

## PUBLIC HEARING SCRIPT

**Shevlin Land and Cattle Co., 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 June 25, 2015 at 9:00 a.m.,  
at the Town of West Seneca Town Hall, 1250 Union Road (Court Room),  
West Seneca, New York 14224

### ATTENDANCE

Vince Ricotta, Concept Construction  
Mike Shevlin, Concept Construction  
Gregory Sehr, Upstate Pharmacy  
Susan Kims, Resident  
Ted Kuzniarek, Upstate Pharmacy

**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 for 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 Shevlin Land and Cattle Co., 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, June 12, 2015.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) a 2.5+/- acre parcel of vacant land located on North America Drive, Town of West Seneca, Erie County, New York (the "Land") to be improved with a 15,000+/- SF*

*building to be utilized as manufacturing/processing, warehouse, and office space for a pharmaceutical services company (the "Improvements"); and (ii) the acquisition of and installation in and around the Improvements of certain machinery, equipment and items of personal property thereon (the "Equipment" and, collectively with the Land and 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 July 14, 2015. 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.**

Gregory Sehr – I am a consultant to this project. I am with Upstate Consultants, 78 Oakland Place, Buffalo, New York. I am representing Upstate Pharmacy. Upstate Pharmacy is a company that has been in existence since 1998. Its lease is up in late January, 2016. The company has reached out to Concept Construction who will be building the building through an affiliated company. Shevlin Land & Cattle Company will be the owner and operator with an option for Upstate Pharmacy in the future to purchase the building.

The building will be built to suit the needs to create greater efficiencies for the company. The company has been expanding dramatically over the last few years, serving 10 counties with pharmaceutical services and medication to a special population and oncology patients. The company recently received a contract to operate the Roswell Park Pharmacy on site. The project is in need of these incentives because the return on investment is very difficult to achieve based upon the cost of the project and the challenges for this type of pharmacy distribution center. The company is also trying to retain 70 jobs. These incentives will assist in that, as well as expansion of 10 jobs. Positions will be both pharmacists and pharmacy assistants or technicians. We look forward to the opportunity to get the project moving forward. Thank you.

**6. ADJOURNMENT.**

As there were no further comments, the Hearing Officer closed the public hearing at 9:16 a.m.

**SIGN IN SHEET  
PUBLIC HEARING**

June 25, 2015, at 9:00 a.m.  
at the Town of West Seneca Town Hall, 1250 Union Road (Court Room),  
West Seneca, New York 14224  
regarding:

**Shevlin Land and Cattle Co., LLC and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: North America Drive, West Seneca, New York

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Vince Ricotta	Concept Construction Corp.	
Mike Shevlin	Concept Construction Corp.	
Gregory Sehr	Upstate Consultants	X
Susan Kims	Resident	
Ted Kuznianrek	Upstate Pharmacy	