



10 Curtwright Drive

**Section I: Applicant Background Information**

Applicant Information - Company Receiving Benefit

**Applicant Name** Thomas Kreuz - 10 Curtwright Drive LLC  
**Applicant Address** 1955 Wehrle Drive  
**Phone** 716-861-5829  
**Fax**  
**E-mail** bkreuz@stereoadvantage.com  
**Website**  
**Federal ID#**  
**NAICS Code**  
**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** 10 Curtwright Drive LLC  
**Federal ID#**  
**State and Year of Incorporation/Organization** 2,012  
**List of stockholders, members, or partners of Real Estate Holding Company** Thomas Kreuz 100%

Individual Completing Application

**Name** Thomas Kreuz  
**Title** President  
**Address** 1955 Wehrle Dr Williamsville NY 14221  
**Phone** 716-861-5829  
**Fax**  
**E-Mail** bkreuz@stereoadvantage.com

Company Contact (if different from individual completing application)

**Name**  
**Title**  
**Address**  
**Phone**  
**Fax**  
**E-Mail**

Company Counsel

**Name of Attorney** Sunil Bakshi  
**Firm Name**  
**Address** 5662 Main Street Williamsville NY 14221  
**Phone** 716-861-5829  
**Fax**  
**E-Mail** bkreuz@stereoadvantage.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** Limited Liability Company  
**Type of Ownership**  
**Year Established** 2012  
**State of Organization** New York

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

**Please include name and % of ownership.**

Thomas Kreuz 100%

Applicant Business Description

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

Real Estate Holding Company Tenant is Ashton Potter Security Printing

**Estimated % of sales within Erie County** 0

**Estimated % of sales outside Erie County but within New York State** 0

**Estimated % of sales outside New York State but within the U.S.** 95%

**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**

15%

## ■ Section II: Eligibility Questionnaire - Project Description & Details

### Project Location

#### **Municipality or Municipalities of current operations**

Erie County Town of Amherst

#### **Will the Proposed Project be located within the Municipality, or within a Municipality, identified above?**

Yes

#### **In which Municipality will the proposed project be located**

Williamsville - Amherst

#### **Address**

10 Curtwright Dr

#### **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?**

Yes

(If Yes, you will need to complete Section V of this Application)

#### **SBL Number for Property upon which proposed Project will be located**

81.02-3-15.2

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

\$24,323

#### **Assessed value of land**

\$250,000

#### **Assessed value of building(s)**

\$1,850,000

#### **Are Real Property Taxes current?**

Yes

#### **If no please explain**

#### **Town/City/Village of Project Site**

Williamsville

#### **School District of Project Site**

Williamsville

#### **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**

Ashton Potter Pronating is currently occupying 70,000 square feet for a printing operation. They are owned by Investment Firm HIG. Their biggest contracts are to print stamps and envelopes for the USPS. They also have several other contracts with national companies for secure label printing, which is a growing market.

#### **Please provide narrative of 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)**

We want to build a 55,000 square foot building to lease to Ashton potter. They will be moving and expanding a envelope printing operation they have from Cheektowaga.

**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 new building and move is necessary to keep Ashton Potter competitive and growing. Having all operations on one campus will create immeasurable efficiencies that we need from management to production. We have already invested \$100,000 in drawings, wetland mitigation and have received approval from the Amherst Planning Board to move forward.

**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**

Commercial

**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?**

No

**If yes, please explain**

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

<BLANK>

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?**

No

If yes, please provide copies of the study.

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

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.

Testing and trial of Secured labels which include confidential technologies that protect brand identity and tax revenues for government entities.

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

5%

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.



Project Information

**Estimated costs in connection with project**

**Land and/or Building Acquisition**

\$ 0 55,000 square feet 3 acres

**New Building Construction**

\$ 3,000,000 55,000 square feet

**New Building addition(s)**

\$ 0 square feet

**Infrastructure Work**

\$ 0

**Renovation**

\$ 100,000 5,000 square feet

**Manufacturing Equipment**

\$ 0

**Non-Manufacturing Equipment: (furniture, fixtures, etc.)**

\$ 100,000

**Soft Costs: (professional services, etc.)**

\$ 200,000

**Other Cost**

\$ 0

**Explain Other Costs**

**Total Cost**

\$ 3,400,000

**Project Refinancing; estimated amount (for refinancing of existing debt only)**

\$ 0

Sources of Funds for Project Costs:

**Estimated Mortgage Amount**

\$ 3,200,000

**Lender Name, if Known**

M&T Bank

**Equity**

10%

**Have any of the above costs been paid or incurred as of the date of this Application?**

Yes

**If Yes, describe particulars:**

Drawings \$75,000 Wetlands Mitigation \$25,000

Construction Cost Breakdown:

**Total Cost of Construction**

\$ 3,200,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

**Cost for materials**

\$

**% sourced in Erie County**

%

**% sourced in State**

%(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**

\$ \$2,000,000

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

\$ 175,000

For proposed facility please include # of sq ft for each of the uses outlined below

		<b>Cost</b>	<b>% of Total Cost</b>
<b>Manufacturing/Processing</b>	50,000 square feet	\$ 0	3,000,000
<b>Warehouse</b>	square feet	\$ 0	0
<b>Research &amp; Development</b>	square feet	\$ 0	0
<b>Commercial</b>	square feet	\$ 0	0
<b>Retail</b>	square feet	\$ 0	0
<b>Office</b>	5,000 square feet	\$ 0	200,000
<b>Specify Other</b>	square feet	\$ 0	0

**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**

9/1/2015

**End date : Estimated completion date of project**

6/30/2016

**Project occupancy : estimated starting date of operations**

6/30/2016

**Have construction contracts been signed?**

No

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

Yes



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

Yes

**Is project necessary to expand project employment?**

Yes

**Is project necessary to retain existing employment?**

Yes

Employment Plan (Specific to the proposed project location):

	<b>Current # of jobs at proposed project location or to be relocated at project location</b>	<b>If project is to retain jobs, number of jobs to be retained</b>	<b>Total # of jobs 2 years after project completion</b>	<b>Net total new jobs</b>
<b>Full time</b>	40	40	45	5
<b>Part time</b>	0	0	0	0
<b>Total</b>	40	40	45	

**If you estimated new job growth over the next 2 years, please provide a short description of how those estimates were calculated (i.e. jobs per square foot, new contracts/increased revenues, etc.)**

10 additional jobs will be created through new customers in the secured label business segment.

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

<b>Address</b>	10 CurtwrightDr		
<b>Full time</b>	120	0	0
<b>Part time</b>	0	0	0
<b>Total</b>	120	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**

\$ 1,400,000

**Estimated average annual salary of jobs to be retained**

\$ 35,000

**Estimated average annual salary of jobs to be created**

\$ 32,000

**Estimated salary range of jobs to be created**

**From** \$ 25,000 **To** \$ 42,000

**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**

The growth and stability of the companies new business segment (Secure Labels) is in a competitive environment across the USA and globally.

**What competitive factors led you to inquire about sites outside of New York State?**

Overall tax benefits and local government incentives are always up for review and can provide a competitive cost advantage.

**Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?**

No

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

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

Yes

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

NYPA power, Recharge NY, ESD

### Section III: 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)	No
If yes, number of years vacant?	0
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	\$
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 Amherst IDA or other public assistance. Please provide the Amherst 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)	
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 IV: 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?** No

**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?** No

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?** No

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?** No

If yes, explain

**Is the project located in a Highly Distressed Area?** No

## Section V: 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?** Yes

**Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?** Yes

**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:**

Occupant/Tenant will be staying in NYS, moving from expired lease in Cheetowaga to the new facility in Williamsville. The project creates a secure facility on one site and necessary efficiencies to compete for new business and maintain existing contracts.

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

**Within New York State** Yes

**Within Erie County** Yes

**If Yes to either question, please, explain** The new facility will house the Stamped Envelope business that is currently in Cheektowaga to the new facility in Williamsville.

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

No

**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.)**

This new building and move is necessary to keep Ashton Potter competitive and growing. Having all operations on one campus will create immeasurable efficiencies that we need from management to production. We could not do this 5 years ago when we leased the Benderson because we needed to start production immediately and did not have time to build a new building. We have already invested \$100,000 in drawings, wetland mitigation and have received approval from the Amherst Planning Board to move forward.

**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.)**

To be next door to the existing headquarters with a new state of the art building.

**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?**

<BLANK>

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

**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.**

## Section VI: 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** Ashton Potter (USA) Ltd.

**Address** 10 Curtwright Drive

**Contact Person** Bob Morreale  
**Phone** 716.633.2000  
**Fax** 716.633.2525  
**E-Mail** rmorreale@ashtonpotter.com  
**Federal ID #** 04-3725219  
**SIC/NAICS Code** 322222

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.**

<b>Tenant Name</b>	<b>Current Address (city, state, zip)</b>	<b># of sq ft and % of total to be occupied at new project site</b>	<b>SIC or NAICS-also briefly describe type of business, products services, % of sales in Erie Co.</b>
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## Section VII: Environmental Questionnaire

### General Background Information

#### **Address of Premises**

#### **Name and Address of Owner of Premises**

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

**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**

**Describe all known former uses of the Premises**

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

<BLANK>

**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?**

<BLANK>

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

**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?**

<BLANK>

**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?**

<BLANK>

**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?**

<BLANK>

**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?**

<BLANK>

**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?**

<BLANK>

**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?**

<BLANK>

**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?**

<BLANK>

**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?**

<BLANK>

**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**

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

<BLANK>

**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?**

<BLANK>

**If yes, relate all the circumstances**

**Do the Premises have any asbestos containing materials?**

<BLANK>

**If yes, please identify the materials**



## **PART 1 TO BE COMPLETED BY LESSEE (DEVELOPER)**

**Tenant Name** Ashton Potter (USA) Ltd  
**Property Address:** 10 Curtwright Drive  
**City/Town/Village** Williamsville, NY 14221

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)** 55,000

**What percentage of the building does this represent?** 100

**Are terms of lease:** NET

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

**Estimated date of occupancy** 6/30/2016

## **PART 2 TO BE COMPLETED BY PROPOSED TENANT**

**Company Name:** Ashton Potter (USA) Ltd  
**Local Contact Person:** Bob Morreale  
**Title:** VP Finance\HR  
**Current Address:** 10 Curtwright Drive, Williamsville, NY 14221  
**Phone:** 716.633.2000  
**Fax:** 716.633.2525  
**E-Mail:** rmorreale@ashtonpotter.com  
**Website:** www.ashtonpotter.com  
**Company President/General Manager:** Barry Switzer

### **Number of employees moving to new project location:**

**Full-Time:** 40

**Part-Time:** 0

**Total:** 40

### **Do you anticipate increasing employment within the next two years?**

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

**Full-Time:** 5

**Part-Time:** 0

**Total:** 5

**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:**

Ashton Potter is a security printer that has long term contracts with the USPS and other new customers in its Brand Protection and Tax Stamp business segments.

Attach additional information as necessary.

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

Ashton Potter has been in business over 25 years and is privately held.

**Please list the square footage which the proposed tenant will lease at the Project location** 55,000

**Please list the square footage which the proposed tenant leases at its present location(s)** 40,000

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

New business awarded over the past year in the Stamped Envelope, Brand protection and tax stamp business segments.

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

**Where is company relocating from?**

**Address:** 2455 Broadway

**City/Town/Village:** Cheektowaga

**State:** NY

**Zip:** 14227

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

Larger facility needed, economies that will be achieved in having both facilities next to each other and the Broadway lease expired.

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

The landlord will lease to another tenant.

**If leased, when does lease expire?** 6/30/2016

**Are any of the proposed tenant's current operations located in facilities which have received an Industrial Development Agency benefit?** No

**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** Yes

**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?** No

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

**If no, why not?**

**Will present location be your company's headquarters?** No

**If No, Where is the location of HQ:**

**City:** Williamsville

**State:** NY

**Form Completed By:** Bob Morreale

**Relationship to Company:** Vice President Finance\HR