

## PUBLIC HEARING SCRIPT

**Western New York Foreign Trade Zone  
Operators, 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 May 25, 2017 at 9:00 a.m.,  
at the City of Lackawanna City Hall, 714 Ridge Road (Council Chambers),  
Lackawanna, New York 14218

### ATTENDANCE

Tim Palisano, WNY Foreign Trade Zone Operations

Drew Shapiro, City of Lackawanna

#### **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 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 Western New York Foreign Trade Zone Operators, 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 Monday, May 15, 2017.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) a portion of land located at 10 N. Gates Avenue, City of Lackawanna, Erie County, New York (the "Land"); (ii) the construction and equipping of a 21,500+/-SF building addition to be comprised of 20,000+/- SF warehouse space and 1,500+/- SF office space (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, 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 27, 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.**

Tim Palisano – Good morning. I am the president of the Western New York Foreign Trade Zone Operators. We are looking to expand our business in Lackawanna. We have been in business since 1976. We bought the property and expanded the current facility in the late 1980's. So now we are looking to grow our business and we would like to expand and we are looking for benefits because we really think we need these benefits for us to expand. Thank you and have a good day.

Drew Shapiro – Good morning. I am the Director of Development for the City of Lackawanna. I am here talking today in support of the Western New York Foreign Trade Zone expansion. They have been in business in Lackawanna for over 20 years and the expansion that Tim Palisano is looking to do is actually a need and not a want. What I mean by a need is his warehouse right now is at full capacity and he needs more room for storage of his goods to be exported or imported. Tim is paying full taxes in Lackawanna. Tim took advantage of the Empire Zone Program when it was an active program. Now that the benefits have run out he is paying full taxes. Because of our non-homestead rate in Lackawanna he is paying a hefty tax levy right now with his assessment. By this project going through the ECIDA, it will allow him to reduce his initial overhead cost on his project and as I said, this is a need and not a want just because of our high tax rate in Lackawanna and his building is at full capacity.

**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 25, 2017, at 9:00 a.m.  
at the City of Lackawanna City Hall, 714 Ridge Road (Council Chambers), Lackawanna, New York 14218  
regarding:

**Western New York Foreign Trade Zone Operators, Inc. and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 10 N. Gates Avenue, Lackawanna, New York

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Tim Palisano	WNY Foreign Trade Zone Operations 10 North Gates Circle Lackawanna, New York 14218	X
Drew Shapiro	City Hall Ridge Road Lackawanna, New York	X