

## *Economic Development Partnering*

Suspension of Rules / Amherst Town Board Meeting / December 18, 2006

Good Evening, Mr. Supervisor, Ladies & Gentlemen of the Town Board

My name is Edward Stachura, and I am here tonight as Chairman of the Amherst Industrial Development Agency (AIDA).

Is there partnering, collaboration among the Erie County's IDAs ... Erie County, Amherst, Clarence, Lancaster, Hamburg, and Concord?

I can state to you, without any hesitation or reservation, that this answer is, "Yes." Each of Erie County's six independent IDAs does collaborate and partner in regional economic development. This started in 2000, and was reaffirmed in 2005 with a written Memorandum of Understanding (MOU) signed by each of the IDAs. The basic tenet is the *3 C's ... Communication, Collaboration, Cooperation*.

We have a common countywide policy as to what type of projects are eligible, as well as our fee structures. There is also a policy and a procedure to address inter-community movement of businesses seeking IDA benefits. This was a standard policy of the Amherst IDA for many years.

This partnering continues through the IDA Leadership Council whose members also include the City of Buffalo's development corporations, the Buffalo-Niagara Partnership and the Buffalo-Niagara Enterprise (BNE). Issues that affect any of the IDA's ... initiatives, change, policies, fees, etc. ... are all brought to this Council for review and discussion. The Memorandum of Understanding (MOU) assures that this effective and open style of communication and collaboration continues.

The Amherst IDA's other partners include the Town, the Amherst Chamber of Commerce, the SUNY at Buffalo, as well as the business community. Common goals and objectives of these cross-jurisdictional collaborations are as defined and envisioned in Chapter 5 of the Town's *Bicentennial Comprehensive Plan*.

The Fox and Company accounting firm's draft report (*December 2006*) states that the "*102 parcels that came off the PILOT program from 1986-2006 have paid real estate taxes in the amount of \$34,600,109. These 102 properties alone paid \$5,650,114 in 2006." It should be noted that these parcels came out of Amherst IDA title at various times over the period 1986-present. The 178 properties that still remain under Amherst IDA title paid \$7.821-million in 2006 PILOTs. Therefore, Amherst IDA projects provided \$13.472-million in tax revenue in 2006 to the Town, the County, and the 3 school districts in the Town. Since 2001, this is a 34% increase, when a little more than \$10-million in taxes was paid. Conservatively, the Amherst IDA is responsible for an estimated 3-5% of the Town's revenue stream.*

Fox estimates (*using data from the Town's comprehensive plan*) that the Amherst IDA is responsible for maintaining and creating an estimated 38,200 jobs representing an annual payroll estimated at \$1.72-billion throughout the region. Using a multiplier factor of 2.5 (*ref: Wharton School of the University of Pennsylvania*), the region's annual economy is enhanced by an estimated \$4.3-billion.

All of this is the result of private risk investment encouraged by the Amherst IDA's economic incentives, and is a demonstrated example of the Amherst IDA's regional partnering successes.

For more information, you are encouraged to visit our new web page, [www.amherstida.com](http://www.amherstida.com).

Thank you for your attention.

*The greatest enemy of the truth is very often not the lie--deliberate, contrived, and dishonest, but the myth persistent, persuasive, and unrealistic. Belief in myths allows the comfort of opinion without the discomfort of thought. -- John F. Kennedy*