

PUBLIC HEARING SCRIPT

**570 Associates VI, 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 January 24, 2017 at 10:00 a.m.
at the Town of Cheektowaga Town Hall (Town Council Chambers)
located at 3301 Broadway, Cheektowaga, NY 14227

ATTENDANCE

Eric Recoon, Benderson Development Company

John Kicinski, Benderson Development Company

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

Hearing Officer: *Welcome. This public hearing is now open; it is 10:00 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 570 Associates VI, 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 Friday, January 13, 2017.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) a leasehold interest in three (3) parcels of land consisting of 23.73+/- acres located at 35, 45, and 101 French Road in the Town of Cheektowaga and one (1) parcel of land consisting of 3+/- acres located at 2303 Union Road in the Town of West Seneca, Erie County, New York (the "Land") improved with an existing 90,000+/- SF vacant retail building (the "Existing Improvements"); (ii) renovation and equipping of the Existing Improvements and the construction and equipping of a 265,000+/- square-foot addition to be utilized as a light industrial building for office, manufacturing, warehousing, and distribution for sublease to one or more*

tenants (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 the Improvements, the "Facility").

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use 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 February 21, 2017. 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.

Eric Recoon, Benderson Development – I am here today on behalf of Benderson Development Company in connection with the Garden Village Commerce Park project in Cheektowaga and West Seneca, New York. We are the owners of the Garden Village Commerce Park which as it stands today is a 20-acre site and consists of approximately 178,000 sq. ft. of vacant obsolete and blighted retail space. We plan on demolishing approximately 88,000 sq. ft. of the existing site and keeping and reusing approximately 90,000 sq. ft. Upon completion, the project will have 4 total building consisting of the following; a 94,794 sq. ft. building, a 26,712 sq. ft. building, a 143,669 sq. ft. building and an 89,838 sq. ft. building which all together will total approximately 355,000 sq. ft. In connection with this project Benderson is prepared to invest approximately \$20,745,000 by constructing these buildings. We are here today seeking ECIDA benefits in connection with this project which is very similar to projects we previously had approved by the ECIDA at Broadway Development and Genesee and Buell in Cheektowaga. In fact, the

benefits received at Broadway over the past decade have been paramount to the success of that project which currently has 100% occupancy with high demand for the additional buildings that we constructed in connection with ECIDA benefits. Construction of the most recently approved portions of the Broadway project has been nearly completed and Benderson continues to speak with proposed tenants while anticipating a successful project. Construction of the approved project at Genesee and Buell is also underway and Benderson has received significant interest in this building. In fact, we are currently in negotiations for a lease of the entire premises.

The success of the project at Garden Village will indeed hinge on receiving ECIDA benefits and will enable Benderson to provide newly built first class manufacturing and warehouse space at competitive rental rates in a marketplace that really has a need. Ever increasing demand for more manufacturing and warehousing space in the Metro Buffalo Area was highlighted recently in an article in the Buffalo Business First titled vacant office, industrial and retail space continues to decrease in Buffalo. We have as part of our submittal provided a copy of that article but, as noted in the article, the lack of inventory for warehouse distribution and light manufacturing facilities is at record levels.

In connection with this project, Benderson will be targeting exclusively warehousing distribution and light manufacturing uses at this site as opposed to retail. The property is currently zoned M1 light manufacturing. The property was recently rezoned by the Town of Cheektowaga from zoning classification C which was retail business district to M1 light manufacturing. Benderson will commit in connection with this project that 124 full time jobs will be created and we estimate that the average annual salary of these jobs to be approximately \$30,000 each. The long-term employment benefits, the ability to encourage new companies, bring jobs to the area and providing for existing companies to have viable and readily available manufacturing and warehousing space in which they can expand their business, makes this a perfect candidate for the ECIDA to provide tax incentives. Thank you for the opportunity to speak this morning.

6. ADJOURNMENT.

As there were no further comments, the Hearing Officer closed the public hearing at 10:15 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

January 24, 2017, at 10:00 a.m.
at the Town of Cheektowaga Town Hall (Town Council Chambers)
located at 3301 Broadway, Cheektowaga, NY 14227
regarding:

570 Associates VI, LLC and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf

Project Location: 2303 Union Road, West Seneca, NY and 35, 45 & 101 French Road, Cheektowaga, NY

Name	Company and/or Address	X box to speak/ comment
Eric Recoon	Benderson Development Company 570 Delaware Avenue Buffalo, New York 14202	X
John Kicinski	Benderson Development Company 570 Delaware Avenue Buffalo, New York 14202	

PUBLIC HEARING SCRIPT

**570 Associates VI, LLC and/or Individual(s)
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Public Hearing to be held on January 24, 2017 at 9:00 a.m.,
at the Town of West Seneca Town Hall (Court Room, Room 100)
located at 1250 Union Road, West Seneca, NY 14224

ATTENDANCE

Eric Recoon, Benderson Development Company

John Kicinski, Benderson Development Company

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