

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Agenda – 522<sup>nd</sup> Meeting**  
**Friday, March 19, 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
  - I. Audit & Finance Committee
    - 2020 Audited Financial Statements
  - II. Governance Committee
    - 2020 Mission Statement & Measurement Report
7. Unfinished Business
8. New Business
9. Adjournment

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Minutes of the 521<sup>st</sup> Meeting**  
**January 22, 2021 – 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:	Carlton N. Brock, Jr. William Tuyn Hon. Timothy J. Drury Philip Meyer Frank L. LoTempio Kevin J. Zanner, Hurwitz & Fine PC
ABSENT:	Hadar Borden Anthony Agostino
GUESTS via Zoom.com:	Jacqueline Berger, TOA Councilmember AIDA Staff

Chairman Carlton N. Brock, Jr. called the meeting to order.

**MINUTES**

Upon a motion by Philip Meyer, seconded by William Tuyn and unanimously carried, the minutes of the November 2020 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 Timothy Drury and unanimously carried, the Treasurer’s Reports for November and December 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**

There were no Committee Reports at this meeting.

## **UNFINISHED BUSINESS**

There was no unfinished business presented at this meeting.

## **NEW BUSINESS**

The following Slate of Officers and Committee appointments for 2021 was introduced.

Chairman – Carlton N. Brock, Jr.  
Vice Chairman – William Tuyn  
Treasurer – Anthony Agostino  
Secretary – Philip Meyer

### AUDIT & FINANCE COMMITTEE

Anthony Agostino  
Hadar Borden  
Philip Meyer

### GOVERNANCE COMMITTEE

Carlton N. Brock, Jr.  
Timothy Drury  
Frank LoTempio

William Tuyn made a motion to approve the 2021 Slate of Office and Committee appointments as presented. Philip Meyer seconded the motion. Votes of aye to approve were cast by Brock, Tuyn, Meyer, Drury and LoTempio. Motion to approve passed 5-0.

Town Councilmember Berger requested to pass along some information she felt the board would be interested in.

- The Planning Board will be reviewing a application for a solar farm within the Town that if approved, may be eligible for an AIDA PILOT program.
- There will be a Farmer's Market on Saturday's during the month of February at Gateway Park located at Kenmore Ave and Niagara Falls Blvd.

9:23 am – William Tuyn made a motion to adjourn the meeting. Philip Meyer seconded the motion. The motion to adjourn was unanimously approved.

## Authority Mission Statement and Performance Measurements-2020 Report

**Name of Public Authority:** Town of Amherst Industrial Development Agency (AIDA)

**Mission Statement:** To promote economic diversity and quality employment opportunities, and to broaden the tax base of the Town of Amherst in order to reduce the tax burden on homeowners, while helping to maintain and enhance a high-quality living environment.

**Date Reaffirmed:** March 19, 2021

### **List of Performance Goals:**

#### **Goal #1: *Increase private investment and employment opportunities***

**Measured by:** (1) Value of new private investments from tax incentives for new and existing Town of Amherst companies; (2) New and retained employment opportunities for new and existing Town of Amherst companies

In 2020, 66 active AIDA projects produced a total of 11,158 new and retained jobs. On a “cost” per job basis, \$418 in tax incentives was provided for every job retained or created. These projects totaled \$4,660,840 in net exemptions in 2020.

A full accounting of the entire *AIDA Portfolio* is attached at the end of this report.

The projects listed below were approved and/or had active investment in 2020.

<u>Lease Transactions</u>	<u>Approved</u>	<u>Investment</u>	<u>2020 Activity</u>
Aria Buf Hotel Adaptive Reuse	11/20	\$11,650,000	Project Underway
6790 Main Mixed Use	8/20	\$ 5,600,000	Project Underway
Capital Fence	6/20	\$ 1,615,050	Construction Underway
Northtown Center Tourism Hotel	7/18	\$14,375,537	Project Complete
Reist Holdings, LLC	3/19	\$12,838,535	Construction Underway
3980 Bailey, LLC	5/19	\$ 3,950,000	Project Underway
400 CrossPoint, Centene PL	5/19	\$ 2,400,000	Project Complete
Evans Bank, Inc.	7/19	\$ 7,250,000	Project Complete
<u>Installment Sales</u>			
Bureau Veritas Consumer Products	8/17	\$ 2,140,000	Investment Underway
M & T Bank Data Ctr. – Tech.	7/11	\$85,000,000	Annual Investment
Strategic FS-Amherst	7/19	\$ 1,100,000	Investment Complete
<u>Assignment of Lease</u>			
Uniland Development I, LLC	4/20	\$ 3,000,000	Closed
<u>2<sup>nd</sup> Mortgage Transaction</u>			
Reist Holdings, LLC	1/20	\$ 675,000	Closed
6325 Main Street	6/20	\$ 2,500,000	Closed

#### **Goal #2: *Support Projects that increase taxable assessment and generate new property taxes***

The AIDA conveyed title on five properties in 2020 with a combined taxable assessment nearly \$27,120,000. Now fully taxed, these projects will pay an estimated \$787,800 in annual Town, County and School taxes based on 2020 tax rates. We know from previous analysis, that AIDA assisted properties continue to increase in value after a PILOT expires. A listing of these five properties is at the end of this report.

In addition to these taxes, the AIDA currently has 64 properties under PILOT, which generated over \$5.5 million in tax payments broken down as follows:

Town	\$691,227
County	\$872,171
Village	\$20,190
Special Districts	\$645,490
School Districts	<u>\$3,317,113</u>
TOTAL	\$5,546,191

**Goal #3: Implement Agency Policy and Practices that improve operations and advance its Mission**

Measured by: Number and value of improvements to advance operation and Mission of the AIDA.

1. COVID-19 Sales Tax Exemption Policy – The AIDA implemented a sales tax exemption for projects that could demonstrate COVID-19 impacts. This policy reduced AIDA and Agency Counsel fees for 2020. While there were several inquiries, no applications under this program were processed.

**Goal #4: Support implementation of economic development initiatives that maintain and enhance a high quality living environment in the Town of Amherst, Village of Williamsville and the Region**

Measured by: (1) Number of meaningful collaborative efforts with Town of Amherst, Village of Williamsville and Region on development initiatives.

1. Recovery Plan – The AIDA is key part of the Town’s recovery efforts as planning efforts seek to create a resilient community that can weather future pandemics and lessen shocks to the health and financial well-being of the community. Initial efforts focused on re-opening after several weeks of near lock down. This quickly transitioned to recovery efforts that created a series of working groups made up of private and public leaders tasked with setting policy and procedures to deal with the immediate threats and plan for the future. Among the major areas that the AIDA is involved in:
  - Boulevard Mall/Retrofit Zoning – The area has been designated as the Boulevard Central District and marketed as such to private investors. A new retrofit zoning code is in place for the entire 900 acres of this district along with phased build-out of key sites, such as the Boulevard Mall and Maple Ridge Plaza, developed by Dover Kohl Associates.
  - Amherst Central Park/Former Gun Club – A signature piece of the Westwood solution, development around the Northtown Center realized similar planning, zoning and design to the Boulevard Central District. It is anticipated that the first phases of development will occur in 2021 with infrastructure and new buildings for the planned vibrant commercial and recreation destination.

- Advance Amherst – Initial steps began to coalesce around a brand that will create a landing page for small business assistance in the Town of Amherst. Envisioned to exist between the Town and AIDA, it will be supported by both and include technical and financial assistance resources along with data that can assist in the creation and expansion of small business in the Town and Village.
2. Golf Task Force – Part of the Amherst Central Park discussion includes the future the Audubon Golf Course, and a vision for what golf in Amherst could look like in the future. The group engaged a consultant and surveyed golfers over the season. The Town is moving forward with accommodating 18 hole play and future golf facilities, such as a “Top Golf” style facility, enhanced par-3 course and possibly a putting course.
  3. Versel Economic Contract – The AIDA engaged the Versel Group to perform economic analysis of the impact of COVID-19 on Amherst and the Region. Using new tools, data sets produced expanded beyond the typical employment trends to include mobility data by census tract and consumer purchasing. This economic data served as the backbone of the Town’s Recovery Planning.
  4. Erie County Business Task Force – The AIDA is on a diverse committee of countywide interests focusing on economic development, specifically small business assistance. This COVID-19 response effort resulted in a “Open for Business” marketing campaign and e-giftcard under the 716 banner that infused over a \$1 million into local businesses during the holiday season.
  5. Countywide Eligibility Policy – The AIDA, in conjunction with the other five (5) IDAs in Erie County, worked to complete a scoring worksheet for projects that would designate which of the three PILOT tiers a project was eligible for. We anticipate completing the final revisions to the uniform tax exemption policy in 2021.
  6. E-Commerce Rezoning - The acceleration of online purchases due to COVID restrictions (travel, occupancy, etc.) yielded a growing number of e-commerce leads searching for larger tracts of land near existing infrastructure suitable for the large building footprints and vehicle impacts. The AIDA worked with the Town to identify sites for this sector, the most promising of which is a 93-acre site between Millersport Highway and Transit near the terminus of the I-990 and a 50 acre site on South Youngs fronting the I-90. Both sites are under consideration by Invest Buffalo Niagara for marketing attraction purposes.

**PROPERTIES OUT OF AIDA AND ON TAX ROLLS AT 12/31/2020**

<u>Property</u>	<u>Assessed Value</u>
150 Creekside	\$ 390,000
50 Stahl	\$3,930,000
50 Stahl	\$5,100,000
6363 Main	\$16,300,000
168 Creekside	\$1,400,000

NET EXEMPTION REPORT  
2020

Dated March 12, 2021

Property Address	Primary Tenant/Develop	Amount of Tax Exemptions				PILOT Start	County	Payments In Lieu of Taxes (PILOTs) Made by Project Operators				Employment Information			
		Sales	Property	Mort Rec	Total			TOA	School	Total	Net	Emp Prior	Est	Current	Emp
		Tax	Tax	Tax	Exemptions			Exemptions	District	PILOTs	Exemptions	To IDA	Create	Emp	Dif
Enhanced Tool, Inc.	Enhanced Tool	-	8,551	-	8,551	2000	1,366	1,075	6,110	8,551	-	17	2	21	2
Asbury Point, Inc.- (03/99)	Sr. Apts	-	135,781	-	135,781	2001	25,806	20,298	89,677	135,781	-	0	18	50	32
Asbury Point, Inc. II - (01/03)	Sr. Apts	-	104,631	-	104,631	2005	19,886	15,641	69,104	104,631	-	0	0	-	-
45 Bryant Woods I (07/04)	Chiampou et.al	-	50,585	-	50,585	2006	6,806	5,348	33,409	45,563	5,022	46	14	120	60
6363 Main Street, Inc. (11/94)	National Fuel	-	431,339	-	431,339	2006	80,967	63,618	286,754	431,339	-	590	75	548	(117)
105 CrossPoint	Uniland-MT	-	82,522	-	82,522	2007	8,982	7,058	32,969	49,009	33,513	65	55	151	31
390 Youngs Rd. (4/26)	Gelia Wells-MT	-	57,766	-	57,766	2007	7,072	5,557	24,573	37,202	20,564	0	140	75	(65)
8600 Transit (11/14)	Iskalo-MT	-	44,721	-	44,721	2007	5,124	4,026	17,803	26,953	17,768	20	20	-	(40)
GEICO (300 CP) 03/05	GEICO	-	482,620	-	482,620	2007	47,163	37,057	163,879	248,099	234,521	0	2500	3,073	573
RHDK Ent (237 Comm)-(01/06)	Stellar Technol	-	42,755	-	42,755	2007	5,908	4,642	26,418	36,968	5,787	50	5	112	57
Stenclik (04/016)	Superior Design	-	54,571	-	54,571	2007	9,324	7,326	32,398	49,048	5,523	111	22	82	(51)
540 CrossPoint (Citigroup)	CitiGroup	-	223,166	-	223,166	2008	20,697	16,262	84,168	121,127	102,039	0	362	640	278
AAA of WNY, Inc. (04/07)	AAA of WNY	-	157,058	-	157,058	2008	19,662	15,449	68,321	103,432	53,626	205	45	229	(21)
Enhanced Tool, Inc.	Enhanced Tool	-	3,801	-	3,801	2008	319	250	1,426	1,995	1,806	0	0	-	-
130 Bryant Woods South	Lougen Valenti	-	22,894	-	22,894	2009	2,758	2,167	9,539	14,464	8,430	0	20	28	8
1955 Wehrle Dr	The Advantage	-	60,693	-	60,693	2009	6,966	5,473	24,204	36,643	24,050	50	6	165	109
580 CrossPoint (Citigroup)	CitiGroup	-	739,564	-	739,564	2009	28,971	22,763	113,567	165,301	574,263	0	429	1,090	661
45 Bryant Woods II (08/08)	Chiampou et.al	-	23,695	-	23,695	2011	2,336	1,836	8,117	12,289	11,406	0	0	-	-
Sheridan Properties (3980A)11/08	Dent Neuro	-	130,788	-	130,788	2011	19,962	15,686		35,648	95,140	0	38	71	33
3500 Sheridan Dr	Buffalo Pharm	-	57,640	-	57,640	2012	8,957	7,038	40,051	56,046	1,594	8	9	29	12
6500 Sheridan	Uniland-MT	-	127,243	-	127,243	2012	15,465	12,151	53,736	81,352	45,891	0	214	185	(29)
480 CrossPoint (Fidelis)	Fidelis Care	-	177,887	-	177,887	2013	10,712	8,416	37,220	56,348	121,539	463	200	1,285	622
5727 Main, LLC (01/11)	Iskalo - MT	-	20,338	-	20,338	2013	3,716	2,920	13,086	19,722	616	0	18	5	(13)
Isaklo 2410 NF	Iskalo-MT	-	155,807	-	155,807	2013	17,156	13,480	64,423	95,059	60,748	0	295	93	(202)
Northtown Automotive-3845	North Auto	-	183,264	-	183,264	2013	27,764	21,815	120,915	170,494	12,770	58	12	93	23
Prime Wines Corp ((09/11)	Premier Liq.	-	141,565	-	141,565	2013	19,872	15,614	92,955	128,441	13,124	35	5	69	29
1085 Eggert Road, LLC	CHC School	-	54,461	-	54,461	2013	7,687	6,040	33,085	46,812	7,649	57	11	28	(40)
SB Holding (Pizza Plant) (05/11)	Pizza Plant	-	37,268	-	37,268	2013	6,455	5,072	23,158	34,685	2,583	0	50	24	(26)
Iskalo 5178 Main - (06/12)	Iskalo-EvansBnk	-	19,965	-	19,965	2014	3,182	2,500	11,590	17,272	2,693	0	6	2	(4)
5195 Main St.	MxdUse-Ellicott	-	316,778	-	316,778	2015	52,862	41,535	188,794	283,191	33,587	0	44	25	(19)
60 John Glenn (09/12)	Amherst Stainless	-	49,089	-	49,089	2015	6,091	4,786	28,215	39,092	9,997	43	3	74	28
6325 Main St. Assoc, LLC (04/12)	McGuire Dev - MT	-	40,197	-	40,197	2015	3,178	2,497	11,043	16,718	23,479	0	4	48	44
9500 Transit (03/13)	Sr. Housing	-	448,694	-	448,694	2015	31,009	24,364	107,746	163,119	285,575	0	3	6	3
AHO of NY (1880 SH) - 10/12	Sr. Apts.- Clover	-	228,024	-	228,024	2015	12,702	9,980	56,796	79,478	148,546	0	3	2	(1)
490 CrossPoint (Fidelis)	Fidelis Care	-	201,779	-	201,779	2016	1,189	934	4,132	6,255	195,524	0	385	-	(385)
Ivoclar, Inc. (01/00)	Ivoclar Inc.	-	139,348	-	139,348	2016	15,912	12,502	71,151	99,565	39,783	162	38	280	80
1760 Wehrle Dr	Tops HQ	-	278,446	-	278,446	2017	13,785	10,831	47,898	72,514	205,932	0	467	306	(161)
1955 Wehrle Dr II	The Advantage	-	23,958	-	23,958	2017	911	716	4,748	6,375	17,583	0	0	-	-

