

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY

Executive Committee Meeting Agenda

April 9, 2026 – 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 – 716 Sports Complex
 - b. Project Review – 716 Sports Complex
4. Adjournment

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY
Minutes of the Executive Committee Meeting
March 5, 2025 – 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: Nicole Gavigan
Brian Bray
Frank LoTempio III
Jacqui Berger
Adam Mermelstein

Mr. Brock opened the meeting at 8:340 AM and requested a motion to approve the previous meeting's minutes. Mr. Agostino made the motion, seconded by Mr. Tuyn and it carried unanimously.

Mr. Mingoia opened the public hearing for the Inducon Warehouse Rehabilitation at 415 Lawrence Bell Drive and read a statement into the record. Mr. Mermelstein presented information on the company and the challenges and opportunity the project presents. Mr. Mingoia closed the public hearing due to no other speakers. After discussion on the project, Mr. Agostino made a motion to move the request to the Board of Directors, seconded by Mr. Tuyn and it carried unanimously.

At 8:55 AM, Mr. Agostino made a motion to adjourn, seconded by Mr. Tuyn and it carried unanimously.

**PROJECT PROFILE:
716 SPORTS COMPLEX
\$79,853,650
April 24, 2026**

DRAFT



ELIGIBILITY

- Tourism Project under NYS Law
- Defined as “Recreation Facility” in NYS Law

COMPANY INCENTIVES (EST.)

- Property Tax = \$8,552,499 (Building), 1,803,652 (Hotel)
- Sales Tax = \$2,975,000
- Mortgage Tax = \$403,905

PROJECT BENEFITS (EST.)

- Property Tax = \$6,882,187 (Building), \$1,061,248 (Hotel)
- Income Taxes = \$6,938,817
- Sales Taxes = \$2,361,125

EMPLOYMENT

- 294 Construction and Supply Related Jobs Created
- 52 Full-Time and 85 Part-Time Direct Positions Created, 34 Indirect Positions Created

PROJECT SCHEDULE (EST.)

- Work begins May 2026
- Project completion May 2027

Project Address:

330 & 500 Maple Road
Amherst New York 14225
(Sweet Home School District)

Investment:

Acquisition: \$4,905,000
Construction: \$37,490,868
Infrastructure: \$9,425,000
Equipment: \$17,386,582
Soft/Other Costs: \$10,646,200

Project Description:

The 716 Sports Complex is a new-build, large scale sports, recreation, wellness, and hospitality facility constructed on a remediated brownfield site. The approximately 30-acre site was acquired by the Town of Amherst in 2024 from American Campus Communities in preparation for this project and historically paid minimal property taxes as vacant land and the location of recently constructed Town of Amherst (“Town”) softball diamonds. The development team, which has successfully completed several other real estate projects including the nearby 716 Health Building, acquired approximately 21.3 acres for the sports complex from the Town and Amherst Development Corporation and is in the process of acquiring additional adjacent acreage from the Town for the hotel component.

Two climate controlled domes totaling roughly 275,000 square feet will be positioned on either side of a 56,000 square feet building programmed for recreation adjacent activities (wellness, retail, and community spaces). A 120-room hotel will be constructed adjacent to the sports complex designed to support tournament activity and large events. Programming for each dome includes a 200-meter banked indoor competition track, which is new to the region, along with full-size turf fields for soccer, lacrosse, rugby and other sports. The complex is expected to generate 788,000 annual visits initially growing to nearly 1,000,000 within 5-years. Of these visitors, 90,000 are expected to come from outside the economic development region, and is projected to grow to 130,000 annual sports tourists as prepared by KemperSports.

The applicant indicates the need for financial assistance is necessary to feasibly finance a project of this scope and scale. For over two years, the Town and Amherst IDA worked with development team on structuring land purchases and incentives that resulted in the commitment by the development team. Indoor sports facilities are most often municipally owned and financed due to the costs to construct and finance, and limited rates of return for private investment.

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716 SPORTS COMPLEX
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AIDA COMPANY HISTORY:

1. The development team principals led the construction of the 716 Health Complex.

MATERIAL TERMS:

1. Investment of not less than \$67,875,603 at the project location as noted in the application.
2. Creation of 95 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

Market Study:	The development team engaged KemperSports for economic and tourism data.
Regional Wealth Creation:	In addition to new property tax revenues, visitors are expected to generate over \$60,000 in new bed taxes in Year 1 growing to over \$100,000 in Year 5.
In Region Purchases:	Applicant estimates that 70% of its total annual vendor spending will be purchased from firms in Erie County.
Designated Enhancement Zone:	The project is not located in a designated area.
Proximity/Support of Regional Tourism Attractions/Facilities:	The project is expected to attract 90,000-130,000 sports tourists from outside of the economic development region (Counties of Erie, Niagara, Chautauqua, Cattaraugus & Allegany).
Local Official(s), Community Support:	The site received all approvals from the Town of Amherst, which purchased the property to preserve the softball diamonds and create the public private partnership that lead to this project.
LEED/Renewable Resources:	None
Generation of Local Taxes:	The site currently generates \$0 as it was owned by the Town of Amherst. Even with tax incentives, the project will generate over \$325,000 in Year 1 in addition to visitor spending.
Transit Oriented Development:	N/A

Town of Amherst Industrial Development Agency

MRB Cost Benefit Calculator

Date: April 2, 2026
 Project Title: 716 Sports Complex
 Project Location: 330 & 500 Maple Road, Amherst 14225



Cost-Benefit Analysis Tool powered by MRB Group

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

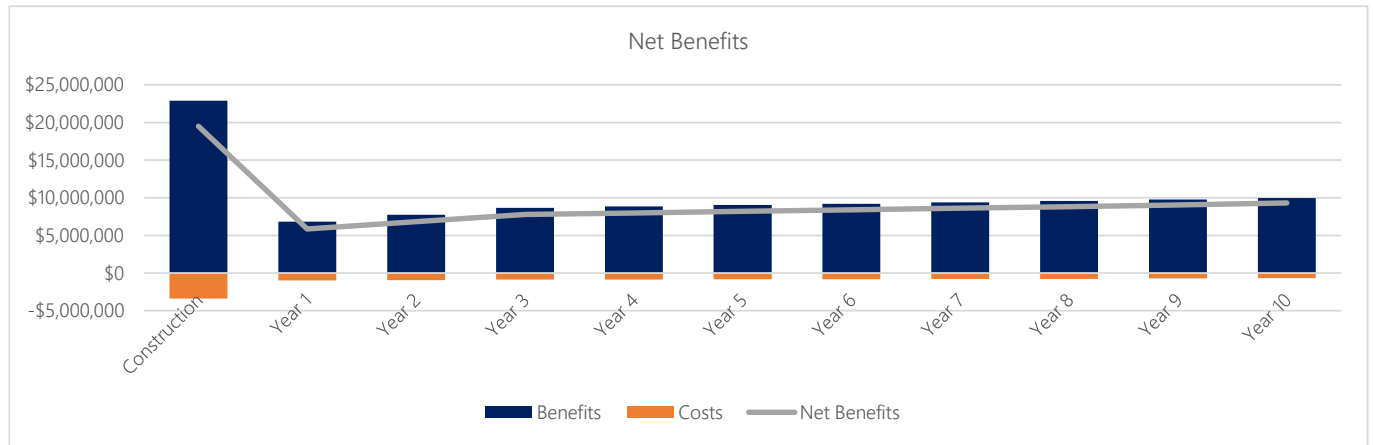
Construction Project Costs

\$79,853,650

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	153	141	294
Earnings	\$13,550,202	\$8,032,560	\$21,582,762
Local Spend	\$35,186,191	\$25,010,345	\$60,196,536

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	95	34	129
Earnings	\$69,958,417	\$62,654,758	\$132,613,176

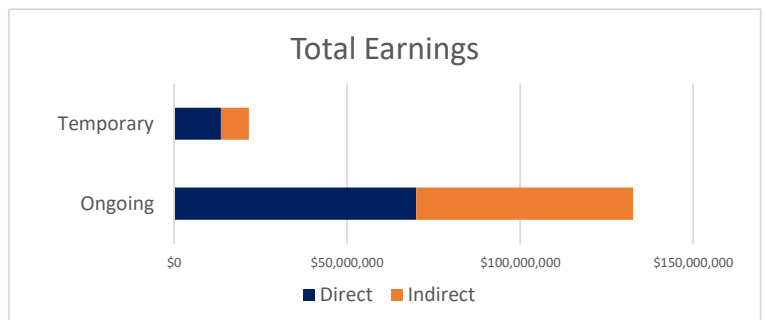
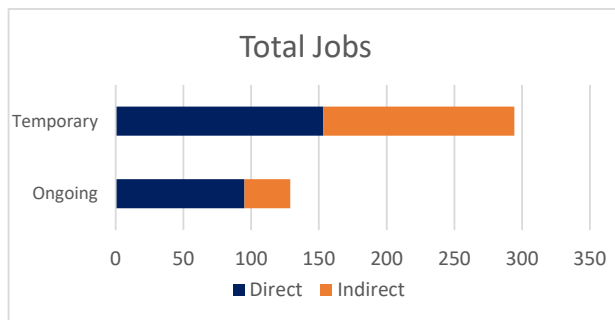
Figure 1



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

Figure 2

Figure 3



Fiscal Impacts



Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$10,329,150	\$9,069,845
Sales Tax Exemption	\$2,975,000	\$2,975,000
Local Sales Tax Exemption	\$1,615,000	\$1,615,000
State Sales Tax Exemption	\$1,360,000	\$1,360,000
Mortgage Recording Tax Exemption	\$403,905	\$403,905
Local Mortgage Recording Tax Exemption	\$134,635	\$134,635
State Mortgage Recording Tax Exemption	\$269,270	\$269,270
Total Costs	\$13,708,055	\$12,448,750

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$164,821,126	\$143,101,487
To Private Individuals	\$154,195,938	\$134,095,831
Temporary Payroll	\$21,582,762	\$21,582,762
Ongoing Payroll	\$132,613,176	\$112,513,069
Other Payments to Private Individuals	\$0	\$0
To the Public	\$10,625,189	\$9,005,656
Increase in Property Tax Revenue	\$7,943,435	\$6,702,194
Temporary Jobs - Sales Tax Revenue	\$179,407	\$179,407
Ongoing Jobs - Sales Tax Revenue	\$1,102,347	\$935,265
Other Local Municipal Revenue	\$1,400,000	\$1,188,791
State Benefits	\$8,018,189	\$6,972,983
To the Public	\$8,018,189	\$6,972,983
Temporary Income Tax Revenue	\$971,224	\$971,224
Ongoing Income Tax Revenue	\$5,967,593	\$5,063,088
Temporary Jobs - Sales Tax Revenue	\$151,079	\$151,079
Ongoing Jobs - Sales Tax Revenue	\$928,292	\$787,591
Total Benefits to State & Region	\$172,839,315	\$150,074,470

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$143,101,487	\$10,819,480	13:1
State	\$6,972,983	\$1,629,270	4:1
Grand Total	\$150,074,470	\$12,448,750	12:1

*Discounted at the public sector discount rate of: 2%

Additional Comments from IDA

Prepared by DM, Other Local Taxes is Hotel Bed Taxes Estimates

Does the IDA believe that the project can be accomplished in a timely fashion? Yes
 Does this project provide onsite childcare facilities? No