

PUBLIC HEARING SCRIPT

**Continental Service Group, Inc. 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 30, 2014 at 9:30 a.m.,
at the Town of Cheektowaga Town Hall, 3301 Broadway
(Town Council Chamber), Cheektowaga, New York 14227

ATTENDANCE

Rich Klein, ConServe

Bryan Orr, ConServe

John Cappellino, Erie County Industrial Development Agency

Mary Holtz, Town of Cheektowaga

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

Hearing Officer: *Welcome. This public hearing is now open; it is 9:35 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 public hearing.*

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: *We are here to hold the public hearing on the Continental Service Group, Inc. 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 Monday, July 21, 2014.*

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

Hearing Officer: *The proposed project (the "Project") consists of the acquisition by the Company of certain items of machinery, equipment, furnishings, and other materials for improvements to be located at 201 Como Park Boulevard, Town of Cheektowaga, Erie County, New York (the "Facility").*

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption 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 18, 2014. 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.*

The Hearing Officer calls on those who raise their hand.

Rich Klein from ConServe. I just want just general about the company and all that as we were talking about. The company is Continental Service Group. We are also known as ConServe. We do mainly collections on past due student loans. The project is at Como Park over at Apple Tree. We are currently at another location and have about 12,000 sq. ft. and we have outgrown that facility. We are looking at this new facility; it's about 25,000 sq. ft. We have a lot of employees within the space so we have a requirement of about 10 parking spots per 1,000 sq. ft. Our current location is unable to meet that objective as we are going forward so that's why we started looking for the new space and this location at Apple Tree Office Park is able to provide us that parking as well as the square footage that we needed; the 25,000 sq. ft. This project is really to enable us to grow further in the Buffalo area. We are going to be building out the entire facility. We're going to have all new furniture that we are going to be bringing in. We are going to have a server room; it's going to be our backup to our main facilities back in Fairport so we're going to have a bunch of servers. We also have computers for every single employee; we are going to be replacing all of those computers for the employees coming in so we are expecting it to be about 1.4 million dollars in furniture and equipment that we will be spending on that.

Mary Holtz, Town of Cheektowaga Supervisor. I support this project and I've already sent in a letter of support. I understand that Town of Lancaster has agreed to this move, no problem there. Also the fact that we are filling some back offices in the Apple Tree Mall that have moved to the City of Buffalo which is also positive, plus the jobs are well paying so they are going to increase the number of jobs so I am completely in support of this project.

☒ **6. ADJOURNMENT.**

As there were no further comments, the Hearing Officer closed the public hearing at 9:50 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

July 30, 2014, at 9:30 a.m.
at the Town of Cheektowaga Town Hall, 3301 Broadway
(Town Council Chamber), Cheektowaga, New York 14227
regarding:

**Continental Service Group, Inc. and/or Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 201 Como Park Boulevard, Cheektowaga, New York 14227

Name	Company and/or Address	X box to speak/ comment
Rich Klein	ConServe	X
Bryan Orr	Con Serve	
John Cappelletti	SCIDA	
May Huf	Town of Cheektowaga	X