

## NYCIDA PROJECT COST/BENEFIT ANALYSIS

March 7, 2013

### APPLICANT

**Eclectic/Encore Properties Inc.**

620 West 26<sup>th</sup> Street

New York, NY 10001

### PROJECT LOCATION

47-51 33<sup>rd</sup> Street

Long Island City, NY 11101

#### **A. Project Description:**

Eclectic/Encore Properties Inc. (the “Company”) is a New York Corporation engaged in prop rental of antique items. The project is a straight lease (Industrial Incentive Program) transaction for the benefit of the Company, through a to-be-formed entity, a real estate holding company. With Agency assistance, the Company intends to acquire and renovate an approximately 91,000 square foot building on an approximately 36,750 square foot parcel of land located at 47-51 33<sup>rd</sup> Street, Long Island City, New York 11101.

Total project costs are estimated at \$11,350,000 with \$11,000,000 for acquisition, \$200,000 for construction and renovation, and \$150,000 for fees and other soft costs.

Through the Project, the company will relocate 18 full-time job equivalents and add 3 additional full-time job equivalents within three years.

#### **B. Costs to City** (New York City taxes to be exempted):

Mortgage Recording Tax Benefit:	\$ 89,375
Land Tax Abatement (NPV, 25 years):	591,941
Building Tax Exemption (NPV, 25 years):	5,092,396
Sales Tax Exemption:	4,500
<b>Total Cost to NYC</b>	<b>\$ 5,778,212</b>

#### **C. Benefit to City** (Estimated NYC direct and indirect taxes to be generated by Company) (estimated NPV 25 years @ 6.25%):

**\$ 9,790,087**



New York City  
Industrial Development Agency



# BENEFITS APPLICATION

Applicant Name: Eclectic/Encore Properties Inc.	
Name of operating company (if different from Applicant):	
Operating Company Address: 620 West 26 <sup>th</sup> Street, New York, NY 10001	
Website Address: www.eclecticprops.com	
EIN #: [REDACTED]	NAICS Code: 532310
State and date of incorporation or formation: 1978- 1980	Qualified to conduct business in NY? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Applicant is (check one of the following, as applicable):	
<input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> C Corporation <input checked="" type="checkbox"/> S Corporation <input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Natural Person <input type="checkbox"/> 501(c)(3) Organization <input type="checkbox"/> Other: _____	
Are any securities of Applicant publicly traded? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

## Applicable Program (check all that apply)

Please note the following: When Build NYC is the entity providing Financial Assistance, the Project Financial Assistance may be limited to deferral from mortgage recording taxes and tax-exempt conduit bond financing.

Bond Programs	Incentive Programs
<input type="checkbox"/> Manufacturing Facilities Bonds (Please complete Manufacturing Questionnaire under Supplementary Forms)	<input checked="" type="checkbox"/> Industrial Incentive (IIP)
<input type="checkbox"/> Not-For-Profit Bonds	<input type="checkbox"/> Industrial Developer
<input type="checkbox"/> Exempt Facilities Bonds	<input type="checkbox"/> Commercial Growth

## Applicant Contact Information

	Name/Title	Company	Address	Email	Phone
Applicant Contact Person	Suri Bieler	Eclectic/Encore Properties Inc.	[REDACTED]	[REDACTED]	[REDACTED]
Attorney	Gerald Walters, Esq.	Law Offices of Gerald A. Walters			
Accountant	Richard Sturmer, CPA	Buck, Sturmer & Co., P.C.			
Consultant/Other	Rob Morel	City One Real Estate			

**Background**

Please provide a brief description of the company history and nature of the business, including a description of the industry, competitors, services offered on a separate sheet.

**Proposed Project Activities**

Please provide answers to the following four questions on a separate page.

1. Please provide a brief overview of the entire proposed Project. If necessary, break down by tax lot to describe activities at each Project Location. See attached.
2. Please provide a brief description of how the proposed Project will affect current operations. See Project History.
3. Please provide a brief description of renovations/construction of the proposed Project. See Project History.
4. Please provide a brief timeline for the entire proposed Project. Closing in May 2013; occupancy by June 2013.

**Project Financing**

Amounts provided should be aggregates for all Project Locations.

Uses of Funds	Sources of Funds (If needed use an additional sheet to indicate all sources and uses)							Total Uses
	Bond Proceeds	Commercial Financing (Loan 1)	Commercial Financing (Loan 2)	Affiliate/ Employee Loans	Capital Campaign	Company Funds	Other (Identify): Equity	
Land & Building Acquisition		5,500,000	4,400,000				1,100,000	11,000,000
Construction Hard Costs						200,000		200,000
Construction Soft Costs								
Fixed Tenant Improvements								
Machinery Furnishings and/or Equipment								
Debt Service Reserve Fund								
Capitalized Interest								
Costs of Issuance								
Fees (explain): Closing						150,000		150,000
Other (explain)								
<b>Total Sources</b>		5,500,000	4,400,000			350,000	1,100,000	11,350,000

Please list where machinery, equipment and furnishings will be purchased and what percentage of total machinery, equipment, and furnishings relating to the Project this will represent:

<input checked="" type="checkbox"/> New York City	% of Total? <input type="text" value="100"/>
<input type="checkbox"/> New York State (excluding NYC)	% of Total? <input type="text"/>
<input type="checkbox"/> United States (excluding NYS & NYC)	% of Total? <input type="text"/>
<input type="checkbox"/> Outside United States	% of Total? <input type="text"/>
<input type="checkbox"/> N/A – No equipment is planned to be purchased for this Project	

**Project Location Detail**

<b>Project Location</b>	<b>Project Location # of</b>
Borough/Block/Lot: Block 251, Lot 1	Street address and zip code: 47-51 33 <sup>rd</sup> Street, LIC, NY 11101
Zoning: M1-4	Number of Floors: 3
Square footage of existing building:	Square footage of land: 36,750
Anticipated square footage of building following construction and/or renovation: 74,000 SF plus 16,900 SF basement	Anticipated square footage of non-building improvements following construction and/or renovation (i.e., parking lot construction):
Intended use(s) of site (check <u>all</u> that apply): <input type="checkbox"/> Retail <input type="checkbox"/> Manufacturing <input checked="" type="checkbox"/> Office 1,500 SF <input type="checkbox"/> Non-profit For ALL USES other than Non-profit or Retail, please also complete <b>Energy Questionnaire</b>	
Is there any improved space which is currently occupied by existing subtenant(s) (whether Affiliates or otherwise)? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Will any improved space be occupied by subtenant(s) (whether Affiliates or otherwise)? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If yes to either, please attach a separate page and provide details such as (1) name of subtenant business(es) (whether Affiliates or otherwise), (2) square footage of subtenant operations, (3) subtenant lease commencement and termination dates, and (4) copies of leases.	

**Anticipated Ownership of Premises**

1. Please check all that apply:

<input checked="" type="checkbox"/> Applicant or an Affiliate is or expects to be the fee simple owner of the Project Location	(Projected) Acquisition date: May 15, 2013
<input type="checkbox"/> Applicant or an Affiliate leases or expects to lease the Project Location	(Projected) Lease signing date:
If you checked the box above, please select one of the following: <input type="checkbox"/> Lease is for an entire building and property <input type="checkbox"/> Lease is for a portion of the building and/or property.	
<input type="checkbox"/> None of the above categories fully describe Applicant's interest or intended interest in the Project Location, which may be more accurately described in a supplementary document (attached).	

2. If an Affiliate owns or controls (or will own or control) a Project Location, then describe such Affiliate by choosing one of the following selections and completing the chart provided below:

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership       | <input type="checkbox"/> C Corporation          |
| <input type="checkbox"/> S Corporation       | <input type="checkbox"/> Limited Liability Company | <input type="checkbox"/> 501(c)(3) Organization |
| <input type="checkbox"/> Natural Person      | <input type="checkbox"/> Other (specify): _____    |   |

Name of Affiliate: to be determined when Real Estate Holding Company is established	EIN # of Affiliate:
Address of Affiliate:	
Affiliation of Affiliate to Applicant:	
Contact Person:	Title of Contact Person:
Phone Number(s):	

### **Employment Information**

The following information will be used as part of the NYCIDA's calculation of the benefit of the project, and as a basis for the comparison with the employment information that the Applicant will be required to report on an annual basis for the term of the Agreement.

- Anticipated Facility Operations Start-Date: July 2013
- Number of Employees Applicant employed throughout New York City as of the last pay period:  
Part-time (working between 17.5 and 35 hours per week):  Full-time (working 35 or more hours per week):
- If Applicant currently occupies and operates at the Project Location, how many Full- and Part-time Employees are employed at Project Location?  
Part-time (working between 17.5 and 35 hours per week):  Full-time (working 35 or more hours per week):
- Number of Employees Applicant expect to employ throughout New York City on the Facility Operations Start-Date:  
Part-time (working between 17.5 and 35 hours per week):  Full-time (working 35 or more hours per week):

How many of these employees are expected to be relocated to the Project Location on or about the Facility Operations Start Date?

Part-time (working between 17.5 and 35 hours per week):  Full-time (working 35 or more hours per week):

5. **Estimated New-growth Employment**

Complete the following chart to indicate the number of new employees that are expected to be hired at the Project Location in each year.

**Note: Year 1 is the year following the Facility Operations Start-Date; Year 2 is the second year following that date; Year 3 is the third, etc.**

Years following Facility Operations Start Date	1	2	3	4	5	6	7	Total New Growth
Permanent Full-time	3	0	0	0	0	2	0	5
Permanent Part-time	0	0	0	0	0	0	0	0

### **Wage Information**

The questions in this section apply only to **Permanent Employees** employed or to be employed at the Project Location, and this information should **not include** compensation paid to Principals. Please note this information is required to be provided to the Agency on an annual basis.

- If employees are to be relocated on the Facility Operations-Start Date, what will be the average annual compensation per relocated employee?  
Part-time: Full-time: \$41,000
- With regard to the employees currently employed at the Project Location, what is the current average annual compensation per employee?  
Part-time: Full-time: \$41,000
- For new employees expected to be hired in the first year following the Facility Operations Start-Date, what is the projected average annual compensation per employee?  
Part-time: Full-time: \$26,333
- For all new employees (again, excluding Principals) expected to be hired during the three-year period following the Facility Operations Start-Date, please project the following: 3

**Part-Time**

Average annual compensation per employee:  
Annual salary of highest compensated part-time employee:  
Annual salary of lowest compensated part-time employee:

**Full-Time**


Average annual compensation per employee: \$26,333  
Annual salary of highest compensated full-time employee: \$35,000  
Annual salary of lowest compensated full-time employee: \$22,000

- Generally describe all other forms of compensation and benefits that Permanent Employees will receive. Examples: healthcare, employer-contributions for retirement plans, on-the-job training, reimbursement for educational expenses, etc.

**All employees are eligible for Retirement Plan and Healthcare.** Employees receive sick, personal, and vacation days.







## **ECLECTIC-ENCORE PROPERTIES**

### **SUPPLIERS**

COMPANY NAME	ADDRESS	CONTACT	PHONE	FAX
Cintas First Aid & Safety	12 Harbor Park Drive Port Washington, NY 11050			
Ally Insurance	1939 Main Street Albermarle, NC 28001			
W.B. Mason Co. Inc.	P.O. Box 981101 Boston, MA 02298			
Solomon Lighting	601 West 26 <sup>th</sup> Street New York, NY 10001			
Garbers Hardware	710 Greenwich Street New York, NY 10014			

We do very little business with most suppliers on an annual basis. We really do not have contact information as we just purchase through the internet and over the phone.

### **CUSTOMERS**

COMPANY NAME	ADDRESS	CONTACT	PHONE	FAX
NBC	36 Rockefeller Plaza NYC			
Bonanza Prod. ("Person of Interest")	Silver Cup East 34-02 Starr Ave. LIC, NY 11101			
EPPS Purchasing "Big C"	560 West. Ave. Stamford, CT 06902			

**EXISTING TENANCIES**

<b>TENANT</b>	<b>SQUARE FOOTAGE</b>	<b>LEASE COMMENCEMENT</b>
Soda Distributor	2,500 Square Feet	
Clothing Manufacturer (children and women's clothing)	2,500 square feet	

(2013 Winter/Existing Tenancies, 1/9/13)

## **Labor**

The Applicant and its Affiliates hereinafter will be referred to collectively as the "Companies" or individually as a "Company." If none of the following questions apply to any of these Companies, answer "NO"; but, for any question that does apply, be sure to specify to which of the Companies the answer is relevant.

1. Have any of the Companies during the current calendar year or any of the five preceding calendar years experienced labor unrest situations, including actual or threatened labor strikes, hand billing, consumer boycotts, mass demonstrations or other similar incidents?  
☐ Yes ☒ No      If Yes, please explain on an attached sheet
2. Have any of the Companies received any federal and/or state unfair labor practices complaints asserted during the current calendar year or any of the five calendar years preceding the current calendar year?  
☐ Yes ☒ No      If Yes, please describe and explain current status of complaints on an attached sheet
3. Do any of the Companies have pending or threatened requests for arbitration, grievance proceedings or other labor disputes during the current calendar year or any of the five calendar years preceding the current calendar year?  
☐ Yes ☒ No      If Yes, please explain on an attached sheet
4. Are all employees of the Companies permitted to work in the United States?  
☒ Yes ☐ No      If No, please provide details on an attached sheet.  
  
Do the Companies complete and retain all required documentation related to this inquiry, such as Employment Eligibility Verification (I-9) forms?  
☒ Yes ☐ No      If No, please explain on an attached sheet
5. Has the United States Department of Labor, the New York State Department of Labor, the New York City Office of the Comptroller or any other local, state or federal department, agency or commission having regulatory or oversight responsibility with respect to workers and/or their working conditions and/or their wages, inspected the premises of any Company or audited the payroll records of any Company during the current or preceding three year calendar years?  
☐ Yes ☒ No      If "Yes," please use an attached sheet to briefly describe the nature and date of the inspection and the inspecting governmental entity. Briefly describe the outcome of the inspection, including any reports that may have been issued and any fines or remedial or other requirements imposed upon any of the Companies as a consequence.
6. Have any of the Companies incurred, or potentially incurred, any liability (including withdrawal liability) with respect to an employee benefit plan, including a pension plan?  
☐ Yes ☒ No      If "Yes," please use an attached sheet to quantify the liability and briefly describe its nature. Refer to any governmental entities that have had regulatory contact with the Company in connection with the liability.
7. Are the practices of any of the Companies now, or have they been at any time during the current or preceding five calendar years, the subject of any complaints, claims, proceedings or litigation arising from alleged discrimination in the hiring, firing, promoting, compensating or general treatment of employees?  
☐ Yes ☒ No      If "Yes," provide details on an attached sheet. Note "discrimination" includes sexual harassment.



**Financials**

1. Has **Applicant**, any **Affiliate**, or **Principal**, or any **close relative of any Principal**, ever received, or is any such person or entity currently receiving, financial assistance or any other kind of non-discretionary benefit from any **Public Entities**?  
☐ Yes ☒ No If Yes, please provide details on an attached sheet.
2. Has **Applicant**, or any **Affiliate** or **Principal**, or any existing or proposed occupant at the **Project Location(s)**, obtained, or is any such person or entity in the process of obtaining, or contemplating obtaining, other assistance from the NYCIDA/Build NYC and/or other **Public Entities**?  
☐ Yes ☒ No If Yes, please provide details on an attached sheet.
3. Has **Applicant**, or any **Affiliate** or **Principal**, ever defaulted on a loan or other obligation to a **Public Entity**?  
☐ Yes ☒ No If Yes, please provide details on an attached sheet.
4. Has real property in which **Applicant**, or **Affiliate** or **Principal**, holds or has ever held an ownership interest and/or controlling interest of 25 percent or more, now or ever been (i) the subject of foreclosure (including a deed in lieu of foreclosure), or (ii) in arrears with respect to any type of tax, assessment or other imposition?  
☐ Yes ☒ No If Yes, please provide details on an attached sheet.
5. Does **Applicant**, or any **Affiliate** or **Principal**, have any contingent liabilities not already covered above (e.g., judgment liens, lis pendens, other liens, etc.)? Please include mortgage loans and other loans taken in the ordinary course of business only if in default.  
☐ Yes ☒ No If Yes, please provide details on an attached sheet.
6. Has **Applicant**, or any **Affiliate** or **Principal**, failed to file any required tax returns as and when required with appropriate governmental authorities?  
☐ Yes ☒ No If Yes, please provide details on an attached sheet.

For questions 7 through 12, below, please provide the answers on a separate page, and be sure to include for EACH question (a) name of contact person(s), (b) phone and fax numbers, and (c) email addresses.

7. Please provide a list of the Applicant's major customers and include the proportionate share of Applicant revenue that each customer represents.
8. Please provide a list of the Applicant's major suppliers. See Attached
9. Please list major funding sources and/or investors. Herald Bank – NYBDC/ESCDC
10. Please list all labor union contracts and collective bargaining arrangements to which any of the Companies is a party. Not Applicable
11. Please list all banks where the Companies maintain accounts. Justin Walters, PNC Bank (201) 232-6147
12. Please list any licenses and licensing authorities, if any licensure is required for Company operations. Not Applicable

**Anti-Raiding**

1. Will the completion of the Project result in the relocation of any plant or facility located within New York State, but outside of New York City, to New York City? ☐ Yes ☒ No

If "Yes," please provide the names of the owners and addresses of the to-be-removed plant(s) or facility(ies):

2. Will the completion of the Project result in the abandonment of any plants or facilities located in an area of New York State other than New York City? ☐ Yes ☒ No

If "Yes," please provide the names of the owners/operators and the addresses of the to-be-abandoned plant(s) or facility(ies):

If the answer to question 1 or 2 is "Yes," please continue and answer questions 3 and 4.

3. Is the Project reasonably necessary to preserve the competitive position of this Applicant, or of any proposed occupants of the Project, in its industry? ☐ Yes ☐ No
4. Is the Project reasonably necessary to discourage the Applicant, or any proposed occupant of the Project, from removing such plant or facility to a location outside New York State?  
☐ Yes ☐ No

If the answer to question 3 or 4 is "Yes," please provide on a detailed explanation on a separate sheet of paper.

**Certification**

I, the undersigned officer/member/partner of Applicant, on behalf of Applicant, hereby request, represent, certify, understand, acknowledge and agree as follows:

I request that this Application, together with all materials and data submitted in support of this Application (collectively, these "Application Materials"), be submitted for review to the Agency's Board, in order to obtain from the Board an expression of intent to provide the benefits requested herein for the Project.

I represent that I have the authority to sign these Application Materials on behalf of, and to bind, Applicant.

I certify to the best of my knowledge and belief, after due investigation, the information contained in these Application Materials is accurate, true and correct and does not contain a misstatement of a material fact or omit to state a material fact necessary to make the statements contained herein not misleading. I understand that an intentional misstatement of fact, or, whether intentional or not, a material misstatement of fact, or the providing of materially misleading information, or the omission of a material fact, may cause the Agency's Board to reject the request made in the Application Materials. I understand that the Agency will rely on the information contained within these Application Materials in producing and publishing a public notice and convening a public hearing. If any information in these Application Materials is found to be incorrect, the Applicant may have to provide new information and a new public notice and public hearing may be required. If a new public notice and public hearing is required, they will be at the Applicant's expense.

I understand the following: that Applicant and Principals will be subject to a background check and actual or proposed subtenants may be subject to a background check, and if such background check performed by the Agency with respect to Applicant or any Affiliates reveals negative information, Applicant consents to any actions that the Agency or NYCEDC may take to investigate and verify such information; that the Agency may be required under SEQRA to make a determination as to the Project's environmental impact and that in the event the Agency determines that the Project will have an environmental impact, Applicant will be required to prepare, at its own expense, an environmental impact statement; that the decision of the Board to approve or to reject the request made in the Application Materials is a discretionary decision; that no Bonds may be issued (if Bonds are being requested) unless such Bonds are approved by the Mayor; that under the New York State Freedom of Information Law ("FOIL"), the NYCIDA/Build NYC may be required to disclose the Application Materials and the information contained therein (see Disclosure Policy and Procedure); and that Applicant shall be entirely responsible and liable for the fees referred to in these Application Materials.

I further understand and agree as follows:

That notwithstanding submission of this Application, the Agency shall be under no obligation to present Applicant's proposed Project to its Board of Directors for approval. If the Agency presents Applicant's proposed Project to its Board of Directors for approval, the Agency does not guaranty that such approval will be obtained. If upon presenting Applicant's proposed Project to its Board of Directors for approval the Agency obtains such approval, such approval shall not constitute a guaranty from the Agency to Applicant that the Project transaction will close.

That preparation of this Application and any other actions taken in connection with the proposed Project shall be entirely at Applicant's sole cost and expense. Under all circumstances, the Application Fee is non-refundable, including but not limited to the circumstance where the Agency decides, in its sole discretion, to not present Applicant's proposed project to the the Agency Board of Directors for Approval.

That the Applicant hereby releases the Agency, NYCEDC, and the directors, officers, employees and agents of each (collectively, the "Indemnitees") from all claims that Applicant has or could assert and which arise out of this Application or out of any actions taken in connection with this Application or our of any other actions taken in connection with the proposed Project (collectively, the "Actions"). Applicant hereby indemnifies and holds harmless each of the Indemnities against any claims and damages brought or asserted by third parties, including reasonable attorneys' fees, arising from or in connection with the Actions. As referred to herein, "third parties" shall include but not be limited to Affiliates.

That in the event the Agency discloses the Application Materials in response to a request made pursuant to FOIL, Applicant hereby authorizes the Agency to make such disclosure and hereby releases the Agency from any claim or action that Applicant may have or might bring against the Agency, their directors, officers, agents, employees and attorneys, by reason of such disclosure; and that Applicant agrees to defend, indemnify and hold the Agency and the NYCEDC and their respective directors, officers, agents, employees and attorneys harmless (including without limitation for the cost of reasonable attorneys fees) against claims arising out of such disclosure as such claims may be made by any party including the Applicant, Affiliate, Owner or Principal, or by the officers, directors, employees and agents thereof.

I acknowledge and agree that the Agency reserves its right in their sole and absolute discretion to request additional information, waive any requirements set forth herein, and/or amend the form of this Application, to the full extent permitted by applicable law.

Requested, Represented, Certified, Acknowledged, Understood and Agreed by Applicant,

I certify that, using due care, I know of no misstatement of material fact in these Application Materials and know of no material fact required to be stated in these Application Materials to make the statements made therein not misleading. Certified by Preparer,

This 15<sup>th</sup> day of Jan 20 13 .

Name of Applicant: Eclectic/Encore Prop

Signatory: Suri Bieler

Title of Signatory: President

Signature: 

This 15 day of Jan, 2013 .

Name of Preparer: Robert Morel

Signatory: Robert Morel

Title of Signatory: Director of Financial Serv.

Signature: 

## ECLECTIC/ENCORE PROPERTIES, INC.

### PROJECT SUMMARY

Eclectic/Encore Properties, Inc. is one of the largest prop rental company's operating on the East Coast. The company has a warehouse and showroom of 75,000 square feet providing the movie, TV, and theatre industries over 150,000 antique items for short-term lease. Due to Eclectics landlord's desire to upgrade the building, Eclectic is being forced out of their lease. Eclectic has located a building in Long Island City, to where it hopes to relocate and expand its operation. The purchase will allow the company to remain in the New York City area, retaining 18 jobs and creating 5 new jobs over the next seven years.

### COMPANY HISTORY

Suri Bieler graduated from the North Carolina School of the Arts and earned a degree in Theatre Design and Production in 1971. She started working Off-Broadway then Broadway productions as the prop person or assistant to the designer. She then began to work in the same capacity on several television shows. After a successful career in that industry, she decided to set up a prop rental company. In 1976 she started Eclectic Properties on West 84th Street, between Broadway and Amsterdam Avenue, NYC, in a small 2-story building.

In 1986, Suri began the quest to acquire Encore Studios, the oldest continuous prop rental company in the U.S. having the largest collection of antiques and theatrical props in the country. This odyssey took her 2 years. She went to 11 different banks and it wasn't until she went back for a second round with these banks that one of the bankers suggested she finance the deal with NYBDC/SBA and her dream became a reality.

In 1988, the sale was consummated and it took 2 months for Suri and staff to vacate Eclectic's (2) floors and Encore's 7 floors on W. 47th Street and move both inventory's to her new and expanded location at 620 West 26th Street, creating a new merged entity, Eclectic /Encore Properties Inc.

The company's space requirements grew over the last 23 years to where at the beginning of 2012, it occupied 90,000 square feet. In early September the company was renting 90,000 square feet on parts of 4 floors on 26<sup>th</sup> St., including the basement. However, Hurricane Sandy severely damaged the basement inventory, practically wiping out their entire Departments stored there; 85% of their period stoves and refrigerators, 80% of the period hospital medical equipment Department, 80% of their bicycles, children's riding toys, wagons, carts and carriages (but they still have one large "Big Wheel" bike for rent). Due to the poor condition of the basement Eclectic/Encore terminated their lease on the 15,000 square foot basement, and now occupies 75,000 square feet.

## COMPANY OPERATIONS

Eclectic/Encore's customers are predominately the decorators for film and television, the stylist for photographers, advertisers, event planners, and so forth. The company has their entire 150,000 items of inventory bar coded and photographed.

Their customers can either come to their location on 26th St. or go through the internet and select the particular item, or 50 or more items, to rent. The company serves the east coast and their items are shipped from NYC to Canada and all points in between including Florida, Alabama, Georgia, New Jersey, Pennsylvania, Connecticut, Massachusetts, and North Carolina, to name a few. Eclectic Encore specializes in antique items versus contemporary items, that are rented by most of their competitors.

The company has 3 floors of "rooms" devoted to different themes, such as the Haunted House (having coffins, goblins, Frankenstein's, etc.); Nautical (with boats, rocks, sharks, barrels, treasure chests, ships wheels, etc.); Dining-kitchen items (Table settings, dishware, candelabra, silver, vases, etc.); Gothic rooms (containing suits of armor, medieval furniture), Taxidermy rooms (hundreds of stuffed animals), Cowboy room, the Hollywood room, Old New York (containing push carts and street signs); a Weapons room and Moroccan room, to name a few. Please see attached photos to give a flavor of the incredible variety of items in Eclectic's inventory.

Please note: Another part of the company's existing business operation is servicing Event Planners who rent out different theme props for their various events. Some Eclectic Encore inventory has been known to show up at children's Sweet 16 parties, Bar Mitzvah's, events and birthday parties. Another aspect of their business is that photographers rent items for their photo shoots at the photographer's location.

## THE PROJECT

The west side of Manhattan has experienced significant growth with the tech, media, and designer industries expanding dramatically. Eclectic/Encore's landlord will be upgrading his building to try and access the bigger dollars from these industries and gave Eclectic Encore notice that their lease would not be renewed (or it would be subject to a 40% rental increase, which would be unaffordable for Eclectic/Encore). Eclectic/Encore's current location had too many problems to even entertain this increase. For example, the space has little heat, which is not good for the inventory and makes it unpleasant to work in. Their landlord charges them for everything, including paying for the maintenance and repair of the elevator, of which they don't have exclusive use. Eclectic is also paying the lion's share of the real estate taxes for the building. Parking and loading is abominable in the neighborhood.

Management began looking for alternate locations in New Jersey, Connecticut, the Bronx, and Queens once the landlord gave notice. The company located a building in Long Island City that would provide excellent opportunity for growth. The building is 76,000 square feet with 3 floors and a parking lot.

The purchase price of the building is \$11,000,000 and Eclectic will be seeking NYBDC SBA 504 financing. The company will require approximately \$200,000 of renovation to upgrade the loading docks, spruce up the building, and demolish some of the existing partitions.

Two tenants will remain at the site, occupying less than 10% of the space. One is a soda distributor and the other is a manufacturer of women's wear and children's clothing.

#### IMPACT OF THE RELOCATION:

Since much of the company's business now comes in through internet, relocation from Manhattan will pose no difficulties for the company. In fact the new building will provide extra benefits, increasing the company's revenues by over \$500,000 within the first year and increasing thereafter. Eclectic management's growth strategy includes a project to reach photographers not owning their own studios. With the purchase of the LIC building, Eclectic is planning an area of approx. 20' X 30' on the ground floor, with green screen capability to rent to photographers for their photo shoots. The rental of Eclectic's props for the shoots will be easy additions to the package. Occasionally television stations, internet companies, etc. want to shoot pictures on site. The current landlord did not allow for this and the newly built room will allow for this work.

Eclectic/Encore is also upgrading its rental request website [www.eclecticprops.com](http://www.eclecticprops.com). This website allows customers the ability to view the inventory and ask questions about availability and cost for the time they would like to use the props. Although the website is online and functioning well, the upgrade will allow customers an ease of mobility accessing each prop visible in a vignette or singly by category. Eclectic is presently one of the largest prop company's in New York and the only one with the depth of props available for rent. All prop rental company's show their inventory one piece at a time, Eclectic does as well, but Eclectic's new website will show setups or vignettes that will enlarge the chosen piece and direct the viewer to the main category so they could see all the choices for the chair, table, console, cabinet, etc. Because Eclectic/Encore is a resource for Prop Stylists decorating for photo shoots; Decorators, decorating for Film or TV; Prop Person decorating for Theater or an Event Coordinator decorating for a Party...Eclectic's inventory is varied and thorough; props help to create the character and define a character, express the mood or time period written in the script.

Please see the pictures attached, to give an illustration of Eclectic's style.

Another method for Eclectic to increase sales will be through the planned furniture repair and upholstery shop. Eclectic has seen a need for custom upholstery work. Photographers, Film designers or Television Art Directors will typically like the lines of a chair, chaise or settee but not be able to use it in the fabric that covers it. The ability to change the material (a charge that the production would pay) giving the designer the desired look, quickly, is a

feature that will be used by many customers. Offering quality upholstery will not be solely for Eclectic's pieces.

The furniture repair shop will also offer the ability to build props. Eclectic's employees are skilled in the art of prop building and the company will be able to capitalize of these skills.

### **COMPETITION**

Eclectic Encore specializes in antique and period props. Most of their competitors are in the more contemporary props. Anything But Costumes (New Jersey), Bridge Props (Brooklyn), Aronsen Furniture and Props (34<sup>th</sup> Street, Manhattan) and Props For Today (just moved to Long Island City) all specialize in contemporary furniture. Newel Art Gallery sells antiques and also rents period furniture to the theater industry. Encore is truly unique.

### **MANAGEMENT TEAM**

Suri Bieler was born in Roanoke, Virginia. Suri is in charge of administration, purchasing, financial matters and is the creative director.

Eliot Brodsky is the manager.

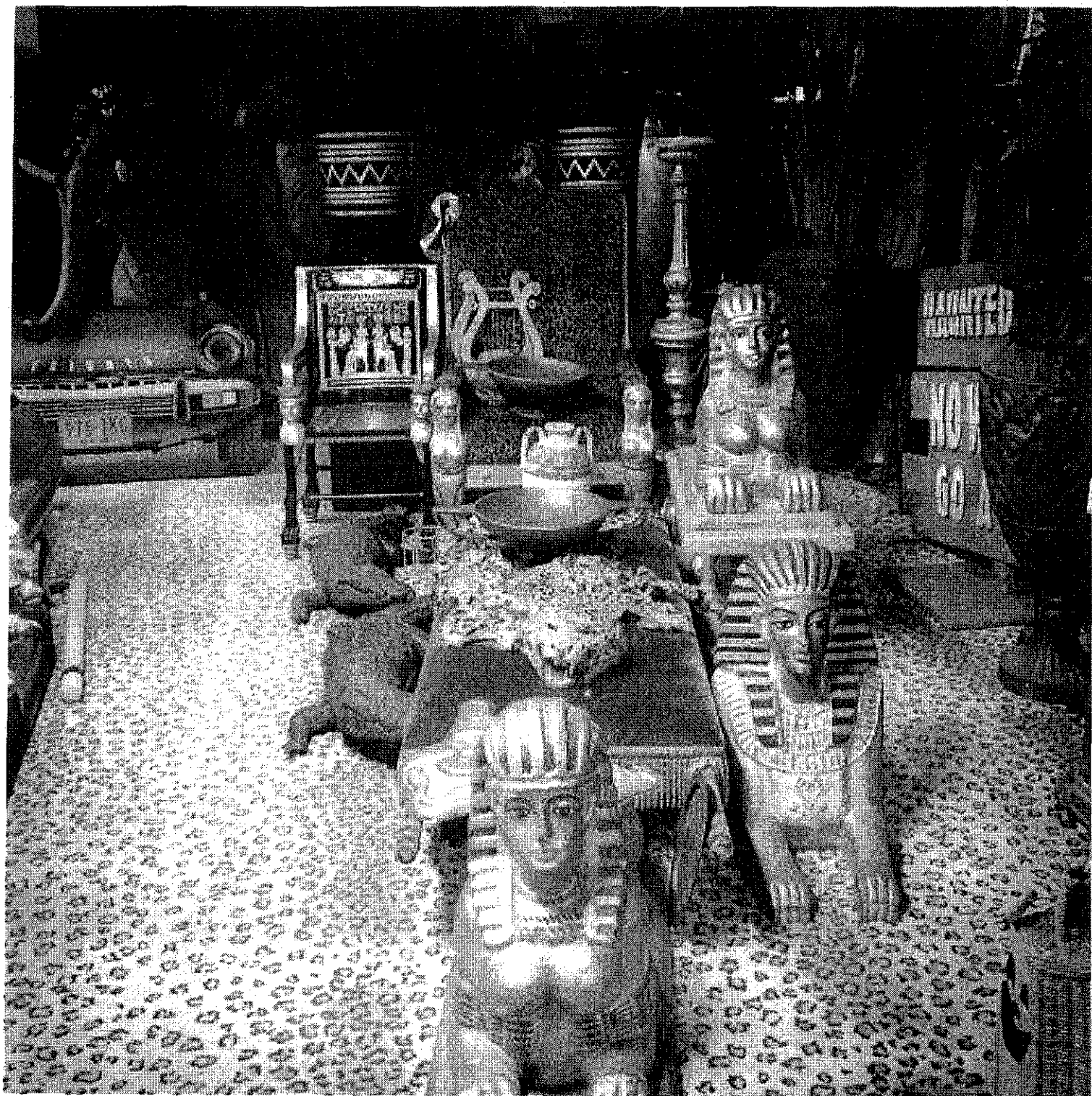
Naresh Sopersad is in charge of Eclectic's website and all Internet business.

Barry Godin has been with the company for 21 years and is the lead prop salesman.

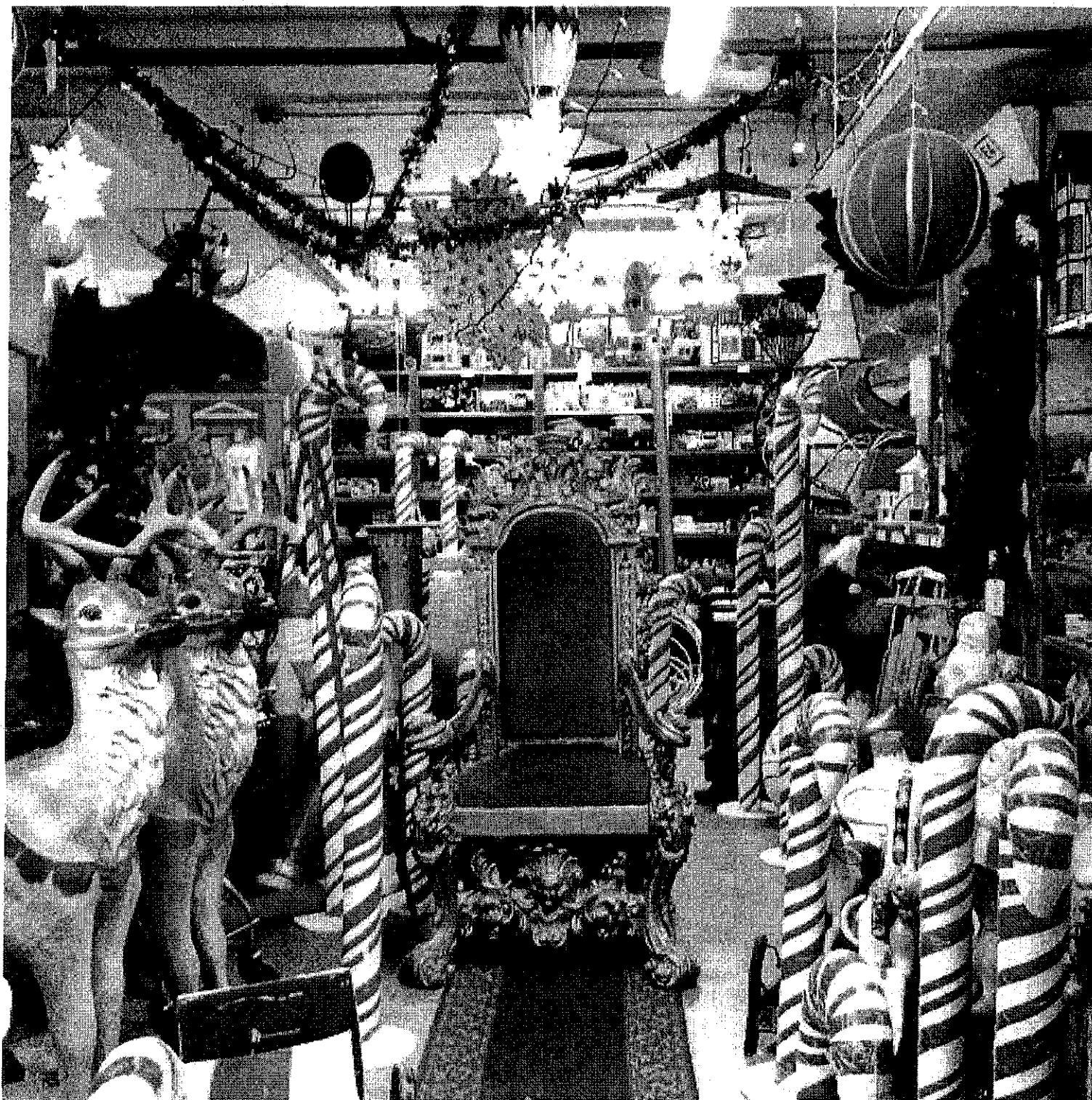
Mohammed Rampersaud is head of shipping and receiving

Maria Feygna is the company's bookkeeper and has been with the company for 20 years.

(2013 Winter/Eclectic-Encore Project Summary, 1/9/13)













**PART 1--PROJECT INFORMATION**  
**Prepared by Project Sponsor**

NOTICE: This document is designed to assist in determining whether the action proposed may have a significant effect on the environment. Please complete the entire form, Parts A through E. Answers to these questions will be considered as part of the application for approval and may be subject to further verification and public review. Provide any additional information you believe will be needed to complete Parts 2 and 3.

It is expected that completion of the full EAF will be dependent on information currently available and will not involve new studies, research or investigation. If information requiring such additional work is unavailable, so indicate and specify each instance.

Name of Action \_\_\_\_\_

Location of Action (include Street Address, Municipality and County)

47-51 33rd Street, Long Island City, NY 11101

Name of Applicant/Sponsor Eclectic/Encore Properties, Inc.

Address 620 West 26th Street

City / PO New York State NY Zip Code 10001

Business Telephone [REDACTED]

Name of Owner (if different) Same as above

Address \_\_\_\_\_

City / PO \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Business Telephone \_\_\_\_\_

Description of Action:

Acquisition of a 91,000 square foot building in Long Island City. The company will relocate from their Manhattan warehouse. Some small renovations including demolishing interior partitions and upgrading the loading dock.



**Please Complete Each Question--Indicate N.A. if not applicable**

**A. SITE DESCRIPTION**

Physical setting of overall project, both developed and undeveloped areas.

1. Present Land Use: ☒ Urban ☒ Industrial ☒ Commercial ☐ Residential (suburban) ☐ Rural (non-farm)  
☐ Forest ☐ Agriculture ☐ Other \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

2. Total acreage of project area: less 1 acres.

APPROXIMATE ACREAGE	PRESENTLY	AFTER COMPLETION
Meadow or Brushland (Non-agricultural)	_____ acres	_____ acres
Forested	_____ acres	_____ acres
Agricultural (Includes orchards, cropland, pasture, etc.)	_____ acres	_____ acres
Wetland (Freshwater or tidal as per Articles 24,25 of ECL)	_____ acres	_____ acres
Water Surface Area	_____ acres	_____ acres
Unvegetated (Rock, earth or fill)	_____ acres	_____ acres
Roads, buildings and other paved surfaces	_____ acres	_____ acres
Other (Indicate type) <u>Existing Building</u>	<u>less 1</u> acres	<u>less 1</u> acres

3. What is predominant soil type(s) on project site? Existing Building & Yard
- a. Soil drainage: ☒ Well drained 100 % of site ☐ Moderately well drained \_\_\_\_\_ % of site.  
☐ Poorly drained \_\_\_\_\_ % of site
- b. If any agricultural land is involved, how many acres of soil are classified within soil group 1 through 4 of the NYS Land Classification System? N/A acres (see 1 NYCRR 370).
4. Are there bedrock outcroppings on project site? ☐ Yes ☒ No
- a. What is depth to bedrock N/A (in feet)
5. Approximate percentage of proposed project site with slopes:  
☐ 0-10% 100 % ☐ 10- 15% \_\_\_\_\_ % ☐ 15% or greater \_\_\_\_\_ %
6. Is project substantially contiguous to, or contain a building, site, or district, listed on the State or National Registers of Historic Places? ☐ Yes ☒ No
7. Is project substantially contiguous to a site listed on the Register of National Natural Landmarks? ☐ Yes ☒ No
8. What is the depth of the water table? 15 (in feet) assumed
9. Is site located over a primary, principal, or sole source aquifer? ☐ Yes ☒ No
10. Do hunting, fishing or shell fishing opportunities presently exist in the project area? ☐ Yes ☒ No

11. Does project site contain any species of plant or animal life that is identified as threatened or endangered? ☐ Yes ☒ No

According to:

Identify each species:

12. Are there any unique or unusual land forms on the project site? (i.e., cliffs, dunes, other geological formations?)

☐ Yes ☒ No

Describe:

13. Is the project site presently used by the community or neighborhood as an open space or recreation area?

☐ Yes ☒ No

If yes, explain:

14. Does the present site include scenic views known to be important to the community? ☐ Yes ☒ No

15. Streams within or contiguous to project area:

N/A

a. Name of Stream and name of River to which it is tributary

16. Lakes, ponds, wetland areas within or contiguous to project area:

N/A

b. Size (in acres):

17. Is the site served by existing public utilities? ☒ Yes ☐ No
- a. If **YES**, does sufficient capacity exist to allow connection? ☒ Yes ☐ No
- b. If **YES**, will improvements be necessary to allow connection? ☐ Yes ☒ No
18. Is the site located in an agricultural district certified pursuant to Agriculture and Markets Law, Article 25-AA, Section 303 and 304? ☐ Yes ☒ No
19. Is the site located in or substantially contiguous to a Critical Environmental Area designated pursuant to Article 8 of the ECL, and 6 NYCRR 617? ☐ Yes ☒ No
20. Has the site ever been used for the disposal of solid or hazardous wastes? ☐ Yes ☒ No

### According to Phase I

#### B. Project Description

1. Physical dimensions and scale of project (fill in dimensions as appropriate).
- Total contiguous acreage owned or controlled by project sponsor: \_\_\_\_\_ acres.
  - Project acreage to be developed: \_\_\_\_\_ acres initially; \_\_\_\_\_ acres ultimately.
  - Project acreage to remain undeveloped: \_\_\_\_\_ acres.
  - Length of project, in miles: \_\_\_\_\_ (if appropriate)
  - If the project is an expansion, indicate percent of expansion proposed. \_\_\_\_\_ %
  - Number of off-street parking spaces existing \_\_\_\_\_; proposed \_\_\_\_\_
  - Maximum vehicular trips generated per hour: \_\_\_\_\_ 2 (upon completion of project)?
  - If residential: Number and type of housing units:

	One Family	Two Family	Multiple Family	Condominium
Initially	_____	_____	_____	_____
Ultimately	_____	_____	_____	_____
  - Dimensions (in feet) of largest proposed structure: \_\_\_\_\_ 45 height; \_\_\_\_\_ 200 width; \_\_\_\_\_ 249 length.
  - Linear feet of frontage along a public thoroughfare project will occupy is? \_\_\_\_\_ 249 ft.
2. How much natural material (i.e. rock, earth, etc.) will be removed from the site? N/A tons/cubic yards.
3. Will disturbed areas be reclaimed ☐ Yes ☐ No ☒ N/A
- a. If yes, for what intended purpose is the site being reclaimed?
- 
- b. Will topsoil be stockpiled for reclamation? ☐ Yes ☐ No
- c. Will upper subsoil be stockpiled for reclamation? ☐ Yes ☐ No
4. How many acres of vegetation (trees, shrubs, ground covers) will be removed from site? 0 acres.

5. Will any mature forest (over 100 years old) or other locally-important vegetation be removed by this project?

☐ Yes ☒ No

6. If single phase project: Anticipated period of construction: 6 months, (including demolition)

7. If multi-phased: N/A

a. Total number of phases anticipated \_\_\_\_\_ (number)

b. Anticipated date of commencement phase 1: \_\_\_\_\_ month \_\_\_\_\_ year, (including demolition)

c. Approximate completion date of final phase: \_\_\_\_\_ month \_\_\_\_\_ year.

d. Is phase 1 functionally dependent on subsequent phases? ☐ Yes ☐ No

8. Will blasting occur during construction? ☐ Yes ☒ No

9. Number of jobs generated: during construction 3; after project is complete 3

10. Number of jobs eliminated by this project 0.

11. Will project require relocation of any projects or facilities? ☐ Yes ☒ No

If yes, explain:

12. Is surface liquid waste disposal involved? ☐ Yes ☒ No

a. If yes, indicate type of waste (sewage, industrial, etc) and amount \_\_\_\_\_

b. Name of water body into which effluent will be discharged \_\_\_\_\_

13. Is subsurface liquid waste disposal involved? ☐ Yes ☒ No Type \_\_\_\_\_

14. Will surface area of an existing water body increase or decrease by proposal? ☐ Yes ☒ No

If yes, explain:

15. Is project or any portion of project located in a 100 year flood plain? ☐ Yes ☒ No

16. Will the project generate solid waste? ☒ Yes ☐ No

a. If yes, what is the amount per month? \_\_\_\_\_ tons 10 cubic yards/month.

b. If yes, will an existing solid waste facility be used? ☐ Yes ☐ No N/A

c. If yes, give name \_\_\_\_\_; location \_\_\_\_\_

d. Will any wastes not go into a sewage disposal system or into a sanitary landfill? ☐ Yes ☐ No N/A



e. If yes, explain:

17. Will the project involve the disposal of solid waste? ☐ Yes ☐ No See above (Question #6)

a. If yes, what is the anticipated rate of disposal? \_\_\_\_\_ tons/month.

b. If yes, what is the anticipated site life? \_\_\_\_\_ years.

18. Will project use herbicides or pesticides? ☐ Yes ☒ No

19. Will project routinely produce odors (more than one hour per day)? ☐ Yes ☒ No

20. Will project produce operating noise exceeding the local ambient noise levels? ☐ Yes ☒ No

21. Will project result in an increase in energy use? ☐ Yes ☒ No

If yes, indicate type(s)

22. If water supply is from wells, indicate pumping capacity N/A gallons/minute.

23. Total anticipated water usage per day \_\_\_\_\_ gallons/day. Normal usage for bathrooms/no industrial usage.

24. Does project involve Local, State or Federal funding? ☒ Yes ☐ No

If yes, explain:

SBA 504 funds for second mortgage.



**25. Approvals Required:**

			Type	Submittal Date
City, Town, Village Board	<input type="checkbox"/> Yes	<input type="checkbox"/> No	_____	_____
			_____	_____
			_____	_____
City, Town, Village Planning Board	<input type="checkbox"/> Yes	<input type="checkbox"/> No	_____	_____
			_____	_____
			_____	_____
City, Town Zoning Board	<input type="checkbox"/> Yes	<input type="checkbox"/> No	_____	_____
			_____	_____
			_____	_____
City, County Health Department	<input type="checkbox"/> Yes	<input type="checkbox"/> No	_____	_____
			_____	_____
			_____	_____
Other Local Agencies	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	NYC IDA	January 2013
			_____	_____
			_____	_____
Other Regional Agencies	<input type="checkbox"/> Yes	<input type="checkbox"/> No	_____	_____
			_____	_____
			_____	_____
State Agencies	<input type="checkbox"/> Yes	<input type="checkbox"/> No	_____	_____
			_____	_____
			_____	_____
Federal Agencies	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	SBA 504	January 2013
			_____	_____
			_____	_____

**C. Zoning and Planning Information**

1. Does proposed action involve a planning or zoning decision? ☐ Yes ☒ No

If Yes, indicate decision required:

<input type="checkbox"/> Zoning amendment	<input type="checkbox"/> Zoning variance	<input type="checkbox"/> New/revision of master plan	<input type="checkbox"/> Subdivision
<input type="checkbox"/> Site plan	<input type="checkbox"/> Special use permit	<input type="checkbox"/> Resource management plan	<input type="checkbox"/> Other

2. What is the zoning classification(s) of the site?

M1-4

3. What is the maximum potential development of the site if developed as permitted by the present zoning?

Built full.

4. What is the proposed zoning of the site?

M1-4

5. What is the maximum potential development of the site if developed as permitted by the proposed zoning?

It is built full.

6. Is the proposed action consistent with the recommended uses in adopted local land use plans? ☒ Yes ☐ No

7. What are the predominant land use(s) and zoning classifications within a ¼ mile radius of proposed action?

Commercial and Industrial.

8. Is the proposed action compatible with adjoining/surrounding land uses with a ¼ mile? ☒ Yes ☐ No

9. If the proposed action is the subdivision of land, how many lots are proposed? N/A

- a. What is the minimum lot size proposed? \_\_\_\_\_

10. Will proposed action require any authorization(s) for the formation of sewer or water districts? ☐ Yes ☒ No

11. Will the proposed action create a demand for any community provided services (recreation, education, police, fire protection)?

☒ Yes ☐ No

a. If yes, is existing capacity sufficient to handle projected demand? ☒ Yes ☐ No

12. Will the proposed action result in the generation of traffic significantly above present levels? ☐ Yes ☒ No

a. If yes, is the existing road network adequate to handle the additional traffic. ☐ Yes ☐ No

#### D. Informational Details

Attach any additional information as may be needed to clarify your project. If there are or may be any adverse impacts associated with your proposal, please discuss such impacts and the measures which you propose to mitigate or avoid them.

#### E. Verification

I certify that the information provided above is true to the best of my knowledge.

Applicant/Sponsor Name Eclectic/Encore Properties Inc. Date 1/22/13

Signature 

Title President

If the action is in the Coastal Area, and you are a state agency, complete the Coastal Assessment Form before proceeding with this assessment.