

# **TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**

## **Executive Committee Meeting Agenda**

**February 6, 2025 – 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 - Ivoclar Vivadent Expansion
  - b. Project Review – Ivoclar Vivadent Expansion
  - c. Nominating Committee
4. Adjournment

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Minutes of the Executive Committee Meeting**  
**January 9, 2025 – 8:30 AM**  
**Agency Office, 4287 Main Street**

Executive Committee: William W. Tuyn  
Anthony Agostino  
David S. Mingoia, Executive Director

Guests: Nicole Gavigan  
Kevin Zanner  
Sean Hopkins  
Paul Bliss  
Jacqui Berger

Mr. Tuyn opened the meeting at 8:34 AM and requested a motion to approve the previous meeting's minutes. Mr. Agostino made the motion, seconded by Mr. Tuyn and carried unanimously.

Mr. Mingoia reviewed the correspondence from NED – New Energy Solar to amend the inducement resolution to reflect the AC MW figure. After discussion, Mr. Agostino made a motion to move the request to the Board of Directors, seconded by Mr. Tuyn and carried unanimously.

Mr. Mingoia then provided information on the 6812 Main Street redevelopment workforce housing and community park project noting the inclusion of park improvements as an added benefit of the project. After discussion, Mr. Agostino made a motion to forward the request to the Board of Directors, seconded by Mr. Tuyn and carried unanimously.

Mr. Mingoia reviewed the draft contract for a business development consultant to assist with company outreach and lead generation. After discussion, Mr. Agostino made a motion to forward the contract to the Board of Directors, seconded by Mr. Tuyn and carried unanimously.

At 8:52 AM, Mr. Agostino made a motion to adjourn, seconded by Mr. Tuyn and carried unanimously.

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

**DRAFT**



**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.

**PROJECT PROFILE:**  
**IVOCLAR VIVADENT FACILITY INVESTMENT**  
**\$6,596,000**

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**DRAFT**

**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

# Town of Amherst Industrial Development Agency

## MRB Cost Benefit Calculator

Date January 31, 2025  
Project Title Ivoclar Vivadent Amherst Investment  
Project Location 175 Pineview Drive, Amherst 14228



### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

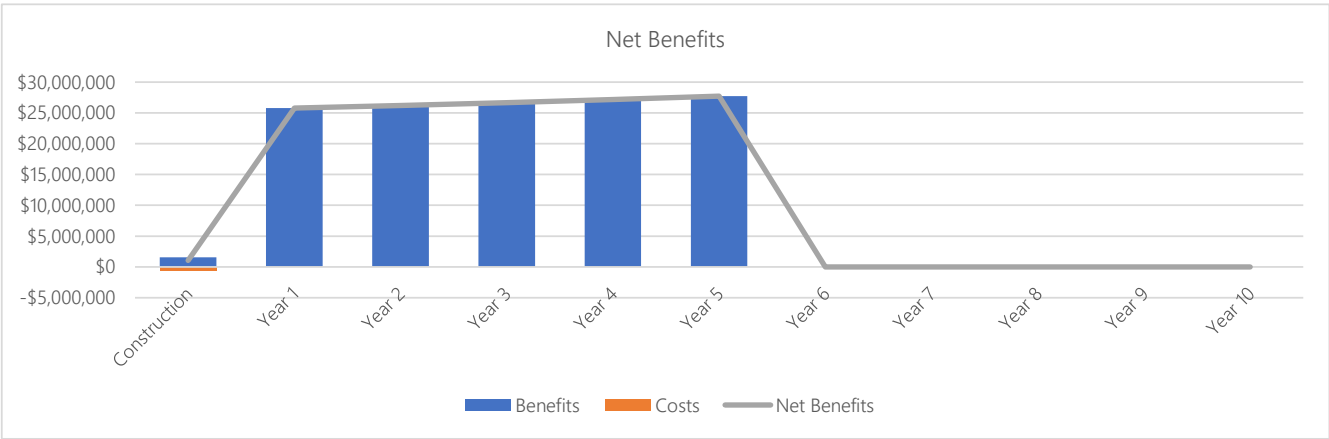
\$6,596,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	11	9	20
Earnings	\$966,423	\$527,815	\$1,494,238
Local Spend	\$2,308,600	\$1,634,573	\$3,943,173

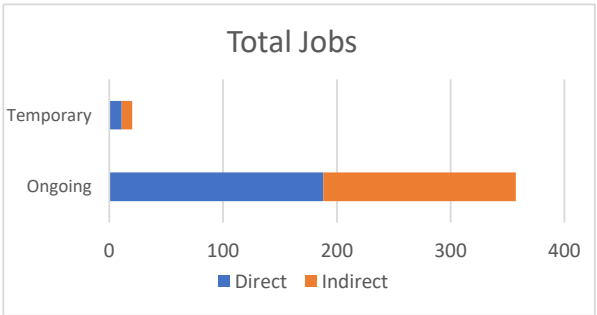
Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	188	169	357
Earnings	\$82,927,258	\$43,043,188	\$125,970,445

Figure 1



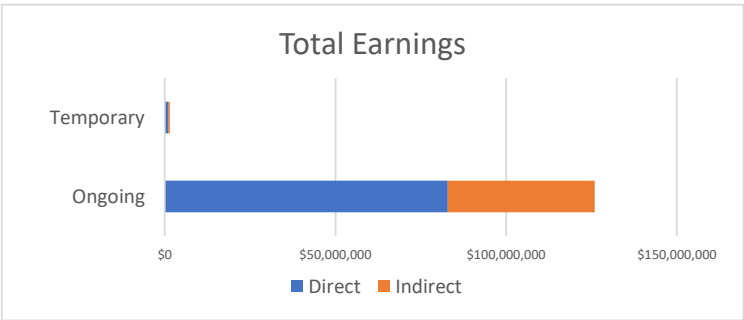
Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2



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Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

## Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

### Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$533,750	\$533,750
Local Sales Tax Exemption	\$289,750	\$289,750
State Sales Tax Exemption	\$244,000	\$244,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
<b>Total Costs</b>	<b>\$533,750</b>	<b>\$533,750</b>

### State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$128,524,234</b>	<b>\$121,159,748</b>
<b>To Private Individuals</b>	<b>\$127,464,683</b>	<b>\$120,160,910</b>
Temporary Payroll	\$1,494,238	\$1,494,238
Ongoing Payroll	\$125,970,445	\$118,666,672
Other Payments to Private Individuals	\$0	\$0
<b>To the Public</b>	<b>\$1,059,550</b>	<b>\$998,838</b>
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$12,421	\$12,421
Ongoing Jobs - Sales Tax Revenue	\$1,047,129	\$986,417
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$6,628,164</b>	<b>\$6,248,367</b>
<b>To the Public</b>	<b>\$6,628,164</b>	<b>\$6,248,367</b>
Temporary Income Tax Revenue	\$67,241	\$67,241
Ongoing Income Tax Revenue	\$5,668,670	\$5,340,000
Temporary Jobs - Sales Tax Revenue	\$10,460	\$10,460
Ongoing Jobs - Sales Tax Revenue	\$881,793	\$830,667
<b>Total Benefits to State &amp; Region</b>	<b>\$135,152,397</b>	<b>\$127,408,115</b>

### Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$121,159,748	\$289,750	418:1
State	\$6,248,367	\$244,000	26:1
<b>Grand Total</b>	<b>\$127,408,115</b>	<b>\$533,750</b>	<b>239:1</b>

\*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