

## PUBLIC HEARING SCRIPT

### The Kittinger Company, Inc. Project

Public Hearing to be held on Tuesday, February 5, 2013 at  
1:30 p.m., at the Town of Clarence Town offices, One  
Town Place-Hallock Conference Room, Clarence, NY 14031

#### ATTENDANCE

Paul Leone - CIDA  
Michael Buettner - CIDA  
Elaine Wolfe - CIDA  
David Hartzell - CIDA  
Julie Lackowski  
William Lackowski  
Sue Lehner  
Mary Powell - CIDA  
Clayton Earl - CIDA  
Raymond Bialkowski - The Kittinger Company  
James Rash - CIDA  
Patty Divinney - WNY Area labor Federation  
Hon. Robert A. Geiger, Councilman - Clarence  
Brian Pike

Members of the General Public

#### **First Option: To be followed when no Members of the Public are in attendance:**

Hearing Officer noted that no Members of the Public are in attendance.

#### **Second Option: To be followed when Members of the Public are in attendance:**

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

Hearing Officer: *Welcome. This public hearing is now open; it is 1:30 p.m. My name is Grant Lesswing, I am a 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 Kittinger Company, Inc. 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, January 25, 2013.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) the leasehold interest in a 2.8+/- acre parcel of land located at 4675 Transit Road in the Town of Clarence, Erie County, New York (the "Land") together with an existing 22,000+/- SF building thereon (the "Existing Improvements"), (ii) the construction, renovation, expansion, upgrading and equipping of the Existing Improvements thereon together with the construction and equipping of a 10,000+/- SF addition into office, showroom, and manufacturing space, and a shipping and receiving dock (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 sales and use tax exemptions, mortgage recording tax exemptions, and a partial real property tax abatement (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 143 Genesee Street, Buffalo, New York 14203 until the comment period closes on Friday, February 15, 2013. 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.**

Raymond Bialkowski - I am President & Owner of the Kittinger Furniture Company. I purchased the company in 1996 and at that time moved into the Tri-Main building in Buffalo and have been there ever since. We currently occupy the 6th floor of the building which is the top floor and have access to the floor by two elevators; a passenger elevator and a freight elevator. Over the course of time obviously the business has grown. We have found an established retail presence on Transit Road here in Clarence. Our retail has been a very strong growing and important part of our business. By our business growing with retail and manufacturing it has become necessary to start looking at a more efficient spot. By being located on the 6th floor, it has been a major issue for us over the past several years, mainly because of our retail presence. We do all of our shipping and receiving from this location. Our manufacturing is also done from this location in the City of Buffalo and obviously shipping from our location.

Over the course of time with our business growing the elevators have been a incredible obstacle in production. It is something that we have been looking at over a number of years now and just to give you a little bit of an issue our

lease has expired at the end of December of 2012. The building is incredible and I don't know if you had the opportunity to meet the owners but they are incredible. They have worked with me over the course of the years. So, it's not a matter of anything negative with the building beyond the inefficiency of our company's everyday work operations and working environment.

I feel that I have done a lot of due diligence as far as looking at other properties throughout the City of Buffalo and Erie County. I have gone as far as just a little outside of Ellicottville; we looked at a plant there. We have given the properties within the City of Buffalo many strong considerations. We even looked at a place in Cheektowaga not long ago and had an offer on the building, which unfortunately it was contingent on the Cheektowaga Economic Development Agency contributing to a second mortgage which unfortunately I got a little too late. The owner actually took another offer in the meantime when my contract expired. So this is not anything new this has been going on for a while. I think that gives you a little bit of a summary about where we are and where we are going. If anyone has any questions or comments, I would be happy to address them.

**6. ADJOURNMENT.**

As there were no further comments, the Hearing Officer closed the public hearing at 1:50 p.m.

## SIGN IN SHEET

### PUBLIC HEARING

Public Hearing to be held on Tuesday, February 5, 2013 at  
1:30 p.m., at the Town of Clarence Town offices, One  
Town Place-Hallock Conference Room, Clarence, NY 14031  
regarding:

#### The Kittinger Company

Project Location: 4675 Transit Road, Clarence, New York

<b>Name</b>	<b>Company and/or Address</b>
Paul Leone	Clarence IDA Consultant One Town Place Clarence, New York 14031
Michael Buettner	Clarence IDA Board Member One Town Place Clarence, New York 14031
Elaine Wolfe	Clarence IDA Board Member One Town Place Clarence, New York 14031
David Hartzell	Supervisor, Town of Clarence Clarence IDA Board Member One Town Place Clarence, New York 14031
Julie Laczkowski	10865 Bodine Road Clarence, New York 14031
William Laczkowski	10865 Bodine Road Clarence, New York 14031
Sue Lehner	5400 Thompson Road Clarence, New York 14031
Mary Powell	Clarence IDA Board Member One Town Place Clarence, New York 14031
Clayton Earl	Clarence IDA Board Member One Town Place Clarence, New York 14031
Raymond Bialkowski	The Kittinger Company 2495 Main Street Buffalo, New York 14214
James Rash	Clarence IDA One Town Place Clarence, New York 14031
Patty Devinney	WNY Area Labor Federation
Hon. Robert A. Geiger	Councilman, Clarence
Brian Pike	