

**City of New Rochelle Industrial Development Agency
Operations and Accomplishments
January 1, 2020 – December 31, 2020**

Operations

The City of New Rochelle Industrial Development Agency (NRIDA) is governed by a seven-member board consisting of residents of the City of New Rochelle who hold three-year staggered terms. The City Manager serves as ex-officio. Appointments are made by the City Council of the City of New Rochelle.

The Agency offers four basic forms of financial assistance that include: (1) mortgage recording tax exemption, (2) sales and use tax exemption, (3) real property tax abatement, and (4) interest rate savings via tax-exempt financing. The Agency does not loan money directly to private companies. The Agency has the power to issue taxable or tax-exempt bonds. These non-recourse bonds are not an obligation of the sponsoring community or state or its tax payees but rather are backed solely by the credit rating of the company.

The operation of the Agency is financed with fees received from bond and straight lease transactions, and interest earned from such funds.

The Agency's Uniform Tax Exemption Policy ("UTEF") was adopted in 2016 and amended in 2017 and 2020. The amendments to the UTEF aimed to incentivize developers to build live/workspace for artists, the initiative came out of the City's adoption of the Arts and Cultural District to complement the downtown Master Plan. The IDA worked with NDC, the IDA's financial consultant, to allow tax abatements and encourage and accommodate development of live/workspace in the cultural district extension overlay zone. Additionally, the UTEF was amended to address certain affordable housing developments, as the UTEF did not have specific guidance for PILOTs on these developments. NDC recommended that financial assistance for developments that meet the requirements of the LITECH program and Title 1 of the Housing and Community Development Act consist of PILOT guide lines in addition to mortgage recording tax and sales tax exemptions. The revisions include: 1. establishing a PILOT in the amount equal to 10% of annual gross shelter rents; 2. an increase in the PILOT by 2% annually during the term of the PILOT; and 3. That the term of the PILOT agreement match that of the lesser of either (1) the term of the affordability restrictions or (2) the amortization period of the first mortgage. In December of 2020, the UTEF was amended to facilitate the adaptive reuse and activation of the ground floor of older commercial buildings in the City of New Rochelle, to create a more vibrant downtown and leverage historic assets. The UTEF revisions include offering building owners that meet a baseline capital improvement threshold investment of \$100/SF a: sales tax exemption benefit, mortgage recording tax exemption benefit, if applicable, and a 10 year PILOT that reduces current taxes by 50% in the first 5 years and provides an exemption on the improvements made for the full 10 years of the PILOT

Accomplishments:

New Projects Closed with the IDA in 2020:

BRP 10 Commerce, LLC

10 Commerce Drive

New Rochelle, NY 10801

- Approximately \$57M new project
- Creation of approximately 5.5 full-time equivalent jobs, and approximately 329 construction jobs
- Provides 17 units to be offered as affordable under the City's regulations
- The project will utilize LED fixtures for site lighting, internal parking, common areas, and much of the interior apartment lighting and low flow fixtures will be used throughout the project. Electric car charging stations will be provided in the parking structures and bicycle parking will be available within the building. Low VOC paint and materials with a high percentage of recycled content will be used, as well as Energy Star appliance and low-e coated glass.
- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

New Rochelle Birch Development, LLC

2 Birch Street

New Rochelle, NY 10801

- Approximately \$25M new project
- Creation of approximately 2 full-time equivalent jobs, 2 part-time equivalent jobs and approximately 185 construction jobs
- The project will fulfill a demonstrated demand, and the dedication of the vacant parcel will address a municipal need.
- The project will incorporate Green Building Technologies including the use of motion censored lighting, as well as the use of LED lighting, use of low VOC paints, low flow fixtures and programmable thermostats.
- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

CH New Rochelle, LLC

24 Maple Avenue

New Rochelle, NY 10801

- Approximately \$140.6M new project
- Creation of approximately 10 full-time equivalent jobs and approximately 700 construction jobs
- The Project will assist in achieving the City's vision for the revitalization of the downtown, as a catalyst for job creation, economic growth and private investment.
- The Project will comply with the requirements of the New Rochelle DOZ Sustainable Development Standard, including Outdoor Potable Water Consumption Reduction and Heat Island Reduction as required by the Use and Development Standards of the applicable DOZ Zoning. Other green building technologies to be incorporated into the Project include: high SEER heating / cooling, LED fixtures w/ motion sensors, use of low VOC paints, programmable thermostats, EnergyStar appliances, resident bicycle storage, and use of energy efficient windows.

- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

WBLM 25 Maple Owner

25 Maple Avenue
New Rochelle, NY 10801

- Approximately \$70.8M new project
- Creation of approximately 6 full-time equivalent jobs, 1 part-time equivalent jobs, and approximately 368 construction jobs
- The Project includes retail space and generate certain secondary economic benefits that will assist the City in achieving its vision for the redevelopment of the downtown.
- The Project will comply with the requirements of the DOZ sustainable development standards and will also include low flow fixtures, LED lighting, low VOC paint, High Efficient Exterior Commercial Grade Lighting and sustainable garage façade materials.
- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

MJ Garden III, LLC

26 Garden Street
New Rochelle, NY 10801

- Approximately \$27.8M new project
- Creation of approximately 20 full-time equivalent jobs, 3 part-time equivalent jobs, and approximately 65 construction jobs and the retention of approximately 50 existing jobs
- This Project will allow the Westchester County Family Courthouse and related offices to remain in the City of New Rochelle, thereby retaining jobs
- The Project incorporates energy efficient building methods and energy efficient windows, HVAC, and lighting will be used throughout.
- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

Georgica Green Ventures, LLC

11 Garden Street
New Rochelle, NY 10801

- Approximately \$132M new project
- Creation of approximately 7 full-time equivalent jobs, 2 part-time equivalent jobs, and approximately 200 construction jobs and the retention of approximately 60 existing jobs
- The creation of 219 affordable housing units
- The Project will meet and/or exceed Enterprise Green Communities Criteria 2015 and will also meet and/or exceed ENERGY STRAT Multifamily High-Rise requirements
- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

Lincoln Renaissance, LLC

116 Guion Place

New Rochelle, NY 10801

- Approximately \$63M new project
- Creation of approximately 3.5 full-time equivalent jobs, 10 part-time equivalent jobs and approximately 265 construction jobs
- Creation of 179 affordable housing units to be leased to households who earn between 30% and 80% AMI.
- The construction of a brand-new state of the art community facility for public use through the Remington Boys and Girls Club.
- The project is to be certified through Enterprise Green Communities and the residential portion will include electric vehicle charging stations, energy star appliances, low flow fixtures, the use of low VOC paints, energy efficient windows and lighting. The Boys and Girls Club will have a solar array on the roof.
- Utilized mortgage recording tax exemption, sales tax exemption, and PILOT

Other transactions that occurred in 2020 constituted smaller transactions such as terminations and refinancing transactions.

Economic Development

The City of New Rochelle's Development and Finance Departments assist the Agency in its efforts towards future project development, new business attraction/retention, financings, and support services to area businesses and financial reporting. The Department of Development specializes in all aspects of planning central to successful economic development, allowing the City to plan for and react to development trends in the city, as well as to better serve the public, private and non-profit sectors.

- Economic Development Shuttle Service- Circuit Transit, Inc.
- Economic Development Job Training- Westhab, Inc.
- Pathways 2 Apprenticeship Pre- Apprenticeship Program- Westhab, Inc.
- Consulting Services regarding Workforce Monitoring- Anchin, Block & Anchin, LLP

The IDA funded initiatives to promote economic development in the City as well as to introduce the City to businesses and developers, some of these funded initiatives are highlighted above. These initiatives serve to promote, maintain and facilitate (A) the economic, cultural and community redevelopment of the City through increased creative, artistic and employment opportunities, and (B) the job opportunities, health, general prosperity and economic welfare of the citizens of the City and the State of New York and improve their standard of living. These initiatives included the continuation of the City's branding process including research, strategy and creative development that resulted in the creation of a brand identity guide for the City to be expressed through communications, signage, special events, community outreach, online initiatives, and merchandising. Additionally, the funding initiatives covered services to develop professional economic development marketing materials to attract businesses, new residents and visitors to the City, the continuation of professional job referral and

training services, guidance in the creation and implementation of an affordable housing program, and implementation of a free transit shuttle and circulator service in the City.