipment-related costs (describe)	\$ N/A
D.	Furniture and Fixture Costs	
1.	Office furniture	\$ 20,000 (est)
2.	Office equipment	\$ 10,000 (est)
3.	Computers	\$ 5,000 (est)
4.	Other furniture-related costs (describe)	\$
E.	Working Capital Costs	
1.	Operation costs	\$ N/A
2.	Production costs	\$ N/A
3.	Raw materials	\$ N/A
4.	Debt service	\$ 60,224 (est)
5.	Relocation costs	\$ N/A
6.	Skills training	\$ N/A
7.	Other working capital-related costs (describe)	\$ N/A
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 183,800 (est)
2.	Accounting/legal	\$ 55,000 (est)
3.	Other service-related costs (describe)	\$
G.	Other Costs	
1.	Other acquisition and soft costs	\$ 208,343 (est)
2.	Finance costs	\$ 103,574 (est)
H.	Summary of Expenditures	
1.	Total Land-Related Costs	\$1,430,000 (est)
2.	Total Building-Related Costs	\$4,230,252 (est)
3.	Total Machinery and Equipment Costs	\$
4.	Total Furniture and Fixture Costs	\$ 35,000 (est)
5.	Total Working Capital Costs	\$ 60,224 (est)
6.	Total Professional Service Costs	\$ 238,800 (est)
7.	Total Other Costs	\$ 311,917 (est)

### **PROJECTED PROFIT\***

- I. Please provide projected profit as defined by earnings after income tax but before depreciation and amortization:

YEAR	Without IDA benefits	With IDA benefits
1	\$(260,731) (est)	\$(245,203) (est)
2	\$15,992 (est)	\$39,406 (est)
3	\$79,816 (est)	\$103,779 (est)
4	\$85,805 (est)	\$110,343 (est)
5	\$92,002 (est)	\$117,144 (est)

### **PROJECTED CONSTRUCTION EMPLOYMENT IMPACT**

- I. Please provide estimates of total construction jobs and the total annual wages and benefits of construction jobs at the Project:

Year	Number of Construction Jobs	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	8 (est)	\$354,705 (est)	\$14,188 (est)
Year 1	31 (est)	\$1,418,818 (est)	\$56,753 (est)
Year 2		\$	\$
Year 3		\$	\$
Year 4		\$	\$
Year 5		\$	\$

### **PROJECTED PERMANENT EMPLOYMENT IMPACT**

- I. Estimates of the total number of existing permanent jobs to be preserved or retained as a result of the Project are described in the tables in Section IV of the Application.
- II. Estimates of the total new permanent jobs to be created at the Project are described in the tables in Section IV of the Application.
- III. Please provide estimates for the following:
- A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.
- IV. Provide the projected percentage of employment that would be filled by City of Albany residents:  
**N/A - see note in "A" below**

A. Provide a brief description of how the project expects to meet this percentage:

**Applicant is utilizing a third party management company that specializes in operating self storage facilities. All hiring will be at the sole discretion of the management company and therefore, outside the Applicant's control.**

*\*[i]n accordance with Section 87(2)(d) of the Public Officers Law the Applicant requests that this information be treated as a confidential record exempt from disclosure.*

## PROJECTED OPERATING IMPACT

I. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1 <sup>st</sup> year following project completion)	\$ <u>17,748 (est)</u>
Additional Sales Tax Paid on Additional Purchases	\$ <u>1,420 (est)</u>
Estimated Additional Sales (1 <sup>st</sup> full year following project completion)	\$ <u>23,001 (est)</u>
Estimated Additional Sales Tax to be collected on additional sales (1 <sup>st</sup> full year following project completion)	\$ <u>1,840 (est)</u>

II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"): N/A

Year	Existing Real Property Taxes (Without IDA involvement)	New Pilot Payments (With IDA)	Total (Difference)
Current Year			
Year 1			
Year 2			
Year 3			
Year 4			
Year 5			
Year 6			
Year 7			
Year 8			
Year 9			
Year 10			

III. Please provide a detailed description for the impact of other economic benefits and all anticipated community benefits expected to be produced as a result of the Project (attach additional pages as needed for a complete and detailed response):  
**See attached.**

## Project Questionnaire - Project Operating Impact

III. The project site at 40 North Russell Road is the end parcel on the west side of North Russell Road opposite the Price Chopper in Westgate Plaza; Home Depot is located immediately to the west. A paved ingress/egress easement on the property connects North Russell Road to the Home Depot parking lot. The property contained a single one-story commercial building constructed circa 1950. Originally a roller skating rink, the building was later subdivided and fell into extreme disrepair, which resulted in ongoing vacancies and transient tenancies. The Applicant determined that the existing building was unsalvageable due to its condition and hazardous materials within, and has since remediated and removed it.

Prior to the Applicant acquiring the property in June 2016, the former ownership was unsuccessfully attempting to redevelop the property into a retail development. The site has little-to-no visibility from Central Avenue, and limited accessibility due to the existing road infrastructure, which limits the site's potential for traditional retail or other commercial uses that would generate significant retail or peak commercial traffic. It was therefore important to identify an alternative infill use with limited parking requirements. Applicant proposes an adaptive reuse of the site for a new-construction, multistory, temperature controlled self-storage facility.

One in ten U.S. households utilizes self-storage space and demand is growing, driven by some 40 million individuals moving each year according to U.S. Census data, and by various lifestyle transitions such as marriage, divorce, a death in the family, or retirement. The Baby Boomer generation in particular has accumulated more possessions than any previous generation; as these empty nesters downsize their homes and seek more walkable lifestyles, they require places to store possessions and family keepsakes they will pass down to the next generation(s). **As such, clean, safe self storage is an increasingly important neighborhood amenity, complementing the nearby retail and varying housing types available in the surrounding area.**

The primary trade area for self-storage is typically a three-mile radius. Hundreds of new apartment units have been constructed in the City of Albany over the past five years **within three miles or less** of the project site, among them the Lofts at 733 Broadway in downtown and Park South Apartments adjacent to Albany Medical Center, and additional developments such as the The Wilson at 191 North Pearl Street and 760 Broadway are proposed or under construction in the trade area.

While there are several storage facilities within the City, **none provide the modern design, accessibility, temperature control and security features** that align with customer expectations of a retail storage experience. In keeping with the Applicant's focus on best-in-class properties (see enclosed "About The Rosenblum Companies"), the proposed project will reverse the blight at 40 North Russell Road, which adjoins other important retail services, and **address the growing community-driven need** for convenient, quality storage featuring:

- High-tech security including code-controlled access, high-resolution IP camera system, and alarmed exterior doors. Because self storage is **generally accessed during off-peak hours** (nights and weekends), industry research indicates personal safety at storage facilities is another important consideration, particularly amongst women, who comprise up to 66% of self-storage users.
- A mix of unit sizes and amenities designed to appeal to homeowners and renters, as well as small businesses; e.g. solopreneurs and independent contractors.
- A welcoming office professionally staffed six to seven days a week.



The proposed project will **create virtually no parking requirement** or **impact on traffic volume** based on the low number of trips typical for self-storage operations, and will **reduce demand on municipal sewer and water systems** relative to the former use. The site will be well lit and landscaped. Further, the Applicant will repave the easement road and continue to allow through traffic between Westgate Plaza and Home Depot to the benefit of neighboring businesses and consumers.

Finally, this project will support dozens of jobs during construction, and generate **significant additional property tax revenues**.



## About The Rosenblum Companies

**The Rosenblum Companies** is one of the largest developers and full service owner-operators of premier commercial properties in the Capital Region totaling over **one million square feet**. For nearly four decades, Rosenblum has provided better spaces and real estate services to Fortune 500 corporations, regional businesses, medical practices, government agencies and nonprofit institutions alike. Founded in 1979, The Rosenblum Companies was the first to construct office space on Washington Avenue Extension in Albany, New York, ultimately completing ten new buildings, eight of which comprised the *Corporate Plaza* campus. Rosenblum sold Corporate Plaza in 2016 after successfully operating the property for over 30 years. In 1990, the company developed another unique parcel at the nexus of the region's main transportation routes into *Great Oaks*, today **one of the most desirable office parks** in the Albany area.

The Rosenblum Companies has long focused on offering healthier, more productive workplaces through ongoing investment and innovation. Rosenblum is **one of only two private commercial property owners in the Capital Region to achieve ENERGY STAR certification for five or more buildings**; commercial buildings that earn EPA's ENERGY STAR are verified to perform in the top 25 percent of similar facilities nationwide for energy efficiency. Other sustainability practices the company has implemented include utilizing all-green cleaning products, porous pavement parking lots to mitigate storm water runoff, construction material and carpet tile recycling, as well as annual e-cycling days and installing electric vehicle charging stations, both of which are free to tenants. In 2015, Rosenblum was awarded both the **Town of Guilderland Green Award** and the **TOBY** ("The Office Building of the Year") **Earth Award** from The Building Owners and Managers Association (BOMA). Rosenblum's novel "Re-envisioning the Workplace" initiative assists companies with the creation of custom spaces that uniquely meet their particular corporate culture, workflow and staff needs.

In 2009, The Rosenblum Companies expanded into multifamily residential with the adaptive reuse of a derelict former car dealership built in 1928 for 24 customized residences called *17 Chapel Boutique Condominiums*. Downtown Albany's first and only luxury condo building, 17 Chapel was a catalyst for the City's urban housing renaissance, with over 200 new units following into development. 17 Chapel has received numerous accolades including a 2012 *Sustainable Cities Award* from the Historic Albany Foundation and in 2014, the *Albany Business Review* recognized 17 Chapel as one of "50 Projects That Are Reshaping Life and Business in the Capital Region."



*The Rosenblum Companies – Great Oaks Office Park*



*17 Chapel Boutique Condominiums*

The Rosenblum Companies is actively pursuing new, diversified ground-up and adaptive reuse projects as well as strategic acquisitions; in 2016, Rosenblum acquired 14 well located warehouse and office building properties in the Karner Road/Central Avenue and Wolf Road/Winners Circle areas of the Town of Colonie respectively.


The Rosenblum Companies also provides comprehensive property management and related services to investors and end-users delivered by an in-house staff of experts in property operations, real estate transactions, project management and marketing.

## CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge; such responses are true, correct, and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

<b>Date Signed:</b> <u>December 1, 2016</u>	<b>Name of Person Completing Project Questionnaire on behalf of the Company.</b>  <b>Name:</b> <u>Seth D Rosenblum</u> <b>Title:</b> <u>President, Rosenblum Development Corp, its Manager</u> <b>Phone Number:</b> <u>518 869 9302</u> <b>Address:</b> <u>300 Great Oaks Blvd, Ste 310,</u> <u>Albany, NY 12203</u>  <b>Signature:</b> 
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## SCHEDULE A

## CREATION OF NEW JOB SKILLS

Please list the projected new job skills for the new permanent jobs to be created at the Project as a result of the undertaking of the Project by the Company.

[illegible]

Should you need additional space, please attach a separate sheet.

## CHAPTER 2

*CONFIDENTIAL - [i]n accordance with Section 87(2)(d) of the Public Officers Law the Applicant requests that this document be treated as a confidential record exempt from disclosure.*

### **Manager's Job Description**

#### **Specific Duties**

The following are brief descriptions and topics of information. Each procedure and policy will be explained in more detail as you complete the manual.

*Remember that you only get one chance to make a good first impression.*

1. Implement, follow and enforce any procedures set forth in the Operations and Policy & Procedure Manual on file in the office and any other memo or instruction given to you by your District Manager.
2. Operate the facility at its highest and best potential.
  - a. Renting all available units to qualified customers and making sure that all units are clean prior to rental.
  - b. Timely collection of rent, deposits and assessed fees.
  - c. Selling accessory merchandise, such as locks, packing materials, and any other merchandise or services that may be available at your storage location.
  - d. Making past due call to delinquent accounts.
  - e. Marketing the facility according to guidelines requested by the home office or your District Manager
3. Visually inspect the facility twice daily, observe and respond promptly to any potential breach of security problems, such as unsecured locks, unsecured gates, fencing, units, any evidence of tampering with anything anytime, or suspicious activity by any person or persons on or around the facility. Be watchful and suspicious of unidentified substances, which could be drugs, or toxic or flammable chemicals. You should make sure every unit is locked on a daily basis.
4. Perform a lock audit weekly. Also pick up trash and note any repairs and/or maintenance that may be needed.
5. You should be thoroughly familiar with emergency procedures dealing with fires, criminal activity, accidents and natural or "man-made" disasters.
6. Handle all customer inquiries or problems in a timely, courteous manner. Satisfied customers are our biggest asset. It is best to contact a customer 10 minutes after their call with the call center, leaving a voicemail or third party such as Sparefoot. If the customer spoke with you directly, follow up the next business day unless otherwise discussed.
7. Be sure to take detailed notes anytime you speak with current or potential customers.

8. At Supervisor's direction, assist in inventorying the content of storage units and with all steps necessary to impose and collect delinquent rent owed, including proper retention of lien sale files in accordance with the Company policy.
9. Train and supervise your assistant manager with your District Manager, which includes familiarizing the assistant manager with all the policies and procedures needed to perform all the management duties and policies in your absence. (Manager Only)
10. Prepare in a timely and professional manner such management, marketing, operational or other reports as required in this Manual or as requested from time to time by the Supervisor.
11. Make daily bank deposits and deliveries to the Post Office. You will be instructed on night drop-off procedures, if necessary.
12. You will be responsible for accurate computer accounting records and petty cash funds or company use credit cards. Utilize the Expense Report each time the company card is used. Send the Expense report to [expenses@storageasset.com](mailto:expenses@storageasset.com) and your District Manager on Mondays.
13. Follow proper dress attire, good grooming, and hygiene habits. Smoking by employees is prohibited in the office and in front of or around any customers. Proper dress attire is black or khaki dress pants or shorts (no jeans). Shorts cannot be shorter than 2" above your knees. If your pants/shorts have belt loops, a belt must be worn. Shirt should be a tucked in polo with your company name and/or logo. Ask your District Manager about ordering polo's for your store if you do not have any. Must wear closed toe shoes, sneakers should be in good condition and not too dirty. If logo shirts are not available, polo, button down, or business attire dress shirts may be worn.
14. The physical condition of the facility is your responsibility. Non-emergency requests should be submitted to the Home Office. Keep the premises in a neat and clean condition, the grounds free of debris, and the landscaped areas free of weeds. Advise District Manager of any construction defects or subsequent maintenance items as soon as you are aware of them and supervise the work of subcontractors authorized by the Company on the facility.
15. Prepare, as requested, your marketing/sales plan for the facility (i.e., sales calls, apartment and/or business promotions, seasonal specials, etc.). Once adopted, you will be responsible for the implementation of the plan. Your District Manager will assist you in creating the plan. Update the Monthly Marketing Report in Google Drive.
16. Participate in training programs or seminars at management's request.
17. Perform any other managerial duties which may from time to time be requested by

the Company.

18. We strongly encourage our managers to be actively involved in local professional associations, the Chamber of Commerce and/or community functions that promote your professional position at the property.
19. The property has a petty cash fund and/or a company use credit card. You may use this fund to purchase supplies for day-to-day operation of your facility.  
**You are NOT authorized to sign contracts on behalf of your facility;**  
as such, all contracts must be submitted to your supervisor for approval and signature.
20. You must follow the strict schedule for auction procedures. See the Auction Timeline Calculator in Google Drive under SAM Forms, Manuals, Training Info, then click on Auction Related Forms. There are different tabs for each state at the bottom of the form, make sure you click on your state.
21. Keep in mind that rentals can be made online.

***Good Luck and Good Renting!***

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Employee Signature

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Date

## **ASSISTANT MANAGER'S JOB DESCRIPTION**

### **Specific Duties**

The following are brief descriptions and topic of information. Each procedure and policy will be explained in more detail as you complete the manual.

*Remember that you only get one chance to make a good first impression.*

1. Implement, follow and enforce any procedures set forth in the Operations and Policy & Procedure Manual on file in the office and any other memo or instruction given to you by your Supervisor or Manager.
2. The property has a petty cash fund and/or company use credit card. With permission, you may use this fund to purchase supplies for day-to-day operation of your facility. **You are NOT authorized to sign contracts on behalf of your facility;** as such, all contracts must be submitted to your supervisor for approval and signature.
3. Operate the facility at it highest and best potential.

Rent units and make sure that all units are clean prior to rental

Timely collection of rent, assessed fees and other fees

Selling accessory merchandise, such as lock, packing materials and boxes

Make past due calls

Ensure that all leases that are out for signature, are being followed up with

Conduct daily visual audit of entire complex twice a day

Overlooking and unlocking of units

Prepare and process daily, weekly and monthly reports

Prepare and make bank daily bank deposits

Maintain cleanliness and organization of rental office

Maintain cleanliness of any public or employee restrooms

Maintain cleanliness of site

Consistent and regular attendance and punctuality

May be required to work other sites as needed

Follow proper attire and grooming habits

Participate in training programs or seminars at management's request

Perform other managerial duties requested by the site Manager or Home Office

\_\_\_\_\_  
Employee Signature

\_\_\_\_\_  
Date

Albany Medical Science Research, LLC  
c/o Wells Fargo Bank  
MAC N9300-061  
600 South 4th Street  
Minneapolis, MN 55479

December 1, 2016

**VIA E-MAIL**

City of Albany Industrial  
Development Agency (the "Agency")  
c/o Department of Economic  
Development  
21 Lodge Street  
Albany, New York 12207  
Attn: Chairman

Re: Center for Medical Science, 150 New Scotland Avenue, Albany, New York, Section  
76.05, Block 1, Lot 8 - Request for Consent to a New Sub-Tenant

Dear Chairman:

The Project Documents for Albany Medical Science Research, LLC, require consent of the Agency when the use of the Project Facility shall be other than for biomedical research and development and uses related thereto. We are requesting that the Agency consent to Albany Medical Science Research, LLC, leasing to a subtenant that specializes as a medical services provider.

Please note the following:

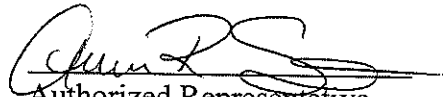
1. Overview of the project background and current status of the project. Albany Medical Science Research, LLC, a Delaware limited liability company, as successor to the Center for Medical Science, Inc., holds a ground leasehold interest in the real property and improvements located at 150 New Scotland Avenue, Albany, New York, in the building more commonly known as "Center for Medical Science" (the "Project"). The Project was designed and built as a premier biomedical research facility for scientists focused on research with an adjacent parking garage located on 5.3 acre ground leased site. In February of 2013, the Albany Industrial Development Agency entered into, among other documents, a Payment In Lieu of Tax Agreement with Albany Medical Science Research, LLC granting an exemption from real property taxes payable for the Project. The Project continues to be marketed for sale and lease in an effort to preserve this important component of the research community.
2. Description of the status of lease up at property including the percentage leased. The property is currently 51.3% leased, and with the addition of this proposed new subtenant

will be 63.1% leased. The real estate broker for the Project, Peter Struzzi of Pyramid Brokerage Company, continues to market the property to potential tenants and purchasers.

3. Description of the activities of the proposed tenant. The proposed new subtenant will lease approximately 16,310 rentable square feet and will use the space as general office space for Tenant's Emergency Room Department or any related administrative office. This new subtenant will use its space at the Project in a manner that will complement the uses of existing tenants and hopefully attract the interest of similarly minded subtenants to the Project. The new subtenant has represented to Albany Medical Science Research, LLC, that it is a 501(c)(3) corporation.

Your attention on this matter is appreciated. Please call with any comments or questions.

Very Truly Yours,

  
Authorized Representative

## **MEMO**

**TO:** City of Albany Industrial Development Agency Finance Committee

**FROM:** City of Albany Industrial Development Agency Staff

**RE:** City of Albany IDA and City of Albany CRC contract for services 2016

**DATE:** December 7, 2016

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After review of the current contract for services agreement, the current amount the CRC is projected to pay exceeds the amount of staff time expended. It is staff's recommendation to have the Finance Committee review the fee owed to the IDA for 2016 to more accurately reflect actual staff time expended at each entity.