

RACER TRUST PROPERTY AVAILABLE



# UNDER CONTRACT

## OPPORTUNITY ZONE

Prime industrial land for sale in **Tonawanda, NY**

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## Property Summary

**Tonawanda Landfill Land**  
2520 Kenmore Avenue  
Tonawanda, NY 14150

Situated to the north of the City of Buffalo and south of Niagara Falls, this 15.04-acre vacant Property is set in an industrial area in close proximity to the Canadian border.


- County:** Erie
- Land Area:** 15.04 acres
- General Description:** A 10-acre former disposal area with 3-acre parking lot and right-of-way for utility power lines
- Zoning:** Zoning details can be found in the Property Details pages.
- Tax Parcel Number:** 65.14-3-1
- RACER Site Number:** 10980



More information about this property may be reviewed on RACER's website at [www.racertrust.org/Properties/PropertyDetail/Tonawanda\\_10980](http://www.racertrust.org/Properties/PropertyDetail/Tonawanda_10980).



## Property Location

 Tonawanda Landfill Land  
2520 Kenmore Avenue  
Tonawanda, NY 14150  
65.14-3-1  
15.04+/- acres  
GI, General Industrial

View an interactive map of the Property at <http://bit.ly/tonawanda-landfill>.



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*\*Disclaimer: Property boundaries presented on this map are for informational purposes only and have not been prepared for legal, engineering, or surveying purposes. RACER makes no representations as to the accuracy of the maps, aerial photographs, or boundary depictions contained herein.*



## Property Assets

- Ideally located in an industrial area in close proximity to the US/Canadian border
- Two international airports within nine miles of the Property
- Vacant Property perfectly suited for the solar or wind power industries
- Existing parking



## Property Details

Overview	
Location	2520 Kenmore Avenue, Tonawanda, NY 14150
Zoning/Tax ID Number(s):	GI, General Industrial: 65.14-3-1
Total Land Area of Property (Acres)	15.04
Total Assessment	\$130.950
Total Annual Property Taxes	\$14,173 (2018)
Number of Structures at Property	None
Licenses for Temporary Use (If Any)	Three acres on the southeast corner of the site is currently used by a neighboring GM facility for parking; a local utility has a right-of-way across a small east-west portion of the northern end of the property for high tension power lines
Owner(s)/Use(s) Prior to GM	DuPont de Nemours Corporation operated the Property as a landfill. General Motors (GM) purchased the Property in May 1967.
Sulfur Dioxide (2010)	Attainment Area
Particulate Matter 2.5 (2006)	Attainment Area
Lead (2008)	Attainment Area
Carbon Monoxide	Attainment Area
8-Hour Ozone (2008)	Attainment Area
Nitrogen Dioxide	Attainment Area
Particulate Matter 10	Attainment Area



## Property Details (continued)

Previous Operations by GM	Disposal of waste materials from 1921 through 1978.
Surrounding Owners/Uses	DuPont Yerkes Plant located to the north and west; GM's Tonawanda Power Train Group plant to the south and Kenmore Avenue and DuPont Plant to the east
Rail Service	Four rail companies service the area: Class 1 rail carriers, Canadian National Railway (CN), Canadian Pacific Railway (CPR), and VIA, as well as Trillium Railway, one of the few remaining privately owned and operated shortlines in North America
Name and Proximity to Nearest Interstate Highway(s)	I-190 (less than 1 mile); I-290 (approximately 1 mile)
Name and Proximity to Nearest Commercial Airport(s)	Buffalo Niagara International Airport (approximately 9 miles); Niagara Falls International Airport (approximately 9 miles); North Buffalo Suburban Airport (approximately 17 miles)
Name and Proximity to Nearest Commercial Seaport(s)	Port of Buffalo (approximately 12 miles)
School District	Kenmore-Tonawanda Union Free School District





## Opportunity Zone

**Tonawanda Landfill Land** was designated an Opportunity Zone under the Tax Cuts and Jobs Act of 2017. Opportunity Zones provide substantial incentives to spur private investment in development and job creation. The benefit to our buyers is preferential tax treatment for private investment in development.

The Internal Revenue Service has published a detailed list of Frequently Asked Questions about the Opportunity Zone program. According to the FAQ: “Over the next few months, the Treasury Department and the Internal Revenue Service will be providing further details, including additional legal guidance, on this new incentive. More information will be available at Treasury.gov and IRS.gov.”

From Treasury.gov: “Qualified Opportunity Zones retain this designation for 10 years. Investors can defer tax on any prior gains until no later than December 31, 2026, so long as the gain is reinvested in a Qualified Opportunity Fund, an investment vehicle organized to make investments in Qualified Opportunity Zones. In addition, if the investor holds the investment in the Opportunity Fund for at least ten years, the investor would be eligible for an increase in its basis equal to the fair market value of the investment on the date that it is sold.” (<https://home.treasury.gov/news/press-releases/sm0414>).





## Property Ownership and Recent History

The former landfill received waste materials from 1921 through 1978. It then remained vacant with the exception of construction of a parking lot area on the southeastern portion of the Property. From August 2001 through October 2002, and again in May 2003, the Property was used by GM for the management of structurally unsuitable soil materials and concrete debris generated during construction of nearby GM facilities. In each case, once construction was completed, topsoil was placed across the entire surface area of the landfill and the area was seeded with a mixture of grasses. Snow fences also were constructed to manage winter snow drifting, due to the Property's close proximity to the Niagara River and Lake Erie.



## Environmental Conditions

The former landfill received waste materials from 1921 through 1978. According to historical NYSDEC information, the disposal area was located in a topographically low area and was not excavated prior to landfilling. DuPont estimated that 4-5 feet of waste materials were placed in the area. The area is underlain by a clay layer estimated to be about 71 feet thick.

Shortly after 1978, NYSDEC placed the Property on its Inactive Hazardous Waste Disposal Registry. DuPont conducted a Phase II investigation of the disposal area from 1992-1994. The intent of the investigation was to provide NYSDEC with sufficient information to reclassify the site.

On May 15, 1996, NYSDEC notified DuPont that it was removing the Property from the Inactive Hazardous Waste Disposal Registry. No further regulatory oversight or post-closure monitoring is required.

Based on the above, no funding was set aside by the Settlement Agreement that established the Trust for cleanup or OM&M activities.

RACER Trust, U.S. EPA and State regulatory authorities offer a variety of buyer protections designed to shield your investment and restrict or eliminate your liability for environmental impacts resulting from previous uses, regardless of whether these conditions were known at the time of purchase or transfer. For more information about liability protections, please visit <http://bit.ly/1EsnxjB>.



## Collateral Information: Access/Linkage

The Town of Tonawanda is located at the northern edge of Erie County, New York, between Buffalo and Niagara Falls, at the confluence of the Erie Canal and the Niagara River.

Tonawanda is a first-ring suburb that borders Buffalo and is considered part of the Buffalo-Niagara Falls metropolitan area. Downtown Buffalo is approximately eight miles south and the Niagara Falls is 16 miles north.

Tonawanda is rich in natural, cultural and historic resources and features a diverse collection of residential and commercial settings.

The Town has a roadway network that includes State, County and Town routes. This roadway system provides very good access throughout the Town, and provides excellent connections between the Town, the wider Western New York region, the interstate highway system and Canada.

Two interstates pass through Tonawanda, both of which are part of the New York State Thruway system. I-190 runs parallel to the Niagara River from the City of Buffalo north through the Town of Tonawanda, where it continues across the Grand Island Bridges, heading northwest toward Niagara Falls and Canada. This roadway provides very good interstate access to the industrial waterfront portion of the Town. The Grand Island Bridge also is part of the interstate system.

I-290 is a six-lane, divided highway that runs east-west through the northern part of the Town, connecting I-90 with I-190. I-290, also known as the Youngmann Expressway, has three major interchanges in the Town of Tonawanda, located at Niagara Falls Boulevard, Colvin Avenue and Delaware Avenue. There also is an eastbound on/off-ramp at Knoche Road. The western terminus of I-290, where it merges with I-190, is located in the Town of Tonawanda in the waterfront area. The eastern terminus of I-290 is in the adjacent Town of Amherst, where it connects to the main line of the New York State Thruway (I-90). This excellent access to the interstate highway system has attracted several truck terminals to locate in the Town.



*\*Information obtained from RACER research.*

## Collateral Information: Airports

The Buffalo Niagara International Airport ([www.buffaloairport.com](http://www.buffaloairport.com)), located in Cheektowaga, is within a 15-minute drive from Tonawanda. Averaging 110 daily flights, it is the busiest airport in Western New York. The airport is serviced by several commercial carriers and by the major air cargo carriers. The Buffalo Niagara International Airport can handle international and domestic air cargo through any of five cargo airlines, including Airborne Express, United Parcel Service, Menlo Forwarding, FedEx and Superior Cargo Services.

In 1997, the airport completed a major renovation project, increasing the number of gates to 26. In 2006, the main runway was repaved and extended 750 feet, its first major upgrade since 1980. The secondary runway was extended 1,000 feet as well.

Southwest Airlines recently surpassed US Airways to become the largest carrier at Buffalo Niagara International Airport in terms of number of passengers. US Airways was bumped to second and JetBlue Airways is ranked third.

Niagara Falls International Airport ([www.niagarafallsairport.com](http://www.niagarafallsairport.com)), located just outside of Buffalo to the north, offers a Foreign Trade Zone next to the airport, allowing for short-term storage of imported goods. The close proximity of the airport to the Canada/U.S. border, its location just off a major highway, and its central location, offer great operational advantages. In addition, there are more than 300 freight forwarders in the airport vicinity, making nearby freight operations a natural fit.

Located just over an hour away from Tonawanda, the Greater Rochester International Airport (<http://bit.ly/SKZR2A>) is a county-owned public-use airport located three miles southwest of the central business district of Rochester. The airport is owned and operated by Monroe County, and has outstanding cargo facilities, congestion-free air space, a wide selection of commercial carriers, and U.S. Customs.

The Toronto Pearson International Airport ([www.torontopearson.com](http://www.torontopearson.com)), Canada's largest airport, is just under two hours by car from Tonawanda. In 2011, Toronto Pearson handled 33.4 million passengers and is ranked the 4th-largest airport in international passenger traffic in North America. The airport, owned by the Greater Toronto Airports Authority, has five main



*\*Information obtained from RACER research.*



## Collateral Information: Airports (continued)

runways and 30 taxiways, and offers an extensive list of scheduled and charter flights to passengers, in addition to servicing more than 45 percent of Canada's air cargo.

Within 90 miles of Buffalo is the Hamilton International Airport-Canadian ([www.flyhi.ca](http://www.flyhi.ca)), which offers customs clearance that is much faster than that available in Toronto, along with an on-site U.S. Customs service. From a sixth to a quarter of U.S.-Canadian trade clears customs at Buffalo.

*\*Information obtained from RACER research.*



**racetrust.org**

## Collateral Information: Port Facilities

Buffalo's port system maintains specialized grain storage, milling and processing facilities and is said to rank first in the world in grain handling. The deepwater Port of Buffalo is an important shipping center for manufactured goods from the East Coast. The Welland Canal links the region to the St. Lawrence Seaway. In terms of rail service, Buffalo is one of the nation's largest railroad centers with access to major U.S. and Canadian lines such as CSX, CN, CP and Norfolk Southern linking the area to points north, south, east and west.

The Port of Buffalo ([www.portofbuffalo.com](http://www.portofbuffalo.com)), located 14 miles from Tonawanda, is the nearest port. The port, owned and operated by Gateway Metroport, is located at the eastern end of Lake Erie. Its central location within 500 miles of the major population and distribution centers of the Northeast and Upper Midwest, and within 500 miles of 75 percent of the Canadian population, makes it ideal for industry and distribution. The port has excellent facilities, including piers with 27 feet of water (Seaway standard depth), and can accommodate seven vessels simultaneously. Nearby, 200 acres provide bulk cargo storage and excellent bulk distribution facilities. There also is a Foreign Trade Zone, No. 23, in operation at the Port, though it is near capacity. As a result, a satellite Foreign Trade Zone has been opened near the Greater Buffalo International Airport and in Amherst.

Approximately a 45-minute drive from Tonawanda is Port Colborne ([www.portcolborne.ca/page/port\\_facilities](http://www.portcolborne.ca/page/port_facilities)), located in the City of Port Colborne, Ontario, Canada. It is strategically located where the Welland Canal, a key part of the St. Lawrence Seaway System, opens into Lake Erie. Port Colborne has extensive experience in the movement of bulk goods such as aggregates, grain and energy products. The capabilities for the movement of over-dimensional and specialized project cargo gives Port Colborne an advantage not found in many port facilities on the Great Lakes. Operators in Port Colborne have experience and expertise in handling wind towers, nacelles, wind turbine blades, and plate and roll steel.

Complementing Port Colborne's location advantages is the City-owned Port Colborne Harbour Railway, connecting to both CN and CP main lines. The Port Colborne Harbour Railway is operated by Trillium Rail, which manages several short-lines in Ontario.



*\*Information obtained from RACER research.*



## Collateral Information: Regional Bus Service

The Niagara Frontier Transportation Authority ([www.nfta.com](http://www.nfta.com)) provides transit services in the Town of Tonawanda. The town is relatively well served by bus routes that provide regularly scheduled service to downtown Buffalo, and has more transit access than most suburban communities.

The Greater Buffalo-Niagara Regional Transportation Council ([www.gbnrtc.org](http://www.gbnrtc.org)), the Metropolitan Planning Organization (MPO) for Erie and Niagara Counties, is focused on establishing a comprehensive, coordinated and continuing transportation planning process for the Erie and Niagara Counties metropolitan area. The Council is developing the region's next metropolitan transportation plan, BuffaloNiagara2050 ([www.buffaloniagara2050.com](http://www.buffaloniagara2050.com)), which will seek to solve present and future challenges and focus on ways to create a more efficient, greener, smarter and sustainable transportation system.

The Council is comprised of major political jurisdictions and transportation agencies in the region. Member agencies include the City of Buffalo, City of Niagara Falls, County of Erie, County of Niagara, NYS Thruway Authority, the Niagara Frontier Transportation Authority and the NYS Department of Transportation. The Seneca Nation of Indians, the Transportation Council of the Buffalo-Niagara Partnership and the Empire State Development Corporation serve formally as Regional Strategic Stakeholders.



*\*Information obtained from RACER research.*





## Collateral Information: Utilities and Natural Gas

National Grid ([www.nationalgridus.com](http://www.nationalgridus.com)), formerly Niagara Mohawk Power Corporation, provides Tonawanda its electricity. Major power lines run through the Town, and electricity service is able to handle major industrial users, as well as residential customers. Energy deregulation now provides an opportunity for customers to purchase electricity from several suppliers. The Huntley Station, a coal-burning energy generation facility, is located within Tonawanda on River Road, immediately adjacent to the Town's industrial core. Transmission lines of various capacities branch throughout the industrial sector.

Tonawanda's natural gas supply is distributed by National Fuel Gas ([www.nationalfuelgas.com](http://www.nationalfuelgas.com)). National Fuel Gas sells or transports natural gas to more than 728,000 customers in Western New York and Northwestern Pennsylvania. Natural gas service is available to all residential, commercial and industrial properties in the Town. Large-capacity lines are located in close proximity to existing and planned industrial properties.



## Collateral Information: Zoning and Business Assistance

Zoning details can be found in the Property Details pages.

The Property is located within the boundaries Foreign Trade Zone 23. A FTZ provides competitive advantages to companies involved in international trade through deferral, reduction or elimination of U.S. Customs duties. Potential buyers interested in applying for FTZ status or as a foreign trade subzone should contact the FTZ 23 grantee, the County of Erie, at 716-278-8750.

The Erie County Industrial Development Agency ([www.ecidany.com](http://www.ecidany.com)) assists private-sector industrial/business development, advancing job opportunities and economic well-being for the people of Erie County. The ECIDA does not receive any direct funding for its operations from any local, state or federal sources. Instead, the cost of operating the IDA is paid primarily by those businesses that benefit from the economic development services they receive. ECIDA is in business to grow business in Erie County by helping business be competitive and profitable. ECIDA can deliver:

- Business incentives, tax exemptions, bonds
- Facility/brownfield development assistance
- Financial assistance, loans, venture capital
- International trade assistance
- Referrals and resources
- Transportation, infrastructure financing

Some of the support provided by ECIDA includes:

- Tax exemptions, leases and tax abatements approved within 60 days of application
- Confidentiality of all proprietary information



## Collateral Information: Zoning and Business Assistance (continued)

- Coordination with other government agencies
- Loans approved in an average of 30 days
- Assistance with projects from \$5,000 to \$500 million

In addition, ECIDA enters into cooperative agreements with the County of Erie, the cities and towns of Erie County, and other economic development agencies including the State of New York, Export-Import Bank of the United States Small Business Administration and the Economic Development Administration.

In November 2001, portions of the Town of Tonawanda were designated as a New York State Empire Zone ([www.esd.ny.gov/BusinessPrograms/EmpireZones.html](http://www.esd.ny.gov/BusinessPrograms/EmpireZones.html)). Due to changes in program legislation, however, the town has been unable to accept new applications to the program as of June 30, 2010.

## Collateral Information: Small Business Centers

Small Business Development Center at SUNY Buffalo State (<http://sbdc.buffalostate.edu/>).



## Regional Overview: Community Snapshot

Beautiful, tree-lined streets and comfortable homes are the hallmarks of life in the Town of Tonawanda. Residents of established neighborhoods, as well as more recently developed areas, share a common pride in home ownership. From spacious mansions to more modest homes, Town residents reflect the same concern for the appearance of their community.

The Town has a number of properties on the National Register of Historic Places listings in Erie County, including Kibler High School, the Armory, and the Post Office.

As an industrial, commercial and residential location, the Town of Tonawanda can provide the ideal solution to satisfy the varied needs of today's more technological society.

A wide variety of apartments and other rental housing provide the Town with a variety of facilities to satisfy the lifestyle of every individual or family. All offer easy access to schools, churches, public transportation, shopping plazas, a major hospital, plus a variety of commercial and savings banks as well as other financial institutions in the town.

Both spectator and participant sporting events are widely available to Town residents. There is something for everyone in the Town, from bridge tournaments and baseball to neighborhood cookouts and charitable efforts. In addition, the cultural and entertainment variety offered in Buffalo is a short drive away.



## Regional Overview: Workforce

The U.S. Department of Labor's Bureau of Labor Statistics reported a preliminary unemployment rate of 4.8 percent in the Buffalo labor market for October 2017, the most recent month for which statistics are available. The state rate was 4.8 percent and the national rate was 4.1 percent.

With a labor force of nearly 795,000 people, the Buffalo-Niagara region's skilled workforce represents one of the area's greatest assets. The region enjoys a large, well-educated population and an abundant supply of entry-level and experienced labor. In fact, 86.4 percent of the adult population has at least graduated from high school, ranking the region No. 24 among the 45 largest U.S. metropolitan areas. The region boasts a diverse employment base that is highly productive and brings with it a very strong work ethic.

Erie County has a number of workforce development programs offering job seeker assistance.

The Buffalo and Erie County Workforce Development Consortium, Inc. ([www.wdcinc.org](http://www.wdcinc.org)) provides training and employment services to local business and industry, and to jobseekers. Its services are designed to support maximum productivity for area businesses and the maximum level of employment for area residents. Because the WDC is funded through the Workforce Investment Act and other sources, it offers a wide variety of services to jobseekers and to local businesses at no charge. Services include occupational training, job search assistance, employee recruitment, outplacement services and subsidized on-the-job training. The Workforce Development Consortium's website includes links to a wide variety of training programs and other websites providing job listings and resume banks, including America's Talent Bank — a nationwide electronic resume system.

The City of Buffalo Employment and Training Center ([www.workforcebuffalo.org](http://www.workforcebuffalo.org)), located within the Workforce Development Consortium, provides outreach, Workforce Investment Act eligibility determination, information services, vocational assessment, case management services and referral to job training and other employment services.

The Workforce Development One Stop Center ([www.ecc.edu/one-stop](http://www.ecc.edu/one-stop)) is located a 30-minute drive north of Tonawanda in Orchard Park, N.Y. It is funded by the Buffalo and Erie County Workforce Development Consortium, Inc., on behalf of the Workforce Investment Board of Buffalo and Erie County, Inc. Other nonprofit partner agencies are housed onsite to assist job seekers including the New York State Department of Labor, Supportive Services Corporation, Buffalo Public Schools, Workforce Development Consortium Business and Youth Services representatives.



## Regional Overview: Workforce (continued)

The Buffalo & Erie County Workforce Investment Board, Inc. ([www.becwib.org](http://www.becwib.org)) was established under the provisions of the Workforce Investment Act of 1998. The WIB is a private sector-driven board appointed by Erie County Executive Mark C. Poloncarz and Buffalo Mayor Byron W. Brown. The board is charged with developing, coordinating and overseeing publicly funded workforce development/training initiatives.



## Regional Overview: Education

Erie County is comprised of 31 public school districts and two Boards of Cooperative Education Services (BOCES), Erie 1 and Erie 2 Chautauqua Cattaraugus. Tonawanda is served by three school districts: Tonawanda City School District, Kenmore-Town of Tonawanda Union Free School District and the Sweet Home Central School District. There are 15 private schools in Erie County.

The State of New York's Report Card Program grades school performance across New York State. To find out how a particular school was graded, visit (<https://reportcards.nysed.gov>) and click on the most recent year and Erie County.

The Tonawanda City School District ([www.tonawandacsd.org](http://www.tonawandacsd.org)) is located on the banks of the Niagara River between Buffalo and Niagara Falls. The school district is comprised of three elementary schools and one middle/high school. In addition, the district has five sections of Pre-Kindergarten.

The Middle-High School complex has undergone a \$6.6 million dollar renovation including a restoration of the main gym and reconstruction of community tennis courts.

The programs in the district are augmented by Academic Intervention Services, which are available to all students. Students with special needs are served by K-12 integrated co-teaching classes as well as targeted self-contained classes. Support services include social workers, counselors, psychologists, speech, occupational therapy and physical therapy.

The Kenmore-Town of Tonawanda Union Free School District ([www.kenton.k12.ny.us](http://www.kenton.k12.ny.us)), known locally as Ken-Ton, includes the Village of Kenmore and the vast majority of the Town of Tonawanda. With approximately 8,000 students, Ken-Ton is one of the largest school districts in New York State and has earned a reputation for academic excellence. There are eight elementary schools, three middle schools and two high schools.

The district is known for its large number of state and national recognition awards. The district enjoys strong parental involvement and support.

The Sweet Home Central School District ([www.sweethomeschools.org](http://www.sweethomeschools.org)) also serves the Town of Tonawanda; however, approximately 80 percent of the student population comes from the Town of Amherst. The school district has four elementary schools, one middle school and one high school. The Advanced Placement and honors program at Sweet Home





## Regional Overview: Education (continued)

is one of the most comprehensive in Western New York. The heavy emphasis on core academics is balanced with extensive elective offerings in the technology, business, art and music areas. Technology students have the opportunity to participate in a Networking Academy sponsored by Cisco, Inc., and the district's vocal and instrumental students routinely achieve the highest possible ratings at the most difficult level of competition. Sweet Home High School also is involved with "partner" schools in Spain, Germany and France, lending an international flair to the school setting.

The Buffalo Niagara region has nearly 30 institutions of higher learning, including the State University of New York (SUNY) at Buffalo, Erie Community College, Canisius College, Niagara University and Buffalo State College.

The State University of New York at Buffalo ([www.buffalo.edu](http://www.buffalo.edu)) is a flagship institution in the SUNY system. Founded in 1846, this public university has an enrollment of nearly 30,000 students and employs more than 7,000 full-time employees.

From science and engineering to the arts, legal studies and business administration, undergraduates choose from more than 100 degree programs. The graduate program offers 205 master's degrees and 94 doctoral and professional degrees. The university also is extremely research-intensive, spending nearly \$350 million annually on medical and technological research.

Erie Community College ([www.ecc.edu](http://www.ecc.edu)), also a member of the SUNY system, is a top choice for area high school students. Offering high-quality, low-cost education to Western New York for more than 60 years, ECC has three campuses and offers more than 90 degree, certificate, online and joint programs. ECC provides its diverse student body with the opportunity to develop academically, as well as socially, and fosters cooperative partnerships with local businesses and universities.

Founded in 1870, Canisius College ([www.canisius.edu](http://www.canisius.edu)) is one of 28 Jesuit colleges and universities in the nation and the premier private university in Western New York. Canisius is consistently ranked by U.S. News & World Report as one of the best comprehensive universities in the North region.

Canisius offers high-quality academic programs taught by faculty who are leaders in their fields. More than 125 majors, minors and special programs through the College of Arts & Sciences, the Richard J. Wehle School of Business and the School of Education and Human Services provide many exciting options for career preparation or higher-level educational



## Regional Overview: Education (continued)

pursuits. Classes are offered in state-of-the-art campus facilities and in out-of-class settings through exciting field study and internship opportunities.

Niagara University ([www.niagara.edu](http://www.niagara.edu)) is a liberal arts university in the Vincentian and Catholic traditions. A broad-based, integrated program of liberal arts and sciences courses, supported by an array of extracurricular activities chosen for the wide variety of their appeal, is offered at the school.

Links to other local colleges and universities:

- Buffalo State College – [www.buffalostate.edu](http://www.buffalostate.edu)
- Niagara County Community College – [www.niagaracc.suny.edu](http://www.niagaracc.suny.edu)
- Medaille College – [www.medaille.edu](http://www.medaille.edu)
- Hilbert College – [www.hilbert.edu](http://www.hilbert.edu)
- Trocaire College – [www.trocaire.edu](http://www.trocaire.edu)
- Villa Maria College – [www.villa.edu](http://www.villa.edu)
- Houghton College – [www.houghton.edu](http://www.houghton.edu)



## Regional Overview: Largest Employers in the Buffalo-Niagara Falls Metropolitan Area

• State of New York	16,508 employees
• Federal Government	10,000
• Kaleida Health	9,500
• City of Buffalo	8,218
• HSBC Bank USA N.A.	5,867
• Catholic Health Systems	4,832
• Employer Services Corp.	4,650
• County of Erie	4,610
• M&T Bank	4,422
• Catholic Diocese of Buffalo	4,000



## Regional Overview: Medical Facilities and Emergency Services

Kaleida Health ([www.kaleidahealth.org](http://www.kaleidahealth.org)) is the largest non-profit health care provider in Western New York. Founded in 1998, the organization supplies the area's eight counties with health services through five different hospitals and separate medical centers. It also is a chief teaching associate of the University at Buffalo's schools of Medicine and Biomedical Sciences, and Dental Medicine.

Throughout the system, Kaleida Health has 1,800 physicians and 3,000 nursing personnel to help provide health care such as home care, long-term care, acute care, pediatric medical, education and prevention, and cardiac and emergency stroke care services. Kaleida also manages hospitals, ambulatory surgery centers, primary and specialty care centers, behavioral health and rehabilitation centers, home care and school-based health centers, long-term and sub-acute care centers, laboratory services and corporate facilities.

Some of Kaleida's facilities include:

- DeGraff Memorial Hospital ([www.kaleidahealth.org/degraff](http://www.kaleidahealth.org/degraff)), established in 1914. DeGraff is located in North Tonawanda, on the border of Erie and Niagara Counties. This hospital has 70 beds and provides medical and surgical services, a specialized medical rehabilitation unit for patients requiring special needs after surgery, and a skilled nursing facility. From critical to long-term care, from orthopedics to rehabilitation, DeGraff provides a full spectrum of services. Surgical specialties include retina, gastroenterology, orthopedics and urology.
- Buffalo General Hospital ([www.kaleidahealth.org/bgmc](http://www.kaleidahealth.org/bgmc)), the largest Kaleida hospital. Founded in 1855, the hospital is a major teaching affiliate of the University at Buffalo School of Medicine and Biomedical Sciences. With 501 beds, this acute-care medical center offers specialized programs such as urology, psychiatry, cardiac rehabilitation, organ transplantation and neurology, among many others. Seventy-five percent of all heart procedures in the region are performed at this hospital.
- Women and Children's Hospital of Buffalo ([www.wchob.org](http://www.wchob.org)). Buffalo's main center for pediatric and women's services, Women and Children's Hospital has 190 beds and offers maternity care, pediatric intensive care, physical medicine and rehabilitation, and neonatal care. It has achieved national recognition and is ranked among the top 20 pediatric hospitals in the nation by U.S. News and World Report. The Neonatal Intensive Care Unit recently was renovated and expanded, as was the Emergency Medicine Department, making this hospital one of the most modern and advanced specialty hospitals of its kind.



## Regional Overview: Medical Facilities and Emergency Services (continued)

- Millard Fillmore Suburban Hospital ([www.kaleidahealth.org/suburban](http://www.kaleidahealth.org/suburban)). This 265-bed community hospital, located in Amherst, opened in 1974, and offers services in emergency medicine, obstetrics and gynecology, general surgery and many surgery specialties such as urology, otolaryngology and orthopedics, internal medicine and many medical subspecialties.

Eastern Niagara Health System ([www.enhs.org](http://www.enhs.org)) is another nearby health care system, located primarily to the north in Lockport. In 2009, Eastern Niagara Hospital was formed as a result of the merger of Lockport Memorial Hospital and Inter-Community Memorial Hospital. Also part of the Eastern Niagara Health System is the Newfane Rehabilitation and Health Care Center, offering professional, personalized long-term care and short-term rehabilitation services.

Niagara Falls Memorial Medical Center ([www.nfmmc.org](http://www.nfmmc.org)), established as an emergency hospital in 1895, is located in downtown Niagara Falls, approximately 16 miles north of Tonawanda. This full-service, 171-bed medical center offers extensive inpatient and outpatient services including The Heart Center of Niagara, Diabetes & Endocrinology Center of Niagara and University Sports Medicine of Niagara. The hospital operates several outpatient satellite facilities, including the Summit Healthplex and Family Health Center, Grand Island Family Practice, Tuscarora Health Center and Schoellkopf Health Center, a 120-bed nursing facility that features 100 percent private room accommodations and specializes in short-term rehabilitation and elder care.

Niagara Falls Memorial's Child Advocacy Center of Niagara enjoys national accreditation. Its community health advocacy program, coupled with extensive and productive community partnerships, makes it one of Western New York's most consistently innovative providers of community-based health outreach.

As one of the Greater Niagara region's largest employers, Niagara Falls Memorial plays an active role as an economic engine and a catalyst for community growth. Since 2003, nearly \$30 million in capital improvements have been made to its downtown Niagara Falls campus.



## Links to Helpful Resources

### ✧ Local/Regional Resources

- Town — [www.tonawanda.ny.us](http://www.tonawanda.ny.us)
- County Government — [www.erie.gov](http://www.erie.gov)

### ✧ State Resources

- State — [www.ny.gov](http://www.ny.gov)
- State Economic Development — [www.esd.ny.gov](http://www.esd.ny.gov)

### ✧ Federal Resources

- U.S. Census Bureau — [www.census.gov](http://www.census.gov)
- U.S. Department of Commerce — [www.commerce.gov](http://www.commerce.gov)
- U.S. Economic Development Administration — [www.eda.gov](http://www.eda.gov)
- U.S. General Services Administration — [www.gsa.gov](http://www.gsa.gov)
- U.S. Small Business Administration — [www.sba.gov](http://www.sba.gov)



## Regional Overview: Demographic Information for Tonawanda, NY

### Population:

2010: 58,144  
2000: 61,729

### Population Growth:

2000 – 2010: -3,585

### Median Age:

2010: 44.4  
2000: 41.8

### Median Household Income:

2010: \$48,391  
2000: 41,332

### Per Capita Income:

2010: \$26,538  
2000: 20,748

### Housing Units:

2010: 27,303  
2000: 27,175

### Vacant Units:

2010: 1,388  
2000: 968

### Owner Occupied:

2010: 19,228  
2000: 19,556

### Renter Occupied:

2010: 6,687  
2000: 6,651

### Housing Value:

2010: \$116,100  
2000: 85,900

### 2010 Household Income:

Income less than \$15,000:	10.0%
\$15,000 to \$24,999:	12.2%
\$25,000 to \$34,999:	13.0%
\$35,000 to \$49,999:	15.8%
\$50,000 to \$74,999:	21.4%
\$75,000 to \$99,999:	14.7%
\$100,000 to \$149,999:	9.1%
\$150,000 to \$199,999:	2.4%
\$200,000 and Higher:	1.3%

### Average Household Size:

2010: 2.22  
2000: 2.33

### 2010 Population by Race and Origin:

White:	54,151
Black:	1,773
Hispanic or Latino (of any race):	1,485
Asian:	831
Native Hawaiian and Other Pacific Islander:	1
American Indian/Alaska Native:	220
*Some Other Race:	325
Two or More Races:	843

### 2010 Population by Age:

<b>TOTAL POPULATION:</b>	<b>58,144</b>
Aged Under 5 Years:	2,708
Aged 5 to 9 Years:	2,906
Aged 10 to 14 Years:	3,220
Aged 15 to 19 Years:	3,469
Aged 20 to 24 Years:	3,722
Aged 25 to 29 Years:	3,910
Aged 30 to 34 Years:	3,255
Aged 35 to 39 Years:	2,921
Aged 40 to 44 Years:	3,459
Aged 45 to 49 Years:	4,089
Aged 50 to 54 Years:	4,790
Aged 55 to 59 Years:	4,477
Aged 60 to 64 Years:	3,465
Aged 65 to 69 Years:	2,604
Aged 70 to 74 Years:	2,200
Aged 75 to 79 Years:	2,324
Aged 80 to 84 Years:	2,355
Aged 85 Years and Over:	2,270

\*Includes people who self-identified as Hispanic or Latino.





## Regional Overview: Demographic Information (continued)

### 2010 Population Over 25 by Educational Attainment:

Did Not Complete High School:	8.0%
Completed High School:	30.6%
Some College:	19.6%
Completed Associate Degree:	12.2%
Completed Bachelor's Degree:	17.8%
Completed Graduate Degree:	11.8%

### 2010 Owner Occupied Units by Housing Value:

Valued Less than \$50,000:	3.1%
Valued \$50,000 to \$99,999:	34.1%
Valued \$100,000 to \$149,999:	44.5%
Valued \$150,000 to \$199,999:	13.4%
Valued \$200,000 to \$299,999:	3.0%
Valued \$300,000 to \$499,999:	1.3%
Valued \$500,000 to \$999,999:	0.4%
Valued More than \$1,000,000:	0.3%

### 2010 Estimated Housing Units by Year Structure Built:

Structure Built 2000 or Later:	1.0%
Structure Built 1990 to 1999:	1.4%
Structure Built 1980 to 1989:	1.2%
Structure Built 1970 to 1979:	7.2%
Structure Built 1960 to 1969:	11.5%
Structure Built 1950 to 1959:	48.7%
Structure Built 1940 to 1949:	16.6%
Structure Built 1939 or Earlier:	12.4%



Trustee:



**Elliott P. Laws**  
trustee@racertrust.org

## Who is RACER and What Do We Do

The RACER Trust was created in March 2011 by the U.S. Bankruptcy Court to clean up and position for redevelopment 89 properties and other facilities owned by the former General Motors Corp. before its 2009 bankruptcy.

Offers for purchase must be evaluated by RACER against six criteria required by a Settlement Agreement that, with the Court's approval, created the Trust. You may view the Settlement Agreement at [www.racertrust.org/About\\_RACER/Settlement\\_Agreement](http://www.racertrust.org/About_RACER/Settlement_Agreement). While purchase price is a factor, RACER also must consider each proposal's ability to create jobs and generate new economic opportunity in the communities hurt by the GM bankruptcy. RACER will require prospective buyers to furnish detailed information to demonstrate that its offer satisfies each of the six criteria described in the Settlement Agreement.



## The RACER Trust Redevelopment Team:



**Bruce Rasher**  
Redevelopment Manager  
brasher@racertrust.org



**Patricia Spitzley**  
Deputy Redevelopment Manager and  
Director of Government Relations  
pspitzley@racertrust.org



**Steven Black**  
Transaction Manager  
sblack@racertrust.org

## Conditions

The material contained in this brochure is for the purpose of considering the purchase of the Property (the "Property") described herein.

The information contained in this brochure was prepared by the Revitalizing Auto Communities Environmental Response Trust ("RACER" or "Trust"), which owns the Property. It is intended to be used by prospective buyers in evaluating this Property for sale. Neither RACER, nor its respective officers, employees or agents, makes any representation or warranty, express or implied, as to the completeness or the accuracy of the material contained herein or any of its contents, and no legal commitments or obligations shall arise based upon this brochure or any of its contents.

Prospective buyers are advised (i) that changes may have occurred in the Property or property value described herein, as well as the condition of the Property since the time this brochure was issued and that (ii) all information is provided for general reference purposes only in that they are based on assumptions relating to the general economy, competition, and other factors beyond the control of RACER and, therefore, are subject to material variation. Prospective buyers are advised and encouraged to conduct their own comprehensive review and analysis of the information contained herein.

This brochure is a solicitation of interest only and is not

## Contact Us by Mail

To send correspondence to RACER Trust staff:

RACER Trust  
1505 Woodward Avenue, Suite 200  
Detroit, MI 48226

an offer to sell the Property. RACER expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and expressly reserves the right, at its sole discretion, to terminate discussions with any entity at any time with or without notice.

RACER has no legal commitment or obligation to any entity reviewing this brochure or making an offer to purchase the Property unless and until a written agreement satisfactory to RACER has been fully executed, delivered and approved by RACER and any conditions to RACER thereunder have been satisfied or waived.

By accepting this brochure, you agree that the information contained herein (i) will be used solely for the purpose for which it is intended; (ii) will remain the property of RACER and; (iii) will not be used by you for your own purpose except in connection with a potential agreement with RACER.

The terms and conditions stated in this section relate to all sections of this brochure as if stated independently therein. If, after reviewing this brochure, you have no further interest in purchasing the Property at this time, kindly destroy any downloaded due diligence at your earliest possible convenience.



## Transaction Guidelines/Offer Instructions

Prospective buyers interested in making an offer on the Property described herein must first execute a Confidentiality Agreement, schedule a Property inspection through RACER's Redevelopment office and then submit a Letter of Intent form. A Confidentiality Agreement and Letter of Intent form are available for download at RACER's website: [www.racertrust.org](http://www.racertrust.org).

RACER will evaluate all Letters of Intent for the Property against six criteria (the "Sales Criteria") required by the Settlement Agreement that established the Trust. These Sales Criteria are described in detail on RACER's website and generally include:

- i. whether the monetary value of the purchase price is sufficient in light of the projected budget for the sale of the Property, taking into account any surplus from past Properties sold or projected shortfall on the sale of the remaining Properties;
- ii. the potential for the proposed reuse to create jobs in the State and the affected community;
- iii. other benefits to the State and affected communities (such as increasing tax revenue, reducing blight, and providing a sense of renewal);
- iv. avoiding a material increase in the cost of or interference with the Environmental Action;
- v. the views of the State and affected communities; and
- vi. the reputation and credibility of the prospective buyer.

The Letter of Intent will not constitute a binding offer by prospective buyers to purchase the Property for the price submitted. Letters of Intent must include a detailed proposal for the redevelopment of the Property and a detailed explanation with supporting information for how the proposal would satisfy all of the Settlement Agreement Sales Criteria.

RACER will evaluate the Letters of Intent received for the Property and may, in its sole discretion, select one or more for further due diligence and may request submission of final proposals for sale. If RACER approves a Letter of Intent, RACER is not obligated to sell the Property. RACER reserves the right to accept or reject any

or all proposals, regardless of purchase price, or to withdraw the assets from the sale, in its sole discretion, for any or no reason. Approval or consent by any community or stakeholder is not needed for RACER to move forward with a particular project.

Prospective purchasers may be asked to participate in the negotiation of a Purchase and Sale Agreement, which will be available for download on RACER's website. Purchase and Sale Agreements for the Property will be evaluated against the Settlement Agreement Sales Criteria generally described above and more fully described on RACER's website.

Each transaction involving Trust property will have unique circumstances, which may require RACER to consider additional factors, and balance their relative merits and weight differently, after analyzing the requisite due diligence, including a careful review of objective information, consultations with community officials and local community investment in the subject project, with due consideration given to any intangible benefits of the offer. The Trust will strive to balance all of these factors, with the ultimate goal of achieving the optimum outcome for stakeholders in every case, but the Trust retains the ultimate discretion on how best to weight these factors and which offer or project, if any, best satisfies the Sales Criteria and the Trust's other requirements.

As Purchase and Sales Agreements are evaluated, RACER also will encourage local community officials to execute a development agreement with prospective buyers describing, among other things, the level of investment, schedule for the project and specific job creation goals.

The Property will be sold for cash, due at closing, based upon the terms and provisions described in the Purchase and Sales Agreement. RACER will not pay a seller's commission to brokers, unless approved in advance by RACER in writing.

### File Review:

Prospective buyers are encouraged to review the information contained in this Brochure and on RACER's website prior to submission of a Letter of Intent.



## Links for Buyers

- \* Settlement Agreement — [www.racertrust.org/About\\_RACER/Settlement\\_Agreement](http://www.racertrust.org/About_RACER/Settlement_Agreement)
- \* Sale Process — [www.racertrust.org/Economic\\_Development](http://www.racertrust.org/Economic_Development)
- \* Sales Criteria — [www.racertrust.org/Economic\\_Development/Sales\\_Criteria](http://www.racertrust.org/Economic_Development/Sales_Criteria)
- \* Confidentiality Agreement — [http://buyfromracer.org/confidentiality\\_agreement](http://buyfromracer.org/confidentiality_agreement)
- \* Letter of Intent — [http://racertrust.org/Properties/Submitting\\_Offers](http://racertrust.org/Properties/Submitting_Offers)
- \* Online Property Information — [www.racertrust.org/Properties/PropertyDetail/Tonawanda\\_10980](http://www.racertrust.org/Properties/PropertyDetail/Tonawanda_10980)