

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**

**Executive Committee Meeting  
Agenda**

**December 1, 2023 – 8:30 am  
Agency Offices, 4287 Main Street**

1. Roll Call of Members
2. Reading and Approval of Minutes
3. New Business
  - a. Public Hearing - Williamsville Suburban, LLC, 165 BH Realty, LLC and South Union RD HC, LLC
  - b. Project Review/Cost Benefit Analysis – Williamsville Suburban, LLC, 165 BH Realty, LLC and South Union RD HC, LLC
  - c. Project Review/Cost Benefit Analysis –New Road Solar 1, LLC
  - d. Request For Information – Willowbrook Hospitality, LLC (Hampton Inn)
  - e. Services Agreement Boulevard Mall – Greater Jamaica Development Corporation
4. Adjournment

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Minutes of the Executive Committee Meeting**  
**October 5, 2023 – 8:30 AM**  
**Agency Office, 4287 Main Street**

Executive Committee: Carlton N. Brock, Jr.  
William W. Tuyn  
Anthony Agostino  
David S. Mingoia, Executive Director

Guests: Frank LoTempio III  
Joann Piasecki  
Paul Bliss  
Sean Hopkins  
Jacqui Berger  
Kim Pfluger via Zoom

Mr. Brock opened the meeting at 8:31 AM and requested a motion to approve the previous meeting's minutes. Mr. Agostino made the motion, seconded by Mr. Tuyn and carried unanimously.

Mr. Mingoia introduced Mr. Pfluger via Zoom. Mr. Pfluger provided an presentation on the proposed expansion of Kistler Instruments. After discussion by the Board surrounding employment projections, Mr. Tuyn made a motion to forward the project to the Board of Directors, seconded by Mr. Agostino and carried unanimously.

Mr. Mingoia then opened the public hearing on the 2635 North Forest Working Housing and Infrastructure Project at 8:51 AM. Mr. Hopkins provided a presentation on the project. No other speakers provided testimony at the public hearing. After discussion the public hearing was closed at 9:10 AM. Mr. Mingoia reviewed the draft project profile and cost benefit results for the project. Mr. Tuyn then made a motion to send the project to the Board of Directors for review. The motion was seconded by Mr. Agostino and carried unanimously.

At 9:12 AM, Mr. Tuyn made a motion to adjourn, seconded by Mr. Agostino and carried unanimously.

**PROJECT PROFILE:**  
**Williamsville Suburban Nursing Home Renovation Project**  
**\$3,850,000**  
**December 15, 2023**

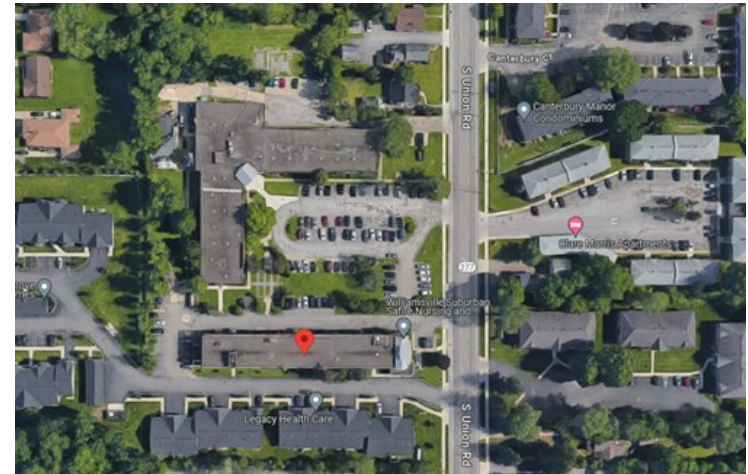


**DRAFT**

<b>ELIGIBILITY</b>
<ul style="list-style-type: none"> <li>Commercial Project under NYS Law</li> <li>Eligible Project under Countywide Eligibility Policy</li> </ul>
<b>COMPANY INCENTIVES (EST.)</b>
<ul style="list-style-type: none"> <li>Sales Tax = \$240,625</li> <li>Mortgage Tax = \$20,625</li> </ul>
<b>PROJECT BENEFITS (EST.)</b>
<ul style="list-style-type: none"> <li>Property Taxes = \$324,139 (An)</li> <li>Income Taxes = \$2,131,763</li> <li>Sales Taxes = \$725,391</li> </ul>
<b>EMPLOYMENT</b>
<ul style="list-style-type: none"> <li>13 Construction and Supply Related Jobs Created</li> <li>36 Full-Time and 7 Part-Time Positions Created,</li> <li>81 Full-Time and 106 Part-Time Positions Retained</li> <li>95 Indirect Positions Supported by the Facility</li> <li>\$6,047,288 Annual Payroll</li> </ul>
<b>PROJECT SCHEDULE (EST.)</b>
<ul style="list-style-type: none"> <li>Work begins May 2024</li> <li>Project completion April 2026</li> </ul>

**Project Address:**  
 165 & 193 South Union Road  
 Williamsville, New York 14221  
 (Williamsville School District)

**Investment:**  
 Equipment: \$2,062,500  
 Construction: \$1,375,000  
 Soft/Other Costs: \$412,500



**Project Description:**

Williamsville Suburban operates a skilled nursing facility consisting of 220 beds located at 165 and 193 South Union Road. About 175 of the 220 beds are currently occupied due to the conditions of the facility. Of those, 80% or more of the residents are dual eligible Medicaid and Medicare recipients.

The facility is in need of repair and renovations to preserve the long-term viability of the senior living facility. New HVAC systems designed to improve air filtration and individualize zones to limit airborne contamination across the facility, new LEED energy efficient lighting, and new ADA-compliant furniture and equipment are some of the investments planned along with renovated and remodeled living and patient services areas. The property will remain open during renovations so no tenants will be displaced during the construction period. The facility is served by two unions, 1199SEIU United Healthcare Workers East Union and UFCW District Union Local One Food Service Union, which are in support of the project.

The Project has been proposed by Mr. Platschek and Mr. Abramczyk, current minority owners of the Williamsville Suburban LLC entity who each currently own a 4.5% interest in Williamsville Suburban, LLC. The applicant indicates that AIDA financial assistance is crucial for the project to take place and viability of the facility to make the required improvements and renovations. The requested financial assistance will provide meaningful cost reductions critical to the viability of the facility due to past majority ownership business practices, including \$2.1 million in tax payments made by Minority Owners to settle arrearages, interest and penalties.

**AIDA Project Evaluation Criteria - Neighborhood Redevelopment**

**PROJECT PROFILE:**  
**Williamsville Suburban Nursing Home Renovation Project**  
**\$3,850,000**

**AIDA COMPANY HISTORY:**

None **DRAFT**

**MATERIAL TERMS:**

1. Investment of not less than \$3,272,500 at the project location as noted in the application.
2. Creation and retention totaling 168 full-time equivalent jobs and maintenance of those jobs three (3) years after completion of the project.
3. Compliance with the Agency’s Local Labor Policy in connection with the construction of the Project.

Distressed Census Tracts	No
Designated Enhancement Area	No
Age of Structure(s)	
Building Vacancy	21% of Skilled Beds
Redevelopment Supports Local Community Development Plan	Adjacent to Enhancement Areas designated for infill and redevelopment
Environmental or Safety Issues	The project seeks to improve interior air handling and implement safety enhancing equipment
LEED/Renewal Resources	Lighting Improvements
Building has Historic Designation	None
Site or Structure has Delinquent Property or Other Local Taxes	No, the Minority Owners have cured outstanding taxes
Impediments to Conventionally Finance Project	Lending Requirements are more stringent, such as increased equity, along with interest rates not seen in decades
Transit Oriented Development	On the edge of the Village in a walkable area served by many modes of transportation
Increased Property Value	The property generates \$324,139 a year in Town, County and School Taxes. Investment in the properties ensures that this figure doesn’t decline.
Provides Workforce and/or Affordable Housing	The facility serves Medicaid and Medicare eligible patients.

# Town of Amherst Industrial Development Agency

## MRB Cost Benefit Calculator



Date: November 22, 2023  
 Project Title: Williamsville Suburban Nursing Home Renovation Project  
 Project Location: 165 & 193 South Union Road, Amherst 14221

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

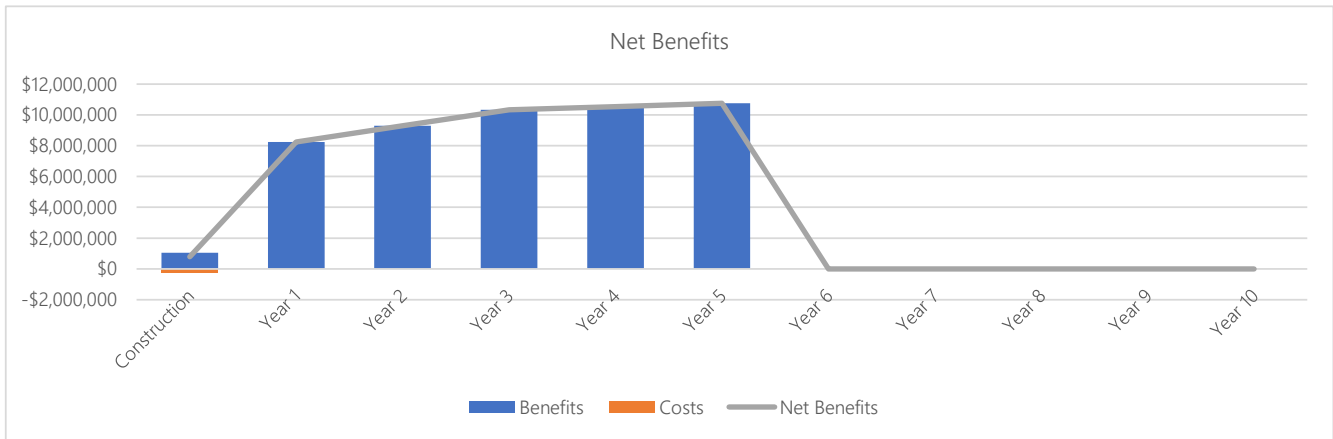
Project Total Investment  
 \$3,850,000

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		7	6	13
Earnings		\$644,673	\$352,090	\$996,763
Local Spend		\$1,540,000	\$1,090,376	\$2,630,376

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		168	95	263
Earnings		\$28,769,299	\$17,606,451	\$46,375,750

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

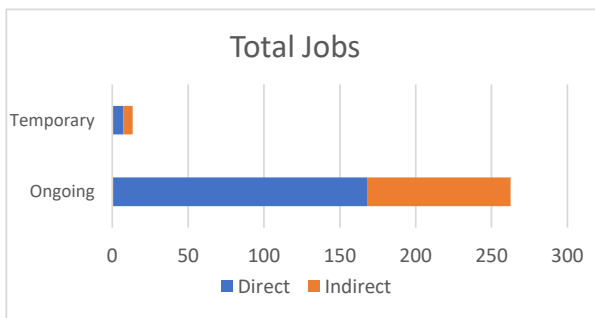
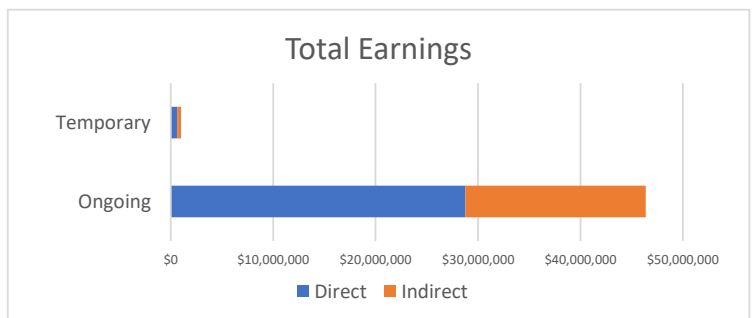


Figure 3



# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$240,625	\$240,625
Local Sales Tax Exemption	\$130,625	\$130,625
State Sales Tax Exemption	\$110,000	\$110,000
Mortgage Recording Tax Exemption	\$20,625	\$20,625
Local Mortgage Recording Tax Exemption	\$6,875	\$6,875
State Mortgage Recording Tax Exemption	\$13,750	\$13,750
<b>Total Costs</b>	<b>\$261,250</b>	<b>\$261,250</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$47,766,297</b>	<b>\$44,974,731</b>
<b>To Private Individuals</b>	<b>\$47,372,513</b>	<b>\$44,603,961</b>
Temporary Payroll	\$996,763	\$996,763
Ongoing Payroll	\$46,375,750	\$43,607,198
Other Payments to Private Individuals	\$0	\$0
<b>To the Public</b>	<b>\$393,784</b>	<b>\$370,770</b>
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$8,286	\$8,286
Ongoing Jobs - Sales Tax Revenue	\$385,498	\$362,485
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$2,463,371</b>	<b>\$2,319,406</b>
<b>To the Public</b>	<b>\$2,463,371</b>	<b>\$2,319,406</b>
Temporary Income Tax Revenue	\$44,854	\$44,854
Ongoing Income Tax Revenue	\$2,086,909	\$1,962,324
Temporary Jobs - Sales Tax Revenue	\$6,977	\$6,977
Ongoing Jobs - Sales Tax Revenue	\$324,630	\$305,250
<b>Total Benefits to State &amp; Region</b>	<b>\$50,229,668</b>	<b>\$47,294,137</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$44,974,731	\$137,500	327:1
State	\$2,319,406	\$123,750	19:1
<b>Grand Total</b>	<b>\$47,294,137</b>	<b>\$261,250</b>	<b>181:1</b>

\*Discounted at 2%

## Additional Comments from IDA

Prepared by DM

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

# PROJECT PROFILE: NEW ROAD SOLAR 1, LLC

**\$9,856,249**  
**December 15, 2023**

**DRAFT**



<b>ELIGIBILITY</b>
<ul style="list-style-type: none"> <li>Renewable Energy Project under NYS IDA Law</li> <li>Eligible Project Under Uniform Tax Exemption Policy</li> </ul>
<b>COMPANY INCENTIVES (EST.)</b>
<ul style="list-style-type: none"> <li>Sales Tax = \$205,537</li> </ul>
<b>PROJECT BENEFITS (EST.)</b>
<ul style="list-style-type: none"> <li>Property Taxes = \$406,395 (\$4,700 per MW increasing 2% a year for 15 years)</li> <li>Income Tax = \$123,986</li> <li>Sales Tax = \$42,189</li> </ul>
<b>EMPLOYMENT</b>
<ul style="list-style-type: none"> <li>29 Construction and Related Jobs Created</li> <li>2 Part-Time Jobs Created</li> <li>Total Payroll of New Jobs = \$15,000</li> </ul>
<b>PROJECT SCHEDULE</b>
<ul style="list-style-type: none"> <li>March 2024 - Work Begins</li> <li>December 2024 - Project Complete</li> </ul>

**Project Address:**  
800 New Road  
Amherst, New York 14228  
(Williamsville School District)

**Investment:**  
Land Lease: \$673,000  
Construction: \$8,616,044  
Utility Connections: \$317,205  
Soft/Other costs: \$250,000



**Project Description:**  
Sol Source Power, LLC, operating for this project as New Road Solar 1, LLC, is a renewable energy company that operates in the Northeast and Midwest. Founded in 2021, the company serves a diverse range of customers, including large independent power producers, school districts and non-profits.

The applicant is seeking to install and operate a 5 MW community solar farm on 30 acres of leased land at 800 New Road. The renewable electricity generated by the system is fed directly into the local utility distribution system, where it can then be purchased by area homes and businesses as credits against their electricity bill. The expected electric generation capacity of this project is enough to power over 850 homes.

This project meets NY’s Climate Leadership and Community Protection Act which includes a target of 70% renewable energy generation by 2030 with a goal of a zero emissions electricity sector by 2040. In 2022, General Municipal Law was amended to include language specifically for Industrial Development Agencies to support renewable energy projects. In addition, the New York State Energy Research and Development Authority developed a guidebook and guidelines for siting and incentivizing solar facilities including a PILOT calculator. Locally, the town introduced zoning for solar projects and determined which sites were suitable, mainly properties that have little market value for other uses. The applicant intends to engage local skilled sheep farmers for vegetative maintenance and other local vendors for maintenance and other ground related tasks.

IDAs play an important role as we manage the project on behalf of all taxing jurisdictions and provide certainty for financiers of the project. Under state law, solar projects are exempt from property taxes but for negotiated local PILOTS. The applicant is required per the Town’s Zoning Approval to provide a performance bond to remove the solar panels after the useful life of the project is complete.

**PROJECT PROFILE:  
NEW ROAD SOLAR 1, LLC  
\$9,856,249**

**DRAFT**

**AIDA COMPANY HISTORY:**

None

**MATERIAL TERMS:**

1. Investment of not less than \$8,377,812 at the project location as noted in the application.
2. Compliance with the Agency's Local Labor Policy in connection with the construction of the Project
3. Execution and delivery of Community Benefit Agreement with Town of Amherst
4. Creation within two (2) years of Project completion of two new part-time jobs and retention of such jobs throughout the Compliance Period

**AIDA Project Evaluation Criteria - Energy Production**

Advances Renewable Energy Production/Transmission Goals	Adds clean, renewable energy source to meet NYS renewable energy goals.
Provides Capacity or Transmission to Meet Local Demand	Adds additional source of community solar for local residents to opt in to.
Wage Rates	2 part-time jobs created with total payroll of \$15,000
In Region Purchases	The applicant will be sourcing local for vegetation maintenance and other services such as snow plowing and equipment operation and maintenance.
Local Official(s) Support	The Town supports the PILOT and requested AIDA approval prior to approving a special use permit.



# Town of Amherst Industrial Development Agency

## MRB Cost Benefit Calculator



Date: November 22, 2023  
 Project Title: New Road Solar 1, LLC  
 Project Location: 800 New Road, Amherst 14228

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

**Project Total Investment**

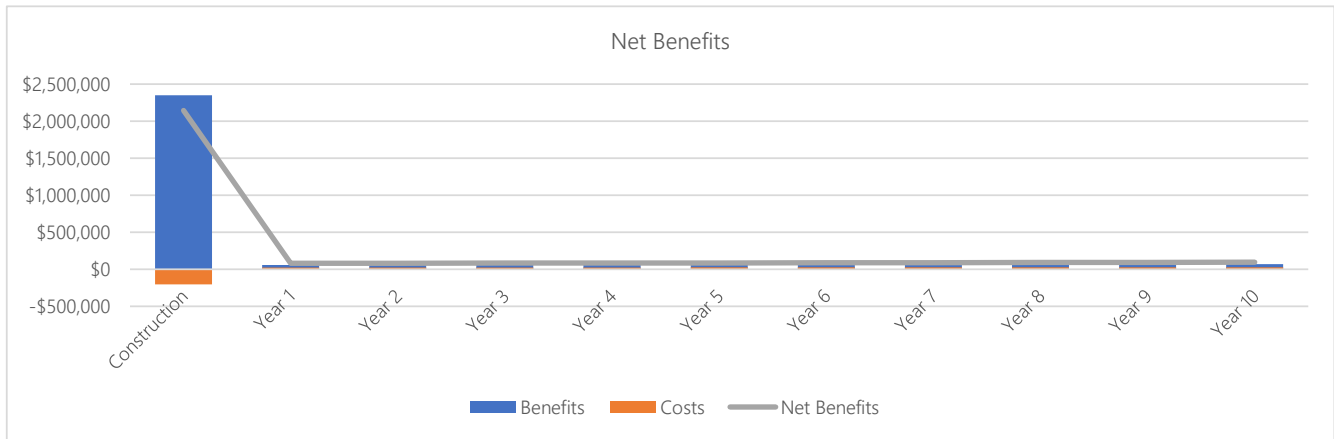
\$9,825,249

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		15	14	29
Earnings		\$1,435,356	\$780,240	\$2,215,596
Local Spend		\$3,438,837	\$2,418,945	\$5,857,782

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		2	1	3
Earnings		\$250,205	\$289,437	\$539,642

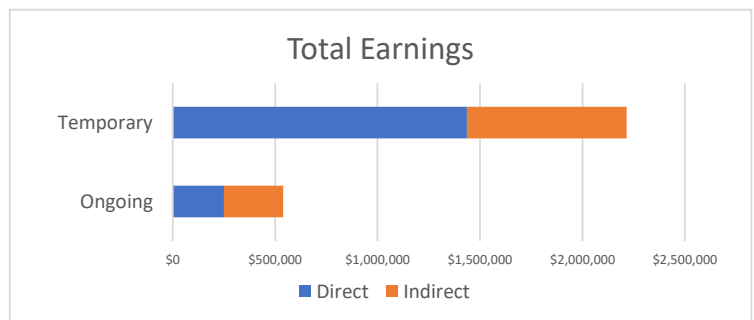
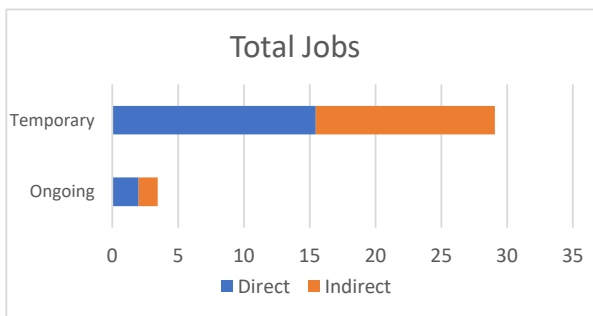
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	-\$406,395	-\$345,588
Sales Tax Exemption	\$205,537	\$205,537
Local Sales Tax Exemption	\$111,577	\$111,577
State Sales Tax Exemption	\$93,960	\$93,960
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
<b>Total Costs</b>	<b>-\$200,858</b>	<b>-\$140,051</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$3,184,536</b>	<b>\$3,042,550</b>
<b>To Private Individuals</b>	<b>\$2,755,238</b>	<b>\$2,674,728</b>
Temporary Payroll	\$2,215,596	\$2,215,596
Ongoing Payroll	\$539,642	\$459,132
Other Payments to Private Individuals	\$0	\$0
<b>To the Public</b>	<b>\$429,298</b>	<b>\$367,822</b>
Increase in Property Tax Revenue	\$406,395	\$345,588
Temporary Jobs - Sales Tax Revenue	\$18,417	\$18,417
Ongoing Jobs - Sales Tax Revenue	\$4,486	\$3,817
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$143,272</b>	<b>\$139,086</b>
<b>To the Public</b>	<b>\$143,272</b>	<b>\$139,086</b>
Temporary Income Tax Revenue	\$99,702	\$99,702
Ongoing Income Tax Revenue	\$24,284	\$20,661
Temporary Jobs - Sales Tax Revenue	\$15,509	\$15,509
Ongoing Jobs - Sales Tax Revenue	\$3,777	\$3,214
<b>Total Benefits to State &amp; Region</b>	<b>\$3,327,809</b>	<b>\$3,181,635</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$3,042,550	-\$234,011	13:1
State	\$139,086	\$93,960	1:1
<b>Grand Total</b>	<b>\$3,181,635</b>	<b>-\$140,051</b>	<b>23:1</b>

\*Discounted at 2%

## Additional Comments from IDA

Prepared by DM

Does the IDA believe that the project can be accomplished in a timely fashion? Yes



November 10, 2023

David S. Mingoia  
Executive Director  
Amherst Industrial Development Agency  
4287 Main Street  
Amherst, New York 14226

RE: *Hampton Inn -Amherst, 1601 Amherst Manor Drive, Amherst, New York (“Hotel” or “Project”)*  
*Response to Letter dated October 12, 2023 re: Material Factors*

Dear Dave:

We are pleased to provide the following information about the performance of the Hampton Inn – Amherst. It has been an “interesting” time in the hospitality industry since we were first introduced to this project.

In December 2016, the Town of Amherst published an RFP for a hotel to be located at the North Town Center. Uniland made the only response to the Town’s RFP and proposed a unique hotel that would not only address the needs of the sports tourism industry but also provide a “first in the country” Universally Designed/isUD certified hotel that would assist in attracting adaptive sports to the area. As part of the structure of the initial transaction, the ground lease between the Town and Uniland specifically contemplated (by way of an increase in base rent) that a 5<sup>th</sup> ice sheet would be installed at the Northtown Center by the Town. The Town has yet to build the 5<sup>th</sup> ice sheet.

In good faith and based upon the long-standing relationship between Uniland and the Town, the parties worked together to put forth an application that demonstrated the project indeed fit the requirements of the General Municipal Law Section 862 and would qualify as a “tourism destination.” It was the intent of the parties that the synergy and collaboration between the Northtown Center and the Hampton Inn-Amherst would increase ice sheet rental and create an economic benefit to the Town and the region. We believe the Hotel has done exactly that.. In addition, the Hotel has helped attract other amateur sporting events to the athletic facilities adjacent to the Northtown Center.

The Hampton Inn – Amherst received its certification as a “isUD” (universally designed) hotel on July 31, 2020. We have obtained a certificate from isUD as further substantiation of the certification. I would like to boast here that a picture of the Hampton Inn-Amherst appears on the landing page of the isUD website ([www.thisisUD.com](http://www.thisisUD.com)). We were the first and currently the only hotel in the nation to have a 100% universal design. We are rather proud of that accomplishment and the AIDA, as a supporter of the Project, should also be very proud of its role in supporting that accomplishment.

As you are aware, at the time of the construction and grand opening of the hotel in **July 2020**, the state and region were subject to the New York State Governor's emergency orders which placed restrictions on not only businesses, but on organized sports as well. New York State, through Empire State Development Corporation ("ESDC") deemed certain sports, including ice hockey, as a "high risk" recreational activity and, through the NYS Department of Health, issued a 16-page Interim Guidance ("Interim Guidance") that provided guidelines for "non-professional and non-collegiate sports and recreation activities (e.g. youth sports), inclusive of indoor and outdoor sports and recreation, as well as organized and non-organized sports and recreation." The Interim Guidance restricted participants in high-risk sports and recreation activities until February 1, 2021, at which time individual or group training and organized no/low contact group training was allowed, along with competitions and tournaments only as permitted by the respective local health authorities (i.e., county health departments). Per the Interim Guidance, for all lower, moderate and higher risk sports, "**travel for practice or play is prohibited outside of the region or contiguous counties/regions. Interstate travel for practice or play remains strongly discouraged....**" The tourism destination business of the Hampton Inn Amherst was immediately undercut by NYS. It was not until March 29, 2021 that statewide travel for sports and recreational activities was allowed to resume, however, it experienced a very slow return.

The implementation on or about March 7, 2020 of New York State's state of emergency could not have come at a worse time for our new Hotel opening. Despite the pandemic and the restrictions put in place, the Hampton Inn Amherst has survived where others have not. This has not been without significant financial recourse to our company.

Despite the negative impact of the pandemic and the lack of a 5<sup>th</sup> ice sheet, the Hampton Inn Amherst has booked **2,546 total room nights in 2021** for sports-related (non-UB collegiate) stays. In 2021, there were 4 USA Hockey related organizations that contributed to those 2,546 room nights booked. In **2022, Hampton Inn Amherst booked 4,753 room nights** for sports-related (non-UB collegiate) stays and **in 2023, Hampton Inn Amherst booked 6,494 room nights** for sports-related (non-UB collegiate) stays, which demonstrates a very significant upward trend. In 2022, there were 3 USA Hockey related organizations that contributed to those 4,753 room nights booked. In 2023, there were 6 USA Hockey related organizations contributing to the 6,494 room nights booked and additionally, 4 disabled hockey/sports organizations that contributed to the total 6,494 room nights attributable to sports-related (non-UB collegiate) stays. **In 2024, there are 4,410 room nights blocked** at Hampton Inn Amherst for sports-related (non-UB collegiate) bookings **as of the date of this letter**, a number that is expected to increase as the year progresses.

All of these room nights have been with guests that live outside of the eight (8) county area of WNY. The Hampton Inn Amherst does not track the number of tournaments, programs, training camps, festivals or training weeks that these rooms represent as the hotel does not organize or schedule the tournaments, programs, training camps or festivals; that is a number that the Northtown Center and/or the Town of Amherst could report to the AIDA. Note that none of these numbers take into account the additional room nights booked by persons seeking a universally designed hotel to accommodate special needs, as the Hotel's reputation grows and spreads.

The Hampton Inn – Amherst serves as one player on a team whose goal is to attract tournaments, camps and other events to the Northtown Center and its adjacent facilities. There are several organizations that can potentially host events at the NTC. They include but are not limited to Greater Buffalo Adaptive Sports, USA Hockey, NYSAHA, Amherst Youth Hockey and Aunt Rosie Softball. Typically, these organizations work with the NTC to coordinate date(s) of the event. Once confirmed, the Hampton Inn – Amherst, as well as other supporting organizations, become involved. The Hampton Inn has dedicated personnel that are in constant communication with the event organizers to promote market and secure rooms and other hotel amenities for the event participants and guests. Once confirmed, our dedicated hospitality team provides a first-class experience. The Hampton Inn's goal, along with all the other team members involved, is repeat business that will create tourism to the Town and WNY.

At the time of our application and inducement, we had a strong relationship with the USA Hockey National Sled Hockey Representative. That individual has since left USA Hockey but moved to another organization which promotes adaptive sports in the Buffalo area. Our relationship remains strong and, with this organization (Greater Buffalo Adaptive Sports), we have substantially increased our ability to promote the hotel's unique isUD certification that meets the needs of the adaptive sports community.

Upon review of the Project Agreement and the Agency Lease, it appears that reporting by Willowbrook Hospitality (former name of hotel ownership) is required for (i) jobs retained and created (annually), (ii) salary and fringe benefits averages or ranges for categories of jobs retained and created (annually), (iii) final costs incurred and paid by or on behalf of Willowbrook Hospitality in connection with the Hotel (one-time); (iv) annual report of sales and use tax exemptions; and (v) compliance with local labor policy during construction. All of this reporting has been made when required. There is no independent requirement for reporting on the "material factors" contained in the Inducement Resolution, Company Lease and Project Agreement. As clearly stated by the Inducement Resolution, Project Agreement and Company Lease, the Hotel "does not control the operations of the Northtown Center complex or have a direct contractual relationship with USA Hockey." Even though the Hotel opened and began operations during a once-in-a-lifetime pandemic, it has clearly ramped up from the devastating years for the hospitality industry and shows much promise for the remainder of the Compliance Period.

Focusing purely on Willowbrook Hospitality's "best efforts, measured and judged solely with respect to the (Hotel) and its circumstances without reference to industry standards" as directed by the material factors clause, the Hotel has demonstrated, by its results alone, **a 250% increase in room nights booked from 2021 to 2023** and clearly has attained the main goal of the inducement which is to be a "tourism destination" as defined in the NYS General Municipal Law Section 862(2): a location or facility which is likely to attract a significant number of visitors from outside the economic development region as established by section two hundred thirty of the economic development law, in which the project is located.

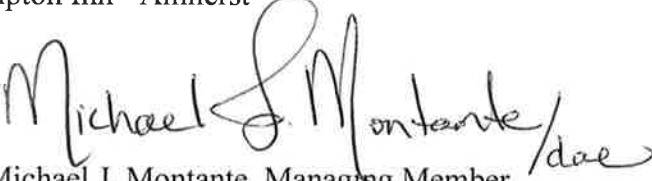
We believe our results establish our compliance with the material factors of the various AIDA agreements. We are proud of our performance throughout these several difficult years since opening and we are even prouder of the upward trend in bookings and future bookings. Be assured that Hampton Inn Amherst will continue its best efforts to support Northtown Center and other regional sports facilities within the town to market to and attract not only adaptive/disable sports organizations, but also all sports organizations to our Western New York region.

We will continue to collaborate with the Northtown Center, USA Hockey, Greater Buffalo Adaptive Sports and **all** other sports organizations to encourage the siting of tournaments, programs, camps and festivals here. It makes good business sense for the Hotel, the Northtown Center, the Town of Amherst, the County of Erie, and our regional Western New York economic development area.

As always, I am willing to discuss our results with you and look forward to our future collaborative efforts.

Very truly yours,  
WILLOWBROOK HOSPITALITY, LLC  
dba Hampton Inn - Amherst

By:

  
Michael J. Montante, Managing Member

cc: Carlton Brock



**Greater Buffalo Adaptive Sports**  
9 Sagebrush Lane, Lancaster, NY 14086

BOARD OF DIRECTORS

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BERN CARPENTER

DAVID GURON, Esq.

JUJU VENTRI

SHEVI WAREZALA

HONORARY MEMBERS

THOMAS H. WARING, JR.

DAVID PALZORAC

DR. YELLAMBIRAJU KUMAR

EXECUTIVE DIRECTOR

&  
COMMUNITY  
ENGAGEMENT

ADAM PAGE

Dear Mr. Mingoia,

Our Foundation, Greater Buffalo Adaptive Sports, has been able to bring four disabled events to Western New York in the last 45 days. Two of these events were national events.

The weekend of August 25 we brought the USA National Wheelchair Lacrosse Championships to Western New York. Our local Buffalo Bandits wheelchair program participated along with 9 other programs from around the country. The second was the USA National Wheelchair Football Tournament. Our local Buffalo Bills Wheelchair program participated along with seven other NFL sponsored teams from around the country. These two events, according to Visit Buffalo Niagara and The Buffalo Sports Commission, sold 510 hotel room nights and over \$420,000 in economic impact.

On Saturday, September 9 we hosted the first ever national division of wheelchair cornhole with

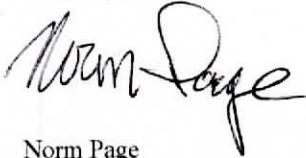
American Cornhole Organization putting us in their national magazine. October 28 and 29 we hosted a 4-team regional sled hockey tournament at Northtown Center.

The common thread is that our Foundation was able to bring these events in large part because of the Hampton-Amherst hotel. The hotel allowed us as host to give our athletes a place to stay with dignity like no other in the country. The Universal Design that the Hampton provides will continue to help us bring these amazing athletes and tournaments to Western New York. We currently provide 8 different sports with more to come. We work very closely with many of the NGB's around the country to promote our hometown as a perfect place to bring these events.

The Hampton is an essential part of our ability to continue to bring regional, national, and international events here to Western New York. Our Foundation and the Hampton worked very closely to make those events happen.

I would welcome the opportunity to discuss further with you the importance of the Hampton-Amherst in bringing many more disabled events to WNY.

Sincerely,



Norm Page

Greater Buffalo Adaptive Sports, Inc. 501  
(Formerly The Sled Hockey Foundation)



<https://greaterbuffaloadaptivesports.org/>



David S. Mingoia  
Executive Director



October 12, 2023

**Via Deliver Service**

Willowbrook Hospitality, LLC  
100 Corporate Parkway  
Suite 500  
Amherst, New York 14226  
Attn: Michael Montante

RE: Town of Amherst Industrial Development Agency  
Willowbrook Hospitality, LLC  
2020 Amherst Manor Hotel Project

Dear Mr. Montante:

This is a request for information concerning the above-referenced project ("Project") made pursuant to Sections 3.3, 5.1 and 8.5 of the Lease Agreement between Willowbrook Hospitality, LLC (the "Company") and the Town of Amherst Industrial Development Agency (the "Agency") dated as of February 1, 2020 (the "Lease Agreement").

**Information Pertaining to USA Hockey Material Factor**

Pursuant to Section 8.5 (a)(vi) of the Lease Agreement, the Company agreed, as a Material Factor for the Project, to:

*"exercis[e] its best efforts [during the term of the Lease Agreement] to cause the following to occur, it being understood that the Company does not control the operations of the Northtown Center complex or have a direct contractual relationship with USA Hockey:*

(A) *having USA Hockey declare the Northtown Center as the "National Home of the USA National Sled Hockey Programs," with such designation to remain in effect throughout the Compliance Period;*

(B) *having USA Hockey Disabled Disciplines host at least three (3) tournaments at the Northtown Center during each year of the Compliance Period;*

(C) *having USA Hockey host annual training programs, camps and festivals at the Northtown Center during each year of the Compliance Period; and*

(D) *having USA Hockey house the USA National Deaf/Hard of Hearing, Blind Hockey and Standing/Amputee teams for their training weeks during each year of the Compliance Period.*

Please provide the following information and supporting documentation with respect to the Company's compliance with the USA Hockey Material Factor:

1. Please confirm in writing whether USA Hockey has declared the Northtown Center as the "National Home of the USA National Sled Hockey Programs." If USA Hockey has not made this declaration, please provide a detailed written statement, including dates and supporting documentation (in the form of emails, correspondence and other documents) demonstrating the Company's best efforts from February 1, 2020 through the date of this letter to have USA Hockey declare the Northtown Center as the "National Home of the USA National Sled Hockey Programs."

2. Please confirm in writing whether USA Hockey Disabled Disciplines has hosted at any tournaments at Northtown Center from February 1, 2020 through the date of this letter and if so, please provide the dates that such tournaments were hosted. If USA Hockey Disabled Disciplines has hosted less than three (3) tournaments in any year (measured from February 1 to January 31, starting with February 1, 2020), please provide a detailed written statement, including dates and supporting documentation (in the form of emails, correspondence and other documents) demonstrating the Company's best efforts to have USA Hockey Disabled Disciplines host at least three (3) tournaments at the Northtown Center.

3. Please confirm in writing whether USA Hockey has hosted annual training programs, camps and festivals at the Northtown Center from February 1, 2020 through the date of this letter and provide the dates that such annual training programs, camps and festivals were hosted. Please provide a detailed written statement, including dates and supporting documentation (in the form of emails, correspondence and other documents) demonstrating that the best efforts undertaken by the Company have caused USA Hockey to host training programs, camps and festivals at the Northtown Center since February 1, 2020.

4. Please confirm in writing whether USA Hockey housed at the hotel the USA National Deaf/Hard of Hearing, Blind Hockey and Standing/Amputee teams for their training weeks each year from February 1, 2020 through the date of this letter, and if so, please provide the dates and number of hotel rooms that were booked for such purpose. If USA Hockey did not utilize the hotel for the USA National Deaf/Hard of Hearing, Blind Hockey and Standing/Amputee teams for their training weeks in any year (measured from February 1 to January 31, starting with February 1, 2020), please provide a detailed written statement, including dates and supporting documentation (in the form of emails and correspondence) demonstrating the Company's best efforts to have USA Hockey house at the hotel the USA National Deaf/Hard of Hearing, Blind Hockey and Standing/Amputee teams for their training weeks each year from February 1, 2020 through the date of this letter.

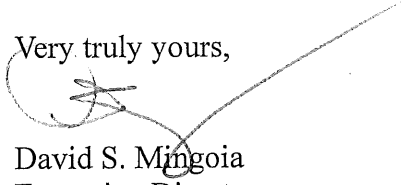
Information Concerning the Project's Designation as a Tourism Destination

In Section 3.3 of the Lease Agreement, the Company represented and warranted to the Agency that the Project is a "tourism destination with facilities likely to attract a significant number of visitors from outside the local development region the Project is located." In Section 12.4 of the Lease Agreement, the Company committed to operating the Project as a qualified "project" in accordance with and as defined under the Industrial Development Agency Act.

Please provide in the form of a written statement with supporting documentation demonstrating the Company's compliance with these requirements. Please include in your response detailed hotel visitor information—the Agency is specifically requesting data demonstrating that individuals living outside of the WNY economic development region stayed at the hotel in order to attend events that were hosted at the Northtown Center for the period commencing as of February 1, 2020 through the date of this letter. For purposes of this response, please note that the WNY economic development region includes Erie, Niagara, Cattaraugus, Chautauqua and Allegany counties.

Please provide your response within thirty (30) days from the date of this letter. Thank you for your anticipated cooperation.

Very truly yours,



David S. Mingoia  
Executive Director

cc: Susan Hassinger, Esq. (*via delivery service*)  
Uniland Development Company  
100 Corporate Parkway  
Suite 500  
Amherst, New York 14226

Carlton Brock, AIDA Chair

# **MEMORANDUM**

December 1, 2023

TO: AIDA Executive Committee

FROM: David Mingoia

RE: Greater Jamaica Development Corporation – Boulevard Mall Redevelopment  
Proposal For RFP Services

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Enclosed in the Executive Committee Agenda Packet is a proposal from the Greater Jamaica Development Corporation (GJDC) to assist with the development of a Request for Proposals (RFP) for land at the current Boulevard Mall property, that includes evaluation of the responses and assistance through land sale agreements. This is an anticipated 2024 budgetary expense that was discussed and included in the 2024 Agency Budget approved in October.

The Amherst IDA Procurement Policy allows for contracting with a “Single Source”, which is defined as a situation where even though there may be two or more vendors, the Agency determines that (i) one particular vendor has unique knowledge or expertise with respect to the required services, rendering the use of competitive procedures impractical; and (ii) considering the benefits, the cost to the Agency is reasonable. Based on our interactions with GJDC over the past eighteen months, we feel that this procurement qualifies as a single source under the Procurement Policy and that it is in the best interests of the Agency to proceed with GJDC for these services.

The GJDC, as a public sector community development corporation, understands and functions in a similar, and often same manner as the AIDA, by utilizing its legal authority to further economic development. Formed in 1967, as one of the nation’s first community development corporations, it has successfully spearheaded private and public investment in Jamaica Queens. In addition to offering small business lending through a revolving loan fund, GJDC has successfully developed a number of retail and mixed-use projects from the proverbial “soup to nuts”. Through its own RFP process, GJDC has partnered with private developers to reinvigorate underperforming properties and it also manages several of its own properties developed as public-private partnerships. Through their decades of experience and interacting with the private development community of greater New York City and the largest firms operating in the United States, GJDC has built up a substantial network that will be leveraged to create the town center envisioned for the Boulevard Mall property.

Over the past 18 months, GJDC has organized meetings with developers in New York City and brought several to Amherst in December 2022 for introductory meetings as we were in the early stages of formulating the eminent domain plan with the Town. Based on this interaction and the entity’s track record, GJDC is uniquely qualified and the best choice for these services at the contracted price.



Greater Jamaica  
Development  
Corporation

NOVEMBER 2023

# Boulevard Mall Redevelopment

Proposal for RFP Services



Presented To  
**The Town of Amherst, NY**

Presented by  
**Greater Jamaica Development Corporation**

## Overview

Formed in 1967, Greater Jamaica Development Corporation (GJDC) is one of the nation's first community development corporations. Since then, GJDC has become a model for economic transformation. GJDC encourages responsible private and public investment in Jamaica, Queens to enhance the quality of life for the residents and workers of Jamaica. We pride ourselves on our local focus, data-driven approach, high-impact programs, and cross sector collaborations—all leading to the revitalization of our storied community.

GJDC is pleased to present this proposal to the Town of Amherst for services to be related to the predevelopment of the Boulevard Mall site. Services include the development of a Request for Proposals (RFP) and participation as a member of the proposal review committee, as assigned by the Town of Amherst. GJDC will also serve as a consultant for the Town of Amherst during the final analysis of the proposals.

The services will be performed in phases described below:

### **Phase 1: RFP Development**

The development of the initial RFP will take approximately 8 weeks to complete. This will involve coordination with the Town of Amherst and its partners to gather all necessary information as it pertains to the Boulevard Mall redevelopment. GJDC will circulate drafts of the RFP with the Town of Amherst for approval prior to the official release of the document. Each subsequent RFP, if applicable, may take up to 2- 3 weeks to develop.

GJDC will circulate the final RFP within GJDC's extensive list of regional and national real estate partners. Additionally, GJDC will identify online platforms to maximize exposure of the development site to increase the number of responses submitted. Fees directly associated with advertisement via online platforms will be presented to the Town of Amherst for approval and submitted to the Town of Amherst for reimbursement.

This Phase will take approximately 9 weeks.

**Phase 2: Proposal Review Committee**

As a Committee Member, GJDC will conduct comprehensive evaluations as part of the Committee that will focus on the quality of development programs, development team qualifications and financial feasibility. A representative from GJDC will attend all Committee Review meetings (in-person or virtual).

**Phase 3: Final Evaluation Report**

All information collected through the final cure letters and interviews will be used to develop a final evaluation report and recommendation to the Town of Amherst.

## The GJDC Team

The efforts described in the phases above will be led by GJDC's CEO, Justin Rodgers, and the Director of Real Estate, Tiana Liriano. Day to day support will be provided by the Real Estate Department's Project Manager, Katie Ryan. Our Finance Department will review all financial structures proposed. Each member of the team has the capacity to commit to the successful development and completion of the RFP through to the selection and closing process.

### Organization and Management



**Justin Rodgers**  
PRESIDENT & CEO



**Tiana Liriano**  
DIRECTOR



**Katie Ryan**  
PROJECT MANAGER



**Todd Benenson**  
CHIEF FINANCIAL OFFICER



**Jessica Garcia**  
CONTROLLER



**Edwin Rosado**  
REAL PROPERTIES  
FACILITY MANAGER,  
DIRECTOR OF FIRE &  
LIFE SAFETY



## Team Bios

### **Justin Rodgers, President & CEO**

Justin is a recognized leader with over 20 years' experience in the private and not-for profit sectors. His expertise includes real estate development as well as construction management for both private and publicly funded projects. Justin has experience in affordable housing, hospitality and commercial markets.

In June 2022, Justin was unanimously voted President & CEO of Greater Jamaica Development Corporation (GJDC) by the Board of Directors. He is responsible for promoting growth and development in Downtown Jamaica, Queens; including creating strategies and initiatives to expand and enhance Jamaica's retail, industrial and economic base. Justin has facilitated more than a billion dollars of development projects in the area including commercial, mixed-income housing and hospitality.

Justin graduated magna cum laude in economics from Florida A & M University. He earned a master's degree in management and business from Adelphi University. Justin has received numerous awards including, the Queens Courier Rising 40 Under 40 Stars, The Network Journal Under Forty and City and State's Queens Borough Influential 50.

### **Tiana Liriano, Director of Real Estate & Property Management**

Tiana has over 10 years of experience in real estate development and construction in NYC, Long Island and New Jersey. She currently leads all development and management initiatives as the Director of Real Estate and Property Management at Greater Jamaica Development Corporation.

Prior to joining GJDC, Tiana worked on several mixed-use, affordable and market rate developments in NYC and Jersey City. She has extensive experience in creating project proposals for city-issued RFPs. She also worked for the NYC MTA as a Senior Grants Manager developing million-dollar grant applications for MTA projects and managing those funds throughout the life of the construction period.

Tiana earned her bachelors degree in Public Policy from The University at Albany.

**Katherine Ryan, Project Manager**

Katie is the Project Manager for the Real Estate, Economic Development & Capital Projects Team. Her duties include grant submittals, reviewing and creating proposals and managing and project budgets.

Previously, she worked in commercial reality in Manhattan and municipal mapping for Nassau County. She graduated Magna Cum Laude in political science from The University at Albany in 2018. She is currently pursuing a master's degree in Urban Planning at Hunter College.

**Todd S. Benenson, Chief Financial Officer**

Todd S. Benenson joined Greater Jamaica Development Corporation (GJDC) as Assistant Treasurer and Chief Financial Officer in April 2005. He is responsible for all areas of accounting including the budget, audit, payroll, fringe benefits, contract administration, and financial reporting.

Prior to joining GJDC, Mr. Benenson had been Controller at Five Star Electric Corporation, the Maramont Corporation, and Trico Electric Corporation. He also has seven years of experience working with various New York accounting firms including Deloitte & Touche, Gersten Slater & Company, and Spicer & Oppenheim. Mr. Benenson holds a BA in Public Accounting from Pace University and is a member of the New York State Society of Certified Public Accountants and the American Institute of Certified Public Accountants.

**Jessica Garcia, Controller**

Jessica is a graduate from St. John's University with a BS in Accounting & Finance. Her proven work ethic during a college internship turned into a full-time position as a Junior Accountant at Wild, Maney & Camera, an accounting firm based in Long Island. After two years Jessica moved on to Buchbinder Tunick & Company as their Senior Auditor. Jessica then took a position with Grassi & Company, a large Jericho based auditing firm, with the challenge of many more clients and diversity of work. While at Grassi, Jessica realized that many of her clients were in the not-for-profit sector enriching their respective communities. This prompted her to take a position as Senior Staff Accountant at Greater Jamaica Development Corporation.

Within a year, Jessica was promoted to her current position as Controller. Jessica is responsible for all areas of accounting including the budget, audit, payroll, fringe benefits, contract administration, and financial reporting. Jessica is a member of the New York State of Certified Public Accountants and the American Institute of Certified Public Accountants.

**Edwin Rosado, Real Property, Facilities Manager, Director of Fire & Life Safety**

Edwin is responsible for overseeing the day-to-day property management of the entire GJDC real estate portfolio. With more than thirty-five years of property management experience, Edwin has strong administrative skills, a deep knowledge of service contracts, property accounting and tenant relations. Edwin also manages all construction activities in all GJDC's properties and played a pivotal role in the management of the construction of the coworking space, Greater Nexus.

Edwin is a New York State Licensed Real Estate Broker and has attended John Jay College and Long Island School of Real Estate. He has a certification in building operations and general energy efficiency practices.

# Proposed Timeline

<b>Phase 1</b>	<b>RFP Development</b>	<b>9 Weeks</b>
	Information Gathering	2 weeks
	Draft and Publish the RFP	6 weeks
	Advertise and Solicit	1 week
<b>Phase 2</b>	<b>Participation in the Proposal Review Committee</b>	<b>Conditional</b>
	Conduct Threshold and In-Depth Evaluation of Proposals	
	Attend Review Committee Meetings (In Person and/or Virtual)	
<b>Phase 3</b>	<b>Final Evaluation</b>	<b>2 weeks</b>
	Conduct Final Analysis of Proposals and Present to Client	2 weeks

*\*The timeline for Phase 2 is conditional as it is subject to the review process of all parties appointed to the Proposal Review Committee.*

*\*If multiple RFPs are released, the 2-week timeline for Phase 3: Final Evaluation will apply to each RFP.*

# Proposed Cost

GJDC appreciates the opportunity to submit this proposal to the Town of Amherst related to the RFP Services for the Boulevard Mall redevelopment. Our team dedicated to this project has a strong combined level of expertise to deliver a successful RFP and additional services for a project site of this magnitude.

The services described in this proposal are anticipated to take approximately 4-8 months. GJDC can commit to developing each RFP (if applicable) within the timeframes described within this proposal. However, Phase 2, is completely contingent on the process of the Proposal Review Committee, the number of proposals received in response to the RFP as well as the number of RFP released.

The proposed cost below is based on the services described in this document and as discussed with the Town of Amherst. If you should have any questions or comments relating to the scope of work and proposal, please do not hesitate to contact Tiana Liriano at 718-291-0282 x128 or Katie Ryan at 718-291-0282 x146.

Task	Cost
RFP Services for the Boulevard Mall Redevelopment	\$10,000/month