



Cypress North 211 Hertel

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Project Name	Cypress North - 211 Hertel Reuse
Applicant Name	Cypress North Corp
Applicant Address	567 Exchange Street STE 309
Applicant Address 2	
Applicant City	BUFFALO
Applicant State	New York
Applicant Zip	14210
Phone	7162042785
Fax	7163329269
E-mail	mombrea@cypressnorth.com
Website	https://cypressnorth.com
Federal ID#	
NAICS Code	541511,541810,541430
Will a Real Estate Holding Company be utilized to own the Project property/facility	Yes
What is the name of the Real Estate Holding Company	Hertel Pacific, LLC
Federal ID#	
State and Year of Incorporation/Organization	NY 2019
List of stockholders, members, or partners of Real Estate Holding Company	Gregory Finn Matthew Mombrea

Individual Completing Application

Name	Matthew Mombrea
Title	Principal
Address	23 Knob Hill Rd
Address 2	
City	Orchard Park
State	New York
Zip	14127

Phone

7163926923

Fax

7163329269

E-Mail

mombrea@cypressnorth.com

Company Contact (if different from individual completing application).

Name
Title
Address
Address 2
City
State
Zip
Phone
Fax
E-Mail

Company Counsel

Name of Attorney Rich DiGiacomo
Firm Name Nesper, Ferber, DiGiacomo, and Grimm, LLP
Address 200 John James Audubon Parkway
Address 2 Suite 302
City Amherst
State New York
Zip 14228
Phone 716-688-3800
Fax
E-Mail rfd@nfdlaw.com

Identify the assistance being requested of the Agency.

Exemption from Sales Tax Yes
Exemption from Mortgage Tax Yes
Exemption from Real Property Tax Yes
Tax Exempt Financing* No

* (typically for not-for-profits & small qualified manufacturers)

Business Organization

Type of Business Corporation
Type of Ownership
Year Established 2010
State of Organization New York

List all stockholders, members, or partners with % of ownership greater than 20%

Please include name and % of ownership.

Gregory Finn 50% Matthew Mombrea 50%

Applicant Business Description

Describe in detail company background, products, customers, goods and services. Description is critical in determining eligibility

Cypress North is a software engineering, digital marketing, and design agency in Buffalo, NY. We create enterprise computer software for companies in Buffalo and around the country / world. We provide online B2B marketing services for large companies around the world. All of our work is performed by our full time staff in Buffalo, NY. Many of our hires are entry level college graduates that we invest heavily in.

Estimated % of sales within Erie County	50
Estimated % of sales outside Erie County but within New York State	15
Estimated % of sales outside New York State but within the U.S.	30
Estimated % of sales outside the U.S.	5

(*Percentage to equal 100%)

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County? Include list of vendors, raw material suppliers and percentages for each. Provide supporting documentation of the estimated percentage of local purchases

We don't really have these day-to-day but for this reuse project I think nearly 100% would be from Erie County

Section II: Eligibility Questionnaire - Project Description & DetailsProject Location**Municipality or Municipalities of current operations**

Buffalo, NY

Will the Proposed Project be located within a Municipality identified above?

Yes

In which Municipality will the proposed project be located

Buffalo, NY

Address

211 Hertel Ave. Buffalo, NY 14207

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

If the Proposed Project is located in a different Municipality than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If yes, you will need to complete the Retail Section of this application)

SBL Number for Property upon which proposed Project will be located

77.81-6-23

What are the current real estate taxes on the proposed Project Site

\$2,700

Assessed value of land

11,000

Assessed value of building(s)

64,000

Are Real Property Taxes current?

Yes

If no please explain**Town/City/Village of Project Site**

Buffalo / Black Rock

School District of Project Site

Buffalo School - 140200

Does the Applicant or any related entity currently hold fee title to the Project site?

Yes

If No, indicate name of present owner of the Project Site**Does Applicant or related entity have an option/contract to purchase the Project site?**

Yes

Describe the present use of the Proposed Project site

Vacant

Please provide narrative of the proposed project and the purpose of the proposed project (new build, renovations, and/or equipment purchases). Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

Cypress North has been slowly outgrowing its current space as we continue to hire local talent and expand our products and services. We've added a creative/design department in recent years which, coupled with our digital marketing and software engineering departments, has made us an all Buffalo, all in-house full service agency. Roughly half of our clients are now outside of Buffalo, and we've been proud to bring outside revenue to the area. Additionally, we've added a photo/video studio and sound studio and are running low on room. We have a 12 month lease in our current space at 567 Exchange street through March 2020 - at the end of which we would relocate to our new building. We've communicated our intentions to our current landlord. Renting means that there is a limit to what we can invest in and control in our environment. We want to have something really good for our employees to come to and spend their days in, and we also want that experience to extend to our clients. Purchasing this property means that we'll have a blank slate to build to our needs, and hopefully build something that is one-of-a-kind. It will give us ample room to continue to hire and grow for years to come, and will give us the freedom to work how we want. This will be a challenging project I'm sure, but our hope is that once we get through it, we can work with the Black Rock community to become supportive residents and give back to the area. Cypress North seeks to renovate the building at 211 Hertel for use as its primary office location. Cypress North and its 16 (and growing) full time staff will occupy 100% of the building. The building required a complete build out including roof, widnows, masonry, HVAC, plumbing, electrical, interior office build out, computer / server equipment, desks, bathrooms, floors, and more.

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

Describe the reasons why the Agency's Financial Assistance is necessary and how the Financial Assistance enables the company to undertake the Project to facilitate investment, job creation and/or job retention. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

This is a large project for us. Without assistance we would be cash strapped for many years which would slow or halt our ability to add new full time positions in the area. Additionally we would be limited in the scope of our renovations without assistance. The location of the project is not desirable today, and we may be forced to seek more desirable opportunities outside the area if the project becomes no longer feasible.

Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency

Yes

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?

Slow or halt our ability to add new full time positions in the area and potentially seek more desirable locations outside of Erie county.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

Will the Project meet zoning/land use requirements at the proposed location?

Yes

Describe the present zoning/land use

Light Industrial (D-IL)

Describe required zoning/land use, if different

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

Yes

If yes, please explain

There is a rail spur side with some contaminated soil. There is an air quality issue requiring an SSDS system. There is asbestos and other hazardous materials inside the building that need remediation.

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?

Yes

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

Yes

If yes, please provide copies of the study.

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Modern and efficient computer/network equipment and lighting will be installed

You may also attach additional information about the machinery and equipment at the end of the application.

Does or will the company or project occupant perform research and development activities on new products/services at the project location?

Yes

If yes, please explain.

Generally new computer software products

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

10%

Select Project Type for all end users at project site (you may check more than one)

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, complete the Retail Determination contained in Section IV of the Application.

Please check any and all end uses as identified below.

Retail Sales No **Services** No

For purposes of this question, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4) (i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

No Manufacturing

No Multi-Tenant

No Mixed Use

No Acquisition of Existing Facility

No Commercial

No Facility for the Aging

No Housing

Yes Back Office

No Civic Facility (not for profit)

No Equipment Purchase

No Retail

No Other

Project Information**Estimated costs in connection with project****Land and/or Building Acquisition**

\$ 235,160	8,500 square feet	acres
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New Building Construction

\$ 0	square feet	
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New Building addition(s)

\$ 0	square feet	
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Infrastructure Work

\$ 250,000		
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Renovation

\$ 350,000	8,500 square feet	
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Manufacturing Equipment

\$ 0		
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Non-Manufacturing Equipment: (furniture, fixtures, etc.)

\$ 100,000		
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Soft Costs: (professional services, etc.)

\$ 0		
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Other Cost

\$ 0		
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Explain Other Costs**Total Cost**

\$ 935,160		
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Project Refinancing; estimated amount (for refinancing of existing debt only)

\$ 0		
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Have any of the above costs been paid or incurred as of the date of this Application?

Yes		
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If Yes, describe particulars:

building acquisition (\$235160)		
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Sources of Funds for Project Costs:**Equity (excluding equity that is attributed to grants/tax credits):**

\$ 235,160		
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Bank Financing:

\$ 700,000		
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Tax Exempt Bond Issuance (if applicable):

\$ 0		
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Taxable Bond Issuance (if applicable):

\$ 0		
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Public Sources (Include sum total of all state and federal grants and tax credits):

\$ 0

Identify each state and federal grant/credit:**Total Sources of Funds for Project Costs:**

\$935,160

Has a financing preapproval letter or loan commitment letter been obtained?

No

Mortgage Recording Tax Exemption Benefit:**Estimated Mortgage Amount (Sum total of all financing – construction and bridge).*****Amount of mortgage, if any, that would be subject to mortgage recording tax.**

\$ 700,000

Lender Name, if Known

Lake Shore Savings

Estimated Mortgage Recording Tax Exemption Benefit (% of estimated mortgage amount stated above):

\$5,250

Construction Cost Breakdown:**Total Cost of Construction**

\$ 700,000

(sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

\$ 350,000

% sourced in Erie County

90%

% sourced in State

100% (including Erie County)

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit

\$ 350,000

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):

\$ 30,625

Real Property Tax Benefit:**Identify and describe if the Project will utilize a real property tax exemption benefit OTHER THAN the Agency's PILOT benefit:**For proposed facility, please include # of sq ft for each of the uses outlined below

		Cost	% of Total Cost
Manufacturing/Processing	square feet	\$ 0	0
Warehouse	square feet	\$ 0	0
Research & Development	square feet	\$ 0	0
Commercial	square feet	\$ 0	0
Retail	square feet	\$ 0	0
Office	8,500 square feet	\$ 700,000	100
		\$ 0	0

Specify Other

square feet

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking

Will project result in significant utility infrastructure cost or uses

Yes

What is your project timetable (Provide dates)

Start date : acquisition of equipment or construction of facilities

10/1/2019

End date : Estimated completion date of project

3/1/2020

Project occupancy : estimated starting date of operations

3/1/2020

Have construction contracts been signed?

Yes

Have site plans been submitted to the appropriate planning department for approval?

No

Has the Project received site plan approval from the appropriate planning department?

No

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to the proposed project location):

	Current # of jobs at proposed project location or to be relocated at project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PT jobs to be CREATED upon TWO years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PT jobs to be created upon TWO Years after Project Completion **
Full time	16	16	2	2
Part time	1	1	1	1
Total	17	17	2	

** The Labor Market Area includes the Counties of Erie, Niagara, Genesee, Cattaraugus, Wyoming and Chautauqua. For the purposes of this question, please estimate the number of FTE and PT jobs that will be filled, as indicated in the third column, by residents of the Labor Market Area, in the fourth column.

***By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

Salary and Fringe Benefits for Jobs to be Retained and Created:

Category of Jobs to be Retained and Created	# of Employees Retained and Created	Average Salary for Full Time	Average Fringe Benefits for Full Time	Average Salary for Part Time (if applicable)	Average Fringe Benefits for Part Time (if applicable)
Management	0	\$ 0	\$ 0	\$ 0	\$ 0
Professional	20	\$ 60,685	\$ 7,000	\$ 40,000	\$ 0
Administrative	0	\$ 0	\$ 0	\$ 0	\$ 0
Production	0	\$ 0	\$ 0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	\$ 0	\$ 0

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address			
Full time	0	0	0
Part time	0	0	0
Total	0	0	0

Will any of the facilities described above be closed or subject to reduced activity?

No

Payroll Information**Annual Payroll at Proposed Project Site**

\$ 1,120,000

Estimated average annual salary of jobs to be retained (Full Time)

\$ 60,685

Estimated average annual salary of jobs to be retained (Part Time)

\$ 40,000

Estimated average annual salary of jobs to be created (Full Time)

\$ 60,685

Estimated average annual salary of jobs to be created (Part Time)

\$ 40,000

Estimated salary range of jobs to be created

From (Full Time)	\$ 45,000	To (Full Time)	\$ 70,000
From (Part Time)	\$ 38,000	To (Part Time)	\$ 44,000

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

Yes

If yes, please explain and identify out-of-state locations investigated

We're exploring Rochester, NY as well. One partner (Greg Finn) lives in Rochester and several of our employees came from Rochester (Xerox, RIT)

What competitive factors led you to inquire about sites outside of New York State?**Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?**

Yes

If yes, please indicate the Agency and nature of inquiry below

Talked with Empire State Development about job incentive opportunities.

Do you anticipate applying for any other assistance for this project?

No

If yes, what type of assistance (Historic Tax Credits, 485(a), Grants, Utility Loans, Energy Assistance, Workforce Training)

Section III: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

For Single Use Facility

Occupant Name Cypress North Corp
Address 567 Exchange Street #309
Contact Person Matthew Mombrea
Phone 7163926923
Fax
E-Mail mombrea@cypressnorth.com
Federal ID #
SIC/NAICS Code 541511

Multi-Tenant Facility

Please explain what market conditions support the construction of this multi-tenant facility

Have any tenant leases been entered into for this project?

<BLANK>

If yes, please fill out a tenant form in section VII, for each tenant.

Tenant Name	Current Address (city, state, zip)	# of sq ft and % of total to be occupied at new projet site	SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.
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■ Section IV: Tenant Information

PART 1 TO BE COMPLETED BY LESSEE (DEVELOPER)**Tenant Name**

Cypress North Corp

Property Address:

211 Hertel Ave

City/Town/Village

Buffalo, NY 14207

The following information is an outline relative to the potential client and their proposed contract to sublease space in the above reference facility

Amount of space to be leased (square feet)

9,000

What percentage of the building does this represent?

100

Are terms of lease:

GROSS

If GROSS lease, please explain how Agency benefits are passed to the tenant

Owner occupied

Estimated date of occupancy

3/1/2020

PART 2 TO BE COMPLETED BY PROPOSED TENANT**Company Name:**

Cypress North Corp

Local Contact Person:

Matthew Mombrea

Title:

Principal

Current Address:

567 Exchange Street STE 309

Phone:

7162042785

Fax:**E-Mail:**

mombrea@cypressnorth.com

Website:<https://cypressnorth.com>**Company President/General Manager:**

Matthew Mombrea

Number of employees moving to new project location:**Full-Time:**

16

Part-Time:

1

Total:

17

Do you anticipate increasing employment within the next two years?

If yes, how many additional employees moving to new project location?

Full-Time:

2

Part-Time:

1

Total:

3

Please describe briefly the nature of the business in which the proposed tenant is/will be engaged. This should include NAICS Code; type of business and products or services; percent of total sales in Erie County and the United States:

Cypress North is a software engineering, digital marketing, and design agency in Buffalo, NY. We create enterprise computer software for companies in Buffalo and around the country / world. We provide online B2B marketing services for large companies around the world. All of our work is performed by our full time staff in Buffalo, NY. Many of our hires are entry level college graduates that we invest heavily in with on the job training. NAICS Code 541511 We don't sell products or collect sales tax.

Attach additional information as necessary.

History of Company (i.e. start-up, recent acquisition, publicly traded)

Cypress North has been slowly outgrowing its current space as we continue to hire local talent and expand our products and services. We've added a creative/design department in recent years which, coupled with our digital marketing and software engineering departments, has made us an all Buffalo, all in-house full service agency. Roughly half of our clients are now outside of Buffalo, and we've been proud to bring outside revenue to the area. Additionally, we've added a photo/video studio and sound studio and are running low on room. Renting means that there is a limit to what we can invest in and control in our environment. We want to have something really good for our employees to come to and spend their days in, and we also want that experience to extend to our clients. Purchasing this property means that we'll have a blank slate to build to our needs, and hopefully build something that is one-of-a-kind. It will give us ample room to continue to hire and grow for years to come, and will give us the freedom to work how we want. This will be a challenging project I'm sure, but our hope is that once we get through it, we can work with the Black Rock community to become supportive residents and give back to the area. Cypress North seeks to renovate the building at 211 Hertel for use as its primary office location. Cypress North and its 16 (and growing) full time staff will occupy 100% of the building. The building required a complete build out including roof, windows, masonry, HVAC, plumbing, electrical, interior office build out, computer / server equipment, desks, bathrooms, floors, and more.

Please list the square footage which the proposed tenant will lease at the Project location

9,000

Please list the square footage which the proposed tenant leases at its present location(s)

3,000

Describe the economic reason for either the increase or decrease in leased space.

Running out of room to add employees and continue to grow

Will the project result in a relocation and/or abandonment of other tenant/user(s) facilities in Erie County, or New York State?

No

Where is company relocating from?

Address:

567 Exchange Street STE 309

City/Town/Village:

BUFFALO

State:

NY

Zip:

14210

If yes, please provide reason for move; i.e. larger/smaller facility required, competitive position, lease expiration, etc.

If owned, what will happen to the existing facility once vacated?

If leased, when does lease expire?

3/1/2020

Are any of the proposed tenant's current operations located in facilities which have received an Industrial Development Agency benefit?

<BLANK>

If yes, please provide details as to location, and amount of leased space, how long leased?

Is location necessary to:

Discourage your company from moving out of New York State

Yes

Maintain your company's competitiveness within the industry:

Yes

(if yes is checked on one or both please provide specific explanation as an attachment on company letterhead)

Will tenant/user's use of the project involve the sales of goods OR services to customers who personally visit the facility

No

If the answer is YES, are sales taxes collectible under Article 28 of the Tax Law of the State of New York on sales of these goods

No

Were local economic development officials contacted about the availability of alternative sites within the community you are leaving?

Yes

If yes, who was contacted and what was the outcome?

Spoke with representative from Empire State Development.

If no, why not?

Will present location be your company's headquarters?

Yes

If No, Where is the location of HQ:

City:

State:

Form Completed By:

Relationship to Company:

Section V: Environmental Questionnaire

General Background Information

Address of Premises 211 Hertel Ave. Buffalo, NY 14207

Name and Address of Owner of Premises Hertel Pacific LLC 211 Hertel Ave. Buffalo, NY 14207 Matthew Mombrea 23 Knob Hill Rd Orchard Park NY 14127 Greg Finn 159 S Main Street Pittsford, NY 14534

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

The immediate and surrounding area is part of the northwest side of Buffalo closest to the Black Rock section but also close to the Military section and south of the Old Town area. The target property lies between a mostly residential area to the west towards the Niagara River, and a commercial/industrial and railroad corridor to the east. Hertel Avenue, which is a main thoroughfare in North Buffalo, stretches from Main street to Niagara Street along the Niagara River.

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

Prior to construction in approximately 1930, the target property location was either vacant or part of a larger rail yard and rail spur station. Through the '50s and '60s until present day, west of the target property became more residential while the north, east and south became increasingly railroad, commercial and industrial.

Describe all known former uses of the Premises

The target property was built in approximately 1930s and has always been used as a manufacturing or factory building for fuses and industrial chemicals. Records also seem to indicate that the structure was built to house medical manufacturing activities. In recent history, the building has been vacant.

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

Yes

If yes, describe and attach any incident reports and the results of any investigations

The target property was identified in the following environmental databases searched: • NY Spills o Spill Number 1602463; commercial/industrial; reported 6/1/16; last update - 6/13/2016; one, 1,000-gallon tanks removed with 50 tons of impacted soil; #2 fuel oil; DEC requires no further work and site is closed.

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

Yes

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

there was a tank that was removed by previous owner

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

Yes

If yes, please identify the materials

12x12 floor tile floor leveler pipe insulation elevator break shoe transite breaker bars roof repair tar

Section VI: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state? No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state? No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?

Within New York State No

Within Erie County No

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

Yes

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

present site not large enough, lack of ability to improve location

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

minimum 6000sqft, well lit, parking, close to majority of employees, close to down town

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

Yes

What factors have lead the project occupant to consider remaining or locating in Erie County?

Renting means that there is a limit to what we can invest in and control in our environment. We want to have something really good for our employees to come to and spend their days in, and we also want that experience to extend to our clients. Purchasing this property means that we'll have a blank slate to build to our needs, and hopefully build something that is one-of-a-kind. It will give us ample room to continue to hire and grow for years to come, and will give us the freedom to work how we want. Training has always been big for us, and we'd love to make a space to help others in our industry throughout the area. This will be a challenging project I'm sure, but our hope is that once we get through it, we can work with the Black Rock community to become supportive residents and give back to the area.

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

site not large enough, not enough parking

Section VII: Adaptive Reuse Projects

Are you applying for tax incentives under the Adaptive Reuse Program? No

What is the age of the structure (in years)? 0

Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended) Yes

If vacant, number of years vacant. 0

If underutilized, number of years underutilized. 0

Describe the use of the building during the time it has been underutilized:

Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class) No

If yes, please provide dollar amount of income being generated, if any \$

If apartments are planned in the facility, please indicate the following:

	Number of Units	Sq. Ft. Range Low to High	Rent Range Low to High
1 Bedroom	0		\$
2 Bedroom	0		\$
3 Bedroom	0		\$
Other	0		\$

Does the site have historical significance? No

Are you applying for either State/Federal Historical Tax Credit Programs? No

If yes, provide estimated value of tax credits \$

Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)

Briefly summarize the demonstrated support that you intend to receive from local government entities. Please provide ECIDA with documentation of this support in the form of signed letters from these entities

Please indicate other factors that you would like ECIDA to consider such as: structure or site presents significant public safety hazard and or environmental remediation costs, site or structure is located in a distressed census tract, structure presents significant costs associated with building code compliance, site has historical significance, site or structure is presently delinquent in property tax payments

Section VIII: Senior Citizen Rental Housing Projects

Are you applying for tax incentives under the Senior Rental Housing policy?

No

Has the project received written support from the city, town or village government in which it is located?

<BLANK>

Describe the location of the project as it relates to the project's proximity to the town / village / city center or to a recognized hamlet.

Is the project consistent with the applicable municipal master plan?

<BLANK>

If yes, please provide a narrative identifying the master plan (by name) and describing how the project aligns with the plan details

Does the project advance efforts to create a walkable neighborhood and community in proximity to important local amenities and services?

<BLANK>

If yes, please provide a narrative describing the walkable nature of the project including access seniors would have to specific neighborhood amenities.

Has a market study shown that there is a significant unmet need in the local community or specific neighborhood where seniors are unable to find appropriate housing opportunities?

<BLANK>

Is the project located in an area (defined as a 1 – 5 mile radius of the project site) where there are significant local resident populations that are at or below the median income level?

<BLANK>

If yes, please describe how you made this determination based upon census tract and other relevant third party data.

Does the project provide amenities that are attractive to seniors and differentiates the project from standard market rate housing?

<BLANK>

If yes, please describe these amenities (examples may include: community rooms, social / recreational activity areas, senior-oriented fixtures and safety amenities, security systems, call systems, on site medical services)

Are there impediments that hinder the ability to conventionally finance this project and /or negatively impact the project's return on investment?

<BLANK>

If yes, please briefly summarize the financial obstacles to development that this project faces without IDA or other public assistance. Please provide the IDA with documentation to support the financial obstacles to development (you will be asked to provide cash flow projections documenting costs, expenses and revenues with and without IDA and other tax credits included indicating below average return on investment rates compared to regional industry averages)

Will the project target (and maintain during the incentive period) a minimum 50% occupancy rate of senior citizens whose income is at or below 60-80% of the median income for Erie County?

<BLANK>

If yes, please describe provide a narrative citing key facts that substantiate this finding.

Section IX: Retail Determination

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site? No

If yes, complete the Retail Questionnaire Supplement below.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project? 0 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

If the answer to A is Yes AND the answer to Question B is greater than 33.33%, indicate which of the following questions below apply to the project:

Will the project be operated by a not-for-profit corporation? <BLANK>

Is the project location or facility likely to attract a significant number of visitors from outside the economic development region (Erie, Niagara, Allegheny, Chautauqua and Cattaraugus counties) in which the project will be located? <BLANK>

If yes, please provide a third party market analysis or other documentation supporting your response.

Is the predominant purpose of the project to make available goods or services which would not, but for the project, be reasonably accessible to the residents of the municipality? Are services provided at the proposed project site needed because of a lack of reasonably accessible retail trade facilities offering such goods or services? <BLANK>

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York? <BLANK>

If yes, explain

Is the project located in a Highly Distressed Area? <BLANK>