

TO: City of Albany Industrial Development Finance Committee

FROM: City of Albany Industrial Development Agency Staff

RE: Aeon Nexus Corporation – Project Summary

DATE: December 6, 2013

Staff Notes:

This project summary is the result of the work staff has performed per the direction of the Finance Committee at the September 19th meeting. As a result of the September 19th meeting the Applicant submitted a revised PILOT request for Committee review. The revised PILOT request included the reduction of the duration of the PILOT to 12 years and modified the percentage abatement amounts. No changes have been made to the modified PILOT request. The Applicant respectfully requests that the Finance Committee make a positive recommendation for consideration by the Board for project approvals in January. Please note this project summary will continue to be updated as the project progresses through staff review and Agency consideration.

Applicant: Aeon Nexus Corporation

Managing Members (% of Ownership): Omar Usmani (100%)

Project Location: 138 State Street

Project Description: Proposed acquisition of a parcel of land along with the acquisition of and renovation of an existing 8,750 SF +/- building – consisting of 3 stories, a mezzanine and basement – into commercial office space. The project includes the installation of tenant finishes, personal property, fixtures, furniture and equipment.

Estimated Project Cost: \$1,833,500

Type of Financing: Straight Lease

Amount of Bonds Requested: None

Estimated Total Purchases Exempt from Sales Tax: \$1,650,000

Estimated Total Mortgage Amount: \$1,608,500

Current Total Assessment: \$100,000 (per Commissioner of Department of Assessment & Taxation)

Estimated Improved Total Assessment: \$875,000 (per Commissioner of Department of Assessment & Taxation)

Requested PILOT: Applicant proposes entering into a 12 year PILOT agreement with the IDA in which annual payments in lieu of taxes will be calculated by adding A) an amount equal to one hundred percent (100%) of the Normal Tax due with respect to the current total assessment

(i.e. the “base” assessment) and B) an amount equal to a percentage of the Normal Tax due with respect to the additional improved assessment from completion of the project. Please see attached Revised PILOT Analysis for specifics.

Estimated Value of Total PILOT Payments:

- Total PILOT Payments: \$168,625

Estimated Value of Tax Exemptions:

- NYS Sales and Compensating Use Tax: \$132,000
- Mortgage Recording Taxes: \$20,107
- Real Property Taxes: \$429,115 (*Not a Net Present Value*)
- Other: N/A

Employment Impact:

- Projected Permanent: (12) new jobs
- Projected Construction: (25) jobs

Other Economic Impacts:

- Increases local and state sales tax revenues
- Increases Downtown BID revenues that will be used to further the betterment of the district

Strategic Initiatives:

- Albany 2030
 - Increase job opportunities for all residents.
 - Encourage investment in urban land and buildings for employment and housing through development, redevelopment, rehabilitation and adaptive reuse.

Planning Board Actions:

- Approved

Estimated IDA Fee

- Fee amount: \$18,335

Mission

- The purpose of the Industrial Development Agency is to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial, research and recreation facilities. The Agency aims to protect and promote the health of the inhabitants of the City of Albany by the conservation, protection and improvement of the natural and cultural or historic resources and environment and to control land, sewer, water, air, noise or general environmental pollution derived from the operation of industrial development.