

## PUBLIC HEARING SCRIPT

**125 Taylor Holdings, 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 20, 2019 at 9:00 a.m.,  
at the Town of Cheektowaga Town Hall, 3301 Broadway  
(Town Council Chamber), Cheektowaga, New York 14227

### **ATTENDANCE:**

Peter Tunkey, Buffalo Material Handling  
Patrick Crist, Prolift, Inc.

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

*Hearing Officer:* Welcome. This public hearing is now open; it is 9:00 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 125 Taylor Holdings, 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, May 10, 2019.

### **☒ 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 125 Taylor Drive, Village of Depew, Town of Cheektowaga, Erie County, New York (the "Land") to be improved thereon with a building addition totaling 10,000+/- SF (the "Improvements") to be utilized for increased mobile servicing space, and (ii) 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, 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 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 June 25, 2019. 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.

Peter Tunkey – I am the sole owner of Buffalo Material Handling at 125 Taylor Drive. We have a property that we have outgrown, and we need more space in order to have better work flow, more space to store our equipment and hire more staff. We are looking to expand our property by approximately 10,000 sq. ft. The property is located adjacent to our current facility. This will allow us to have offices for more staff and better workflow and we would be able to store trucks for our forklift business and our pallet racking systems.

Patrick Crist – I am here speaking on behalf of Prolift here in Buffalo. We found out about the requested funding from the Buffalo News and we saw that the GM contract was a big driver of this requested funding. However, the GM contact work would be performed on-site at GM not requiring any additional space for the current building. The contract for GM is 3 years and cancelled on demand and we have seen firsthand that they will cancel without question. As far as growth goes, we have continued to grow without funding from the ECIDA. We have grown our rental fleet without any tax breaks. If the ECIDA allows this then Buffalo Material Handling has a competitive advantage and it just seems like growth is subsidized by the government. We just wanted to get our opinion out there that it would be detrimental to other dealers in the territory if the funds were allowed to go through.

**6. ADJOURNMENT:**

As there were no further comments, the Hearing Officer closed the public hearing at 9:15 a.m.

**SIGN IN SHEET  
PUBLIC HEARING**

May 20, 2019, at 9:00 a.m.  
at the Town of Cheektowaga Town Hall, 3301 Broadway  
(Town Council Chamber), Cheektowaga, New York 14227  
regarding:

**125 Taylor Holdings, LLC and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 125 Taylor Drive, Depew, New York 14043

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Peter Tunkey	125 Taylor Drive Depew, New York 14043	X
Patrick Crist	Prolift, Inc. 1835 Dale Road Buffalo, New York 14225	X