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**Kissling has lofty NF development**  
**Business First of Buffalo - by James Fink**

A package of public-sector incentives helped convince **Kissling Interests** LLC to move forward with its renovation of the former Remington Rand complex in North Tonawanda.

A formal groundbreaking on the \$14 million Sweeney Street project was to be held April 16, but it was a behind-the-scenes financial package that made the project possible.

In all, some \$7.5 million in state and local incentives were cobbled together. Among the agencies that offered incentives were **Lumber City Development Corp.**, **Niagara County Industrial Development Agency** and the Restore NY program.

"I don't see how it could have worked otherwise," said Gregory Sehr, Upstate Consultants president. He served as financial strategist for the project.

Incentives were needed to bring down per-square-foot development costs while keeping rental rates in line with other local properties.

"It would not have happened without the incentives," Sehr said.

The century-old structure has four stories and 167,000 square feet. It is being renovated by Kissling for a mixed-use project that will be anchored by 80 live/work-style lofts, the upscale 15 Mile Restaurant, and a health-yoga-spa center. New slips are being built exclusively for the building's tenants and customers of the restaurant.

Other tenants are being sought.

The project is one of the largest, private-sector-driven developments along the Erie Canal and one of the first privately fueled historic renovations in North Tonawanda.

"There are thousands of older buildings like this in Buffalo, but none sit on the edge of the Erie Canal like this one does," said Scott LaCasse, Kissling executive vice president. "We are trying to create more than just a building, but a destination and a landmark."

Despite a prime location with Erie Canal frontage, the building has sat vacant for years after being last used as a warehouse. It was built for Remington **Rand Corp.** more than a century ago. The project will be named Remington Lofts on the Canal. The Buffalo firm of **Carmina Wood & Morris** has been retained to handle the design aspects.

For Kissling Interests, it also represents the company's first investment outside the City of Buffalo.

"In a sense, Kissling is becoming an urban pioneer for this part of North Tonawanda and Niagara County," Sehr said.