



## expandBUF

[Instructions and Insurance Requirements Document](#)

### Section I: Applicant Background Information

Please answer all questions. Use “None” or “Not Applicable” where necessary. Information in this application may be subject to public review under New York State Law.

#### Applicant Information- Company Receiving Benefit

<b>Project Name</b>	expandBUF
<b>Project Summary</b>	The existence of our Amherst location has in recent years been challenged by our executive committee (EC) located at our Group's HQ in Switzerland. The location that hosts production and engineering, has disappointed with stagnating revenue over the past 8 years. Due to this and a lack of trust in former local management, investments into infrastructure and equipment had been very limited- so far. However, thanks to new local management that took over in 2021, the location is on a path of recovery. A new local growth strategy was developed and approved. The target is to get back on track for sustainable growth- at least 50% in 5 years. At our Amherst NY facility, Kistler Instrument Corp. plans to invest in infrastructure, people and equipment in a five year roadmap. The goals are- to bring a new product line in from overseas (today, these machines are produced in China and Germany)- update/enhance existing production and engineering equipment (e.g. in the machine shop, engineering lab)- to install new ergonomic workstations for employees (help employee retention and attractiveness)- improve overall aesthetics of the facility (for employees and customer visits)- energy efficient (HVAC, air compressor, other machinery)- create infrastructure for e-mobility- hire more staff to achieve eager growth targets- closer collaboration with local universities/colleges (e.g. University At Buffalo, Erie Community College) Due to recent developments in the global economy investments are now at risk.
<b>Applicant Name</b>	Kistler Instrument Corp
<b>Applicant Address</b>	75 John Glenn Drive
<b>Applicant Address 2</b>	
<b>Applicant City</b>	Amherst
<b>Applicant State</b>	New York
<b>Applicant Zip</b>	14228
<b>Phone</b>	(716) 213-5717
<b>Fax</b>	
<b>E-mail</b>	kim.pfluger@kistler.com
<b>Website</b>	www.kistler.com
<b>NAICS Code</b>	335900

#### Business Organization

##### **Type of Business**

Corporation

**Year Established**

1971

**State**

New York

**Indicate if your business is 51% or more (Check all boxes that apply)**

[No] Minority Owned

[No] Woman Owned

**Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)**

[No] NYS Certified

[No] Erie Country Certified

Individual Completing Application

**Name** Kim Pfluger  
**Title** Head of Production and Engineering  
**Address** 75 John Glenn Drive  
**Address 2**  
**City** AMherst  
**State** New York  
**Zip** 14228  
**Phone** (716) 213-5717  
**Fax**  
**E-Mail** kim.pfluger@kistler.com

Company Contact- Authorized Signer for Applicant

**Contact is same as individual completing application** No  
**Name** Jim Vaughan  
**Title** COO  
**Address** 30280 Hudson Dr  
**Address 2**  
**City** Novi  
**State** Michigan  
**Zip** 48377  
**Phone** (248) 668-6900  
**Fax**  
**E-Mail** jim.vaughan@kistler.com

Company Counsel

**Name of Attorney**  
**Firm Name**  
**Address**  
**Address 2**

- City**
- State**
- Zip**
- Phone**
- Fax**
- E-Mail**

Benefits Requested (select all that apply).

<b>Exemption from Sales Tax</b>	Yes
<b>Exemption from Mortgage Tax</b>	No
<b>Exemption from Real Property Tax</b>	No
<b>Tax Exempt Financing*</b>	No

\* (typically for not-for-profits & small qualified manufacturers)

Applicant Business Description

**Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.**

Kistler Instrument Corp. with it's Buffalo location has been loyal to its location for more than 50 years. It has been part of the family owned Kistler Group, headquartered in Switzerland. The three owners have all lived and worked in Amherst NY for a period in their lives. The Buffalo location was one of the founding locations (besides Switzerland). Kistler is global leader in dynamic measurement solutions. While offering many different technological solutions, our core competence is sensors based on piezoelectricity. We produce product locally in Amherst- focusing on Accelerometers and accessories. Kistler Instrument Corp. acts as a reseller of other products (e.g. force sensors, torque sensors, pressure sensors) produced at our group company's sister plants (Germany and Switzerland). More information:  
[https://en.wikipedia.org/wiki/Kistler\\_Group](https://en.wikipedia.org/wiki/Kistler_Group) <https://www.kistler.com/INT/en/about-us/C00000001>  
<https://www.kistler.com/INT/en/milestones/C00000002>

<b>Estimated % of sales within Erie County</b>	1 %
<b>Estimated % of sales outside Erie County but within New York State</b>	4 %
<b>Estimated % of sales outside New York State but within the U.S.</b>	35 %
<b>Estimated % of sales outside the U.S.</b>	60 %

(\*Percentage to equal 100%)

**For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?**

90

**Describe vendors within Erie County for major purchases**

For the project: Millington Lockwood (furniture) Wendel (architecture, construction services) Local contractors (electrical, plumbing, roofing, ...)

## Section II: Eligibility Questionnaire - Project Description & Details

### Project Location

#### Address of Proposed Project Facility

75 John Glenn Drive

#### Town/City/Village of Project Site

Amherst

#### School District of Project Site

#### Current Address (if different)

#### Current Town/City/Village of Project Site (if different)

#### SBL Number(s) for proposed Project

#### What are the current real estate taxes on the proposed Project Site

80,000

#### If amount of current taxes is not available, provide assessed value for each.

Land

\$ 0

Building(s)

\$ 0

If available include a copy of current tax receipt.

#### Are Real Property Taxes current at project location?

Yes

#### If no please explain

#### Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?

Yes

#### If No, indicate name of present owner of the Project Site

#### Does Applicant or related entity have an option/contract to purchase the Project site?

No

#### Describe the present use of the proposed Project site (vacant land, existing building, etc.)

Our Amherst plant was built in the late 1970s with about 32,000sqft distributed across two floors. It hosts both production and engineering as well as the IT infrastructure for all of the U.S. (incl. our other branch in Novi MI). Kistler owns an additional empty lot adjacent south to our plant.

#### Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

The project goal is three-fold: 1. To localize production of a component which is presently manufactured in China and Germany. By manufacturing this component locally in Amherst, we can deliver the product faster and with local resources to our US-based customers. In its present state, the facility does not have sufficient production space to accommodate this, and thus, we look to repurpose areas of the facility for manufacturing. 2. By remodeling and updating the facility, which has been largely untouched since its initial construction, we can provide a more modern office space. By doing so, we will be better positioned to attract (and retain) employees to our organization when remote work and innovative workspaces have a competitive advantage in the war for talent. In scope for these updates include: inviting work spaces, including an updated entry space, multi-purpose break areas, contemporary workstations and e-mobility solutions. 3. To replace outdated equipment which has become inefficient and/or ineffective in energy usage, reliability, and functionality. This equipment can be cumbersome to operate, causing a drain on resources and potential disruption to business operations. Equipment to be replaced includes HVAC RTUs, CNC Machinery, engineering lab equipment (e.g. for cryogenic testing), among others.

#### Municipality or Municipalities of current operations

Town of Amherst

**Will the Proposed Project be located within a Municipality identified above?**

Yes

**Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?**

No

**If the Proposed Project is located in a different Municipality within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?**

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

**Is the project reasonably necessary to prevent the project occupant from moving out of New York State?**

Yes

**If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available**

Production will remain in Germany/China if this project is not executed

**Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?**

No

**If yes, please indicate the Agency and nature of inquiry below**

**If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:**

Kistler is willing to further invest into this location, to which we have been loyal in more than 50 years. The office location in Amherst NY, however, has been questioned in recent years by top group management in our HQ in Switzerland. It would be helpful to upsell this project and any future expansions if we can demonstrate support from local agencies/government. Kistler may be interested in building a completely new facility on the empty lot if the five-year plan comes to fruition. A major growth factor is the new product line to be brought to our Amherst facility (from Germany/China).

**Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)**

Financial support for this project will assist in executing the full scope of the project to maximize the projects effectiveness.-Employees have raised concerns with the condition of their workstations. Not getting assistance would mean investing in lower quality workstations which may not meet the usability or ergonomic quality expectations we wish to provide.- Local production of the components from Germany and China would be jeopardized, resulting in a potential loss of new skills being developed within the facility. Relocation of the new product line from Germany/China would be jeopardized.- Installation of new production/engineering equipment may be delayed. Ultimately, the facility's attractiveness would suffer.

**Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency**

Yes

**If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?**

The scope, quality and impact of the project will be compromised and the attractiveness to invest in the future will be greatly reduced. There have been discussions of expansion plans at our sister location in Michigan which may take priority over New York if we are unable to secure the assistance.

**Will project include leasing any equipment?**

No

If yes, please describe equipment and lease terms.

Site Characteristics

**Is your project located near public transportation?**

Yes

**If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)**

Bus line 34

**Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?**

<BLANK>

**Will the Project meet zoning/land use requirements at the proposed location?**

Yes

**Describe the present zoning/land use**

no change

**Describe required zoning/land use, if different**

**If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements**

**Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?**

No

**If yes, please explain**

**Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?**

No

If yes, please provide a copy.

**Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?**

No

If yes, please provide copies of the study.

**If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?**

Yes

**If yes, describe the efficiencies achieved**

Higher efficiency HVAC units. Current units range age-wise from 10-40years. Another update includes investment in a state-of-the-art CNC machine in the machine shop, replacing two ~30 year old machines.

You may also attach additional information about the machinery and equipment at the end of the application.

**Does or will the company or project occupant perform research and development activities on new products/services at the project location?**

Yes

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

8% of revenue flows back into R&D including hardware and software development (new products and maintenance). We employ 14 R&D positions in Amherst (Software and Hardware development).

Select Project Type for all end users at project site (you may check more than one)

For purposes of the following, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

**Retail Sales**      No

**Services**      No

Please check any and all end uses as identified below.



**3.) New Building addition(s)**

\$ 0 square feet

**4.) Reconstruction/Renovation**

\$ 450,000 8,000 square feet

**5.) Manufacturing Equipment**

\$ 700,000

**6.) Infrastructure Work**

\$ 0

**7.) Non-Manufacturing Equipment: (furniture, fixtures, etc.)**

\$ 240,000

**8.) Soft Costs: (Legal, architect, engineering, etc.)**

\$ 200,000

**9.) Other Cost**

\$ 250,000

**Explain Other Costs** Energy efficient HVAC, e-mobility

**Total Cost** \$ 1,840,000

Construction Cost Breakdown:

<b>Total Cost of Construction</b>	\$ 450,000 (sum of 2, 3, 4 and 6 in Project Information, above)
<b>Cost of materials</b>	\$ 180,000
<b>% sourced in Erie County</b>	100%

Sales and Use Tax:

**Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit** \$ 900,000

**Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):** \$ 78,750

\*\* Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

**Project refinancing estimated amount, if applicable (for refinancing of existing debt only)** \$ 0

**Have any of the above costs been paid or incurred as of the date of this Application?** No

**If Yes, describe particulars:**

Sources of Funds for Project Costs:

<b>Equity (excluding equity that is attributed to grants/tax credits):</b>	\$ 1,840,000
<b>Bank Financing:</b>	\$ 0
<b>Tax Exempt Bond Issuance (if applicable):</b>	\$ 0
<b>Taxable Bond Issuance (if applicable):</b>	\$ 0



**Public Sources (Include sum total of all state and federal grants and tax credits):** \$ 0

**Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)**

**Total Sources of Funds for Project Costs:** \$1,840,000

**Have you secured financing for the project?** No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

**Mortgage Amount (include sum total of construction/permanent/bridge financing).** 0

**Lender Name, if Known**

**Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):** \$0

Real Property Tax Benefit:

**Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other):**

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

**Is project necessary to expand project employment?**

Yes

**Is project necessary to retain existing employment?**

Yes

**Will project include leasing any equipment?**

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location)

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genessee.

By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

<b>Current # of jobs at proposed project location or to be relocated at project location</b>	<b>If financial assistance is granted – project the number of FT and PT jobs to be retained</b>	<b>If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion</b>	<b>Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created</b>
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				<b>upon 24 months (2 years) after project completion **</b>
<b>Full time</b>	53	53	3	3
<b>Part time</b>	1	1	0	0
<b>Total</b>	54	54	3	

**If you estimated new job growth over the next 2 years, please provide a short description of how those estimates were calculated (i.e. jobs per square foot, new contracts/increased revenues, etc.)**

Based on the Location Strategy and our Mid-Term-Plan (MTP, 5 years projection) that was last updated in June of 2023. The MTP assumes successful completion of this project to achieve the growth.

Salary and Fringe Benefits for Jobs to be Retained and Created

<b>Job Categories</b>	<b># of Full Time Employees retained and created</b>	<b>Average Salary for Full Time</b>	<b>Average Fringe Benefits for Full Time</b>	<b># of Part Time Employees retained and created</b>	<b>Average Salary for Part Time</b>	<b>Average Fringe Benefits for Part Time</b>
<b>Management</b>	7	\$ 127,000	\$ 20,000	0	\$ 0	\$ 0
<b>Professional</b>	19	\$ 87,000	\$ 14,000	0	\$ 0	\$ 0
<b>Administrative</b>	8	\$ 60,000	\$ 9,000	0	\$ 0	\$ 0
<b>Production</b>	19	\$ 58,000	\$ 9,000	1	\$ 0	\$ 0
<b>Independent Contractor</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Other</b>	0	\$ 0	\$ 0	0	\$ 0	\$ 0
<b>Total</b>	53			1		

\*\* Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

Employment at other locations in Erie County: (provide address and number of employees at each location):

<b>Address</b>			
<b>Full time</b>	0	0	0
<b>Part time</b>	0	0	0
<b>Total</b>	0	0	0

Payroll Information

**Annual Payroll at Proposed Project Site upon completion**

5,000,000

**Estimated average annual salary of jobs to be retained (Full Time)**

78,000

**Estimated average annual salary of jobs to be retained (Part Time)**

0

**Estimated average annual salary of jobs to be created (Full Time)**

50,000

**Estimated average annual salary of jobs to be created (Part Time)**

0

**Estimated salary range of jobs to be created**

**From (Full Time)** 40,000

**To (Full Time)** 90,000

**From (Part Time)** 0

**To (Part Time)** 0

### Section III: Facility Type - Single or Multi Tenant

#### Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

#### For Single Use Facility

**Occupant Name** Kistler Instrument Corp  
**Address** 75 John Glenn Drive  
**Contact Person** Kim Pfluger  
**Phone** (716) 535-0361  
**Fax**  
**E-Mail** kim.pfluger@kistler.com  
**Federal ID #** 16-0991726  
**SIC/NAICS Code** 335900

SS

## **Section V: Retail Determination**

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

**Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?**

No

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

## **Section VI: Adaptive Reuse Projects**

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

**Are you applying for tax incentives under the Adaptive Reuse Program?**

No

## Section VII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

**Current Address**

**City/Town**

**State**

**Zip Code**

**Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?**

No

**Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?**

No

**If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:**

**Does this project involve relocation or consolidation of a project occupant from another municipality?**

**Within New York State**

No

**Within Erie County**

No

**If Yes to either question, please, explain**

**Will the project result in a relocation of an existing business operation from the City of Buffalo?**

No

**If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)**

**What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)**

**If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?**

<BLANK>

**What factors have lead the project occupant to consider remaining or locating in Erie County?**

**If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?**

**Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.**

## **Section VIII: Senior Housing**

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

**Are you applying for tax incentives under the Senior Rental Housing policy?**

No



## **Section IX: Tax Exempt Bonds**

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

**Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?**

No