

## PUBLIC HEARING SCRIPT

**Column Development, 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 3, 2018 at 9:00 a.m.,  
at the Town of Cheektowaga Town Hall, 3301 Broadway (Town Council Chamber),  
Cheektowaga, New York

### **ATTENDANCE:**

Roger Pasquarella – Column Development

Pano Georgoadis – Column Development

Paul Leone – Consultant

### **☒ 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 Column Development, 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 Thursday, June 21, 2018.

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

*Hearing Officer:* The proposed project (the "Project") consists of: (i) a 5.9+/- acre parcel of vacant land located at 380 Dick Road, Town of Cheektowaga, Erie County, New York (the "Land"); (ii) the installation of certain infrastructure improvements to the Land and the construction and equipping of a 45,000+/- SF warehouse building (the "Improvements") to be utilized by L&W Supply Corporation (the "Tenant"); 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 “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 July 24, 2018. 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.**

**Roger Pasquarella, Column Development** - Column Development is owned by Pano Georgoadis, John Kanustu and myself. The company was established in 1989. We will construct a new facility for L&W Supply at the Dick Road location. The proposed project involves the construction of a 45,000 sq. ft. building for lease to L&W Supply Corporation (“L&W”). L&W d/b/a Building Specialties is a building material supplier with almost 100% of its sales directly to contractors and delivered to job sites. A small percentage (less than 5%) of sales are for walk-in sales. L&W currently leases 26,000 sq. ft. at 675 Duke Road in the Town of Cheektowaga which facility was recently sold.

**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**

July 3, 2018, at 9:00 a.m.  
at the Town of Cheektowaga Town Hall, 3301 Broadway (Town Council Chamber)  
Cheektowaga, New York  
regarding:

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

Project Location: 380 Dick Road, Cheektowaga, New York

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Roger Pasquarella	Column Development 1243 Military Road Kenmore, New York 14217	X
Pano Georgoadis	Column Development 1243 Military Road Kenmore, New York 14217	
Paul Leone		