

Application Title

Tax Incentive Application

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Total Project Cost 2504300
Applicant Name AMS Servicing, LLC
Applicant Address 3374 Walden Avenue, Depew, NY 14043
Phone 516-506-4427
Fax
E-mail jgredys@arbor.com
Website ams-servicing.com
Fed ID# -----

Individual Completing Application

Name Jeanette Foote
Title
Address
Phone 516-506-4426
Fax
E-Mail jfoote@arbor.com

Company Contact (if different from individual completing application)

Name Joan Gredys
Title SVP, Facilities
Address
Phone 516-506-4427
Fax
E-Mail jgredys@arbor.com

Company Counsel

Name of Attorney
Firm Name
Address

Phone

Fax

E-Mail

Identify the assistance being requested of the Agency

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

Business Organization

Type of Business	Limited Liability Company
Year Established	2008
State of Organization	New York

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

Please include name and % of ownership.

ARM, LLC 100%

Business Description

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

AMS specializes in providing clients with access to a scalable Prime and Special Servicing platform.

Estimated % of sales within Erie County	less than 1%
Estimated % of sales outside Erie County but within New York State	5.6
Estimated % of sales outside New York State	94.3
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)

30%

Section II: Project Description & Details

Location of proposed project facility

Address	611 Jamison Road
City	Elma
State	New York
Zip Code	14059
SBL Number	
Town/City/Village	Elma
School District	Iroquois Central School
Present Project Site Owner	3374 Walden Avenue, Depew, NY, Leasing from Uniland Development Corp.

Please provide a brief narrative of the project

AMS Servicing, LLC is a Standard & Poor's-rated specialty servicer and prime servicer of residential mortgages. With a current staff of 280 employees, AMS Servicing has been based at 3374 Walden Ave. Suite 120, Depew, NY, 14043 since 2009. Prior to 2009, AMS was located at 190 Lawrence Bell Dr., Williamsville, NY. At that time, AMS outgrew its 5,000-square-foot office and moved its 35 employees to its current 15,000-square-foot space in Depew, NY. Since 2009, AMS has created an additional 245 jobs and has now outgrown its Walden Avenue facility. With no expansion options at the Depew location, AMS is seeking to relocate its offices so that it can accommodate an anticipated growth of 249 additional employees that will service its expanding client base over the next five-year period. Under consideration are sites across Western New York as well as Florida, Ohio and Texas. AMS is seeking assistance from ECIDA in order to create a larger, more efficient facility that can accommodate its current and projected growth, as well as even further expansion potential. The proposed capital expenditures associated with a new facility would include a turn-key build-out of space (provided by the landlord and billed back to AMS as part of the rent); new furniture, fixtures and equipment; telephone and computer equipment; along with backup generator access (which may be provided by the landlord and billed back to AMS). Anticipated commencement date of the project is between January 2014, contingent upon receipt of assistance from ECIDA, with scheduled completion on or before June 1, 2014.

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)

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.

Will project include leasing any equipment?

Yes

If yes, please describe equipment and lease terms

Copiers and Scanners; 36-39 month

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

No

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.

In order for a servicing company or a company providing like services to be successful, it requires skilled employees [and management] and sufficient facilities with reasonable overhead. Given the recent hardships suffered by financial services companies in several areas throughout the country one being the Buffalo-Niagara Falls Metropolitan Statistical Area ("BNFMSA"), the market is saturated with capable individuals whom possess an expertise in all different facets of the mortgage servicing business. This pattern of unemployment in these areas has not only provided for an exciting employment pool, but has provided for facility opportunities that may not have been previously available. These facts combined, despite the ability to function successfully in other markets across the country, provide for a reasonable explanation as to why the company would want to exist and grow within the BNFMSA. With that in mind, any financial incentive would certainly make the decision to reside within the BNFMSA easier, as it would highlight the clear advantage over choosing a different locale. AMS currently employs approximately 250 people and has projected growth over the next 5 years to exceed a total of 525.

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition \$ 0

0.00 acres 0.00 square feet

New Building Construction \$ 0

0.00 square feet

New Building addition(s) \$ 0

0.00 square feet

Renovation \$ 0

0.00 square feet

Manufacturing Equipment \$ 0

Non-Manufacturing Equipment: (furniture, fixtures, etc.) \$ 1517300

Soft Costs: (professional services, etc.) \$ 0

Other Cost \$ 987000

Explain Other Costs Software Licenses and Moving

Total Cost 2504300

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	No Commercial	No Facility for the Aging
No Housing	Yes Back Office	No Civic Facility (not for profit)
No Equipment Purchase	No Retail	Yes Other

Financial Services Data Center/Back Office

SIC Code

NAICS Code

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	0 square feet	0	0
Retail	0 square feet	0	0
Office	0 square feet	0	0
Specify Other	35000 square feet	2504300	100

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?

<BLANK>

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**

2014-02-01

End date : Estimated completion of project

2014-06-30

Project occupancy : estimated starting date of operations

2014-04-01

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

No

Have any expenditures already been made by the company?

No

If yes, indicate particulars (ECIDA benefits do not apply to expenses incurred prior to Board approval)**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	270	270	465
Part time	0	0	0
Total	270	270	465

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

Address	3374 Walden Avenue, Depew		
Full time	270	0	0
Part time	0	0	0
Total	270	0	0

Payroll Information**Annual payroll**

6950000

Estimated average annual salary of jobs to be retained

36000

Average estimated annual salary of jobs to be created

36000

Estimated salary range of jobs to be created**From** 32000 **To** 75000

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

Under consideration are sites across Western New York as well as Florida, Ohio and Texas.

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?

Available work force, facility costs and Incentives offered to relocate and expand our operations.

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

Yes

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

New York State ESD - Excelsior Program New York State Electric and Gas - Economic Development Programs

Section III: Adaptive Reuse Projects

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

<BLANK>

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

0.00

If yes, number of years vacant?

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)

<BLANK>

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)

<BLANK>

Does the site have historical significance?

<BLANK>

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)

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

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

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...)

Approx. 35,000SF of single level office space, expansion capability beyond 35,000SF, ROFO on contiguous space, ample parking to accommodate 600+ vehicles, easy access to major highways, onsite storage capabilities, data capabilities-fiber, ample power source, onsite amenities including cafeteria and conference rooms, attractive rental rate, swing space for additional staff until new facility is completed

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

In order for project occupant to continue to service its clients and hire staff necessary to conduct business it is imperative that AMS move to a larger facility. AMS has outgrown its 15,211SF facility located at 3374 Walden Avenue, Suite 120, Depew NY. AMS growth plans will increase current staff of 270 to 520 over the next few years. Project occupant is currently renting swing space in a facility under consideration to accommodate immediate needs.

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

AMS would like to retain as much of the current work force as possible and remain in close proximity to the Buffalo/Niagara Airport and major highways at the same time providing a convenient location for our employees commute.

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

Existing facility lease expires January 30, 2015. Project occupant will continue to pay rent until lease termination.

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.

3332 Walden Avenue, Depew, NY-space not large enough and cannot accommodate parking for 600+ vehicles and has no expansion capabilities. 170 Northpointe Commerce Park, Amherst, NY-current tenant new construction will not be completed to meet our timeframe and a high traffic area which is not favorable. 80 Lawrence Bell Drive, Williamsville, NY-major renovation, no expansion and insufficient parking. 1760 Wehrle Drive, Williamsville, NY-building under construction; timing is of essence-completion date uncertain. 4455 Genesee Street, Cheektowaga - located directly across from the airport. Such close proximity to Buffalo/Niagara Airport would create a compliance issue with one of our major clients and we could risk losing their business. In addition, major renovations to the building, including asbestos abatement, would take substantial amount of time to complete. 485 Cayuga Road, Cheektowaga - again, close proximity to the airport could cost us a huge loss of business from a major client. Walden Avenue and Harlem Road, Cheektowaga - former Bon Ton Department store - second floor location and extensive renovations, unusable space (escalator) were an issue.

Section VI: Facility Type - Single or Multi Tenant

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

<BLANK>

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

Have any tenant leases been entered into for this project?

<BLANK>

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

Under Consideration- 611 Jamison Road, Elma, NY 14059

Name and Address of Owner of Premises

Sonwil Distribution, 100 Sonwil Drive, Buffalo, NY 14225

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

Suburban Office Space

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

42 Acres, 211,000SF, R&D Building 1988-1992 Residential Mortgage Servicing

Describe all known former uses of the Premises

Mortorola R & D Site

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

Unknown

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

No

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?

No

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

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

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

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

No

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

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

No

If yes, please provide copies of the permits.

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

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

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

No

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

Discharge Into Waterbodies

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

N/A

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

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

No

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

Air Pollution

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

No

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

Are any of the air emission sources permitted?

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?

No

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

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

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

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

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials