

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY
Minutes of the 505th Meeting
December 21, 2018, 2018 – 8:30 am
James J. Allen Boardroom
Agency Offices, 4287 Main Street

PRESENT: Carlton N. Brock, Jr.
Steven Sanders
Michael R. Szukala
E. Marshall Wood, Jr.
William W. Tuyn
Hon. Timothy J. Drury
Jacqualine Berger, Town Board Liaison
David S. Mingoia, Executive Director
Kevin J. Zanner, Hurwitz & Fine PC

ABSENT: Philip Meyer

GUESTS: AIDA Staff
David Tytko, Uniland Development Co.

Chairman Carlton Brock called the meeting to order and reminded everyone that the meeting was being audio recorded.

MINUTES

The minutes of the November 2018 meeting were approved as presented.

BILLS & COMMUNICATIONS

There were no Bills & Communications presented at this meeting.

TREASURER'S REPORT

The Treasurer's Report for November 2018 was approved as presented.

PUBLIC COMMENT

There was no Public Comment at this meeting.

EXECUTIVE DIRECTOR'S REPORT

The report of the Executive Director is attached to these minutes.

COMMITTEE REPORTS

There were no Committee Reports at this meeting.

UNFINISHED BUSINESS

There was no Unfinished Business at this meeting.

NEW BUSINESS

I. Extension of Audit Services – Bonadio Group

The board discussed the Extension of Audit Services by the Bonadio Group. The Service Agreement would run through 2020 with an option for an additional two-year extension through 2022.

Michael Szukala made a motion to the approve the Extension of Audit Services by the Bonadio Group. William Tuyn seconded the motion. Votes of aye were made by Brock, Sanders, Szukala, Wood, Tuyn and Drury. Motion to approve passed 6-0.

II. Strategic Financial Solutions, LLC – Request to Amend Authorization Resolution

The company requested a \$350,000 increase in the previously authorized \$750,000 installment sale project in order to complete equipping and building out 16,000 square feet at 115 Lawrence Bell Drive to house 300 employees. The project was authorized in July 2017 (the project profile is included in this packet). All material terms would remain, except now the increased amount of the investment would be changed from \$637,500 to \$935,000.

Strategic Financial Solutions chose Amherst for it expanding operation and is well on its way to meeting its job commitments. It currently employs 283 today.

There was a brief discussion. Steven Sanders made a motion to the approve the request by Strategic Financial Solutions, LLC to amend the authorization resolution to increase the project value by \$350,000. Michael Szukala seconded the motion. Votes of aye were made by Brock, Sanders, Szukala, Wood, Tuyn and Drury. Motion to approve passed 6-0.

III. Cubic Transportation Systems – Authorization Resolution

Project Address:

Equipment:
33 Dodge Road
Amherst, New York 14068
(Williamsville Central School District)

Investment:

\$1,100,000

Company Description:

Cubic Transportation Systems , founded in 1951, and is a leading integrator of payment information and related services for intelligent travel applications. The company is headquartered in San Diego, California, with offices in North America, Europe, India, and Australia. Cubic Transportation Systems New York provides end to end services for the MTA Fare Collection System.

Project Description:

As part of the New Fare Payment System contract, MTA is outsourcing support services to Cubic. This includes the Customer Support Call Center, which will support all end user customer calls that have to do with the new fare collection system cubic is providing.

The Applicant is seeking Agency assistance to renovate and equip an approximately 20,000 square foot vacant office building located at 33 Dodge Road. Incentives will be used to offset costs associated with renovating and equipping the vacant space and starting up a new operation. As Cubic continues to bid on work throughout the Country, this initial investment has the potential to become a customer service for new business, fueling more investment and jobs.

Application states that 100 new, full-time jobs are expected upon completion of the project. Salary for the jobs range from \$50,000-\$100,000 annually, plus benefits.

Sales tax exemption on this project will not exceed \$96,250.

There was a discussion on the project. Michael Szukala made a motion to the approve the Authorization Resolution request made by Cubic Transportation Systems. Marshall Wood seconded the motion. Votes of aye were made by Brock, Sanders, Szukala, Wood, Tuyn and Drury. Motion to approve passed 6-0.

At this point in the meeting, Chairman Brock and Executive Director Mingoia acknowledged E. Marshall Wood, Jr. participation on the board. They noted that Mr. Wood's term on the board was expiring and that this was to be his last meeting as a board member. Mr. Wood was thanked for his years of service. He was presented a small plaque as a thank you gift. There was a round of applause from those in attendance.

9:23 am – meeting adjourned.