

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY
Minutes of the 470th Meeting
July 17, 2015 – 8:30 am
Agency Offices, 4287 Main Street

The meeting of the above captioned Agency was called to order by Vice Chairman Edward F. Stachura.

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| PRESENT: | Fredrick A. Vilonen Edward F. Stachura Steven Sanders Michele Marconi James Allen, Executive Director Nathan Neill, Esq. |
| EXCUSED: | Aaron Stanley E. Marshall Wood, Jr. Carlton Brock |
| GUESTS: | AIDA Staff Dave Tytka, Uniland Development Thomas Kreuz, 10 Curtwright Drive, LLC David Robinson, Buffalo News |

Vice Chairman Stachura called the meeting to order and reminded everyone that the meeting was being tape recorded.

MINUTES

The minutes of the June 2015 meeting were approved as presented.

BILLS & COMMUNICATIONS

The Agency received a letter from Supervisor Barry Weinstein advising the Agency that while he supports the Excelsior expansion project located at 3925 Sheridan Drive, he would not support AIDA incentives on the project should it become before the Agency.

TREASURER'S REPORT

The Treasurer's Report for June 2015 was approved as presented.

PUBLIC COMMENT

There was no public comment at this meeting.

EXECUTIVE DIRECTOR'S REPORT

Executive Director Allen informed the board that the Agency could expect the CGR study on AIDA projects soon. He noted that the data collection for the study took much longer than anticipated.

Mr. Allen told the board that the Town Planning Department was in the process of updating the Comprehensive Master Plan and that he expected to receive a funding request from them soon.

Mr. Allen informed the board that the ECIDA recently adopted a Pay Equity Policy whereby all future ECIDA projects would be audited to be certain that female employees were being paid the same as their male counterparts. Mr. Allen said that it was his opinion was that this was a policy in search of a problem and that he would not be recommending it for adoption by the AIDA board of directors.

COMMITTEE REPORTS

The Governance Committee met on Tuesday, July 14th at 8:30 am to discuss the draft Senior Housing Policy as developed by the Senior Housing Policy Evaluation Task Force and recommended its approval.

After a lengthy discussion focusing on the point structure and certain language contained in the policy, the matter was tabled until the concerns have been addressed. It is expected that the policy will appear on the agenda of the next board meeting.

NEW BUSINESS

I. AUTHORIZATION RESOLUTION

Project Applicant

10 Curtwright Drive LLC
1955 Wehrle Drive
Amherst, NY 14221
Thomas Kreuz, Member

Project Address

10 Curtwright Drive
Amherst, NY 14221

Project Eligibility

- The purposes of an industrial development agency shall be to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial, research and recreation facilities per Section 858 of General Municipal Law.
- The project is eligible under the Countywide Eligibility Policy – NAICS 32222-Printing and related activities.
- The project complies with the Town of Amherst Comprehensive Plan as it maintains and grows the tax base through a high quality development that includes job creation.

Project Summary

The applicant is requesting authorization for a \$3,400,000 lease transaction for the construction and equipping of a 55,000 square foot expansion to an existing manufacturing/distribution facility together with related site improvements. The project is located at 10 Curtwright Drive, within the Williamsville Central School District and the project beneficiary is Ashton Potter USA Ltd.

Ashton Potter is a postage stamp printing company and owned by Investment Firm HIG. Their biggest contracts are to print stamps and envelopes for the US Postal Service. They also have several other contracts with national companies for secure label printing, which is a growing market.

Ashton Potter currently occupies 70,000 square feet at the 10 Curtwright Drive location, along with 40,000 square feet it is leasing in Cheektowaga. This project will accommodate their expanding envelope and label printing operations.

The applicant states that the new building and move from Cheektowaga is necessary to keep Ashton Potter competitive and growing. Having all operations on one campus will create cost and operational efficiencies needed from management to production. The applicant also notes that they could not do this 5 years ago when they leased the Cheektowaga location because they needed to start production on a new contract immediately and did not have time to build a new building. The current lease in Cheektowaga expires in June 2016.

Employment

Current employment at 10 Curtwright Drive is 120 full time, the Cheektowaga location 40 full time. Two years after completion of the project it is anticipated that there will be 165 full time positions with an annual payroll of \$6,300,000.

PILOT Schedule

The project is eligible for the Agency's 10 year PILOT schedule. During the abatement period, project will pay an estimated \$126,890 in additional property taxes; \$47,880 to the Town of Amherst, \$16,254 to Erie County and \$59,756 to the Williamsville Central School District.

The property at 10 Curtwright Drive currently pays an estimated \$57,054 in annual Town, County and School taxes. This will also generate \$570,540 during the abatement period.

Project Tax Savings

As a result of the Agency's participation in this transaction, the project applicant will realize up to an estimated \$175,000 in sales tax savings, \$373,478 in property tax savings and \$34,000 in mortgage recording tax savings.

Recommendation

Approval

Michele Marconi questioned the jobs figures at both the Amherst and Cheektowaga locations. She also questioned the eligibility criteria for the project. There was a brief discussion focusing on job figures and eligibility criteria.

Upon a motion by Steven Sanders, seconded by Fredrick Vilonen and unanimously carried, it was

RESOLVED, THAT THE TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZE 10 CURTWRIGHT DRIVE LLC (THE "LESSEE") TO CONSTRUCT A NEW APPROXIMATELY 55,000 SQUARE FOOT MANUFACTURING/ DISTRIBUTION FACILITY ON A PARCEL OF LAND LOCATED AT 10 CURTWRIGHT DRIVE, AMHERST, NEW YORK AND THE ACQUISITION AND INSTALLATION OF MACHINERY AND EQUIPMENT REQUIRED IN CONNECTION THEREWITH, FOR LEASE TO THE AGENCY AND SUBLEASE BACK TO THE LESSEE FOR SUB-SUBLEASE TO ASHTON POTTER (USA) LTD.

9:48 am – meeting adjourned.