

Hamburg Industrial Development Agency  
June 5, 2015  
Room 7B - Hamburg Town Hall

Public Hearing: JGM Associates Limited Partnership

**Attendance:**

Steve Walters - HIDA  
Mike Sendor - HIDA  
Norma Rusert-Kelly - HIDA  
Michael Quinn - HIDA  
Danny Corum - Senator Marc Panepinto  
John Maurer - JGM Associates

**Hearing Officer:**

Michael J. Bartlett - HIDA

-**Move** to open the Public Hearing for JGM Associates Limited Partnership at 8:02 am.

-The Hearing Officer informed those in attendance that we were here to hold a Public Hearing on the JGM Associates Limited Partnership Project. Notice of this hearing appeared in the Front Page on May 20, 2015 and the Hamburg Sun on May 21, 2015.

-The proposed project consists of the construction of an approximately 16,000 square foot building for use as a manufacturing facility on land already owned by the company on Jeffrey Boulevard in the Ravenwood North Industrial Park and the acquisition of machinery and equipment in connection therewith, all for a manufacturing/industrial warehouse facility.

-The proposed financial assistance contemplated by the Agency includes mortgage tax exemption benefits, sales and use tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's Uniform Tax Exemption Policy).

-John Maurer, owner of JGM Associates states that his company supplies components for electrical generators and motors to industry. Maurer's company employs close to 100 people and expects to add 8 new jobs as a result of this expansion, entry level tool and dye makers starting at \$26.00 an hour and 80% of employee health care costs are paid by the company. The company is currently storing steel inventory off site and the new building is needed to bring this inventory on site. The company competes worldwide with the products they produce and in this cost competitive business climate the assistance provided by the Agency is crucial for the future survival and growth of the Company. Kirst Construction from Boston, New York is the general contractor for the project.

-The Hearing Officer closed the Public Hearing at 8:12 am.

Hamburg Industrial Development Agency  
June 5, 2015  
Room 7B - Hamburg Town Hall

Public Hearing: Sharma Development, LLC

**Attendance:**

Steve Walters - HIDA  
Mike Sendor - HIDA  
Norma Rusert-Kelly - HIDA  
Michael Quinn - HIDA  
Danny Corum - Senator Marc Panepinto  
Vish Sharma - Sharma Development, LLC  
Colby Smith - Colby Development, LLC

**Hearing Officer:**

Michael J. Bartlett - HIDA

-**Move** to open the Public Hearing for Sharma Development, LLC at 8:12 am.

-The Hearing Officer informed those in attendance that we were here to hold a Public Hearing on the Sharma Development, LLC project. Notice of this hearing appeared in the Front Page on May 13, 2015 and the Hamburg Sun on May 17, 2015.

-The proposed project consists of the construction of a single story 22,306 square foot facility on land owned by the applicant at 2816 Pleasant Avenue in the Town of Hamburg. The property will be leased to Frontier Ambulatory Development Company, LLC which will operate an Article 28 licensed Ambulatory Surgery Center and relative services, Sharma Ophthalmology PLLC offering diagnostic radiology, neuro-radiology and interventional services, Western New York MRI and Wellness Park Pharmacy.

-The proposed financial assistance contemplated by the Agency includes mortgage tax exemption benefits, sales and use tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's Uniform Tax Exemption Policy).

-Vish Sharma, a principal in Sharma Development informed those in attendance that his business is currently located at 2816 Pleasant Avenue in the Town of Hamburg. He owns the former Buxton Inn property adjacent to his current site and he is looking to build a new office building. He claims it will be the first of its kind in Hamburg with a comprehensive array of services offered including:

1. Urgent Care
2. Laboratory
3. Imaging Suite
4. Family Practice

5. Ophthalmology Practice
6. General Surgery Practice
7. Urology Practice
8. GI Practice
9. Optical Shop
10. Ambulatory Surgery Center

-Furthermore, the Ambulatory Surgery Center will be the first and only one of its kind in Hamburg. Procedures that we currently have to travel to other communities for will now be performed right here in Hamburg. The initial list of services will include:

1. Cataract surgeries
2. Eyelid surgeries
3. Colonoscopy procedures
4. Urology procedures
5. General Surgery procedures

-Dr. Sharma was asked about the status of the Certificate of Need from New York State which is required to operate a licensed ambulatory surgery center. He stated that they had applied for the Certificate of Need and expects approval. When asked what would happen if the Certificate of Need was not approved, he stated the space envisioned for the surgery center would be used for other purposes. He currently has 7 employees and he expects close to 41 people working from the location once the project is completed. He claims the facility will reduce medical expenses by providing outpatient procedures currently done in hospitals. R&P Oak Hill will be the general contractor on the project.

-The Hearing Officer closed the Public Hearing at 8:20 am.

Hamburg Industrial Development Agency  
June 5, 2015  
Room 7B - Hamburg Town Hall

Public Hearing: JR Fort Collins, LLC

**Attendance:**

Steve Walters - HIDA  
Mike Sendor - HIDA  
Norma Rusert-Kelly - HIDA  
Michael Quinn - HIDA  
Danny Corum - Senator Marc Panepinto's office

**Hearing Officer:**

Michael J. Bartlett - HIDA

**-Move** to open the Public Hearing for JR Fort Collins, LLC at 8:20 am.

-The Hearing Officer informed those in attendance that we were here to hold a Public Hearing on the JR Fort Collins, LLC Project. Notice of this hearing appeared in The Front Page on May 13, 2015 and the Hamburg Sun on May 14, 2015.

-The project was originally approved on September 19, 2014 with a project cost of \$30,400,000. On March 24, 2015 a resolution was passed amending the September 19, 2014 resolution substituting JR Fort Collins, LLC as the lessee in place of JDC Hamburg and increasing the project cost and mortgage from \$30,400,000 to \$30,882,000. JR Fort Collins, LLC has requested an additional increase in the project cost to \$34,500,000 due to an unanticipated increase in construction costs.

-The proposed financial assistance contemplated by the Agency may include an increase in the mortgage tax exemption benefits as originally contemplated, an increase in the sales and use tax benefits as originally contemplated, and an increase in the real property tax abatement benefits as originally contemplated (in compliance with the Agency's Uniform Tax Exemption Policy).

-Hamburg Industrial Development Agency Board member Michael Quinn questioned what unanticipated increases in construction costs were involved. One specific unexpected cost was the need to raise the National Grid power lines that run through the site. It was pointed out that any construction project generally incurs cost overruns and an increase in a project's cost due to these overruns is not unusual.

-Mr. Quinn then asked what the Town was getting in return for the approval of an increase in the project amount. Reference was made to a cost-benefit analysis provided to Hamburg Industrial Development Agency Board members showing numerous benefits in jobs, payroll, PILOT

payments to the Town, County and Frontier school district and sales tax generated by the project.  
-In addition, the developer at their own cost is building a road which will be turned over to the Town for public use. The proceeds from the sale of the land to the developer allowed the Hamburg New York Land Development Corporation to repay a \$750,000 loan from the Town.

-A question about the use of local labor for the project was raised. The Hamburg Industrial Development Agency is requiring periodic surveys of contractors working on the site in addition to the zip codes of the employees of these contractors. The vast majority of both contractors and employees have proven to be local.

-A question concerning the status of the adoption of a Local Labor Policy by the Hamburg Industrial Development Agency was raised. It was stated that the process established by the By-Laws of the Hamburg Industrial Development Agency for changes in policy was being followed. Once the process is completed, it is anticipated that a Local Labor Policy will be adopted.

-A question was raised concerning the possibility of closing Bayview Road at the railroad tracks. It was stated that this issue was being reviewed by the Town's Traffic Safety Committee.

-Danny Corum from Senator Marc Panepinto's office asked why we were giving the project an additional \$4 million. It was explained that the project was receiving no additional money. The Public Hearing is being held to act on the developer's request to increase the project amount. It was pointed out that if the \$4 million increase in the project cost was not spent, the project would receive no additional benefits.

-The Hearing Officer closed the Public Hearing at 8:48 am.

