

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**

**Governance Committee Meeting**

**Agenda**

**March 5, 2026, 8:30 am**

**Agency Offices, 4287 Main Street**

1. Roll Call of Members
2. Approval of Minutes
3. New Business
  - a. Draft Authority Mission Statement and Performance Measurements 2025 Review
  - b. 2026 Review of Agency Policies
4. Adjournment

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Minutes of the Governance Committee Meeting**  
**March 21, 2025 – 8:30 AM**  
**Agency Office, 4287 Main Street**

Governance Committee: Carlton N. Brock, Jr.  
Hon. Timothy Drury  
Frank LoTempio III

Guests: Anthony Agostino  
William Tuyn  
Nicole Gavigan  
David S. Mingoia  
Jaqui Berger  
Carly Brown  
Joann Piasecki  
Laure Manuszewski

Mr. Brock opened the meeting at 8:38 AM and requested a motion to approve the minutes of the previous Governance Committee Meeting. Mr. Lotempio made the motion, seconded by Mr. Brock and it carried unanimously.

Mr. Mingoia presented the draft performance measures for the annual Authority Budget Office report. After a brief discussion, Mr. LoTempio made a motion to send the document to the Board of Directors, seconded by Mr. Brock. The motion carried unanimously.

Mr. LoTempio made a motion to adjourn at 8:43, seconded by Mr. Drury, and it carried unanimously.

# Authority Mission Statement and Performance Measurements-2025 Report

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

## Authority Mission Statement and Performance Measurements-2025 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 20, 2026

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 2025, 44 active AIDA projects produced a total of \_\_\_\_\_ new and retained jobs. 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 2025. Active projects in 2025 totaled \$251,480,049.

<u>Lease Transaction-Closed in 2025</u>	<u>Approved</u>	<u>Investment</u>	<u>2025 Activity</u>
North Forest Workforce Housing	10/23	\$42,000,000	Project is underway
New Road Solar I, LLC (800 New)	12/23	\$ 8,616,044	Project is underway
Sawyer's Landing	07/24	\$34,566,400	Project is underway
The Greens Workforce Apts, LLC	10/24	\$38,806,270	Project is underway
Novum Medical Products of WNY	04/25	\$ 1,200,000	Project is underway
Evolution Dental Science, LLC	07/25	\$ 5,975,000	Project is underway

### Lease Transactions

5226 Main Street, LLC	06/23	\$ 9,856,240	Project is underway
Iskalo Spring Street, LLC	07/24	\$ 2,481,868	Project is underway
Delta Sonic Car Wash Systems, Inc.	06/25	\$12,318,178	Project is underway
Mississippi ADP, LLC-Benderson HQ	06/25	\$13,150,000	Project is underway
Allient, Inc.	07/25	\$ 1,679,676	Project is underway
1760 Maple Road, LLC	10/25	\$32,000,000	Project is underway
NED-New Energy Solar 8, LLC	11/24	\$10,136,787	Project is underway
6812 Main Street Workforce Apts	01/25	\$14,370,000	Project is underway

### Lease Transactions Approved and Pending

Greens on Dodge	11/25	\$25,283,586	Pending
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### Installment Sales

Kistler Instrument Corporation	10/23	\$ 1,840,000	Project is Underway
Ivoclar Vivadent, Inc.	01/25	<u>\$ 6,100,000</u>	Project is Underway

\$251,480,049

**Tax-Exempt Bond Issue – Payoff**

Sutton Place, Inc.

04/25

N/A

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

The AIDA conveyed title on three properties in 2025 with a combined taxable assessment of nearly \$23,195,000. Now fully taxed, these projects will pay an estimated \$463,436 in annual Town, County and School taxes based on 2025 tax rates. A listing of these six properties is at the end of this report.

In addition to these taxes, the AIDA currently has 37 properties under PILOT, which generated over \$4.1 million in tax payments broken down as follows:

Town	\$695,147
County	\$723,866
Village	\$6,853
Special Districts	\$443,463
School Districts	<u>\$2,257,559</u>
TOTAL	\$4,126,888

***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.

2025 did not have any policy or operational changes. It is anticipated that a full review of AIDA policies and procedures will be undertaken in 2026.

***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. *Boulevard Mall* – Efforts continue to transform the 64-acre site in the Boulevard Central District in conjunction with the Town of Amherst. 2025 highlighted by the following:
  - a. *Developer Agreement* – the four-party agreement (Town, AIDA, ADC & Benderson) was finalized and approved by the Town, AIDA and ADC in 2025. It facilitates the demolition of the existing Boulevard Mall, lays out a schedule for the construction of roads and utility infrastructure and designates land ownership including roughly 14 acres of property owned and available for RFP by the AIDA/ADC. Benderson signed the agreement in early 2026.
  - b. *Request for Proposals (RFP)* – further work on an RFP took place for the portion of the property that will be owned by the AIDA/ADC and bid seeking high quality mixed-use responses. It is anticipated that the RFP will be issued towards the end of 2026.
  - c. *Site Master Planning* – involved in the planning and execution of an overall master site plan that defines blocks for development, roads and right of ways and a streamlined approval process after project selection resulting from the RFP.
  - d. PIF/PILOT Projects – the AIDA refined a baseline of development and calculated projects taxable assessment of development over a 20-year period. This calculation is being used in

developer negotiations and forms the basis for a public private partnership for funding demolition and infrastructure.

2. Fieldhouse – The AIDA/ADC worked with the Town on transferring approximately 21 acres of land to 716 Sports for the development of a 331,000 indoor sports facility. A groundbreaking is expected in early 2026.
3. Town Comprehensive Plan – An RFQ for a new comprehensive plan was issued by the Town that would completely replace the 2006 current plan. Eight (8) firms were selected to be interviewed and final negotiations on the selected team and contract are expected to be completed in early 2026. The AIDA is on the steering committee for this effort.
4. Marketing – The AIDA and Town of Amherst Economic Development Department hired BLCKDOG, LLC Marketing to develop the marketing website and collateral under the auspices of AmherstLeads.com. AmherstLeads.com launched at the end of 2025 and is being used for business development purposes. A 2026 project to revise the AIDA website is expected that will implement the same look and feel.
5. Audubon Analysis – The Town led project was completed in 2025 that analyzed development patterns and opportunities for redevelopment, infill and improved connectivity in the area North of SUNY Buffalo. A final report and community meetings provided information focusing on a new design, zoning and economic strategy for the area. The AIDA has been using this document in discussions with companies and developers interested in investing in the area.
6. Office Space Working Committee – Continued work with our economic development partners in 2025 to monitor office vacancy in region due to remote and hybrid work leading to a decrease in the amount of space companies need. Office vacancy increased in 2025 and there is momentum to find solutions to convert vacant space unlikely to be leased to another use, primarily residential. This is significant concern to the Town as outside of Downtown Buffalo, Amherst has the most office space regionally.

#### PROPERTIES OUT OF AIDA AND ON TAX ROLLS AT 12/31/2025

<u>Property</u>	<u>Assessed Value</u>
480 Crosspoint Pkwy	\$ 9,730,000
490 Crosspoint Pkwy	\$12,200,000
7370 Transit Road	<u>\$ 1,265,000</u>
	\$23,195,000