

VIRTUAL PUBLIC HEARING SCRIPT

**Kamax, LLC 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 May 26, 2020 at 10:30 a.m.
via Virtual Conference Software

ATTENDANCE:

Petro Kushnir – Kamax, LLC/Raine Logistics, Inc
Karen Fiala - ECIDA
John Cappellino – ECIDA
Carrie Hocieniec – ECIDA
Brian Krygier – ECIDA

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

Hearing Officer: Welcome. This public hearing is now open; it is 10:30 a.m. My name is Grant Lesswing. 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 virtual public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at www.ecidany.com. Pre-registration for anyone wishing to speak at today's public hearing was required through our website. Today I am joined by Brian Krygier, ECIDA Systems Analyst who will be the Hearing Moderator and he will be managing the public comment portion of this hearing.

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the Kamax, LLC 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 Saturday, May 16, 2020.

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

Hearing Officer: The proposed project (the "Project") consists of: (a) the acquisition of a leasehold interest in a portion of an approximately 8-acre parcel of land located at 2890 North America Drive in the Town of West Seneca, New

York (the “Land”); (b) the construction thereon of (i) an approximately 14,380 sq. ft. trucking and warehouse building and (ii) fully-fenced parking lot (collectively, the “Improvements”), and (c) the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (the “Equipment”; and, collectively with the Land and the 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 who have joined this conference call were required to pre-register through our website (www.ecidany.com). Everyone who has pre-registered will be given an opportunity to make statements and/or comments on the Project.

If you have a written statement or comment to submit for the record, please submit it on the Agency’s website or mail to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes on June 23, 2020. There are no limitations on written statements or comments.

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

Hearing Officer: Those interested in making a statement or comment will be called upon by Brian in the order that they registered for this meeting. Please begin by stating your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

The Hearing Moderator introduces each participant in the order they registered for this meeting.

Petro Kushnir – CEO & President of Kamax and Raine Logistics. We are developing a new warehouse building in West Seneca on North America Drive. It is going to be a tremendous improvement for our company for the reason first of all, is location. It’s perfect for our operation. The park is prepared for the trucking company plus the park already has service companies that we use and one of our major service dealers which is Buffalo Truck Center is moving from the City of Buffalo to West Seneca. They will basically be on North America Drive just around the corner from us. That means a lot having a service dealer on the same street basically, that is a lot of time saved and Goodyear Tire Dealer is on the same street. Trailer Thermo King is on the same street as well. I would say that is about 20-30% of the downtime that we would eliminate but this is not the major reason. This is definitely an important factor that we took into consideration when we were looking for the parcel for the warehouse. Having the new building will improve our operation. First of all, we will have our yard fully fenced. The warehouse will provide safe & secure storage for the transfer freight that will be destined to the customers that will have go as LTL and smaller portions which currently we lack that because we have the older building that

needs a lot of improvements and unfortunately that can't be done. We are in the building with several other companies. We are sharing 5,000-6,000 sq. ft. of space that is not designated to us only and it often becomes a problem of having that available space for the transfers when needed. The waiting time causes more mishaps, missed deliveries and unhappy customers. That is another formula to keep the business successful. To have a proper building, a safe & secure parking lot and same thing, we will have a nice driver's room which they do not have that now. When the drivers come in after a trip they can relax or come in the morning grab a cup of coffee, get their paperwork ready. Keeping drivers happy is important as well.

With developing this property, we are covering several aspects of our business. First, all our customer base, happy drivers, and service. In concluding that, this location and this development is going to be a large improvement for the company, and I hope it will help us grow at a steady pace. Thank you.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 10:39 a.m.

**SIGN IN SHEET
VIRTUAL PUBLIC HEARING**

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Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 2890 North America Drive in the Town of West Seneca, New York

Name	Company and/or Address	X box to speak/ comment
Peter Kushnir	Kamax, LLC/Raine Logistics, Inc. 43 Hamburg Street Buffalo, New York 14204	X
Karen Fiala	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
John Cappellino	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Carrie Hocieniec	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Brian Krygier	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	