

TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY
Minutes of the Executive Committee Meeting
April 10, 2018 – 8:30 AM
Agency Office, 4287 Main Street

Executive Committee: Carlton N. Brock, Jr.
Michele F. Marconi
Steven D. Sanders
David S. Mingoia, Executive Director

Guests: Michael R. Szukala
William W. Tuyn
Honorable Timothy Drury
Michael Montante, Uniland
Peter Sayadoff, Uniland
Kallena Kane, Uniland
Matthew Drosendahl, Uniland

Mr. Brock opened the meeting at 8:32 AM and requested a motion to approve the minutes of the March Executive Committee Meeting. Mr. Sanders made the motion, seconded by Ms. Marconi, and carried unanimously.

Mr. Mingoia introduced the team from Uniland, which proceeded to provide an overview of the project which is a Hampton Inn constructed on 2.9 acres near the Northtown Ice Rink Complex. Uniland focused on the universal design aspects of the hotel and how it is meant to enhance the overall Northtown complex and attract more and bigger events, while also providing a headquarter hotel for retaining existing events.

Judge Drury asked what the capacity of the entire facility was for new events and after discussion it was determined that conversations with the Town on this topic are necessary. Mr. Tuyn suggested that the size and amenity offerings may not be large enough. Ms. Marconi noted that eligibility is still an issue, then economic impact can be reviewed. Mr. Brock questioned if the hotel was co-marketed with the complex and where there was evidence of this. Mr. Sanders followed up that Uniland should quantify what tournaments/bookings the complex didn't get due to lack of onsite hotel. Mr. Szukala noted the construction technique used for this structure.

Uniland thanked the Executive Committee for their time and attention to this project and indicated they would work on additional information requested.

At 9:34 AM, Ms. Marconi made a motion to adjourn, seconded by Mr. Sanders. The motion carried unanimously.