

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY

**Executive Committee Meeting
Agenda**

**June 1, 2023 – 8:30 am
Agency Offices, 4287 Main Street**

1. Roll Call of Members
2. Reading and Approval of Minutes
3. New Business
 - a. Public Hearing – 415 LWB Development
 - b. Project Review – 415 LWB Developmen
4. Adjournment

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY
Minutes of the Executive Committee Meeting
April 21, 2023 – 8:30 AM
Agency Office, 4287 Main Street

Executive Committee: Carlton N. Brock, Jr.
William W. Tuyn
Anthony Agostino
David S. Mingoia, Executive Director

Guests: Frank LoTempio III
Hon. Timothy Drury
Hadar Borden
Nicole Gavigan
Kevin Zanner
Jacqui Berger

Mr. Brock opened the meeting at 8:38 AM and requested a motion to approve the previous meeting's minutes. Mr. Tuyn made the motion, seconded by Mr. Agostino and it carried unanimously.

Mr. Mingoia indicated that there has been further discussion with Bureau Veritas on their 2017 project and employment goal. Mr. Tuyn made a motion to enter into executive session, seconded by Mr. Agostino and carried unanimously. The committee exited executive session and directed staff to continue negotiations with Bureau Veritas on a solution to missing its employment material term.

Mr. Mingoia provided a brief update on Agency activities.

At 9:34 AM, Mr. Agostino made a motion to adjourn, seconded by Mr. Tuyn and it carried unanimously.

**PROJECT PROFILE:
415 LWB DEVELOPMENT
\$7,500,000
June 16, 2023**

DRAFT



ELIGIBILITY

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

COMPANY INCENTIVES (EST.)

- Property Tax = \$578,578
- Sales Tax = \$241,500
- Mortgage Tax = \$56,250

PROJECT BENEFITS (EST.)

- Property Taxes = \$611,072
- Income Taxes = \$1,214,363
- Sales Taxes = \$413,221

EMPLOYMENT

- 50 Construction and Supply Related Jobs Created
- 30 Full-Time Direct Positions Created, 42 Indirect Positions Created
- \$89,000 in Ongoing Payroll

PROJECT SCHEDULE (EST.)

- Work begins July 2023
- Project completion June 2024

Project Address:

5877 Main St.
Williamsville, New York 14221
(Williamsville School District)

Investment:

Construction: \$6,900,000
Soft/Other Costs: \$600,000



Project Description:

Amherst Portfolio Equities is a New York Liability company formed in 2015. It current owns and operates 293,000 square feet of flex space across 12 buildings in the Town of Amherst. The company is managed by Francis Greenburger and Robert Kantor, the CEO and President of Time Equities, Inc. (TEI), which is a diversified investment, development, asset and property management and energy company formed founded in 1966. TEI currently has a portfolio of approximately 41.8 million square feet, 1 million square feet of pending acquisitions and 1 million square feet of various property types in stages of development in 35 states and around the world.

The company proposes to demolish and existing 37,949 square feet flex building and build a new 60,000 square feet state of the art warehouse on that site. A majority of the existing building has been vacant since the applicant took ownership in 2015, most notably 20,000 square feet of office space. COVID-19 and the general decline in office space demand further diminished demand for the space, which hasn't had a tour of available space in over three-years.

The applicant intends to transition the use on the property to a produce that is lacking in the marketplace with the construction of the warehouse facility. AIDA incentives are necessary to offset not only rising construction, material and labor costs, but also the cost to demolish the existing building and prepare the site for redevelopment. The project will maintain the existing taxes collected on the building, roughly \$46,350, and create new economic value to the community through new taxable assessment and employment.

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415 LWB DEVELOPMENT
\$7,500,000

DRAFT

AIDA COMPANY HISTORY:

None

MATERIAL TERMS:

1. Investment of not less than \$6,375,000 at the project location as noted in the application.
2. Creation of 25.5 full-time equivalent jobs and maintenance of those jobs throughout the PILOT term.
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:	Anticipated Annual Salary of \$50,000
Regional Wealth Creation:	Unknown at this time.
In Region Purchases:	Applicant indicates use of local representation, A&E, and intention to source building materials
Research & Development Activities:	Project is currently planned as a speculative development
Investments in Energy Efficiency:	NYS Building Code Adherence
Locational Land Use Factors:	In an existing industrial area replacing a vacant/underutilized obsolescent office/flex building
LEED/Renewable Resources:	None
Retention/Flight Risk:	Project is currently planned as a speculative development
Workforce Access/Public Transportation:	NFTA bus stop about 1/4 mile from project site

Town of Amherst Industrial Development Agency

MRB Cost Benefit Calculator



Date: June 1, 2023
 Project Title: 415 LWB Development - Warehouse Redevelopment
 Project Location: 415 Lawrence Bell Drive, Williamsville 14221

Economic Impacts

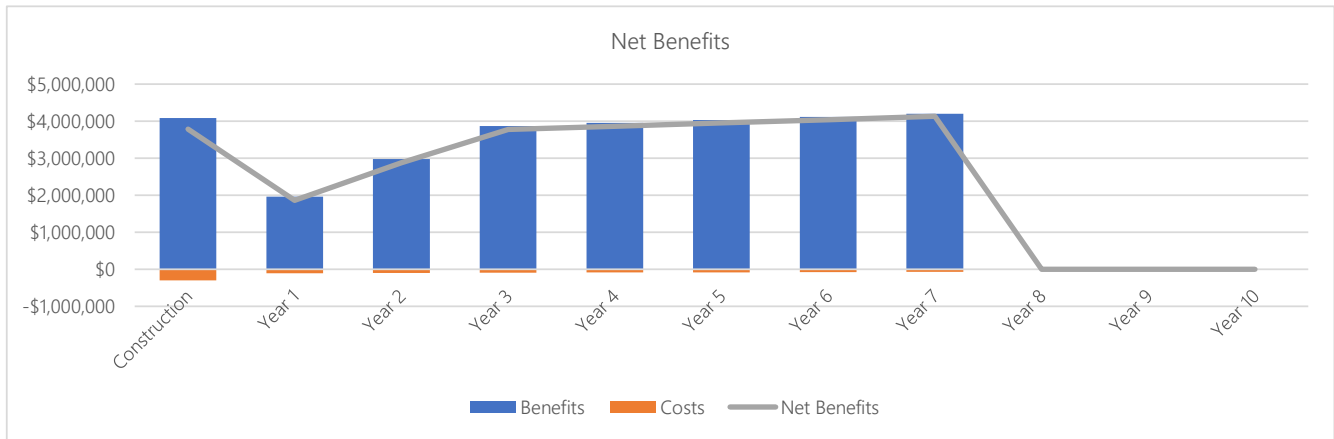
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$7,500,000

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		26	24	50
Earnings		\$2,481,221	\$1,369,026	\$3,850,247
Local Spend		\$6,000,000	\$4,247,978	\$10,247,978

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		30	42	72
Earnings		\$9,706,060	\$13,429,544	\$23,135,604

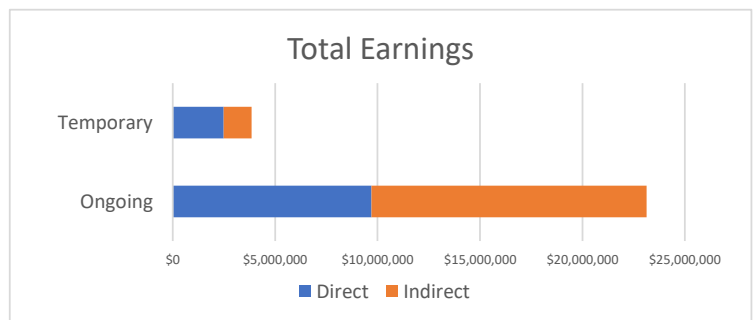
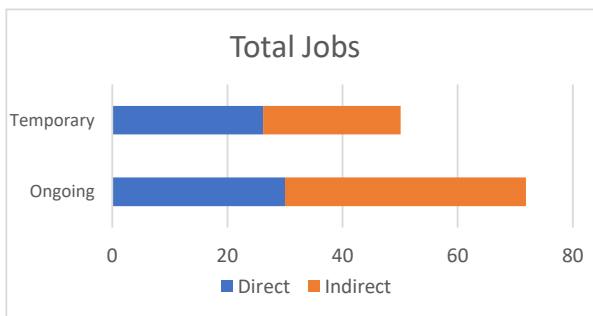
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$611,072	\$567,775
Sales Tax Exemption	\$241,500	\$241,500
Local Sales Tax Exemption	\$131,100	\$131,100
State Sales Tax Exemption	\$110,400	\$110,400
Mortgage Recording Tax Exemption	\$56,250	\$56,250
Local Mortgage Recording Tax Exemption	\$18,750	\$18,750
State Mortgage Recording Tax Exemption	\$37,500	\$37,500
Total Costs	\$908,822	\$865,525

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$27,788,749	\$25,824,356
To Private Individuals	\$26,985,851	\$25,083,708
Temporary Payroll	\$3,850,247	\$3,850,247
Ongoing Payroll	\$23,135,604	\$21,233,461
Other Payments to Private Individuals	\$0	\$0
To the Public	\$802,898	\$740,648
Increase in Property Tax Revenue	\$578,578	\$532,140
Temporary Jobs - Sales Tax Revenue	\$32,005	\$32,005
Ongoing Jobs - Sales Tax Revenue	\$192,315	\$176,503
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,403,264	\$1,304,353
To the Public	\$1,403,264	\$1,304,353
Temporary Income Tax Revenue	\$173,261	\$173,261
Ongoing Income Tax Revenue	\$1,041,102	\$955,506
Temporary Jobs - Sales Tax Revenue	\$26,952	\$26,952
Ongoing Jobs - Sales Tax Revenue	\$161,949	\$148,634
Total Benefits to State & Region	\$29,192,013	\$27,128,709

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$25,824,356	\$717,625	36:1
State	\$1,304,353	\$147,900	9:1
Grand Total	\$27,128,709	\$865,525	31:1

*Discounted at 2%

Additional Comments from IDA

Prepared by DM

Does the IDA believe that the project can be accomplished in a timely fashion? Yes