

## PUBLIC HEARING SCRIPT

**Barker Street Apartments 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 April 27, 2017 at 9:30 a.m.,  
at the Erie County Industrial Development Agency (the "Agency")  
at 95 Perry Street, Suite 403, Buffalo, New York 14203

### ATTENDANCE

Harry Illenz – Glendale Development  
Matthew Cherry – Glendale Development

#### ☒ **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 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 Barker Street Apartments 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 Monday, April 17, 2017.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) a parcel of land located at 31 Barker Street, City of Buffalo, Erie County, New York (the "Land") together with an existing 34,200+/- SF vacant warehouse building (the "Existing Improvements"), (ii) the renovation, upgrading and equipping of the Existing Improvements thereon into 21 market-rate split level apartments, one commercial office space, and a 21 space indoor parking garage (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, the Existing Improvements 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 mortgage recording 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 May 23, 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.*

**Matthew Cherry, Glendale Development - Our company is the manager, developer and owners of multiple multi-family properties in Upstate New York expanding from Buffalo to Rochester. We have been in business for roughly 15 years. Our main thrust is identifying properties that we think are underutilized and adding value through management and a capex intensive project or promotion. We currently own, manage and operate over 4,500 units in Upstate New York. We are proposing to convert a 34,000-sq. ft. warehouse into 21-market rate split level apartments and one commercial space. The units will be ranging from the smallest 800-900-sq. ft. up to 1,500 sq. ft. Lease rates will be roughly \$1.15 a sq. ft. In addition, there will be 21 indoor parking spaces as well as a few surface lot spaces outside. The target market or demographic are those going to school or working within the medical corridor. It is located within in 3-4 block of the medical corridor just off Main Street in the City of Buffalo. It also has access to the Elmwood Village, Allentown and other social & entertainment draws in the City of Buffalo.**

We purchased the building about 2 years ago and have been going through the process of developing it ever since. Initially we did not intend seeking incentives for this building. We purchased it knowing it wouldn't qualify for any historic tax credits. We know that it still was a superior location and we could make a project of it. As we got further into it and started to bid the project we found the costs were quickly well above the average costs of other projects that we have done. Some of the challenges with this project include our design which involves building a mezzanine for living space above where the current parking is in the building which is causing issues with the HVAC and plumbing and challenges to the design and added costs in the final product. The project was initially thought to run \$3,000,000 and now the cost is almost \$5,000,000 total. So, we are seeking some tax incentives based on sales tax for the adaptive reuse of the building and are looking to move forward as quickly as possible. We are currently zoned properly and we have the approvals from the local municipalities as well as any state approvals we need to start construction immediately and we have pulled the demo permit. We haven't started any construction yet but we are looking to do so asap and deliver this project by the Summer of 2018.

☒ **6. ADJOURNMENT.**

As there were no further comments, the Hearing Officer closed the public hearing at 9:45 a.m.

**SIGN IN SHEET  
PUBLIC HEARING**

April 27, 2017 at 9:30 a.m., at the Erie County Industrial Development  
Agency, 95 Perry Street, Suite 403, Buffalo, New York 14203,  
regarding:

**Barker Street Apartments LLC and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed  
or to be formed on its behalf**

Project Location: 31 Barker Street, City of Buffalo, Erie County, New York

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Harry Illenz	Glendale Development 2040 Military Road Tonawanda, New York 14150	
Matthew Cherry	Glendale Development 2040 Military Road Tonawanda, New York 14150	x