

PROJECT PROFILE:
IVOCLAR VIVADENT FACILITY INVESTMENT
\$6,596,000
February 21, 2025



ELIGIBILITY

- Commercial Project under NYS Law
- Eligible Project under Countywide Eligibility Policy

COMPANY INCENTIVES (EST.)

- Sales Tax = \$533,750 (~2-years)

PROJECT BENEFITS (EST.)

- Income Taxes = \$5,735,911
- Sales Taxes = \$1,951,803

EMPLOYMENT

- 20 Construction and Supply Related Jobs Created
- 179 Full-Time and 5 Part-time Jobs Retained, 6 New Jobs Created
- 169 Full-Time Positions Result From Ongoing Impact of the Operation

PROJECT SCHEDULE (EST.)

- Work begins April 2025
- Project completion January 2027

Project Address:

175 Pineview Drive
 Amherst, New York 14228
 (Sweet Home School District)

Investment:

Construction: \$1,524,000
 Equipment: \$3,463,000
 Soft/Other Costs: \$1,609,000



Project Description:

Ivoclar Vivadent, Inc.'s Pineview Drive facility is the North American Headquarters for the Ivoclar Group, a global dental products company. This facility distributes dental products primarily to the U.S. market in addition to being a dental education facility which hosts customers from the dental field. Ivoclar Group is headquartered in Schaan, Liechtenstein, and sells its comprehensive portfolio of integrated dental solutions in 130 countries. In addition to the spin-off generated by visiting customers to area hospitality and businesses, the facility sells 99% of its products and services outside of the region.

The company proposes to increase its warehouse capacity through internal construction and equipment investment. As part of the company's global distribution strategy, it is forecasting 20-35% growth in storing and shipping products over the next 10-years. At this growth the existing facility will be able to handle the increased demand and the site cannot accommodate additional building expansion. The proposed investment will allow increase order processing by introducing new technologies which increase the amount of product that can be stored and distributed to laboratory and dealer orders.

The Amherst location competes for capital deployment for its functions against other Ivoclar and third party facilities. AIDA incentives are a necessary component of the company's analysis. The project will maintain the existing taxes collected on the building, which is over \$150,000 annually, retain high paying jobs and add new positions to the facility. Outside of the sales tax exemption, the project will not receive a mortgage recording tax or property tax exemption.

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Page 2

AIDA COMPANY HISTORY:

September 2011 Board Approval for 26,000 square feet, \$4,150,000 building expansion

MATERIAL TERMS:

1. Investment of not less than \$5,606,600 at the project location as noted in the application.
2. Achievement of 187.5 full time equivalent positions within the project time period and maintenance of those jobs for three years.
3. Compliance with the Agency's Local Labor Policy in connection with the construction of the Project.

AIDA Project Evaluation Criteria - Warehouse/Distribution

Wage Rates:	Professional Operation Exceeding \$88,000 Average Annual Salary
Regional Wealth Creation:	99% of sales outside of region
In Region Purchases:	Applicant indicates use of local sources for building improvements/ maintenance along with services for out of town visitors
Research & Development Activities:	Some, but facility performs training and education along with distribution functions
Investments in Energy Efficiency:	Company plans to use same amount of energy even after expanded M&E investment
Locational Land Use Factors:	In an existing industrial area with no room to grow on its current site
LEED/Renewable Resources:	None
Retention/Flight Risk:	Competitive environment internally for capital with other facilities and third party logistics opportunities
Workforce Access/Public Transportation:	NFTA bus stop about 1/4 mile from project site