

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Agenda – 521<sup>st</sup> Meeting**  
**Friday, January 22, 2021-8:30 am**

**James J. Allen Boardroom**  
**Agency Offices – 4287 Main Street, Amherst, NY 14226**

1. Roll Call of Members
2. Reading and Approval of Minutes
3. Bills & Communications
4. Treasurer's Report
5. Executive Director's Report
6. Committee Reports
7. Unfinished Business
8. New Business
  - I. Election of Officers
    - Slate of Officers – 2021
    - Committee Assignments
9. Adjournment

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**

**Minutes of the 520<sup>th</sup> Meeting**

**November 20, 2020 – 8:30 am**

**James J. Allen Boardroom**

**Agency Offices, 4287 Main Street**

**Due to the Covid-19 Pandemic and pursuant to Governor Andrew Cuomo’s Executive Order No.202.1, the Amherst IDA Board of Directors meeting was conducted through Zoom.com and live streamed at [www.AmherstIDA.com](http://www.AmherstIDA.com). In physical attendance at the meeting at AIDA offices was Executive Director David Mingoia. A video recording of the meeting can be accessed and viewed at [www.AmherstIDA.com](http://www.AmherstIDA.com).**

PRESENT via Zoom.com: Steven Sanders  
Anthony Agostino  
William Tuyn  
Hon. Timothy J. Drury  
Hadar Borden  
Kevin J. Zanner, Hurwitz & Fine PC

ABSENT: Carlton N. Brock, Jr.  
Philip Meyer

GUESTS via Zoom.com: Jacqueline Berger, TOA Councilmember  
AIDA Staff  
Sean Hopkins, Esq.  
Soren Halladay, PEG Companies  
Alex Murphy, PEG Companies  
Nick Blayden, PEG Companies

Vice Chairman Steven Sanders called the meeting to order.

**MINUTES**

Upon a motion by Hadar Borden, seconded by William Tuyn and unanimously carried, the minutes of the August2020 meeting were approved as presented.

**BILLS & COMMUNICATIONS**

There were no Bills & Communications presented at this meeting.

**TREASURER’S REPORT**

Upon a motion by William Tuyn, seconded by Hadar Borden and unanimously carried, the Treasurer’s Reports for August, September and October 2020 were approved as presented.

**PUBLIC COMMENT**

There was no Public Comment at this meeting.

**EXECUTIVE DIRECTOR’S REPORT**

The Executive Director’s Report is attached to these minutes.

## **COMMITTEE REPORTS**

### **AUDIT & FINANCE COMMITTEE**

The Audit & Financing Committee met and recommend the 2021 draft budget attached to these minutes. It is similar to the 2020 budget and recognizes the effect the COVID-19 pandemic has had on AIDA projects, income and expenditures. Per NYS ABO requirements the draft was sent to the Town in October for a 20-day comment period. As of this November 20<sup>th</sup> meeting, no comments were received.

Anthony Agostino made a motion to approve the 2021 budget recommendations as presented. William Tuyn seconded the motion. Votes of aye were cast by Sanders, Agostino, Tuyn, Drury and Borden. Motion to approve passed 5-0.

### **UNFINISHED BUSINESS**

There was no Unfinished Business at this meeting.

### **NEW BUSINESS**

#### **I. Authorization Resolution – Aria Buf Maple, LLC (100 Maple Road)**

The applicant has entered into a contingent contract for the purchase of the current Marriott Residence Inn at 100 Maple Road. Marriott has informed the operator that they will not renew the franchise agreement. This site will likely become vacant for the long term if this deal does not move forward and is currently operating at a reduced occupancy.

The project applicant intends to invest approximately \$5,000,000 to upgrade this 30-year old facility including interior retrofits of 112 separate units plus a number of site improvements that fit a middle market need for affordable rentable units. Significant updates include numerous fire and building code compliance issues.

The Applicant is seeking benefits from the AIDA to undertake the redevelopment project and remains financially feasible. Since negotiations started, the Covid-19 Pandemic has negatively impacted the schedule and increased construction costs. The Project constitutes an adaptive reuse project as identified in the Countywide Eligibility Policy as it redevelops a building that is currently underutilized due to the ongoing COVID-19 pandemic which has adversely impacted the hospitality industry. It is an infill development utilizing existing infrastructure, creates new economic activity, promote the re-use of an existing building and help maintain the existing taxable assessment and increases it over time.

William Tuyn made a motion to approve the Aria Buff Maple, LLC project. Timothy Drury seconded the motion. There was discussion. A roll call was taken for approval of the Aria Buf Maple, LLC project:

Steven Sanders – aye  
Anthony Agostino - aye  
William Tuyn – aye  
Timothy Drury – aye  
Hadar Borden – aye

The motion to approve the project passed 5-0.

9:08 am – Upon a motion by Timothy Drury, seconded by Hadar Borden and unanimously carried, the meeting was adjourned.



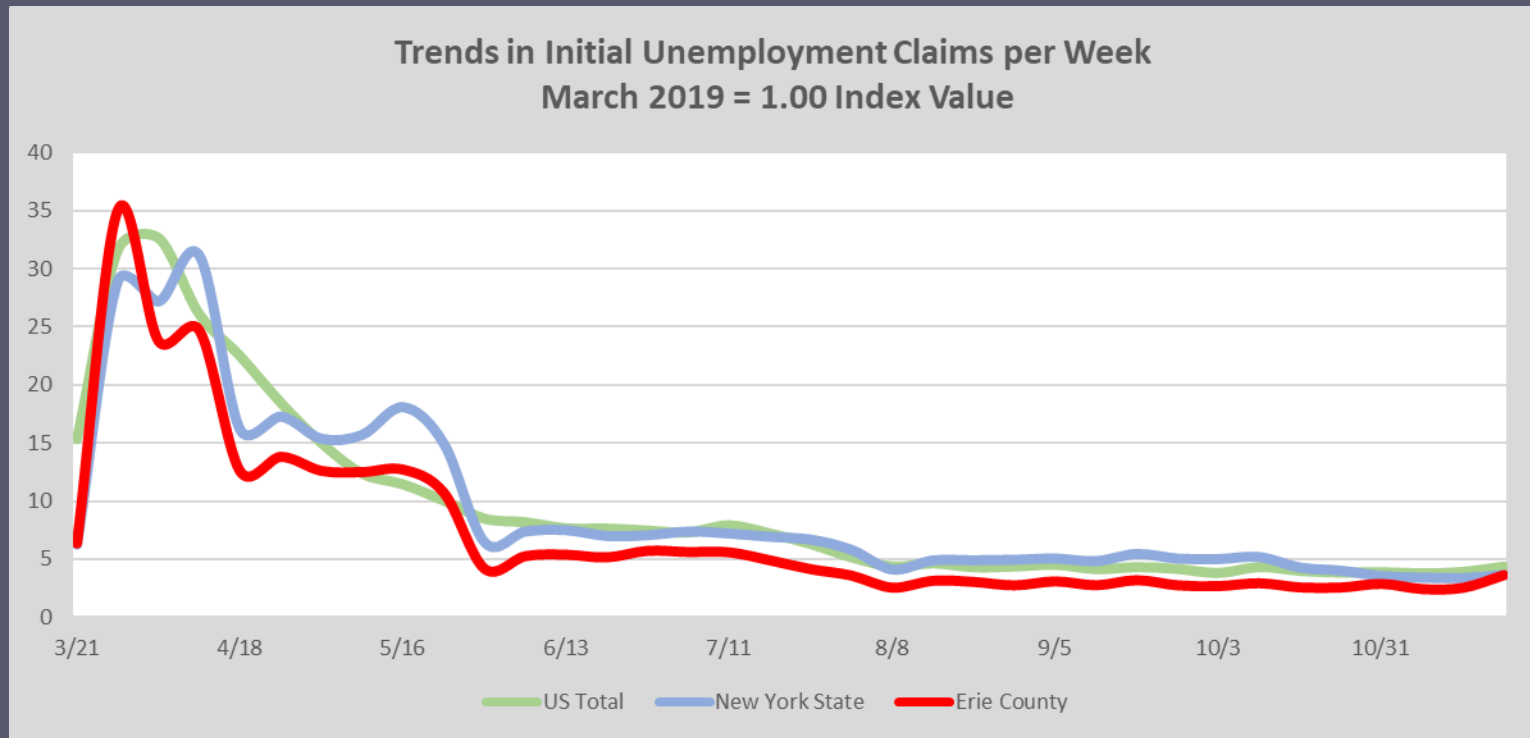
January 2021

Executive Director Report

Summary of Economic Indicators

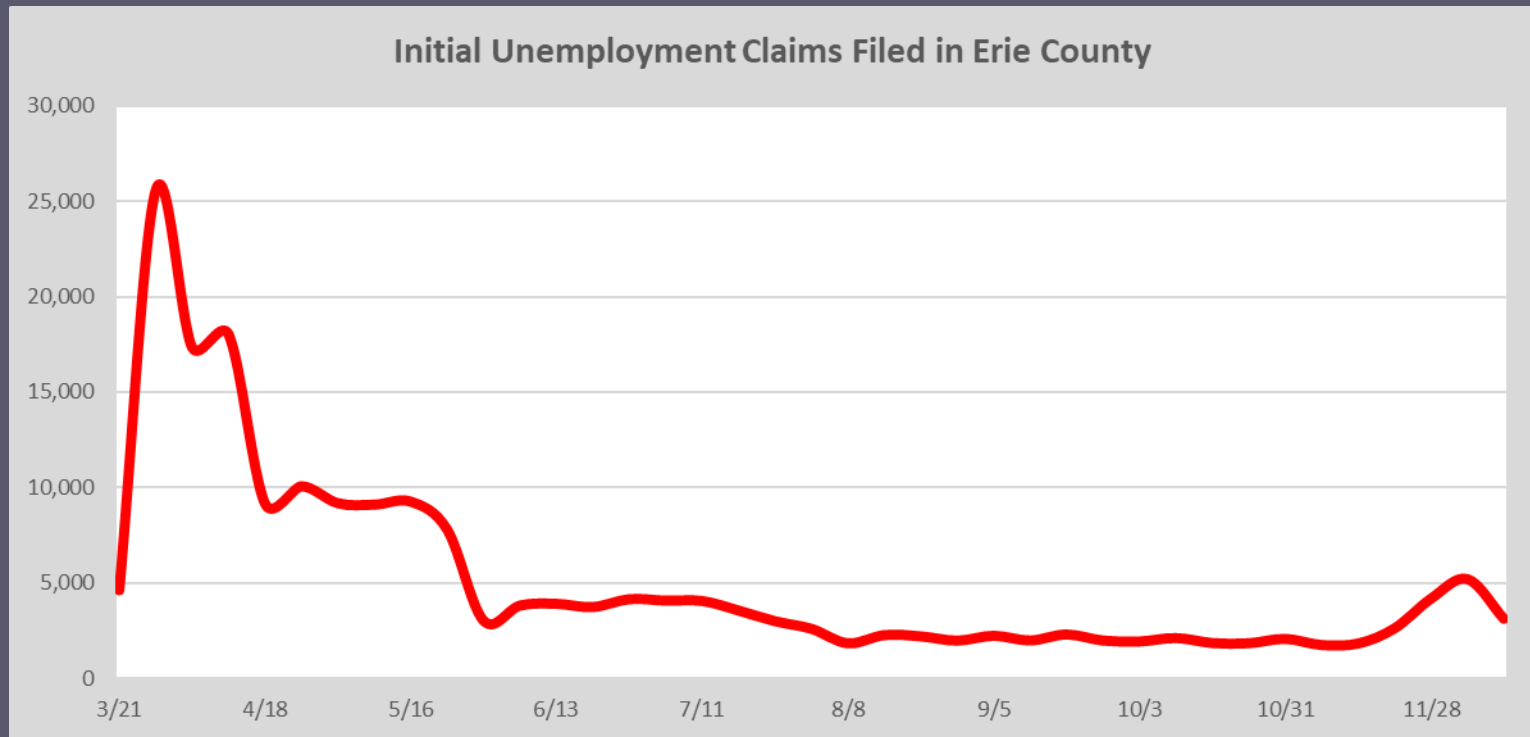
Year End 2020 Update

# Initial Unemployment Claims



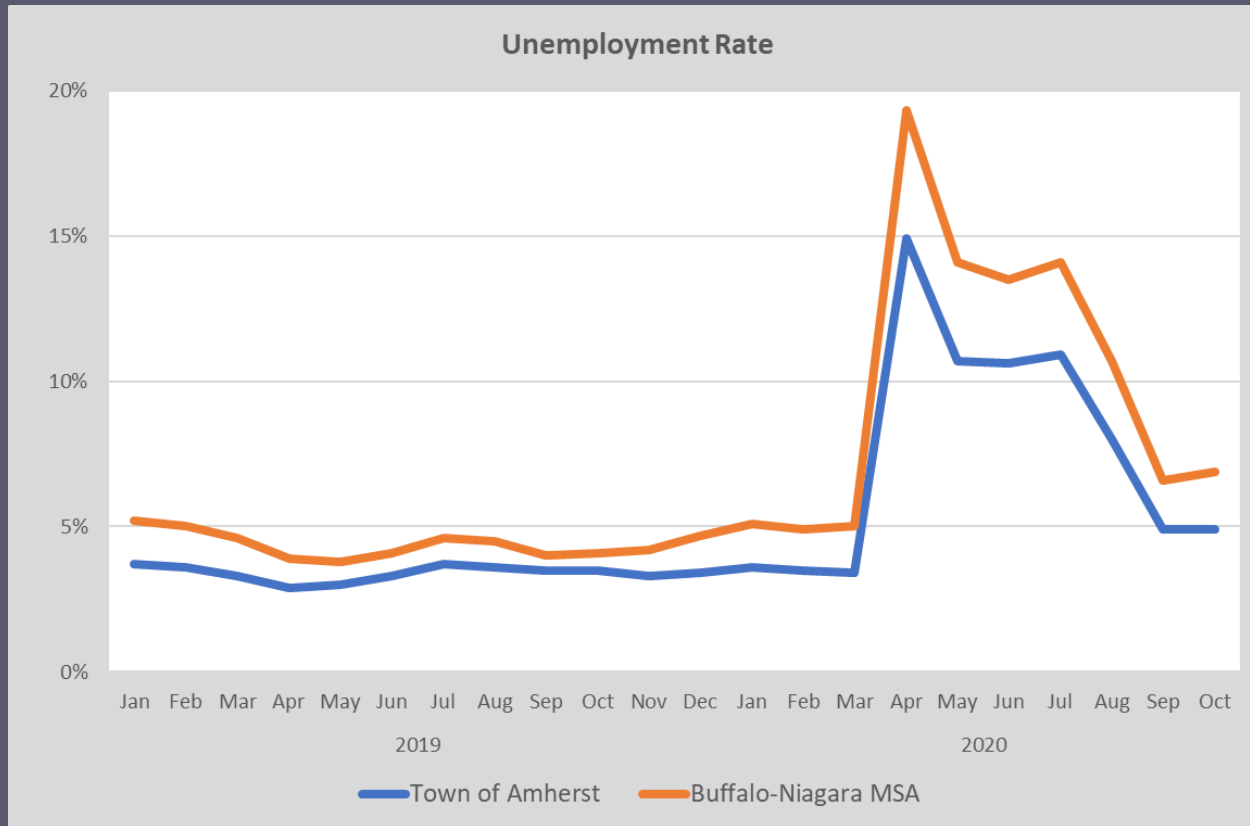
- New UI claims in Erie County peaked at 25,000 for week of March 28 and have remained steady throughout most of 2020 at a level more than double the typical rate from 2019.
- New claims began to increase again in all areas in early November

# Initial Unemployment Claims



- Peak number of UI claims in Erie County: 25,582 (week of 3/28)
- Lowest post-COVID figure: 1,772 (week of 11/7)
- Most recent figure: 3,150 (week of 12/12/20)
- Benchmark figure: 730 (week of 3/23/19)

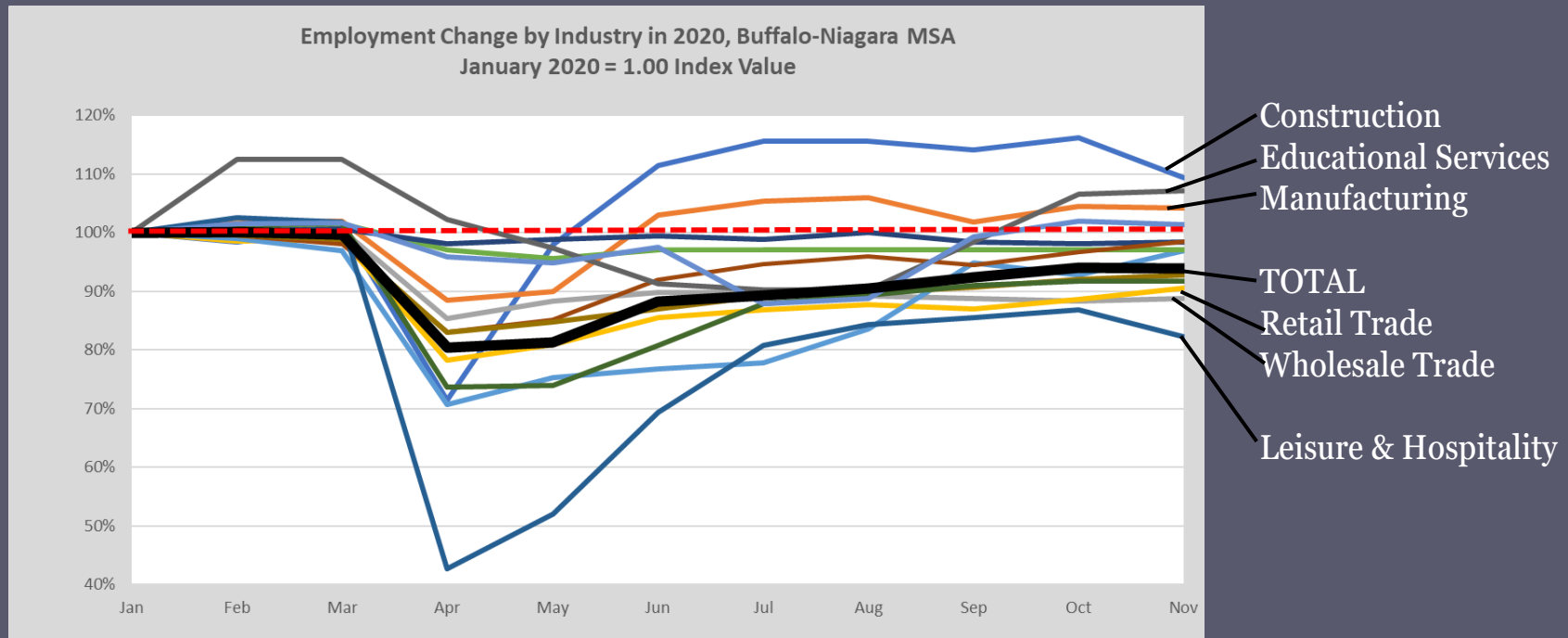
# Unemployment Rate



- Amherst unemployment rate spiked from 3.4% in March 2020 to 14.9% in April, then came back down to 4.9% in September
- Unemployment in Amherst has consistently remained below the Buffalo-Niagara metro average



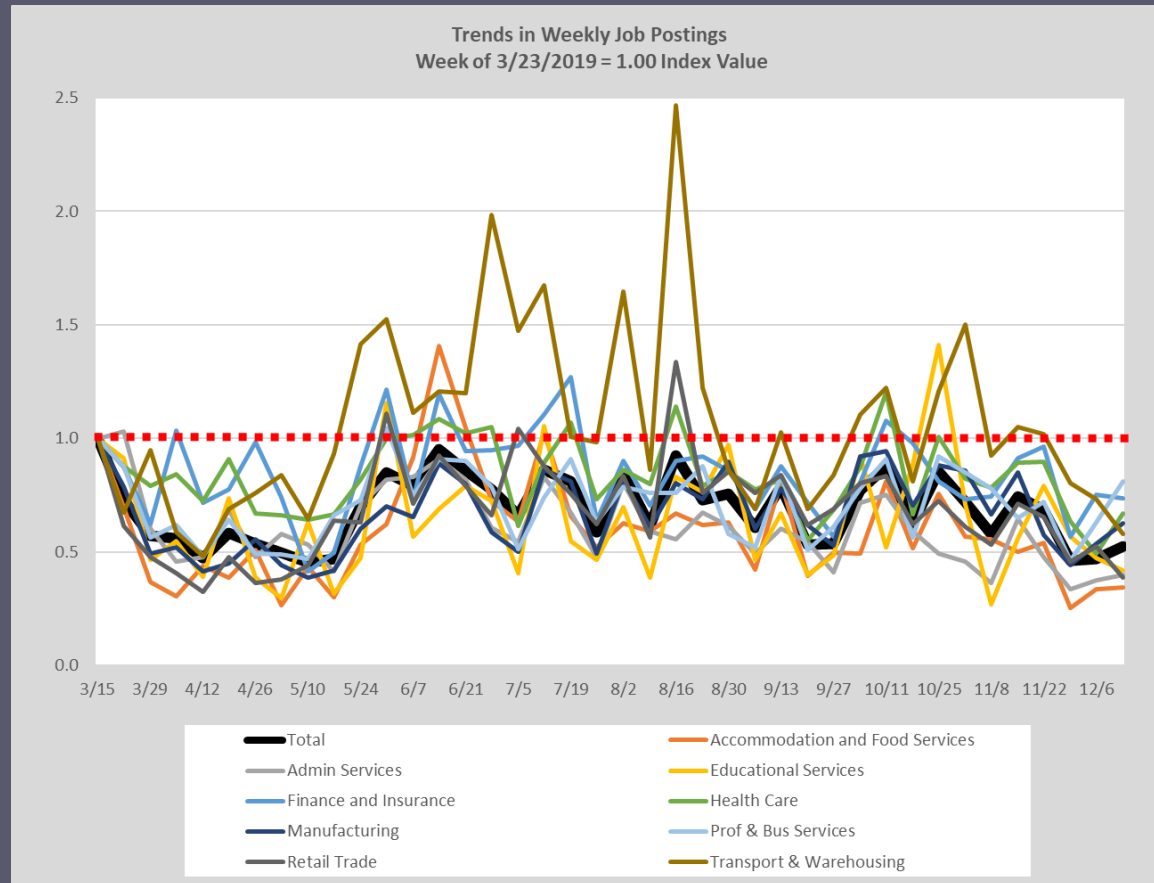
# Employment Change by Industry



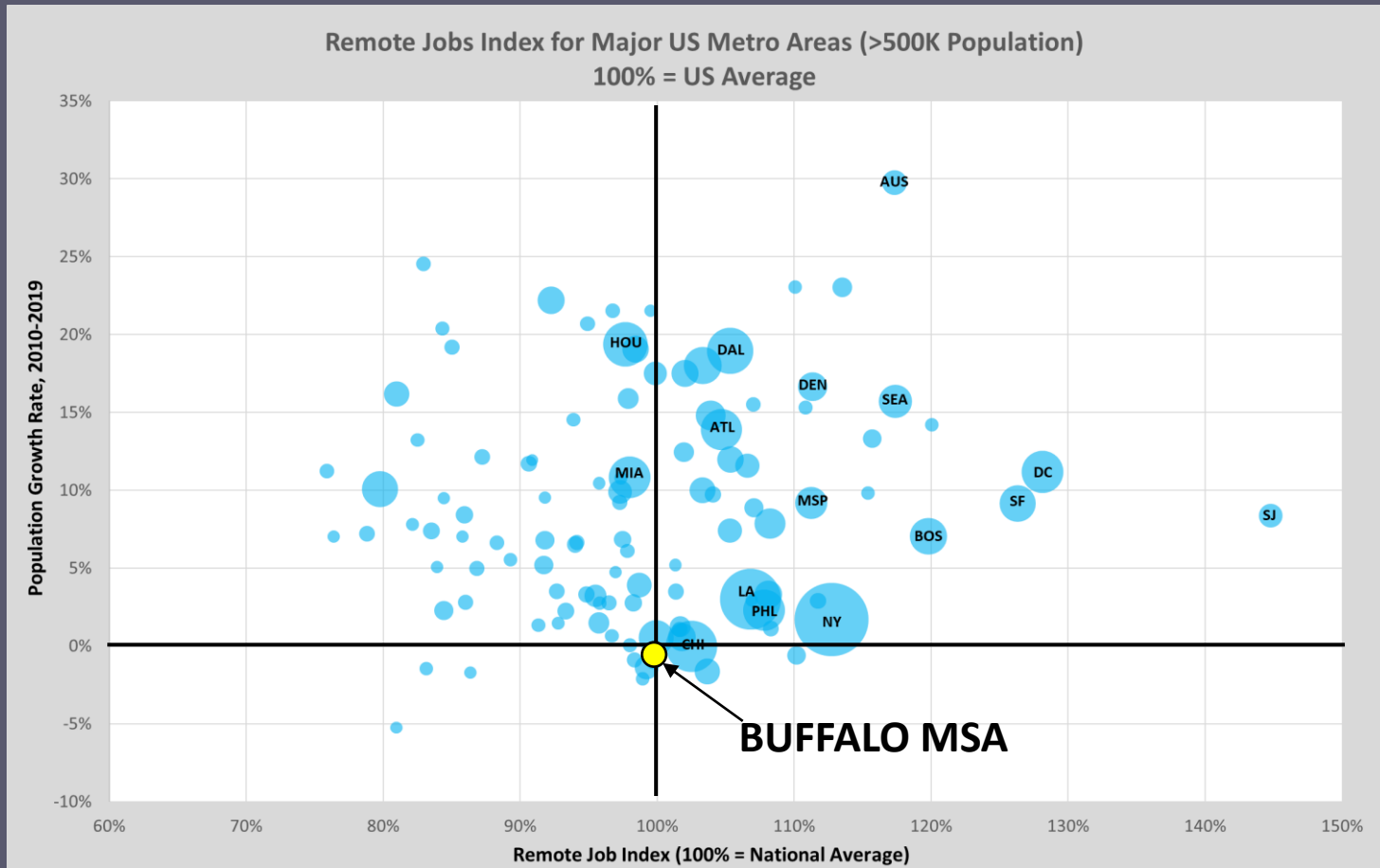
- Total employment declined 20% from March to April 2020 (loss of 109,000 jobs), remained 6% below March level in November
- Leisure & Hospitality lost 57% of its jobs (-32,000) in April and was still down 18% from pre-COVID level as of November
- Retail & Wholesale Trade are both still 10% below pre-COVID
- Construction, Manufacturing and Educational Services have recovered

# Job Postings

- Job postings in the region declined 53% from March to April
- Postings reached 92% of pre-COVID level in August, but have dropped sharply since early November
- Transportation & Warehousing did well in the summer, but all sectors are now well below pre-COVID levels
- Retail, Food Services, Educational Services, and Administrative Services are all at low points as of December

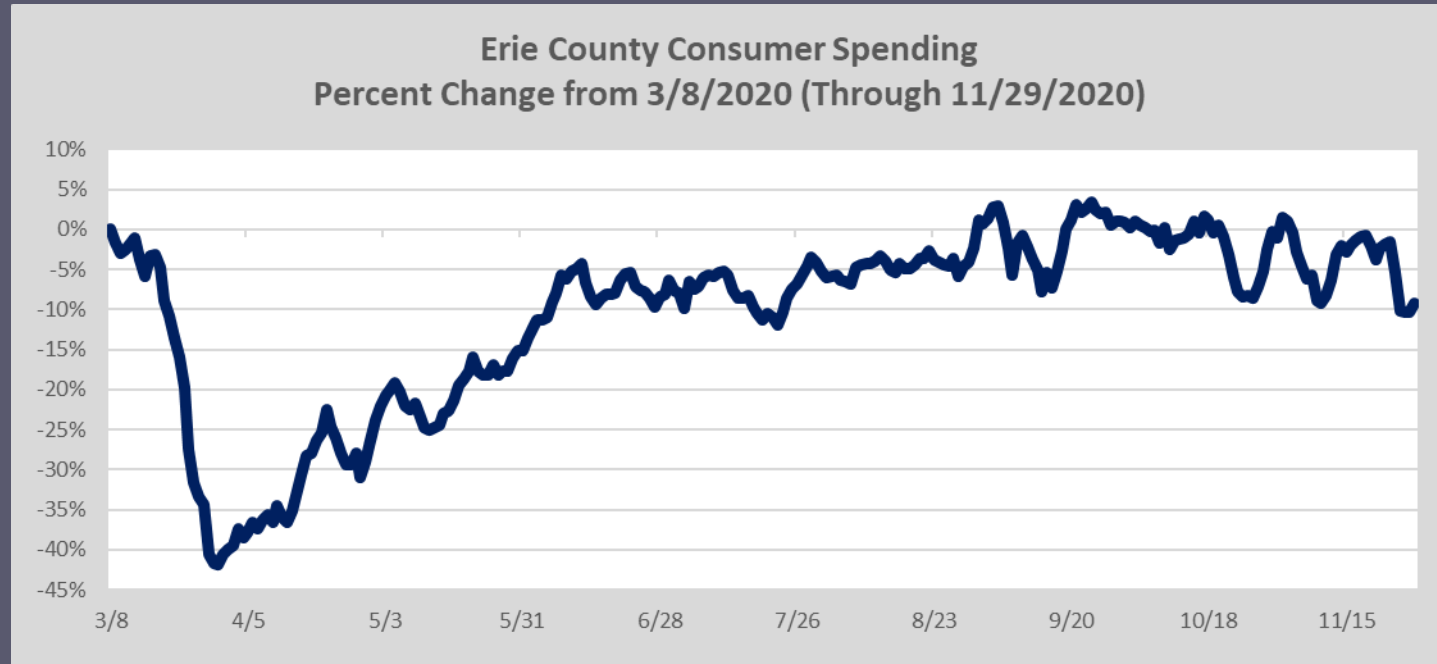


# Remote Jobs Index



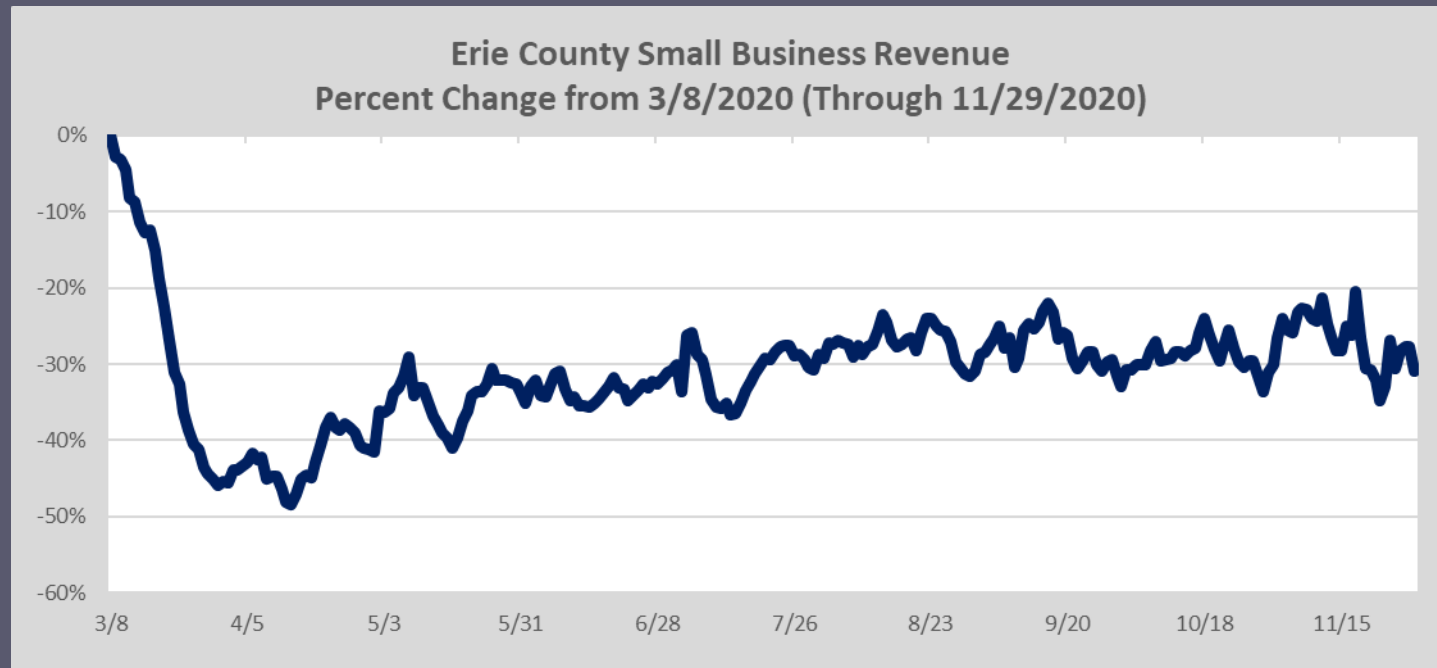
- Buffalo MSA has Remote Jobs Index of 100%, or exactly the US average
- Buffalo ranks #47 among 110 largest metro areas
- Top areas are SF/Silicon Valley, Washington, several university cities

# Consumer Spending



- Total consumer spending in Erie County declined 42 percent from March 8 through March 30 and remained down by more than 25 percent until April 21.
- Spending reached pre-COVID level in early September and held steady through late October before declining about 10 percent
- At end of November, spending was still 10 percent below March 8 level

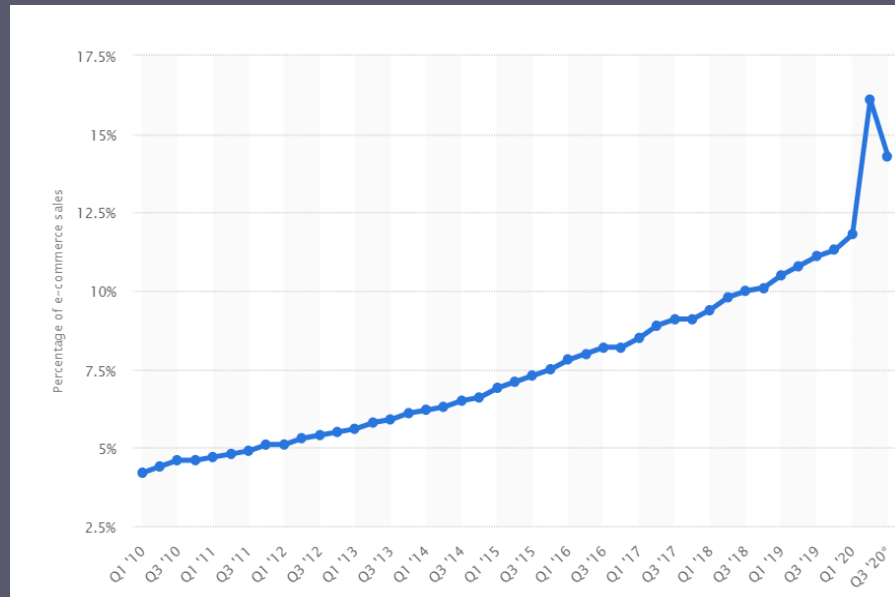
# Small Business Revenue



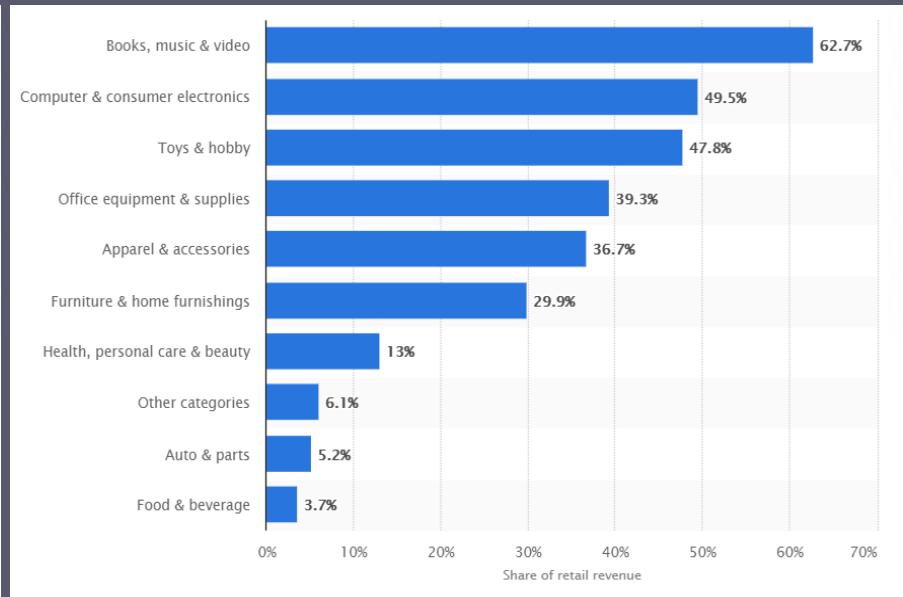
- Small business revenue in Erie County declined 48 percent from March 8 through mid-April
- Revenue gradually increased from May to August, but never came within 20 percent of pre-COVID level
- Revenue declined again during November; as of November 30, it was back to same level as in early May (30% below pre-COVID level)

# E-Commerce Patterns

## E-Commerce as Share of Total US Retail Sales

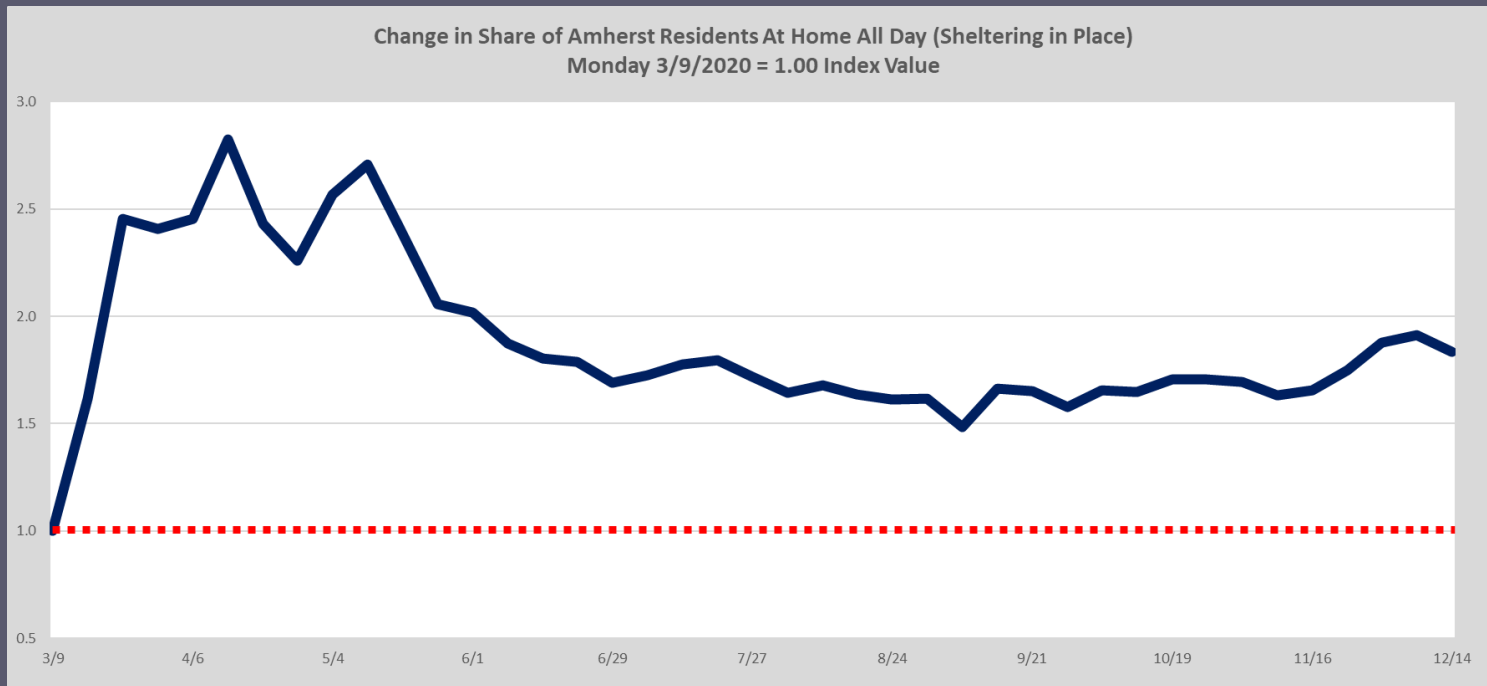


## Online Share by Product Category



- E-Commerce as share of all US retail spending increased gradually from 4 percent in 2010 to 11 percent at end of 2019
- Share increased sharply to 16 percent in Q2 2020 due to COVID, but came back down to 14 percent in Q3 2020
- Large disparities remain in online shares by product type

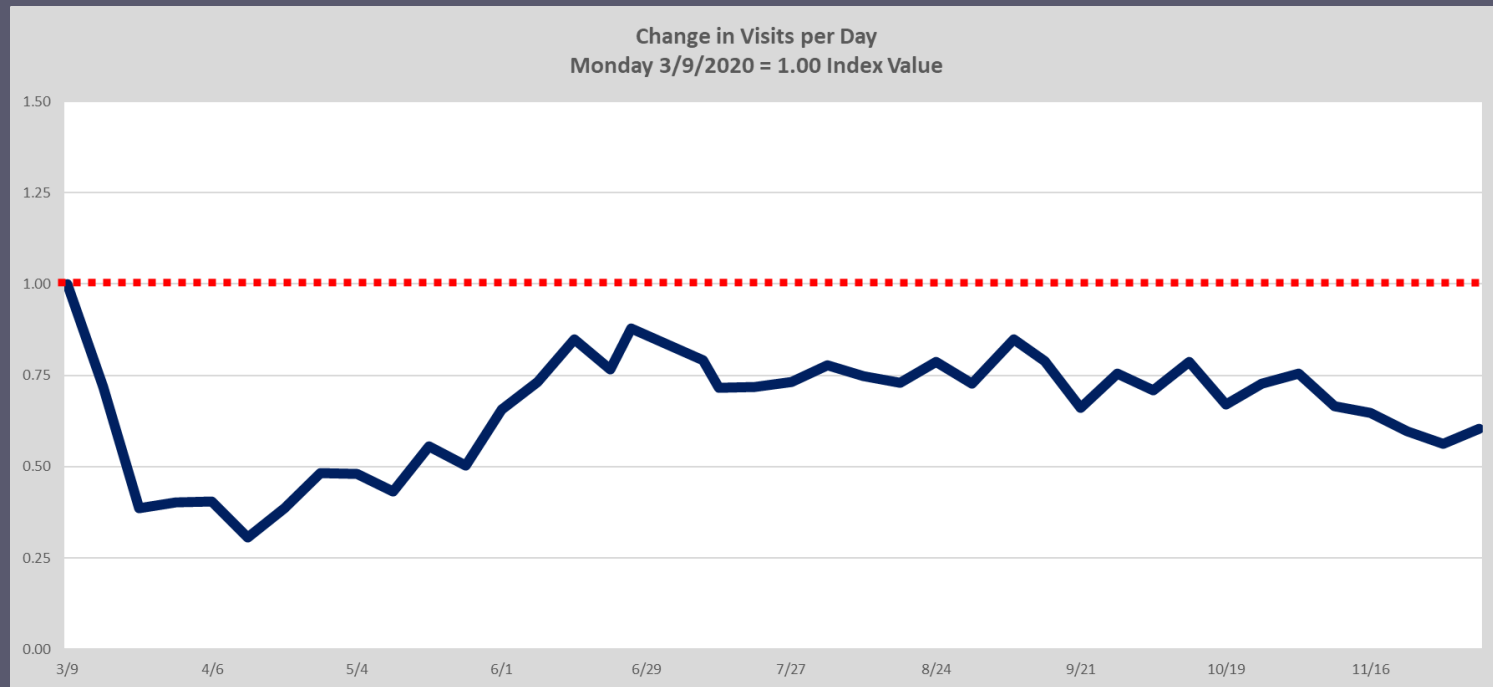
# Sheltering in Place\*: Townwide



- On Monday March 9, 20 percent of Amherst residents stayed home all day; this was set as the benchmark level for measuring Sheltering in Place
- The share of Amherst residents Sheltering in Place was nearly three times greater than normal during April and has remained 1.5 times higher than pre-COVID levels throughout 2020

\*Sheltering in Place represents the share of residents who remained at home all day as measured by whether or not their mobile phones traveled outside of the home.

# Visits by Day\*: Townwide

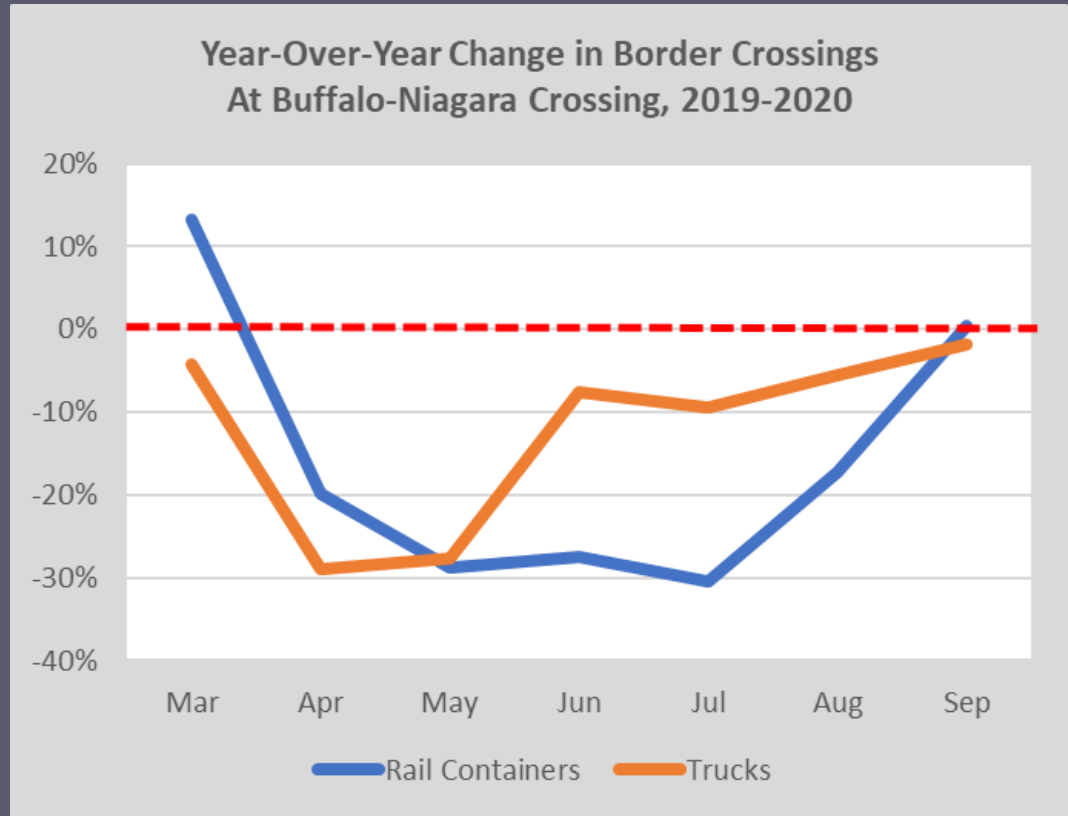


- The total number of visits tracked on mobile phones in Amherst declined to 31 percent of the pre-COVID level in the week of April 13
- Total visits peaked in late June at 88 percent of pre-COVID level
- Visits declined later in the year and were at 60 percent of pre-COVID level as of early December



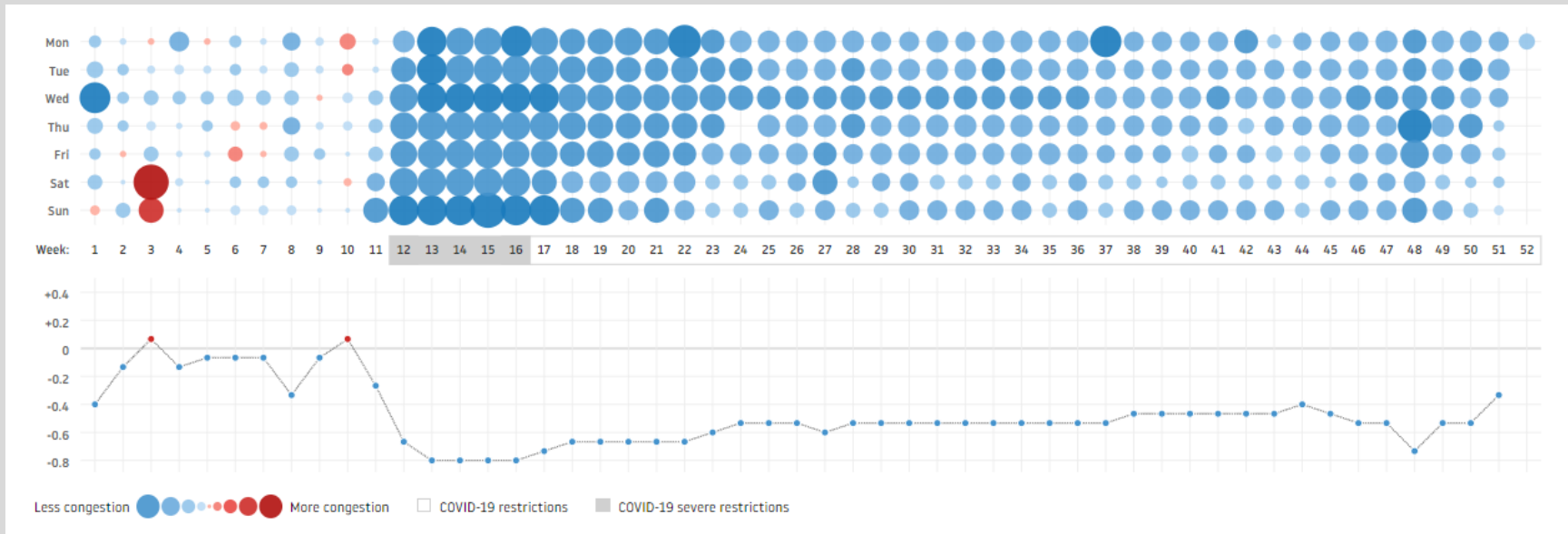
# Border Crossings

- Freight traffic across the border in the region declined by 30 percent from March to May
- By September, both Truck and Rail traffic had recovered to pre-COVID levels
- The closure of the US-Canada border in March 2020 has essentially eliminated passenger travel across all Buffalo-Niagara area crossings



# Traffic Congestion

Daily and Weekly Traffic Congestion in Buffalo-Niagara MSA: Difference from 2019



Size of circle = magnitude of change from 2019; Red = More Congestion; Blue = Less Congestion

- Traffic congestion in the Buffalo region fell to a level 80 percent below its 2019 average during the early weeks of the lockdown
- Congestion held steady about 50-60 percent below 2019 levels for most of 2020 with some fluctuation around the holiday season at the end of 2020