

Identify the assistance being requested of the Agency

| | |
|--|------------|
| Exemption from Sales Tax | Yes |
| Tax Exempt Financing | No |
| Exemption from Mortgage Tax | Yes |
| Exemption from Real Property Tax | Yes |
| Assignment/Assumption of existing PILOT benefits | No |

Business Organization

| | |
|-----------------------|----------------------------------|
| Type of Business | Limited Liability Company |
| 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.

Ron Faso, John Baldo, Sam Russo, Paul Cody - All 25% Owners

Business Description

Describe in detail company background, products, customers, goods and services

SelectOne RE Holdings, is a Real Estate Holding company and affiliate company of SelectOne Search, LLC. SelectOne Search was founded in 2005 and is a regional temporary and Permanent Placement staffing agency with offices in Williamsville NY, specializing in Financial, Accounting, Information Technology, and Engineering disciplines, across a number of different industry sectors. The company has headcount of 15 (13 FT/ 2PT) as of June 2014. Major clients include, M&T Bank, First Niagara Financial Group, and Citigroup. The company also services hundreds of other small to mid-size companies throughout the WNY area and on a national basis.

| | |
|--|-----------|
| Estimated % of sales within Erie County | 90 |
| Estimated % of sales outside Erie County but within New York State | 10 |
| Estimated % of sales outside New York State | 0 |
| Estimated % of sales outside the U.S. | 0 |

What percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?
(You may be asked to provide supporting documentation of the estimated percentage of local purchases)

80 - 90%

Section II: Project Description & Details

Location of proposed project facility

Address **760 Seneca Street,**
City **Bufalo**
State **New York**
Zip Code **14210**
SBL Number
Town/City/Village
School District **Buffalo**
Present Project Site Owner **Kevin Judge**

Please provide a brief narrative of the project

Purchase and complete renovation of 1890's era 3 story Brick Building in Larkinville. Building has been abandoned for a number of years and will be the new corporate HQ for the SelectOne Group of companies. Plan is for SelectOne to be housed in the top 2 floors (8,000 sq. ft) and to lease out the first floor to a professional Services tenant.

Site Characteristics

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?
(If yes, please provide copy)

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?

No

If yes, please provide copies of the study.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms

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

<BLANK>

If yes, please attach additional documentation describing the efficiencies achieved.

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

No

If yes, please explain

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

Explain why IDA participation is necessary for this project to proceed. Focus on competitiveness issues, project shortfalls, etc.

Purchase and complete renovation of an abandoned, unused 1890 era building without ECIDA tax incentives would hinder or completely eliminate the financial feasibility of the project. We currently lease approximately 4,000 sq. feet in Williamsville, and our company headcount has grown over 100% in the past 3 years (with an average annual salary of over \$75,000 each), necessitating the need for a much larger office space. In order to continue our planned growth and expand our geographic reach beyond WNY, a significant increase in office space is needed. The project comes with a significant price tag of \$1.7m, and without ECIDA incentives, ownership and renovation of a historic HQ building would likely not be possible. The incentives available dramatically decrease the cost of the project and bring it more in line with what a simple purchase of an existing functioning building would be. With the incentives we should be able to complete a historic renovation in Larkinsville and bring an old, unused building back to use in an historically accurate way, and back on the tax rolls.

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition **\$ 550000**
0.43 acres **12000.00** square feet
New Building Construction **\$ 0**
0.00 square feet
New Building addition(s) **\$ 0**
0.00 square feet
Renovation **\$ 850000**
0.00 square feet
Manufacturing Equipment **\$ 0**
Non-Manufacturing Equipment:
(furniture, fixtures, etc.) **\$ 150000**
Soft Costs: (professional
services, etc.) **\$ 150000**
Other Cost **\$ 0**

Explain Other Costs

Total Cost 1700000

Project Refinancing (est. amount) 0

Select Project Type (check all that apply)

| | | |
|--|------------------------|---|
| No Industrial | No Multi-Tenant | No Mixed Use |
| No Acquisition of Existing Facility | Yes Commercial | No Facility for the Aging |
| No Housing | No Back Office | No Civic Facility (not for profit) |
| No Equipment Purchase | No Retail | No Other |

SIC Code

NAICS Code 56131

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

| | | Cost | % of Total Cost |
|--------------------------|-------------------------|-------------|------------------------|
| Manufacturing/Processing | 0 square feet | 0 | 0 |
| Warehouse | 0 square feet | 0 | 0 |
| Research & Development | 0 square feet | 0 | 0 |
| Commercial | 4000 square feet | 0 | 0 |
| Retail | 0 square feet | 0 | 0 |
| Office | 8000 square feet | 1700000 | 100 |
| Specify Other | 0 square feet | 0 | 0 |

Utilities and services presently serving site. Provide name of utility provider

Gas

Electric Size

Water Size

Sewer Size

Other (Specify)

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>

What is your project timetable (Provide dates)

Start date : acquisition of equipment

2015-01-01

End date : Estimated completion of project

2015-07-01

Project occupancy : estimated starting date of operations

2015-09-01

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

Yes

Have any expenditures already been made by the company?

Yes

If yes, indicate particulars (ECIDA benefits do not apply to expenses incurred prior to Board approval)

Property down payment of \$10,000, and minor legal and architect fees.

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to location):

| | Current # of jobs at project location or to be relocated at project location | If project is to retain jobs, number of jobs to be retained | Total # of jobs 2 years after project completion |
|-----------|--|---|--|
| Full time | 14 | 14 | 20 |
| Part time | 2 | 2 | 2 |
| Total | 16 | 16 | 22 |

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 |

Payroll Information

Annual payroll

1400000

Estimated average annual salary of jobs to be retained

75000

Average estimated annual salary of jobs to be created

75000

Estimated salary range of jobs to be created

From **45000** To **100000**

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

No

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

Were you offered financial assistance to locate outside of New York State?

No

If yes, from whom and what type of assistance was offered

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

Have you contacted or been contacted by other economic or governmental agencies regarding this project?

No

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

Section III: Adaptive Reuse Projects

Are you applying for a tax incentive under the Adaptive Reuse Program?

Yes

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

120.00

If yes, number of years vacant?

10

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

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)

Yes

Does the site have historical significance?

Yes

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 (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rates compared to regional industrial averages)

Project is a complete restoration with a 10 yr. projected negative cash flow of approximately \$70,000. ECIDA incentives will create a 10yr. positive cash flow on the project of approximately \$260,000. Lack of ECIDA subsidies and tax incentives would completely eliminate the financial viability of the project.

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

ECIDA incentives are the only governmental support we are seeking at this time. If other programs that are available come to our attention during the project and we qualify for eligibility, we would pursue those programs as the project unfolds.

Please indicate other factors that you would like the 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 or structure is presently delinquent in property tax payments

Our proposed building site is one of the last undeveloped properties in the core of the Larkinville / Hydraulics section of the City of Buffalo. Restoration of this building will help complete the restoration of one of Buffalo's most historically significant areas. Our intention is to restore the property as historically accurate as possible, enhancing the value of the neighborhood, the surrounding buildings and businesses as well as to help continue the resurgence of the City of Buffalo. In addition the current property owner is habitually delinquent in paying yearly property taxes, a problem that will not continue under our ownership. We are committed to the long term development of Larkinville and more importantly the City of Buffalo.

Section IV: Retail Determination

Will project involve the sales of goods or services to customers who personally visit the facility?

No

If yes, complete the Retail Questionnaire Supplement below.

Will any portion of the project consist of facilities or property that is primarily used in making sales of goods or services to customers who personally visit the project site?

No

If the answer is yes, please continue.

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?

0.00 %

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).

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

<BLANK>

Is the project likely to attract a significant number of visitors from outside the economic development region in which the project will be located?

<BLANK>

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

Would the project occupant, but for the contemplated financial assistance from the industrial development agency, locate the related jobs outside the State of New York?

<BLANK>

If yes, please provide documentation regarding investigation of sites outside New York State.

Is the predominant purpose of the project to make available goods or services which would not otherwise be reasonably accessible to the residents of the project municipality?

<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>

Is the project located in a Neighborhood Redevelopment Area?

<BLANK>

Section V: Inter-Municipal Move Determination

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 EITHER IS YES, please complete the following. If BOTH ARE NO, please 'save and continue' to the next section (Section VI: Facility Type - Single or Multi Tenant).

The Agency is required by state law to make a determination that Agency assistance is required to prevent the project occupant from relocating out of the state, or to preserve the project occupant's competitive position in its respective industry.

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 (For example, present site is not large enough, or owner will not renew leases etc.)

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...)

We are primarily moving to facilitate the growth of our business. Core requirements are more space in a geographic central location. In addition we are attracting highly compensated professionals to our company and having an attractive well-appointed space is a necessary component of our expansion plans.

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

Yes

Is the project reasonably necessary to preserve the project occupant's competitive position in its industry?

Yes

If yes, please explain and provide supporting documentation

Our business is central to the City of Buffalo and the majority of our employees live in the City proper. A centrally located site also is critical to attracting candidates to our company (we place candidates in jobs with clients throughout WNY) and those candidates come to our office to have an initial job interview / screen. Our candidates also work primarily in the City and a centrally located office will make it easier to attract more candidates to our company.

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

The core of our business is generated in Erie County. Our future plans will entail regional and national expansion but this expansion is not possible in our current location. We are committed to the City of Buffalo and it is important to us to participate in the City's renaissance.

What is going to happen to the current facility that project occupant is located in?

We are currently in a leased office park. Our landlord has indicated that they will re lease our space to a smaller start up type company or sub divide our space to accommodate other small companies who are on a similar growth path that we were on 5 - 10 years ago.

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.

Expansion at current location (Wehrle Dr. & Harris Hill) in Williamsville was deemed inadequate due to layout & inability to purchase. Also looked at Buildings in Buffalo on Main Street, East Mohawk (old OTB) & 481 Franklin St. Layout and locations of building were considered undesirable. Was unable to find an adequate building to purchase in Williamsville due to price, size and parking constraints.

Section VI: Facility Type - Single or Multi Tenant

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

Multi-Tenant Facility

For Single Use Facility

Occupant Name

Address

Contact Person

Phone

Fax

E-Mail

Federal ID #

SIC/NAICS Code

Multi-Tenant Facility

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

We believe the strong attraction to the Larkinsville district and the resurgence in the City of Buffalo will help us attract a tenant for the 1st floor (approx 4,000 sq. ft). of the building

Have any tenant leases been entered into for this project?

No

If yes, please list below and provide square footage (and percent of total square footage) to be leased to tenant and NAICS Code for tenant and nature of business

Section VII: Environmental Questionnaire

General Background Information

Address of Premises

760 Seneca St., Buffalo NY

Name and Address of Owner of Premises

Kevin Judge

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

3 story 1890's Brick Romanesque Revival building with immediate frontage on Seneca St.

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

3 story 1890's Brick Romanesque Revival building with immediate frontage on Seneca St. Building will be home to SelectOne group of companies with the expectation of leasing 1/3 of the building to a yet to be determined professional service tenant.

Describe all known former uses of the Premises

Grocery Store, Restaurant supply company

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?

<BLANK>

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

Unknown - Site is going through a Phase I Environmental Study

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?

<BLANK>

If yes, describe in full detail

Unknown

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

None

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

None

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?

No

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