

## PUBLIC HEARING SCRIPT

**Calspan Corporation and/or  
Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or  
to be formed on its behalf Project**

Public Hearing to be held on July 29, 2016 at 9:00 a.m.,  
at the Town of Cheektowaga Town Hall, at 3301 Broadway (Town Council Chamber),  
Cheektowaga, NY 14227

### **ATTENDANCE**

Lori Minotti  
Sal Minotti  
Brian Pleban – Calspan  
Peter Sauer, Calspan  
Hon. Diane Benczkowski, Supervisor Town of Cheektowaga

#### **☒ 1. WELCOME: Call to Order and Identity of Hearing Officer.**

Hearing Officer: *Welcome. This public hearing is now open; it is 9:00 a.m. My name is Beth O'Keefe. I am the Business Development Officer of the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing.*

#### **☒ 2. PURPOSE: Purpose of the Hearing.**

Hearing Officer: *We are here to hold the public hearing on the Calspan Corporation and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf project. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Friday, July 15, 2016.*

#### **☒ 3. PROJECT SUMMARY: Description of Project and Contemplated Agency Benefits.**

Hearing Officer: *The proposed project (the "Project") consists of: (i) a portion of land located at 4455 Genesee Street, Town of Cheektowaga, Erie County, New York (the "Land") to be improved thereon with a 50,000+/- SF multi-*

*purpose vehicle dynamics testing facility comprised of research and development space to be utilized for the development of life-saving safety systems creating a new standard in vehicle and pedestrian safety (the "Improvements"), and (iii) the acquisition and installation by the Company of certain items of machinery, equipment and other tangible personal property (the "Equipment," and collectively with the Land and Improvements, the "Facility").*

*The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits, mortgage recording tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's uniform tax exemption policy).*

**☒ 4. FORMAT OF HEARING: Review rules and manner in which the hearing will proceed.**

Hearing Officer: *All those in attendance are required to register by signing the sign-in sheet at the front of the room; you will not be permitted to speak unless you have registered. If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203 until the comment period closes on August 23, 2016. There are no limitations on written comments.*

**☒ 5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.**

Hearing Officer: *If anyone is interested in making a comment, please raise your hand, state your name and address; if you are representing a company, please identify the company. I request that speakers keep comments to 5 minutes, and if possible, 3 minutes.*

Peter Sauer, Chief Financial Officer – Calspan Holdings & Calspan Corporation,  
Cheektowaga, New York. We are very pleased to be talking about this exciting project. Calspan has been around for 70+ years. It has had a various number of owners over the years, but for the last 12 years it has been owned by two private individuals who are local

Western New York guys who are committed to WNY. We are at a serious crossroads in our crash test business which is referred to as passive safety. For decades we have operated a deteriorating facility on Genesee Street where we are currently crashing vehicles outside in the open. That's problematic for two reasons. Some of which is noise pollution, the other of which is the proximity to the new hotels and things of that nature that have in recent years been constructed adjacent to our property. So as a result, we are very pleased that our owners have committed to investing in a new facility, in which case all the testing will be done inside the building as opposed to being done outside where it is currently being done. Without this project, and per the feedback Calspan has received from our customers we will certainly be on the path of demise for that particular business unit which would also be very problematic given the fact that Calspan has multiple business units. These business units are all sort of interdependent and rely on each other, so, if one fails they are all at risk of failing. So this is a very important initiative. It is also noteworthy to indicate that the owners of Calspan are choosing to build this in our own backyard here in Buffalo. All market pressures are for this facility to be built in closer proximity to the OEMs in Michigan or in California where the new age of car manufactures are really being built. So this is a very strong commitment from our ownership. We are very proud, as employees of the company, to be affiliated with the company and excited about the opportunity to both retain a high number of jobs, but also add some additional jobs to our WNY community.

Lori Minotti – I live right next to where the Calspan property is. I think it's great that they are keeping jobs here in our area, that's a plus. I just wonder though with like you said, you mentioned about the noise pollution and such. I was also wondering about them dumping the dirt there. I guess it's because of the process they are going through right now and I am wondering about the fence issue because it is right on our property line too. Will they be replacing the whole fence? The reason I ask is because we have a dog that we keep outside so I would need to bring the dog in. I was just wondering is there any way we could work together on how they can warn us and let us know when they are going to be doing this so we can have the dog inside so there won't be any problems with that. But like I said, I think it's great they are keeping the jobs here and I hope all goes well for everyone.

Peter Sauer - So to answer your question, the exact details, the nuances, of the type of fence of exact materials I actually don't know but what I can assure you is that we have other business units, some of which also include work that we do for the federal government, the Department of Defense. So Calspan is a secure government facility and at no point in time will we have a circumstance where the fence is fully open. We cannot do that. If there is an uncertainty with oversight of the people, there it is on a very temporary basis. I know that there are efforts being made because of some of the dirt that needs to be moved.

These are attempts to create some additional berms and things to be sensitive to the neighbors. So even though on some sense this facility is going to be closer to some of the neighbor's houses, I am not sure if yours is in close proximity. All work now is going to be inside. So it's going to be a more peaceful dynamic in that area than it currently is. I can certainly take down your name and number and communicate to our construction team. Much of the management of this project is going to be done by a general contractor that we are in close affiliation with. I have great confidence in him as we have done other projects with him in the past. So those are the things that I think we can do to make sure we accommodate. I would be happy to take down the specifics of exactly where your house is and all that and to make sure we give you guys a heads-up whenever we can.

**6. ADJOURNMENT.**

As there were no further comments, the Hearing Officer closed the public hearing at 9:15 a.m.

**SIGN IN SHEET  
PUBLIC HEARING**

July 29, 2016, at 9:00 a.m.  
at the Town of Cheektowaga Town Hall, at 3301 Broadway (Town Council Chamber)  
Cheektowaga, NY 14227  
regarding:

**Calspan Corporation and/or Individual(s) or Affiliate(s), Subsidiary(ies), or  
Entity(ies) formed or to be formed on its behalf**

Project Location: 4455 Genesee Street, New York 14225

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Lori Minotti	Resident	
Sal Minotti	Resident	
Brian Pleban	Calspan 4455 Genesee Street Cheektowaga, NY 14225	
Peter Sauer	Calspan 4455 Genesee Street Cheektowaga, NY 14225	
Hon. Diane Benczkowski	Supervisor Town of Cheektowaga 3301 Broadway Cheektowaga, New York 14227	

## Hocienec, Carrie

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**From:** Web Form <no-reply@webcmstools.com>  
**Sent:** Saturday, July 23, 2016 4:09 PM  
**To:** Hocienec, Carrie  
**Subject:** `Comment Form Submission` Submission [904faedd442ed04c048d0658f76c71e5]

www.ecidany.com

`Comment Form Submission` Submission

### Comment Form

**Name :** Carol Syposs  
**Email Address :** jwscis@verizon.net  
**Phone Number :** 716-667-7382

### Comment :

No tax breaks for improvements to established companies. You should review the company's books to see where its capital has gone. Why don't they have enough to do these improvements? They have known for a long time that the Crash Test Facility was in need of update/improvement but spent their money foolishly elsewhere (like company cars for managers and planes for their aviation business). Now they come with their hand out expecting the taxpayer to help pay for their bad decisions. Why throw good money after bad? This is a small company that doesn't employ a lot of employees. Why does Erie County need to subsidize a few jobs? Plus, they are estimating that they may create only 11 new jobs. This is \$40,000 per new job. Furthermore, if you award these tax breaks, this sets a bad precedent. What will stop every other company from asking for tax breaks when they want to upgrade THEIR facilities? You can't do it for one and not others. No more corporate welfare. Call their bluff.