

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**

**Executive Committee Meeting  
Agenda**

**March 7, 2024 – 8:30 am  
Agency Offices, 4287 Main Street**

1. Roll Call of Members
2. Reading and Approval of Minutes
3. New Business
  - a. Project Review/Cost Benefit Analysis – Williamsville Suburban, LLC, 165 BH Realty, LLC and South Union RD HC, LLC
4. Adjournment

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Minutes of the Executive Committee Meeting**  
**December 1, 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: Hadar Borden  
Hon. Timothy Drury  
Nicole Gavigan  
Joann Piasecki  
Kevin Zanner  
Jacqui Berger  
Leigh McIntyre  
David Tytko

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

Mr. Mingoia opened the public hearing on Williamsburg Suburban, LLC. No one made comment during the hearing and it promptly closed. Mr. Agostino made a motion to table review of the project to a later date, seconded by Mr. Tuyn and carried unanimously.

Mr. Mingoia then reviewed the draft project profile and cost benefit results for the New Orad Solar 1, LLC, project. Ms. McIntyre, representing the company, provided the committee with a presentation on the project. After discussion, Mr. Agostino then made a motion to send the project to the Board of Directors for review. The motion was seconded by Mr. Tuyn and carried unanimously.

Mr. Mingoia presented the proposal from the Greater Jamaica Development Corporation to provide RFP development, solicitation and review services for the Boulevard Mall Project. After discussion concerning timing, termination clauses and work review, a motion to forward to the Board of Directors along with a to be developed term sheet was made by Mr. Agostino. Mr. Tuyn seconded the motion and it carried unanimously.

At 9:15 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**

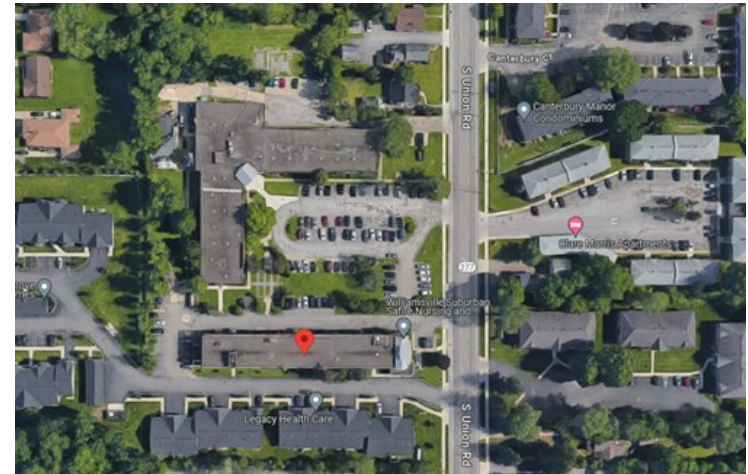


**DRAFT**

<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: December 29, 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

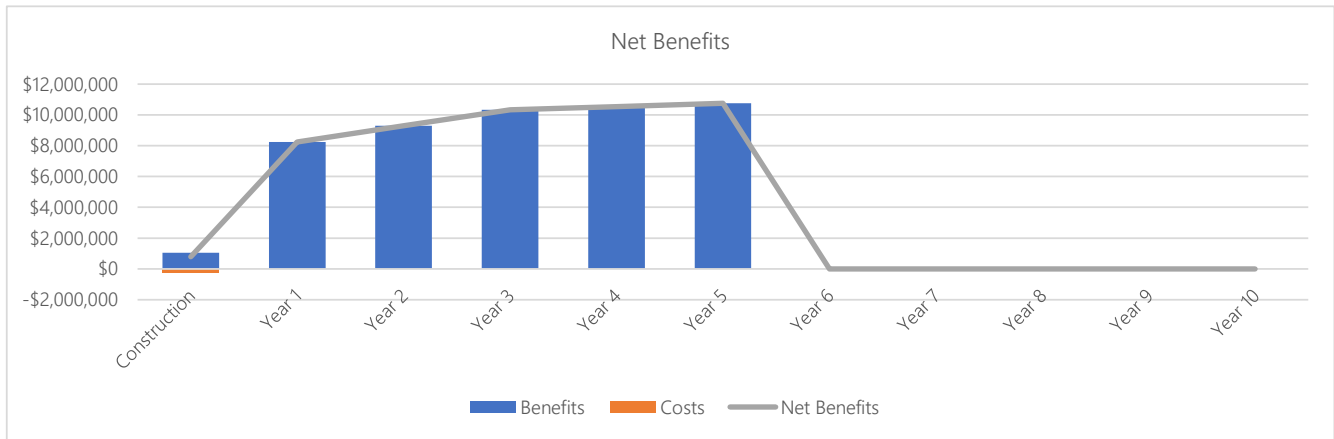
Project Total Investment  
 \$3,850,000

		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

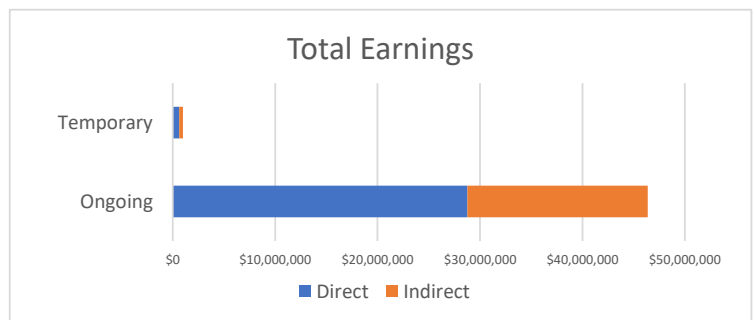
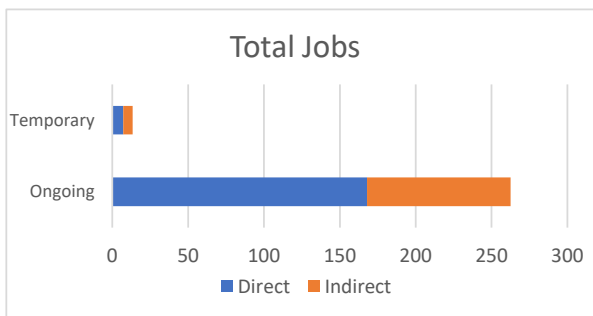
Figure 1



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