



Amherst Alarm, Inc.

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Project Name	Amherst Alarm, Inc.
Applicant Name	Amherst Alarm, Inc.
Applicant Address	435 Lawrence Bell Dr.
Applicant Address 2	
Applicant City	Amherst
Applicant State	New York
Applicant Zip	14221
Phone	716-632-4600
Fax	716-632-1156
E-mail	miked@amherstalarm.com
Website	www.amherstalarm.com
Federal ID#	16-1227718
NAICS Code	561621
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	CMR OKW Properties LLC
Federal ID#	TBD
State and Year of Incorporation/Organization	New York, 2016
List of stockholders, members, or partners of Real Estate Holding Company	Timothy M. Creenan Maryann G. Creenan

Individual Completing Application

Name	Michael J. Drennan
Title	CFO
Address	435 Lawrence Bell Dr.
Address 2	
City	Amherst
State	New York
Zip	14221
Phone	716-316-9694

Fax

716-632-1156

E-Mail

miked@amherstalarm.com

Company Contact (if different from individual completing application)

Name Timothy M. Creenan
Title CEO
Address 435 Lawrence Bell Drive
Address 2
City Amherst
State New York
Zip 14221
Phone 716-632-4600
Fax 716-632-1156
E-Mail timc@amherstalarm.com

Company Counsel

Name of Attorney Robert Murray
Firm Name Harris Beach, PLLC
Address Larkin at Exchange
Address 2 726 Exchange St., Suite 1000
City Buffalo
State New York
Zip 14210
Phone 716-200-5180
Fax 716-200-5201
E-Mail bmurray@harrisbeach.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 1984
State of Organization New York

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

Please include name and % of ownership.

Timothy M. Creenan 50% Maryann G. Creenan 50%

Applicant Business Description

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

Provider of Security System services for residential and commercial customers in Western New York. Services include the sale, installation, monitoring and service of Security Systems, Fire Alarm Systems, Access Control, CCTV Video Security Systems, Audio / Video and Central Vacuum systems. A major business component of the company's revenues are from the monitoring of security and fire alarm systems. This back office type operation provides services to nearly 35,000 systems and generates 52% of the companies revenues. The base location is currently nearly 10% located outside of New York State with the remaining 90% located within New York State.

Estimated % of sales within Erie County	77%
Estimated % of sales outside Erie County but within New York State	18%
Estimated % of sales outside New York State but within the U.S.	5%
Estimated % of sales outside the U.S.	0

(*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

Amherst Alarm purchases of total annual supplies is \$3,500,000 of which \$1,724,000 comes from Erie County vendors for 49% of total purchase. Major vendors include security parts distributors Tri-Ed and ADI, Bank of Akron, Independent Health, Lawley Services, Windstream, West Willow Amherst and Basil dealerships. These major vendors make up the 49%.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Municipality or Municipalities of current operations

Amherst, NY

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

Yes

In which Municipality will the proposed project be located

Amherst, NY

Address

~~2361 WENTLE~~
475 Lawrence Bell Drive, Amherst, NY 14221

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

~~81.02-3-22.22~~ 81.02-3-16.1

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

~~Town and county: \$979.93, school: \$1,443.08~~ TOWN AND COUNTY: \$18,886.36, SCHOOL: \$27,726.69

Assessed value of land

~~\$75,400.00~~ \$551,200

Assessed value of building(s)

~~N/A~~ \$897,500

Are Real Property Taxes current?

Yes NO

If no please explain

N/A 2016 TOWN / COUNTY TAXES NOT PAID
2014 - 2015 AND 2015 - 2016 SCHOOL TAXES NOT PAID

Town/City/Village of Project Site

Amherst, NY

School District of Project Site

Williamsville Central School District

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

No

If No, indicate name of present owner of the Project Site

~~Gold Seal Equity Partnership~~ ACN PROPERTIES, LLC

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the Proposed Project site

PURCHASE + RENOVATION OF AN EXISTING 18,500 SQUARE FOOT BUILDING ON 4.94 ACRES, PROVIDING ADDITIONAL LAND FOR FUTURE EXPANSION

~~Vacant land - industrial~~ **COMMERCIAL - OFFICE BUILDING + WAREHOUSE**

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)

Amherst Alarm, Inc. began operations in 1984 at 2 Dalewood Drive, Amherst, NY, the home of the owners. In 1990 the operations were relocated to 435 Lawrence Bell Drive, Amherst, NY. Amherst Alarm was industry ranked by a major industry trade magazine as 77 in the United States and has also been recognized nationally for its efforts in reducing dispatches for police and fire departments. In the current location Amherst Alarm has expanded from 1200 to 9000 Sq ft. over the years, with six lease renewals. Because of the gradual expansion over the years, the space has become inefficient for operations. The company's Monitoring Response Center currently monitors over 34,000 systems. Amherst Alarm is the only company currently in Western New York that has its own security monitoring facility. Over the past decade five other competitors have moved operations to other facilities out of state or determined that they should subcontract these services to other companies. This has created growth opportunities for Amherst Alarm and as such, need larger facilities. The proposed project would be construction of a new 16,000 sq ft facility on land that has been vacant for decades. Should the project move forward, Amherst Alarm will relocate its current operations, including its Monitoring Response Center to the new building. This will allow the for expanded monitoring services into the future. In addition to the monitoring operations, the companies administrative staff, sales staff, customer service staff, installation and service staff will all be occupying the new building. Amherst Alarm, Inc. will be the sole occupier of the building.

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:

N/A

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)

1. The real profit center for the Company is our Monitoring Response Center (MRC), which generates the cash flow necessary to pay our employees and suppliers. All other functions within the Company (installation, service, etc.) support the MRC. 2. As the only alarm monitoring company in Western New York, we know that opportunities exist to grow our monitoring business based on internally generated growth and growth of wholesale alarm monitoring for other local alarm companies. 3. The MRC in our current facility is at its maximum capacity in terms of seating for personnel. 4. In order for the Company to grow, the MRC must be expanded. 5. It is very expensive to expand the MRC since we must use high technology in a secure environment, not unlike a computer room. The Company's Monitoring Response Center is Underwriters Laboratory listed, which among other requirements specifies construction requirements to ensure a secure and enduring facility that is best designed and specified by experienced professionals - thus best done in an owned vs a leased facility. 6. The lease on our current facility expires 5/31/17. The building is owned by an out of town investor group. 7. Since relocating to our current facility in 1990, we have expanded 6 times from 1,200 sq ft to our current 9,000 sq ft., resulting in an inefficient operational layout. 8. We need to improve our operational efficiency to better compete with other alarm companies in the local area that source their monitoring outside of New York State. 9. Expanding our MRC and reorganizing our layout to increase efficiency at our current facility would cost almost \$1 million, not to mention the operational disruptions as personnel are shifted to accommodate the extensive renovations. Remember, our MRC must operate 24/7/365 to be able to respond to customer emergencies. 10. It doesn't make financial sense to invest almost \$1 million in a building that we don't own for a 10 year lease term. 11. In order for us to be able to build a building, we must borrow the money. 12. The only term sheet that we have received thus far is from the Bank of Evans and is attached. They have made the receipt of sales tax abatements, mortgage tax abatement and real property tax abatements a condition to their loan. We estimate that the abatements from the Amherst IDA could reduce our monthly payments for debt service, real estate taxes, etc. by \$4,000 per month. 13. Therefore, if we don't receive the abatements from the Amherst IDA, we can't borrow the money. We can't build a building without the money. Without the building, we can't expand our MRC in Amherst. The only way to grow the business without expanding our MRC is to wholesale out the monitoring to another alarm company. Since we are the only monitoring Company left in the local area, the monitoring will most likely be sourced outside of New York State. We have already discussed outsourcing our monitoring to alarm companies in North Carolina, Illinois and New Jersey in the event that the abatements are not approved by the Amherst IDA, which would result in the loss of 18 existing local jobs as well as any opportunity to create 6 additional jobs in the future.

\$2,000

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?

PURCHASE + RENOVATE

If the project is not financially viable and efficient then the project will not proceed. This will lead to the company evaluating all possible ways to remain competitive including outsourcing the Monitoring Response Center operations to others that are outside of Erie County and likely outside of New York State. Project financing is also dependent upon approval of the Amherst IDA incentives as noted on bank financing term sheet.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Included in the project is an estimated \$400,000 of furniture, fixtures and equipment. In addition to cubicles and other office equipment, a complete Monitoring Response Center, including all of its communication equipment and phone system, must be installed in the new building before communications can be instantaneously transferred from the existing Monitoring Response Center.

Site Characteristics

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

Yes

Describe the present zoning/land use

Vacant land - industrial *COMMERCIAL - OFFICE BUILDING + WAREHOUSE*

Describe required zoning/land use, if different

N/A

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

N/A

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

N/A

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

No

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?

Yes. Energy efficient construction, including led lights, monitors, HVAC, etc. will be used wherever cost effective. The communications equipment in the new Monitoring Response Center will be more energy efficient than the existing equipment that it replaces.

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?

No

If yes, please explain.

N/A

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

N/A

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 |
| YES No Acquisition of Existing Facility | Yes 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

~~\$ 150,000~~ **\$1,500,000** **18,500** square feet **4.94** acres

New Building Construction

~~\$ 2,350,000~~ ~~16,000 square feet~~

New Building addition(s)

\$ 0 square feet

Infrastructure Work

~~\$ 500~~

Renovation

~~\$ 0~~ **\$900,000** **18,500** square feet

Manufacturing Equipment

\$ 0

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

\$ 400,000

Soft Costs: (professional services, etc.)

~~\$ 100,000~~ **\$150,000**

Other Cost

~~\$ 40,000~~ **\$50,000**

Explain Other Costs

Construction loan interest

Total Cost

~~\$ 2,040,500~~ **\$ 3,000,000**

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

\$ 0

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

No

If Yes, describe particulars:

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):

~~\$ 315,000~~ **\$ 305,000**

Bank Financing:

~~\$ 2,225,000~~ **\$ 2,695,000**

Tax Exempt Bond Issuance (if applicable):

\$ 0

Taxable Bond Issuance (if applicable):

\$ 0

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:

~~\$2540000.00~~ \$3,000,000

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

Yes

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.

~~\$2,700,000~~ \$2,295,000

Lender Name, if Known

SBA, bank TBD BANK OF EVANS

Estimated Mortgage Recording Tax Exemption Benefit (product of Mortgage Amount as indicated above multiplied by 1%):

~~\$27000.00~~ \$22,950

Construction Cost Breakdown:

Total Cost of Construction

~~\$2,850,000~~ \$1,300,000 (sum of 2,3,4,5, and/or 7 in Question K, above)

Cost for materials

~~\$1,700,000~~ \$940,000

% sourced in Erie County

60%

% sourced in State

90% (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

~~\$2,100,000~~ \$940,000

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

~~\$183,750~~ \$82,250

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:

None

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	4,000 square feet	\$ 400,000	17%
Research & Development	square feet	\$ 0	0
Commercial	square feet	\$ 0	0
Retail	square feet	\$ 0	0
Office	14,500 12,000 square feet	\$ 2,450,000	86% 83%
Specify Other	square feet	\$ 0	0

\$2,000,000

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

N/A

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

10/1/2016

End date : Estimated completion date of project

5/1/2017

Project occupancy : estimated starting date of operations

6/1/2017

Have construction contracts been signed?

No

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	65	18	6	6

Part time	0	0	0	0
Total	65	18	6	0

** 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). This estimate, based on information provided above, will be included within the PILOT worksheet in the additional documents section.

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.)

As part of our internal management manpower planning exercise and considering the projected organic growth of monitoring, installation and service revenues over the next 2 years, we have identified specific positions that will be required to support this growth. The revenue growth starts with anticipated system installations and upgrades, and includes the follow-on monitoring and service work.

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

Category of Jobs to be Retained and Created	Average Salary	Average Fringe Benefits
Management	\$ 0	\$ 0
Professional	\$ 70,000	\$ 14,000
Administrative	\$ 38,000	\$ 11,000
Production	\$ 35,000	\$ 11,000
Independent Contractor	\$ 0	\$ 0
Other	\$ 0	\$ 0

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

Address	N/A		
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

\$ 2,300,000

Estimated average annual salary of jobs to be retained

\$ 35,000

Estimated average annual salary of jobs to be created

\$ 47,000

Estimated salary range of jobs to be created

From

\$ 35,000

To \$ 70,000

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

While the sales, service and installation operations of the company would remain in Amherst, the back office type of work done by, Monitoring Response Center operations could be outsourced to a wholesale monitoring operation out of state or anywhere. This is the number referred to as 18 in the FTE being retained.

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

An increasing level of costs in the market, including labor and competition from large national companies have caused us to evaluate all options.

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

Small Business Administration through the New York Business Development Corporation. SBA 504 loan for ~~\$1.3~~ ^{\$1.0} million is anticipated to be received. New York State Linked Deposit Program. Interest reduction on ~~\$1.9~~ million in bank loans is anticipated to be received. ^{\$2.7}

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)

Utility loans and grants, energy assistance loans and grants, workforce training grants

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 Amherst Alarm, inc.
Address 435 Lawrence Bell Dr.
Contact Person Mike Drennan
Phone 716-316-9694
Fax 716-632-1156
E-Mail miked@amherstalarm.com
Federal ID # 16-1227718
SIC/NAICS Code 561621

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 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:

The Agency's Financial Assistance will be crucial in preserving the current levels of FTE and helping to grow that number. The Monitoring Response Center staff of the applicant will be preserved. These operations are able to be outsourced to wholesale alarm monitoring operations that are out of New York State. The competitive market pressures of national companies have increased the need to explore all options.

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 N/A

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.)

N/A

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.)

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?

No

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?

Released to new tenant

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.

~~2361 Wehrle Dr, Amherst, NY - legal issues, building in poor condition, time frame to complete renovation was uncertain, another party secured a contract on it~~
305 Spindrift, Amherst, NY - space is larger than needed and no committed tenant on extra space, extensive renovation need to convert to warehouse and multi-tenant configuration, limited parking available

475 LAWRENCE BELL DR. - 1.36 ACRES LIMITED EXPANSION CAPABILITY, TIME TO COMPLETE TOO LONG, HIGHER PROJECT COST, 2 STORY BUILDING, LESS VISIBILITY

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) No

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 \$

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 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>

PART 1 TO BE COMPLETED BY LESSEE (DEVELOPER)

Tenant Name Amherst Alarm, Inc.
Property Address: 475 Lawrence Bell Dr
City/Town/Village Amherst, 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 ~~16,000~~ 18,500
(square feet)

What percentage of the building 100%
does this represent?

Are terms of lease: NET

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

Estimated date of occupancy 6/1/2017

PART 2 TO BE COMPLETED BY PROPOSED TENANT

Company Name: Amherst Alarm, Inc.
Local Contact Person: Mike Drennan
Title: CFO
Current Address: 435 Lawrence Bell Dr
Phone: 716-316-9694
Fax: 716-632-1156
E-Mail: miked@amherstalarm.com
Website: www.amherstalarm.com
Company President/General
Manager: Tim Greenan

Number of employees moving to new project location:

Full-Time: 65
Part-Time: 0
Total: 65

Do you anticipate increasing employment within the next two years?
If yes, how many additional employees moving to new project location?

Full-Time: 6
Part-Time: 0
Total: 6

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 Yes

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?
See above

Will present location be your company's headquarters? Yes

If No, Where is the location of HQ:

City:

State:

Form Completed By: Mike Drennan

Relationship to Company: CFO