

## Authority Mission Statement and Performance Measurements-2016 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 17, 2017

### **List of Performance Goals:**

**Goal #1: *Promote private investment with focus on targeted industries and redevelopment***

**Measured by:** (1) Value of new private investments from tax incentives for new and existing Town of Amherst companies; (2) Value of new private investment in existing sites and buildings in Enhancement Areas.

Number of Projects Approved:	8
Private Investment:	\$66,625,378
New Jobs:	362
Retained Jobs:	2,775
Square Feet New/Renovated:	121,525
New Property Taxes Generated:	\$49,900
Income Taxes Generated:	\$14,179,625
Sales Taxes Generated:	\$9,469,067

### **List Of Approved Projects:**

#### **NEW PROJECT INDUCEMENTS**

Kitchen World Distributing  
Amherst Alarm  
GEICO

#### **INVESTMENT**

\$727,500  
\$3,000,000  
\$11,004,255

#### **REFINANCINGS**

52 South Union LLC (Iskalo Multi-Tenant Building)  
150 Crosspoint Parkway (GEICO)  
80 Meyer Road (Senior Housing Project)

\$4,500,000  
\$13,750,000  
\$10,570,000

#### **ASSIGNMENT OF LEASES**

300 Crosspoint Parkway - GEICO, Inc.

\$23,073,623

#### **OTHER**

Blackrock - Erie Community College - AIDA Start-Up NY Agreement

The Board of Directors developed Management Reports tracking projects recently induced, projects under construction, and a portfolio report of all projects. The 2015 portfolio report is attached, which provides information on current exemptions and employment of all projects in that year.

**Goal #2: Support implementation of economic development elements of the Town of Amherst Bicentennial Comprehensive Plan and Williamsville Community Plan that maintain and enhance a high quality living environment**

Measured by: (1) Number of collaboration efforts with Town of Amherst and Village of Williamsville on development initiatives.

Versel Report - Amherst Economic Assessment – The AIDA provided funding and worked with the Town Planning Department on a report prepared by Delta Associates that provided updated demographic and economic assumptions from earlier 2002 data that were incorporated into the Bicentennial Comp Plan. The report also evaluated national, regional and local trends and the impact of the market on office and industrial space in the Town. Employment and Development Forecasts project that the Town will add 9,000 – 16,500 jobs by 2040. Depending on the level of development near SUNY Buffalo and South of Main Street, the Town will need only 65 – 93 acres of undeveloped land, which means that most development will occur as redevelopment of existing properties.

Imagine Amherst – The AIDA is on the Technical Advisory Committee for this effort which aims to modernize the existing codes into a hybrid form based system for commercial centers located throughout the Town of Amherst. Code Studios began work on the project, which is expected to be complete in 2017. 2016 work completed included a week-long charrette and analyzing each of the seventy-two (72) commercial nodes in relation to its surrounding land use. Code Studios developed six (6) template definitions based on size and depth of a site for that will guide writing of code language. Absent from this effort is a template for the Office and Industrial Parks in the Town.

Village of Williamsville Strategic Marketing Plan – The Village hired a consultant to develop branding and investment plan. The AIDA is paying up to half of the \$30,000 initiative. As part of the effort, Buffalo State College completed a geographic and demographic analysis that will be used to shape investment and promotional materials under development.

AIDA Economic & Fiscal Impact – The AIDA hired the Center for Governmental Research to assess the fiscal impact of its projects since inception. Working with the assessor's office, we were able to compile the data that showed the significant increase in taxable assessment and collected property taxes generated by 287 projects. These projects totaled \$2.5 billion in investment and generate \$17 million annually in property taxes against a taxable assessment approaching \$700 million. Over 26,000 people are employed at these locations generating a payroll that exceeds \$1.6 billion. A final presentation was made to the Town Board in March 2016.

### **Goal #3: Support collaboration and implementation of regional economic development activities**

Measured by: (1) Number of collaboration efforts with Erie County and Regional Organizations on economic development initiatives.

IDA Reform Legislation - The AIDA worked on several NYSEDC Best Practices Committees to develop policies and procedures to comply with the 2015-2016 Reform Legislation. These documents and practices were shared with local IDA partners. The AIDA approved the required documentation at its June Board of Directors Meeting to comply with the law's requirements in the areas of: Benefits Recapture, Applications, Financial Agreements, Verifying jobs/Project status Monitoring and Reporting, and Project Evaluation Criteria.

ECIDA Analysis and Study of Adaptive Reuse Program – Redevelopment Resources was retained for an analysis of ECIDA's Adaptive Reuse Program and Policy, and benchmarking current conditions in Erie County. This analysis will provide economic data for existing projects induced under the ECIDA's Adaptive Reuse Program, and a launch point for discussion on the future of redevelopment efforts. The AIDA is part of the steering committee, which includes members of Erie County Planning, City of Buffalo Planning, and the Buffalo Niagara Partnership. The study should be complete the first quarter of 2017.

Amherst-Buffalo Transit Study - The AIDA sits on the advisory committee for the study of improved transit options linking population and employment centers along the Amherst-Buffalo corridor. The results of analyzes of economic impact (effect on real estate, employment, investment) and ridership concluded that the light-rail option connecting SUNY Buffalo's Main Street and Amherst Campuses running along Niagara Falls Boulevard and Maple Road is the preferred option. The NFTA is seeking design funding as a next step of this project.

Town of Amherst  
Industrial Development Agency  
Net Exemptions Report - 2015

Prepared 8/1/16  
Sorted by PILOT Commencement

Property Address	Amount of Tax Exemptions					Payments In Lieu of Taxes (PILOTs)						Employment Information			NOTES
	Primary Tenant	Sales Tax	Property Tax	Mort Rec Tax	Total Exemptions	PILOT Start	Made by Project Operators			Net Exemptions	Emp Prior To IDA	Est Create	Current Emp		
						County	TOA	School District	Total PILOTs						
Davis Ulmer Sprink (10/90)	Davis Ulmer	-	34,787	-	34,787	1991	5,441	4,433	24,913	34,787	-	30	7	84	227%
IIMAK-F (06/94)	IIMAK	-	137,610	-	137,610	1995	21,523	17,535	98,552	137,610	-	520	40	361	65%
IIMAK 185 JG (01/96)	IIMAK	-	74,239	-	74,239	1998	11,611	9,460	53,168	74,239	-	0	0	-	
IMMCO Diag -60 Pine (10/96)	IMMCO Diag	-	25,696	-	25,696	1998	4,019	3,274	18,403	25,696	-	0	32	-	
375 Essjay (08/97)	Ciminelli - IHA	-	159,613	-	159,613	1999	28,890	23,545	107,178	159,613	-	168	0	300	179%
Grover Cleveland Press (05/98)	Grover Cleve	-	13,036	-	13,036	1999	2,101	1,712	9,223	13,036	-	10	4	10	71%
AIP-115 LBD (06/97)	Uniland-MT	-	99,764	-	99,764	1999	18,062	14,715	66,987	99,764	-	96	48	174	121%
Enhanced Tool, Inc.	Enhanced Tool	-	8,047	-	8,047	2000	1,457	1,187	5,403	8,047	-	17	2	29	153%
CrossPoint Pkwy-475 (09/99)	M & T Bank	-	79,604	-	79,604	2000	43,866	35,738	-	79,604	-	785	255	922	89%
15 Limestone Drive	Somerset Labs	-	14,806	-	14,806	2000	8,159	6,647	-	14,806	-	23	4	32	119%
100 Northpointe Pkwy	Zaepfel-MT	-	120,433	-	120,433	2000	18,836	15,346	86,251	120,433	-	174	10	217	118%
205 Bryant Woods (04/99)	Acct. Solu. Group	-	61,959	-	61,959	2001	7,429	6,052	41,602	55,083	6,876	85	166	519	200%
S & K Realty(155CP)-(01/00)	ATTO Tech	-	85,450	-	85,450	2001	8,534	6,953	57,375	72,862	12,588	86	13	131	132%
60 Pineview, LLC (08/99)	IMMCO Diag	-	25,696	7,500	33,196	2001	4,019	3,274	18,403	25,696	7,500	20	10	-	
Iskalo 6467 Main - (05/99)	Iskalo-MT	-	111,166	-	111,166	2001	20,127	16,397	74,642	111,166	-	0	100	222	222%
500 Creekside Dr. (11/99)	Mr. Snacks	-	32,220	-	32,220	2001	5,039	4,106	23,075	32,220	-	22	5	23	85%
Asbury Point, Inc.- (03/99)	Sr. Apts	-	121,673	-	121,673	2001	22,029	17,947	81,697	121,673	-	0	18	46	256%
550 Centerpointe(09/00)	Ciminelli - MT	-	100,336	-	100,336	2002	18,166	14,800	67,370	100,336	-	0	169	75	44%
6400 Main I - (05/00)	Ciminelli-MT	-	87,936	-	87,936	2002	15,921	12,971	59,044	87,936	-	340	200	535	99%
Davis Ulmer Sprink II (02/01)	Davis Ulmer	-	5,758	-	5,758	2002	513	418	2,351	3,282	2,476	0	0	-	
Watson Bowman	Watson Bowman	-	14,989	-	14,989	2002	1,222	995	5,594	7,811	7,178	97	16	117	104%
125 Bryant Woods (04/02)	Acct. Solu. Group	-	44,751	-	44,751	2003	5,036	4,102	18,675	27,813	16,938	9	0	-	
6400 Main II - (06/01)	Ciminelli-MT	-	224,213	-	224,213	2003	24,327	19,820	90,221	134,368	89,845	0	140	-	
Dopkins & Co, LLP (02/02)	Dopkins & Co	-	52,583	-	52,583	2003	6,862	5,591	25,449	37,902	14,681	90	7	107	110%
Silvestri Dev (03/01)	LocalNet	-	15,249	-	15,249	2003	1,832	1,492	6,792	10,116	5,133	0	15	6	40%
St. Gobain (05/02)	St. Gobain	-	35,671	-	35,671	2003	2,932	2,384	13,424	18,740	16,931	68	0	50	74%
150 CrossPoint Pkwy	Uniland-MT	-	170,512	-	170,512	2003	16,540	13,475	61,340	91,355	79,157	445	343	520	66%
60 Northpointe Assoc, LLC	Zaepfel-MT	-	62,288	-	62,288	2003	5,504	4,484	25,202	35,190	27,098	33	5	23	61%
Bryant & Stratton (02/11)	Bryant & Stratt	-	105,464	-	105,464	2004	6,296	5,129	29,283	40,708	64,756	85	10	34	36%
5839 Main St. Inc. (10/02)	Iskalo - MT	-	21,343	-	21,343	2004	3,864	3,148	14,331	21,343	-	0	20	8	40%
36 North Union (10/02)	Iskalo-MT	-	14,634	-	14,634	2004	2,649	2,159	9,826	14,634	-	0	17	18	106%
30 North Union (10/02)	Iskalo-Northtown	-	58,285	-	58,285	2004	10,553	8,597	39,135	58,285	-	0	54	52	96%
Bryant Woods Partners, LLC	SoftTreck Tech	-	41,331	-	41,331	2004	5,243	4,271	19,444	28,958	12,373	40	35	35	47%
Gintzler Graphics (09/03)	Gintz Graph	-	63,763	-	63,763	2005	10,517	8,568	39,002	58,087	5,676	54	4	70	121%
Iskalo 5454 Main - (10/03)	Iskalo-MT	-	15,235	-	15,235	2005	2,758	2,247	10,230	15,235	-	0	15	5	33%
Laux Sporting Good, Inc. (09/03)	Laux	-	21,117	-	21,117	2005	3,217	2,621	14,637	20,475	642	21	6	21	78%
NF Properties (1961)- (03/03)	NF Prop-MT	-	39,906	-	39,906	2005	7,225	5,886	26,795	39,906	-	0	120	88	73%
NF Properties (1967)-03/03	NF Prop-MT	-	39,906	-	39,906	2005	7,225	5,886	26,795	39,906	-	0	0	-	
Sachel, LLC	Reeds Jewlers	-	13,033	-	13,033	2005	1,793	1,461	8,212	11,466	1,567	11	35	28	61%

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RQC Ltd (12/03)	RQC Ltd.	-	25,469	-	25,469	2005	3,725	3,035	13,814	20,574	4,895	27	4	35	113%
Asbury Point, Inc. II - (01/03)	Sr. Apts	-	90,400	-	90,400	2005	16,367	13,334	60,699	90,400	-	0	0	-	
125 Lawrence Bell	Uniland-MT	-	61,597	-	61,597	2005	11,152	9,086	41,359	61,597	-	0	120	38	32%
45 Bryant Woods I (07/04)	Chiampou et.al	-	50,595	-	50,595	2006	6,437	5,244	23,871	35,552	15,043	46	14	82	137%
3925 Sheridan (PEP)-12/03	Excelsior Orth	-	304,159	-	304,159	2006	46,782	38,113	215,191	300,086	4,073	50	75	188	150%
6363 Main Street, Inc. (11/94)	National Fuel	-	428,275	-	428,275	2006	77,539	63,172	287,564	428,275	-	590	75	902	136%
NF Properties (2390)-(09/04)	NF Prop-MT	-	41,195	-	41,195	2006	5,061	4,123	27,522	36,706	4,489	0	65	34	52%
Brompton Heights, Inc. (09/05)	Asst Living	-	216,632	91,625	308,257	2007	30,345	24,722	112,537	167,604	140,653	58	5	83	131%
Bompa Development, Inc.	BompaDev-MT	-	24,200	-	24,200	2007	2,284	1,861	9,767	13,912	10,288	0	4	27	675%
GEICO (300 CP) 03/05	GEICO	-	544,328	-	544,328	2007	40,842	33,275	187,151	261,268	283,060	0	2500	2,693	108%
390 Youngs Rd. (4/26)	Gelia Wells-MT	-	63,348	-	63,348	2007	6,523	5,314	27,248	39,085	24,263	0	140	80	57%
8600 Transit (11/14)	Iskalo-MT	-	48,041	7,300	55,341	2007	3,898	3,176	17,424	24,498	30,843	20	20	27	68%
NF Properties 1408 - (11/05)	NF Prop-MT	-	41,601	-	41,601	2007	4,276	3,483	19,577	27,336	14,265	0	97	148	153%
RHDK Ent (237 Comm)-(01/06)	Stellar Technol	-	43,784	-	43,784	2007	5,789	4,717	27,317	37,823	5,961	50	5	151	275%
Stenlik (04/016)	Superior Design	-	61,997	-	61,997	2007	9,553	7,783	36,461	53,797	8,200	111	22	86	65%
105 CrossPoint	Uniland-MT	-	84,087	-	84,087	2007	6,978	5,685	30,977	43,640	40,447	65	55	31	26%
20 Northpointe	Zaepfel-MT	-	113,009	-	113,009	2007	11,847	9,652	54,245	75,744	37,265	0	295	104	35%
AAA of WNY, Inc. (04/07)	AAA of WNY	-	182,358	-	182,358	2008	19,000	15,479	70,463	104,942	77,416	205	45	228	91%
20 Lawrence Bell Dr.	Buffalo Pharm	-	51,294	-	51,294	2008	5,878	4,789	23,204	33,871	17,423	0	50	130	260%
540 CrossPoint (Citigroup)	CitiGroup	-	213,056	32,360	245,416	2008	16,086	13,105	59,657	88,848	156,568	0	362	566	156%
Enhanced Tool, Inc.	Enhanced Tool	-	4,115	-	4,115	2008	279	227	1,277	1,783	2,332	0	0	-	
NF Properties 1412 (10/06)	NF Prop-MT	-	41,410	-	41,410	2008	4,447	3,623	21,396	29,466	11,944	0	0	-	
580 CrossPoint (Citigroup)	CitiGroup	-	312,818	-	312,818	2009	23,060	18,787	85,521	127,368	185,450	0	429	1,328	310%
Iskalo 52 S.U. (06/07)	Iskalo-MT	11,633	56,153	-	67,786	2009	8,794	7,164	33,886	49,844	17,942	0	75	30	40%
130 Bryant Woods South	Lougen Valenti	-	23,231	-	23,231	2009	2,352	1,916	8,722	12,990	10,241	0	20	27	135%
NF Properties 1416-(12/07)	NF Prop-MT	-	39,594	-	39,594	2009	3,336	2,718	16,585	22,639	16,955	0	0	-	
1955 Wehrle Dr	The Advantage	87,500	60,143	-	147,643	2009	5,820	4,742	21,585	32,147	115,496	50	6	125	223%
45 Bryant Woods II (08/08)	Chiampou et.al	-	22,804	-	22,804	2011	1,718	1,400	6,371	9,489	13,315	0	0	-	
Sheridan Properties (3980A)11/08	Dent Neuro	-	99,711	-	99,711	2011	12,835	10,457	50,826	74,118	25,593	0	38	62	163%
3500 Sheridan Dr	Buffalo Pharm	-	39,594	-	39,594	2012	6,193	5,045	28,356	39,594	-	8	9	12	71%
6500 Sheridan	Uniland-MT	1,968	143,090	-	145,058	2012	10,057	8,193	41,819	60,069	84,989	0	214	197	92%
480 CrossPoint (Fidelis)	Fidelis Care	-	170,312	-	170,312	2013	3,436	2,800	24,035	30,271	140,041	463	200	1,055	101%
5727 Main, LLC (01/11)	Iskalo - MT	-	23,374	-	23,374	2013	3,708	3,021	13,995	20,724	2,650	0	18	7	39%
Isaklo 2410 NF	Iskalo-MT	134	156,773	19,580	176,487	2013	10,071	8,205	42,201	60,477	116,010	0	295	137	46%
MCDMapleAyer (02/12)	McGuire Dev - MT	-	59,004	-	59,004	2013	3,427	2,792	13,282	19,501	39,503	0	18	59	327%
Northtown Automotive-3845	North Auto	-	160,084	-	160,084	2013	17,546	14,295	81,546	113,387	46,697	58	12	94	134%
SB Holding (Pizza Plant) (05/11)	Pizza Plant	-	41,103	-	41,103	2013	5,642	4,596	21,757	31,995	9,108	0	50	33	66%
Prime Wines Corp ((09/11)	Premier Liq.	-	161,677	-	161,677	2013	16,927	13,791	82,292	113,010	48,667	35	5	47	118%
Prometheus Books (05/95)	Prometheus Bks	-	29,399	-	29,399	2013	4,021	3,276	18,412	25,709	3,690	20	2	26	118%

