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25 June 2019

John Connerton, CPA, EVP, CFO
Evans Bank
One Grimsby Drive
Hamburg, New York 14075

Re: Certification of Site Selection Process

Dear John,

Per your request, please let this letter serve to confirm the process that Evans Bank undertook in considering its non-retail facilities needs for its operations and the work performed by Michael Clark and myself through CBRE – Buffalo.

We were engaged by Evans Bank in February 2018 to assist in designing a review process and provide consulting services to consider Evans Bank's non-retail facilities needs in relation to Evans Bank's ability to carry out its long-term strategic business plan. This engagement involved our developing an understanding of Evans Bank's operations, current facilities utilization and its business growth plan. In carrying out this consulting phase we toured existing facilities, we analyzed owned facilities as compared to the current WNY real estate market, we interviewed all senior management, processed management questionnaires, mapped out current FTE home addresses, mapped current retail & commercial clientele and performed detailed quantitative and qualitative analysis for functional office space needs.

The consultative phase resulted in an understanding that Evans Bank's long-term strategic needs could not be met by its current facility at One Grimsby Drive.

Thus, after this comprehensive study phase our team began a site search phase to identify potential office location options for Evans Bank. This search phase had us provide Evans Bank with a comprehensive list of new build and existing opportunities throughout the WNY market area. This included an extra concerted effort at identifying Hamburg sites in particular.


The results of this site search phase were clear that a new build opportunity would not work for Evans Bank due to time and cost constraints. The search then concentrated on available office buildings that either fit Evans Bank's needs or could readily be made to. A short list of locations was developed for consideration. Unfortunately, we were not able to identify any viable opportunities in Hamburg.

For a number of practical and strategic reasons 6460 Main Street, Williamsville offers the best option available in serving Evans Bank's future needs. Chief among these criteria is its being a class A office of the size required. There is not a comparable option available in Hamburg.

Having worked with many corporate office clients, I can unequivocally state that Evans Bank had a very comprehensive twelve-month process for determining its facilities needs and conducted a very comprehensive six-month site selection process to determine the best option to fulfill its needs.

Should you need anything more from me or CBRE – Buffalo, please do not hesitate to ask.

Sincerely,



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