

**PROJECT PROFILE:  
60 JOHN GLENN, INC  
\$1,800,000  
February 18, 2022**



**ELIGIBILITY**

- Commercial Project under NYS Law
- NAICS 333249, 332420 - Manufacturing Facility

**COMPANY INCENTIVES (EST.)**

- Sales Tax = \$87,500
- Mortgage Tax = \$11,250
- Property Tax = \$167,480

**PROJECT BENEFITS (EST.)**

- Property Taxes = \$60,190
- Income taxes = \$4,720,481
- Sales taxes = \$1,606,377

**EMPLOYMENT**

- 8 Construction Jobs Created
- 79 Full Time and 5 Part Time Jobs retained
- 5 Full Time Jobs Created
- Company Payroll - \$5,400,000

**PROJECT SCHEDULE**

- March 2022—Work begins
- August 2022 - Project Complete

**Project Address:**

60 John Glenn Drive  
Amherst, New York 14228  
(Sweet Home School District)

**Investment:**

Construction: \$1,300,000  
Equipment \$200,000  
Soft/Other Costs: \$300,000



**Company Description:**

60 John Glenn, Inc is the holding company for General Oil Equipment (GOE) and Amherst Stainless Fabricators. GOE was established in 1938 as an equipment supplier to gas stations until acquiring a metal fabricating company to expand their product offerings. The company’s current focus is the manufacture of innovative equipment for the food processing and pharmaceutical industry worldwide. Its stainless steel coating systems are sold to baking industry worldwide leaders including Kellogg, Kraft, Cadbury and Quaker Pepsi. The company is also part of the regional manufacturing cluster supplying Sorrento/Lactalis, API, and Tyson/BayValley Foods. Recently it began working with a company in Arizona to apply biodegradable food safe coatings on bowls and other food packaging materials to reduce single use plastics. Over 70% of their sales are outside New York State.

**Project Description:**

The applicant is seeking to expand their current operation by adding 14,000 square feet to their manufacturing space. The expansion is necessary to add state of the art machinery, allow for additional materials storage and to improve efficiencies in the process to take advantage of market growth.. These factors will contribute to job growth and retention, and expansion.

The applicant states that it is seeking financial assistance to undertake the expansion as construction costs have risen significantly among other factors. The expansion will increase the company’s competitive position in the marketplace and provide for additional revenue and space to add employees. Amherst IDA assistance is crucial to ensuring the company undertakes the project.

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**AIDA COMPANY HISTORY:**

An incentive package for construction of the existing 14,000 square foot space was approved in August 2012. It is due to expire in in 2024 with full school taxes for 2024/2025. The original Authorization Resolution called for an investment of \$1,300,000, the retention of 42 Full time jobs and the creation of creation of 3 new jobs. The company exceeded projections and created 37 new Full Time positions.

**MATERIAL TERMS:**

1. Investment of not less than \$1.53 million at the project location as noted in the application.
2. Achievement of 85.5 Full Time Equivalent Positions two-years after project completion and maintenance of positions for the term of the PILOT.
3. Compliance with the Agency's Local Labor Policy in connection with the construction of the Project