

PUBLIC HEARING SCRIPT

**Wavepoint 3PL, Inc. project and/or
Individual(s), Affiliate(s), Subsidiary(ies),
or Entity(ies) formed or to be formed on
its behalf**

Public Hearing to be held on December 2, 2025 at 9:30 a.m.,
at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

Andrew S. Kennedy – Representing Wavepoint 3PL
Noah Cliff – ECIDA
Brian Krygier – ECIDA
Michelle Moore – ECIDA

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

Hearing Officer: Welcome. This public hearing is now open; it is 9:30 a.m. My name is Andrew Federick I am the Director of Property Development for the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at ecidany.com.

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

Hearing Officer: We are here to hold the public hearing on the Wavepoint 3PL, Inc. project and/or Individual(s), Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. 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 Thursday, November 6, 2025.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 231 Ship Canal Parkway, City of Buffalo, Erie County, New York and all other lands in the County of Erie (the "Land"), where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project and the existing 300,000+/- square-foot building located thereon (the "Existing Improvements"); (ii) the renovation, reconstruction and refurbishment of the Existing Improvements for use by the Company for warehousing, inventory management, order fulfillment, packaging, and transportation coordination for regional manufacturers and distributors (the "Improvements"), and (iii)

the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the “Equipment”; and, together with the Land, and the Improvements and the Existing 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 the 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. Everyone who has 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, you may leave it at this public hearing, submit it on the Agency’s website or deliver it to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes at 4:00 p.m. on December 16, 2025. There are no limitations on written statements or comments.

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

Hearing Officer: If anyone is interested in making a statement or 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 statements and/or comments to 5 minutes, and if possible, 3 minutes.

Andrew Kennedy. I'm here representing Wavepoint 3PL to present the Ship Canal Project and the request for IDA assistance. Matt Riker the Wavepoint General Counsel cannot be here in person today, so I'll be here presenting for you as well.

Wavepoint is a third-party logistic provider offering warehouse inventory management, order fulfillment, transportation, and value-added services to regional national clients. The company is seeking to expand our operations here in Erie County. Wavepoint is pursuing the acquisition and redevelopment of property at 231 Ship Canal. It's a 300,000 sq. ft. industrial facility that was recently vacated by CertainTeed and is currently unoccupied. Wavepoint plans to make a \$25M investment at the site, which includes \$21M for the acquisition of the facility, \$2M or so for site improvements, including new parking, enhanced lighting and additional docking space and then \$2M worth of interior, warehouse equipment such as material handling, racking systems, retrieval systems, and storage. These upgrades will support advanced logistic operations and significantly increase the company's efficiency and capacity to serve clients in Western New York. The project will create 55 full-time jobs over the next five years. 31 of those positions will be created within the first two years.

Wave Point operates an existing facility on Wales Avenue in Tonawanda that has 15 employees. That operation and those employees will be unaffected by this expansion. You know, and again, we're excited about Western New York because again, it creates an opportunity to strengthen our infrastructure and better connect to markets within Canada as well. Financial assistance from the IDA is essential to the viability of the project, but without the support, Wavepoint will have to reconsider the planned investments and the creation of the 55 jobs. Assistance will help offset the significant cost of acquiring and modernizing this facility. Ensuring that this site is successfully transitioned back into productive industrial use. Thank you for your time and consideration and look forward to any further comments that we have at the meeting. Thank you.

6. ADJOURNMENT:

As there are no further statements and/or comments, I will close the public hearing at 9:35 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

December 2, 2025, at 9:30 a.m.
at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203
regarding:

**Wavepoint 3PL, Inc. project and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 231 Ship Canal Parkway, Buffalo, New York 14218

Name	Company and/or Address	X box to speak/ comment
Andrew S. Kennedy	Ostroff Associates 150 State Street, Suite 301 Albany, New York 12207	X
Noah Cliff	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Brian Krygier	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Michelle Moore	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	