



## A REAL ESTATE & STRATEGIC PLANNING CONSULTING FIRM

AMS Consulting, LLC is a real estate consulting firm formed in 1992 specializing in real estate analysis, market research, feasibility studies, economic development consulting, strategic planning and project management. Our client base includes developers, municipalities, public agencies, non-profit organizations, corporations, financial institutions, architects and engineers. Our services are provided by a highly experienced staff of trained professionals in market research and development consulting with extensive knowledge of the tools and methodologies needed to analyze, inform and act on a wide range of real estate and development issues.

### Core Services of AMS Consulting

- Real Estate Market Research & Feasibility Studies
- Development Consulting & Strategic Planning
- Impact Studies & Economic Analysis
- Project Management – Development Assistance

**Other AMS Services** – include Real Estate Disposition Strategies, Site Acquisition Studies, Brownfield Redevelopment Strategies, Rent Reasonableness Studies, Business & Consumer Surveys, Commercial Revitalization Studies & Strategies, and Financial Feasibility Analysis.

### **Affiliate Firms**

*SK&P Research* is an AMS affiliate real estate research firm with an extensive database that includes over 3,300 planned communities. Marketing, Website and Advertising services for the real estate industry are provided by our affiliate firm, *SK&P Advertising/Dogsname*. Real Estate Valuation services are offered by affiliate firm *O, R & L Appraisals*.

# SERVICES

## Real Estate Market Research & Feasibility Studies

AMS is a leading expert in the research and analysis of real estate markets. The firm has built its reputation on an abiding commitment to obtaining accurate and reliable data that leaves no stone unturned. In the process, we have accumulated an extensive database on residential, commercial and industrial projects and trends in the Connecticut, New York, Rhode Island market area that serves as the backbone to preparing accurate reports and studies in a timely and professional manner. AMS services in Market Research include:

- Market Feasibility Studies (Residential, Commercial, Retail, Industrial)
- Supply-Demand Analysis
- Competitive Product Analysis
- Consumer & Business Surveys
- Programmatic Studies
- Highest & Best Use Studies
- Community Needs Assessment
- Market Assessment
- Housing Studies-Rent Reasonableness Reports

## Development Consulting & Strategic Planning

AMS understands the process of development in a public setting with principals who have worked both as development officials and in private development. AMS applies its knowledge of market dynamics, the development process and needs, and familiarity with mechanisms and models for promoting development to devise strategies for economic development. AMS helps clients clarify a vision, establish real goals and strategies that lead to short and long term action plans designed to meet desired outcomes. We also analyze development opportunities and provide plan of action for the disposition of real estate that best optimizes the goals of the client.

- Economic Development Planning
- Development Cost Estimates and Identification of Financial Resources
- Preparation of Action Plans & Implementation Strategy
- Site Evaluations, Needs Assessment, Market Assessments
- Real Estate Disposition Strategies
- Revitalization Studies & Plans
- Community Outreach Programs
- Preparation of Market Plans & Strategies
- Market Consulting & Recruitment Strategies

## **Fiscal-Economic Impact Studies & Economic Research**

When large budgets for development projects are at stake, it is critical to know what the anticipated impacts are likely to be. The scale and uses of the project will have a direct bearing on jobs created, employment income, tax revenues and costs of providing public services. AMS has analyzed economic and fiscal impacts of all types of real estate.

Analysis can be employed to compare impacts between two different proposed uses for a site or to draw out the importance of a business in terms of employment and taxes generated. AMS has also conducted research for clients on a broad range of economic, demographic, development and consumer trends and evaluated the influence of such factors in the marketplace.

- Fiscal Impact Study
- Economic Impact Study
- Economic Base Studies
- Labor Market Studies
- Demographic Research & Studies
- Consumer Research & Demand Studies
- Industry Trends Analysis

## **Project Management & Development Technical Assistance**

AMS helps Clients move a development project from concept to reality. Whether acting as Project Manager for a municipality undertaking a revitalization program or assisting a non-profit in developing a retail site, AMS has the skills and technical expertise to undertake and coordinate the activities necessary to achieve results.

- Project Administration & Program Management
- Preparation of Development Plan
- Financial Feasibility & ProForma Analysis
- Identifying Funding Strategies & Development Resources
- Client Representation on Negotiations
- Assembling, Selection and Coordination of Development Team
- Coordinating Relocation services
- Tenant and End-User Recruitment
- On-Call Development Advisory Services

## **AMS CONSULTING TEAM**

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### **Thomas S. Corso – President**

Mr. Corso has 30 years experience in all phases of private and public sector redevelopment. He is a recognized expert in the field of urban development and strategic planning with emphasis on multi-faceted initiatives which maximize effectiveness of public and private partnerships. He has held positions at the highest level of municipal government and private sector, been appointed by governors to boards and commissions in the State of Connecticut, testified before Congress as an expert presenter, and has influenced urban policy and legislation at the national level. Mr. Corso oversees the firm's strategic planning and project management services to which he brings his substantial expertise in housing and economic development planning. Mr. Corso has a B.A and M.A. in Economics and has taught courses in economics and planning at area universities.

### **Lawrence A. Kenney – Senior Vice President**

Mr. Kenney is responsible for managing AMS's real estate consulting, market research and economic development planning services. His 25 years of professional experience include seven years as economic development associate for the City of Bridgeport. Mr. Kenney subsequently served as Director of Research and later principal in Scott, Kenney & Partners, a real estate consulting firm specializing in residential, commercial and industrial market research and consulting targeting developments throughout the Northeast. In 1995, Mr. Kenney joined the AMS Consulting team as Project Director of research and planning studies. As a leading expert in real estate analysis, Mr. Kenney has served as key speaker and panelist at numerous conferences and seminars addressing real estate market research and its applications in planning and development. Mr. Kenney graduated from Boston University and received a Master of Urban and Regional Planning from Virginia Tech.

### **Rebecca Y. Royston – Vice President of Research**

Ms. Royston has more than 20 years of professional experience in real estate market research, economic development consulting and commercial financial services. Recent assignments have included ownership and rental housing market consulting, retail market consulting especially with respect to urban and neighborhood corridors, business park development and re-use strategies for land and buildings. Ms. Royston has also completed economic and fiscal impact studies in support of development or redevelopment strategies. Ms. Royston received her BA degree from University of Pennsylvania and received her MBA from University of New Haven. She is an active member and participant in The Real Estate Exchange, a preeminent professional organization for women in real estate development, finance, marketing and consulting.

### **Charles M. Wisnioski – Research Associate & Certified Real Estate Appraiser**

Mr. Wisnioski has 31 years experience in real estate that includes 11 years as a construction and permanent commercial mortgage lender and 16 years as real estate consultant and appraiser. In addition, Mr. Wisnioski has extensive public service background as member of numerous public agencies that include Rocky Hill's Redevelopment Agency and Planning and Zoning Commission. In addition to providing services related to real estate valuation, Mr. Wisnioski's expertise includes highest and best use studies and development pro forma analysis. Formal education includes a degree in economics from Harvard University and a MBA graduate degree in real estate and finance from Wharton School, University of Pennsylvania.