



6122 South Park Avenue
Hamburg, New York 14075
716.648.4145
www.HamburgIDA.com

Hamburg Industrial Development Agency
2nd PUBLIC HEARING–BAYVIEW ROAD ASSOC, LLC & AMAZON.COM SERVICES, LLC
February 10, 2021, 6:00pm
Hamburg Town Hall & Via Zoom Teleconferencing (due to the COVID 19 Pandemic)

Present

Cam Hall - Zoom
Wence Valentin-in person
Janet Plarr –in person
Bob Hutchison - in person
Andy Palmer –in person
Davis Podkulski –in person
Norma Rusert-Kelly - Zoom
Robert Reynolds – in person

Excused

Tom Moses

Guests

Jennifer Strong, Neill & Strong - Zoom
Mary Doran, HIDA – in person
Jim Shaw, Supervisor – in person
Andy DeVincentis, Walden Develop - Zoom
Guy Agostinelli - in person

Executive Director

Sean Doyle – in person

Additionally – 90 people attended the meeting via Zoom, and 15+ came in person (15 signed in)

A RECORDING OF THE FULL PUBLIC HEARING MAY BE VIEWED ON YOUTUBE, Channel - Hamburg IDA

Bayview Road Associates, LLC
Amazon.com Services, LLC
Second Public Hearing Information

February 10, 2021

1. Introduce Hamburg Industrial Development Agency
2. Introduce project
3. Recap January 22 meeting
4. Public comments
5. Close hearing
6. Next Steps



Doyle began the meeting with the pledge of alliance and roll call of board members, stating Tom Moses was excused from the meeting.

Cam Hall, present

Andy Palmer, present

Wence Valentin, present

Bob Hutchison, present

Bob Reynolds, present

Davis Podkulski, present

Janet Plarr, present

Norma Rusert-Kelly, present

- **Move** to open the Board of Directors meeting at 6:05pm

Moved: Bob Reynolds

Seconded: Janet Plarr

Ayes: Palmer, Plarr, Reynolds, Hutchison, Hall, Podkulski, Rusert-Kelly, Valentin

Nays: none

Carried

-**Move** to open the 2nd Public Hearing

Moved: Wence Valentin

Seconded: Bob Hutchison

Ayes: Palmer, Plarr, Reynolds, Hutchison, Hall, Podkulski, Rusert-Kelly, Valentin

Nays: none

Carried

Director Doyle read the public hearing notice and when over the points outlined in the slides below.

Bayview Road Associates, LLC Amazon.com Services, LLC Public Hearing Information

Hamburg IDA Mission Statement - Consistent to the authority granted by the State of New York, it is the mission of the Town of Hamburg Industrial Development Agency to advance the job opportunities, wellness, general prosperity, and economic welfare of the people of the great Town of Hamburg, New York. This is accomplished by enthusiastically working to promote, attract, encourage, and develop recreation, economically sound commerce, and industry for the purpose of maximizing employment and property value for the Town and its residents.

Guiding Principles

The Town of Hamburg Industrial Development Agency will achieve this mission, utilizing the powers granted by New York State, through providing financial assistance to qualified projects. This assistance shall include conduit bond financing, lease/leasebacks, exemptions from taxation, and support to organizations with similar missions.

The board and staff of the Town of Hamburg Industrial Development Agency are charged to carry out this mission guided by the tenets of Transparency, Integrity, Accountability, and Exemplary Customer Service.



Bayview Road Associates, LLC Amazon.com Services, LLC Project Information

WHEREAS, Bayview Road Associates, LLC (the "Lessee") has entered into negotiations with the officials of the Town of Hamburg Industrial Development Agency (the "Agency") with respect to the construction and equipping by the Agency through a lease with mortgage or lease only transaction of a commercial warehouse and distribution facility on a 57.914 acre parcel of land located the corner of Lakeshore and Bayview Roads already owned by the Lessee, in Hamburg, New York and the construction of an approximately 181,500 square foot building therein, by the Lessee, as Agent for the Agency, for lease by the Lessee to the Agency for leaseback by the Agency to the Lessee for sub-sublease to Amazon.com Services LLC, (the "Sublessee") who will be the sole occupant of the facility, all for the provision of a warehousing and distribution Facility (the "Project");

Second Public Meeting notice posted **The Hamburg Sun** January 29, 2021



Bayview Road Associates, LLC Amazon.com Services, LLC Project Information

Walden Development Group is in lease negotiations with Amazon.com Services, LLC to construct a build to suit Warehouse and distribution facility . This facility would serve Amazon customers in the southern tier of Western New York.

Burgio-Campofelice Construction, an affiliate, local and woman owned constructor would be responsible for the construction.



Investment and Tax Information

Investment

* Acquisition	\$1,000,000
* New Construction	\$38,000,000
* Soft Costs	\$1,200,000
* Tenant build out	\$5,000,000
* Other	\$2,000,000
TOTAL	\$47,200,000

Assessed value is estimated to be \$5,600,000 after equalization



Investment and Tax Information

Current

* Property taxes	\$0.00
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With Incentive

* First year taxes	\$28,558
* Special Districts	\$72,477
* PILOT Value	\$599,725
* Year 11	\$358,060

Figures based on 2020-2021 County, Town and School Rates



Employment Information

With Incentive

- * 5 Management Positions Wage \$60,000.00 Fringe \$12,000-\$18,000
- * 45 Full Time Production Positions Wage \$15.00 Fringe \$3.00 - \$4.50 Hour
- * 50 Part Time Production Positions Wage \$15.00 Fringe \$3.00 - \$4.50 Hour
- * Estimated Annual Salary of Full Time Positions \$31,000.00



Economic Information

Source NYS Department of Labor

- * Private sector jobs in the Western new York Region declined by 48,200 or 8.7%
 - Leading sectors Leisure & Hospitality -16,200 and trade, transportation and utilities -13,700
- * 2019 Annual Average total wages in Erie County – Warehousing and Storage \$34,815 (**Hamburg 1,931 Jobs – Median Wage \$28,928.07**)
- * 2019 Annual Average total wages in Erie County – Accommodation and food services \$19,626 (**Hamburg 2,984 Jobs – Median Wage \$26,177**)
- * Western New York labor force -15,600 less workers in November 2020 compared to November 2019
- * Western New York unemployment rate +1.6% in November 2020 compared to November 2019. November 2020 rate is 5.9% **December rate 7.5%**



Open Public Comment

Comments About Benefits and Incentives Component of Project

- Please use sign in sheet for speaking and contact tracing
- Zoom Participants - Indicate you would like to comment on project in comment section. We will address you when it is time to speak. **Please do not use chat function for comments or conversation.**
- Read written Comments



Doyle addressed some issues that came up in the first public hearing:

1. A request to have 2nd public hearing as a number of people were unavailable at the time the first public hearing was held.
2. Concerns over the HIDA Local Labor Policy, after the 1st public hearing the HIDA reviewed their Local Labor Policy and adopted the following changes to address the issues brought up at the 1st public hearing:
 - a. There was a clause in the policy that allowed a company to retain labor outside the market area if their cost was 25% less – THE IDA REMOVED THIS CLAUSE ALL TOGETHER.
 - b. The policy was written to allow the Executive Director of the IDA the ability to review a company's request for exemption from the policy. The board agreed to add additional controls and they reworded this clause and changed it TO THE ENTIRE BOARD WILL REVIEW ANY SPECIAL REQUESTS, thus putting the authority on the entire board.

The developer of this project –Bayview Road Associates has agreed to and signed off on the changes to this Local Labor Policy.

Director Doyle introduced Andy DeVincentis of Bayview Road associates the developer on the project to offer his insight.

Andy thanked the board for this opportunity of economic development. It's a 50 million dollar project that will benefit the town for years and decades to come if we can make it happen. The developer and the IDA worked together to package the best deal they could put forth to Amazon, which includes economic incentives. This project is in competition with other locations across the state and county. They are aware of the issues that came up in the 1st public hearing regarding local labor. They have agreed to the new policy and strongly believe 90% of the project will be completed by local labor. In addition, half of the sub contractors that have applied to work on this project are union. The vetting process is not complete but they expect and welcome more union jobs to the project. The scope of this project will bring 15 million dollars in labor to the community at a time when the economy is suffering with the global pandemic. This project will employ 300 local construction workers and support dozens of local businesses. In closing, he stated they are a local company, 35 years in business, whose employees almost all live in Erie County and are part of the community. Execution of this proposal will cement this region as a logistics and technology hub.

Bob Reynolds, board member, asked Andy what they are doing for "green energy". Andy said yes, they had a hand in the design but will refer the details to Brad Griggs, representative from Amazon, who will be the next speaker.

Director Doyle, introduced Brad Griggs, a representative from Amazon to speak on the project. He asked Brad to speak on the employment and direct and indirect.

Brad stated the proposal is to build a last mile distribution facility which will directly employ full-time, part-time and seasonal workers. Full time employees will receive full benefits including but not limited to health care and 401k – same benefits as full time corporate employees. Indirect opportunities will come in the form of 3rd party independent contractors/drivers (small businesses, logistics companies in the area). These providers are all contracted with Amazon and required to pay their employees at least \$15 an hour. The jobs are not included in the application because they are not direct employees of Amazon. They expect several hundred of these positions.

Doyle asked Brad about sustainability and its corporate green initiatives. Brad stated Amazon has significant pledges and a climate pledge. Amazon has a goal of 100,000 electric vehicles by the year 2030 and 10,000 by 2022. The proposed site and building will be evaluated to see how it can help Amazon reach its climate pledge. It will be evaluated for such items as solar panels and conduit in the parking lot for electric vehicles.

Bob Reynolds, board member, stated as Amazon is looking at electric vehicles in the future, he hopes they would look to support the local auto industry to supply their commercial electric fleet.

Brad said he understood and is happy to have those types of conversations going forward.

Bob Hutchison, board member, asked if there was a metric in place, for example for every warehouse worker so many drivers would be needed.

Brad stated they have a process in place to help individuals establish themselves as delivery drivers which includes but is not limited to financing. He expects in the proposed facility a minimum of 400 to 500 van drivers. This would be in addition to the jobs created on the application from Amazon.

Wence Valentin, board member, asked what benefits are available to the temporary employee.

Brad stated the part time employees get partial benefits depending on how many hours worked. A typical part time employee works 20 hours a week. They would get a stipend towards health medical benefits. The seasonal employee does have a work end date but many are able to move into full time positions. The 3rd party drivers are not employed by Amazon therefore would not receive Amazon benefits. They would however, have to meet NYS requirements on employment benefits.

Doyle asked Brad to explain how the site selection process works and how incentives weigh in on that decision. Additionally, can he speak of the other projects in the Western New York area and how incentives played a part in those projects and how it compares to the proposed project in Hamburg?

Brad stated each facility is evaluated in a holistic manor internally based on real estate, finance, workforce, recruitment etc. A proposed facility here is being evaluated against other locations across North America. It is evaluated on quantitative and qualitative factors to how Amazon can best service it customer. The financial assistance will weigh in on what is the best project opportunity available to Amazon.

Other Amazon projects in the area differ on the number of sites they were competing against and the number of full time employees employed at the facility. They did not meet the full time employment number required for IDA assistance because of the manner in which we previously operated. We only employed full time employees in the single digit numbers.

The board had no further questions for Brad. Doyle requested he stay on the line if further questions arise. Doyle turned the floor over to Supervisor Shaw.

Supervisor Shaw, in favor of the project spoke on the points outlined in his memo below:

TOWN OF HAMBURG

6100 SOUTH PARK AVENUE • HAMBURG, NEW YORK 14078 • (716) 649-6111 • FAX (716) 649-4087
JAMES M. SHAW, SUPERVISOR

MEMO

To: Hamburg Industrial Development Board and the People of Hamburg

From: Jim Shaw, Supervisor

Re: Amazon Warehouse and Distribution Center

Date: 2/8/21

.....
My Friends,

No major national corporation engaged in manufacturing or the distribution of manufactured goods has opened a facility within the Town of Hamburg in the last thirty years without some financial concessions or incentives provided by the Hamburg IDA. Local manufacturers like New Era, Moog or Gibraltar Steel are not building new plants. Retail is dormant. We exist in a state of economic atrophy wherein our local unemployment rate approximates 8.5%.

The Buffalo News reports that thousands of local workers aren't being counted in the unemployment rate since they have literally given up looking for work. Today there are 22,000 fewer people with jobs in Western New York than there were a year ago. In essence, 1 out of 25 workers who had a job last February now cannot find one. Local retail outlets, restaurants, banquet facilities, and leisure industries have been decimated, with no immediate prospect for a rebound. These circumstances are dire, worse now than at any time in the last 40 years.

The hardest financial pain associated with COVID-19 has fallen on the most vulnerable members of our Community. A young man in his twenties living at home with a single

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mother and working part-time as a pizza delivery driver would welcome a job that pays \$31,000 per year, provides major medical and hospitalization coverage, in addition to a 401k. That young man would be thrilled with the opportunity... as would his mother. The family that lives month to month scraping by, one step ahead of bill collectors would pray for the opportunity to supplement family income by adding to that family's ability to pay its rent and provide sustenance for their children. We do not live in a homogenous world. The 1950s are long gone. Today nuclear families in an overwhelming majority of cases, find both mother and dad in the job market. \$31,000 a year with benefits supplements family income and helps maintain a household in Hamburg, and what passes for a middle income lifestyle.

The Council President of the City of Olean sent me an email last week. The secondary purpose of the email was to offer congratulations to Hamburg, on what Council President John Crawford termed, as "exciting news for your Community." He was wishing us well upon the announcement that Amazon would locate a distribution center within the Town of Hamburg. More importantly, Council President Crawford implored me to provide contact information so that Olean could reach out to Amazon regarding the possibility of a warehouse and distribution center to be located in that City, given the fact that Siemens Energy is "packing up and leaving in 2022." Olean will lose 500 good paying manufacturing jobs. This sad news replicates the devastation we in Erie County have realized over the past several decades. Where is Buffalo Forge? Worthington Pump? Kittinger? Buffalo China? Donner Hanna Coke? Republic Steel? And most tellingly, Bethlehem Steel? They are essentially like Siemens in Olean... gone with the wind.

Amazon job opportunities are by no means golden life boats, yet those jobs offer a hand up and hope to families who are struggling to simply hang on.

Critics of the Amazon project dwell not only on the lack of high paying jobs, but bemoan the PILOT program that was negotiated. How can a company with a trillion dollar plus market cap demand tax concessions from a hard pressed municipality? Amazon can because of the

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economic reality that confronts us. New job growth through the birth of industries that will settle in this Community is practically non-existent, and hopes to the contrary, are little more than pie in the sky. Amazon gets the tax concessions in the municipalities wherein distribution centers are built simply because the marketplace affords it the leverage to do so; and IDAs exist to incentivize job creation by offering new or existing businesses tax concessions in return for jobs created.

There has been much to-do about the allegation that the Town of Tonawanda offered no incentives to induce Amazon to locate a warehouse and distribution center within that Township. Approximately three years ago Amazon initiated the Tonawanda project primarily upon the employment of part-time workers. Given that reality, the premise for securing IDA PILOT assistance was not deemed viable given the fact that Amazon would only guarantee Tonawanda 5-10 full time positions. Since that time the number of Amazon employees employed on a full and part-time basis within Tonawanda approximates 150. The reference to 600 jobs is grossly misleading. Amazon's additional jobs beyond the 150 are indirect employment opportunities for trucking or delivery individuals or companies who employ outside van drivers that realize business from Amazon distributions. The spin-off employment has turned into a local bonanza to the extent that 400 - 450 van drivers have profited from the Amazon development. Amazon foresees, and past evidence makes real, the possibility that there will be significant spinoff opportunities for van drivers in Hamburg to the extent of 300 or 400 individuals or small deliver firms.

Premised upon the HIDA's ten year tax abatement plan Amazon would pay 10% of its total property taxes to the Town of Hamburg, Erie County and the Frontier Central School District during the first three years of the ten year PILOT term. Its obligation escalates to the point that Amazon will pay 30% of the foregoing taxes during the last three years of the PILOT. The aforementioned government entities will receive \$28,558 in lieu of property taxes during the first three years of the PILOT, and would receive \$85,674 in annual payments during the last three years of the ten year program. Moreover, Amazon will pay full boat relating to

special district fees to the Woodlawn Fire Protection District, to Erie County Sewer District 3, along with Town hydrant and street lighting fees.

Upon the conclusion of the ten year PILOT Amazon will pay \$358,060.43 in Town, County and School taxes based on 2020 property tax rates. We would all like to believe that property tax rates will stay flat over a ten year period but fantasy thinking is short lived. Assuming a 2-3% increase in aggregate property taxes per year, this Community would receive a sum of approximately a half million dollars (\$500,000) a year in Town, County and School property taxes, ten years from now.

Skeptics of the PILOT program must understand that aborting the Amazon initiative will result in the maintenance of approximately 60 acres of undeveloped land that generates \$0.00 in tax revenue, now and for the foreseeable future.

Hamburg is staring down the barrel of persistent losses in New York State funding for Town services. Losses in AIM funding and the Video Lottery Terminal host fees are prime examples of what we have endured and what we can anticipate in the years to come. If Town services and quality schools are to be maintained, we need not only tighten our belts, but realize new sources of revenue that can meet the public's expectations for the maintenance of quality living in our hometown.

Therefore, the decision to make is really straight forward. The best interests of our Community require approval of the HIDA PILOT program that will inject over 47 million dollars into our Township, provide permanent employment, and between 200-300 skilled construction jobs in the short term, not to mention spinoff employment in the long run. This is not a tough decision my friends... It is really a no-brainer.

Respectfully submitted,
JAMES M. SHAW, SUPERVISOR

In his opinion this project supports the best interest of the Town of Hamburg.

Doyle will now open the floor up to public comment with the following ground rules. He will not address any comments put forth in the comment section of Zoom. If you would like to address something you will be afforded the opportunity to speak, just indicate on Zoom with your name that you have something to say and your name will be called in turn.

Janet Plarr, Board member, had one additional question for Brad Griggs, before the floor was opened for public comment. She asked Brad to explain the e-commerce side of Amazon and how small businesses can sell and work thru Amazon.

Brad stated that Amazon partners with small and medium sized business though Fulfillment by Amazon and 60% of products sold on Amazon are made by 3rd party sellers, business and entrepreneurs. They have helped these small businesses grow throughout North America by selling their products through the Amazon site.

Wence Valentin, board member, before we moved along in the meeting had something to say – he read the Hamburg IDA mission statement out loud:

Hamburg IDA Mission Statement - Consistent to the authority granted by the State of New York, it is the mission of the Town of Hamburg Industrial Development Agency to advance the job opportunities, wellness, general prosperity, and economic welfare of the people of the great Town of Hamburg, New York. This is accomplished by enthusiastically working to promote, attract, encourage, and develop recreation, economically sound commerce, and industry for the purpose of maximizing employment and property value for the Town and its residents.

Emphasizing the prosper point – he doesn't believe you can live in the Town of Hamburg making \$15 an hour working at Amazon.– \$31,000 a year.

Andy Palmer, board member/Chairman, respectfully disagreed with Wence. He lives in the Village of Blasdell and believes you can live off the Amazon salary.

Wence stated he knows people at Walmart that make the same wage (\$15) and are on public assistance. Why are we giving tax breaks to companies whose employees are on public assistance? Andy said this is Amazon not Walmart.

IN-PERSON PUBLIC COMMENTS:

Jeff Brylski,, Creekview Drive, Hamburg - OPPOSED

submitted a written letter, at 1st public hearing of which he read a portion.



Truck Drivers Local Union No. 449

AFFILIATED WITH THE INTERNATIONAL BROTHERHOOD OF TEAMSTERS
2175 WILLIAM STREET • BUFFALO, NEW YORK 14206-2418 • Phone: (716) 874-2200 FAX: (716) 874-8322

GEORGE E. HARRIGAN
Principal Officer, Secretary-Treasurer
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Trustee

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Business Agent
Trustee

JENNIFER BAGLIO
Recording Secretary

KEVIN J. TRINKLE
Trustee

January 19, 2021

Sean Doyle, Executive Director
Hamburg Industrial Development Agency
6122 South Park Avenue
Hamburg, NY 14075

Dear Executive Director Doyle and Members of the Board of Directors of the Hamburg Industrial Development Agency:

I hope this letter finds you all healthy and well.

As a life long resident of the Town of Hamburg, and representative of employees working at UPS, I take great interest in the proposed Amazon project to be built at the Lake Erie Commerce Center.

My wife and I, our brothers and sisters and all of our children have been or currently are graduates or students in the Frontier Central School district. I understand the desire for increased tax revenue for the school district.

On and off for the past twenty-five years, I have served as a coach and/or as a member of the Board of Directors for Carnegie Scranton Recreation Association or Lake Shore Little League, so I understand the importance that financial stability of the Town of Hamburg means to the relationship between the town and these type of youth organizations. I have also had the distinct honor of serving as a member of the Board of Directors for the HIDA, so I also understand why a project like this would be beneficial to the agency.

My main goal as a member of the board, paralleled the vision statement of the HIDA, to "foster opportunity for people to create meaningful lives for themselves". This is achieved by attracting projects and employers who provide purposeful employment for members of the community.

The Hamburg Sun reported that Amazon intends to build a \$47.2 million dollar facility and that they have applied for \$6.85 million dollars in tax incentives for this project. The one hundred jobs this project is expected to create do not meet the standard of the HIDA vision statement.

www.teamsterslocal449.org



A recent search on Indeed.com found that Amazon is hiring at its Tonawanda, NY location, which is what the Hamburg project is compared with, with a beginning wage rate of \$15.00 per hour. These potential jobs do not meet/support a family who desires to achieve the American Dream of living in the Town of Hamburg. Further complicating the issue is the fact that Amazon competes directly with UPS who has a starting wage rate for drivers of \$21.91 per hour and provides fully paid healthcare and makes pension contributions for all blue-collar employees.

The Town of Hamburg currently has approximately fifty-two blue-collar UPS employees living here, some of whom live with their parents, but most of whom own their own homes and pay taxes, all of them contribute to the success of the Town of Hamburg. This doesn't even count the number of white-collar and retired UPS employees living in the town.


Any tax incentive provided to Amazon to build a facility in the town without guaranteeing jobs that could sustain living in the town, would create a serve us, but don't live amongst us perception. It is also harmful to the current tax payer that Amazon competes with.

Most of you are Town of Hamburg residents. Ask yourself how many of your neighbors work for Amazon or if you could buy the house next door earning \$15.00 per hour. Additionally, do these \$15.00 jobs justify a ten-year tax break? Right now, Amazon is delivering packages to the south towns from an existing facility which leads me to believe that the jobs would be moved from an active location to the Town of Hamburg. This is not what these tax incentives are intended for. This is merely another corporate cash grab at the community's expense.

For your convenience, I have enclosed a partial list of UPS employees, including addresses, who reside in the Town of Hamburg and could be directly affected by the decision to grant the tax incentives the HIDA is considering today.

Please feel free to contact me if anybody has any questions.

Very truly yours,


Jeffrey S. Brylski
President/Business Agent
Teamsters Local Union #449

ENC.

Bob Mahoney, Taylor Road Hamburg, Local 200 United - OPPOSED

\$15 is not a living wage. You cannot live off that wage in Hamburg and raise a family – it would be just surviving. The average rental in Hamburg is 750 a month. What are the benefits for full time employees? What happens after 10 year lease is up.

Chris Stone, Summer Way Lane Hamburg – SUPPORT (because of jobs created during construction)

There has been a lot of push back on this project the wage however he would like to take a different view, construction jobs. The project will potentially create 1000s of man hours in the construction industry.

He suggested possibly countering Amazon's offer on the incentives or a project investment financing plan.

Duane Whitmer, 5806 East Lane, Lakeview-OPPOSED

Amazon did not shut down during the pandemic as did other companies in Hamburg. Now you want to give them a tax break when these other companies in Hamburg who suffered during the pandemic are not getting a break. Doesn't think the working class of Hamburg should subsidize a trillion dollar company by giving them a tax break. Said New Era left Derby when tax break ended, thinks Amazon will do the same thing.

Jim Ostrowski, Newport, Kenmore-OPPOSED

He does not live in Hamburg but he spends his money in Hamburg. He did not specifically speak about the project more on his issues with IDAs. Left a handout on his views on why IDAs should be abolished.

Augie Geraci, Glenwood, Hamburg-SUPPORT

That corner has been empty for 35 years – something is better than nothing. Lots of industries have left it is not like it was years ago. Let's get the jobs although \$15 is not a lot – it's a good supplement for individuals needing the additional income. He supports because it brings jobs and taxes to Hamburg.

ZOOM - PUBLIC COMMENTS:

Rajveer Bains, Corner Market Owner, 3 locations in Hamburg-SUPPORT

The proposed Amazon location is one mile from their store. They are excited for the project and the business it can bring. Their businesses have been affected by COVID due to decreased traffic on the roads. They hope that Amazon comes and pays its employees fairly.

David Stout, Evans

Wants to make sure solar panels are put on buildings east to west so future owners of property have one less thing to worry about.

David Cuddily Browning, Hamburg-SUPPORT

Support the project, the location is well suited for the use intended. We all want growth and it comes in little chunks, this is a good opportunity. It's hard to do businesses here incentives are par for the course.

Gary Swain, Represents 1,800 members of the International Union of Operating Engineers

Does not envy the IDA board on having to make their decision; he is not weighing in on the tax breaks. He is speaking on behalf of the jobs that will be created during construction phase, his local contractor new nothing about the jobs being created. He hopes that the construction jobs that go along with building the facility go to local labor, they are good paying jobs.

Mary Strnd, Resident – OPPOSED

She read the following letter and is strongly opposed to the project.

For Consideration for todays 6pm meeting re. Bayview Rd Ass, LLC and Amazon.com Service, LLC Consideration 4 Warehouse Operation

Mary Strnad [REDACTED]

Wed 2/10/2021 3:43 PM

To: Hamburg IDA <hamburgida@townofhamburgny.com>; Sean Doyle <sdoyle@townofhamburgny.com>

Dear Board Members:

As a very nearby resident (residing at 5-3634 Wabash Avenue, Blasdell, NY 14219), I am STRONGLY OPPOSED to allowing these LLC to operate any warehouse for the following reasons:

I refused to be exploited anymore: Bethlehem Steel not only polluted the air and water, but it lied about harmful asbestos to its workers, then robbed them of their pensions; and more recently, we have another group of Limited Liability Corporations, the Great Lake folks who concealed their dangerous conditions that in 2016 caused a toxic, hazardous, chemical fire doing great harm (including death) to the nearby public. Amazon has a terrible track record of nothing but exploitation:

1. It doesn't care how it makes money or what they sell. Back several years ago a local news report had complained that a prank itching powder was sold on line (from Amazon) that didn't reveal the ingredients even after many inquiries by the news station as well. It not only harmed a man, but his dog as well. Without knowing what the ingredients were it was impossible to fully know the damage or help his pet. Why do we need to sell harmful itching powder anyway? Why weren't they required to inform the effected parties of the ingredients? Where is the integrity?
2. Furthermore, all they do is cut into the profits of small companies who can't compete with Amazon's large presence. I thought monopolies are illegal?
3. \$31,000 isn't even what the new minimum wage is for NY (much of it is already at \$15/\$31,200 for 2080 hours for the year, and the rest will be there by 2023 or earlier). I don't call that a living wage; it's barely enough to support 1 in a tiny apartment...don't go having any pets or hobbies!
4. Good jobs???? I went to [indeed.com](https://www.indeed.com) to look up some of the comments about their warehouse jobs; much the same: over stressed rushing to make quotas, timed bathroom breaks (God forbid if you have diarrhea or other similar concerns), mental hardships of monotonous work performed for 10 hour shifts at rushing speeds, "treat employees like machines—a robot slave", on 1/18/21 one young lady (in Lancaster, NY) was forced to take a 30 day UNPAID leave due to pregnancy, on 1/29/21 (in Portland, OR) no health or dental insurance, etc.
5. Further support for Amazon's abuse of its workers is in an article by the Daily Beast (entitled: "Colony of Hell": 911 Calls From Inside Amazon Warehouses, by Max Zahn and Starif Paget published on 3/11/19 and updated 5/8/19) found that over a period of 5 years, 189 emergency calls were made from 46 Amazon warehouse sites for employee suicide, suicidal ideation and self harm. The report made me cry to read it; my God we can't do better than this in this day and age of high tech! How long do you think most will work there for—3 to 4 months at best. Where will the workers come from when they dry up or kill the unfortunate ones living here? Amazon heartlessly chooses to do nothing except continue to exploit its workers and next local town to build more of it blood sucking warehouses. Also, will there then be violence at this location by farmed in mindless, desperate people in great need?
6. \$6.8 million may sound like a lot of money for an individual (my school taxes have increased by that in just the last 2 years alone for less than 500 students), but it is the maximum they want to pay to lease or own. How do you think Amazon founder, Jeff Bezos got to be the richest man? I'll tell you, by exploiting its workers and governments to give them cheap lease deals (for prime water front real estate) and tax incentives because he doesn't want to pay any taxes. Oh yeah, I almost forget LLC...limit their liability so they don't pay for any of the damages they cause. I think we can do much better; it is water front property. You know, we won't be the first to say NO to them; Grand Island made a smart decision not to have them.

7. If you are so desperate and foolish to go through with this deal...no LLC corporations, no tax breaks, make them pay the full realty price, and pay nearby residents like myself a disturbance and nuisance fee of at least \$300 per month.

Thank you kindly for your consideration; I will be attending today's 6 pm meeting via zoom

Much true success to us all,
Mary T. Strnad

Sent from Mail for Windows 10

Jomo Akomo, Council Representative & Local 276 Rep- SUPPORT

He was on the previous call and thanked the management team for reviewing the Local Labor Policy and striking the clauses in the agreement. He works in the local schools with the trades and kids who know right away they want to get into a trade. Jobs like these in the construction phase help support their apprenticeship programs.

Tom Hoelzl, Auto Repair Shop across from proposed Amazon site -OPPOSED

Opposed to giving tax payer dollars to support one retailer over another, there are a lot of companies that sell products and compete with Amazon it is unfair to give tax breaks to one and not the other.

Questioned - if Walden Development is paying taxes on the property, because everyone keeps saying no taxes are being generated from the property.

Matt Kent, New York Foundation for Fair Contracting-OPPOSED

He heard the representative from Bayview, Andy, say Hamburg will benefit for decades to come. Andy corrected him and said the site will benefit for years to come. HIDA is offering a 10 year PILOT, Matt is questioning if after the PILOT is up Amazon will leave like Evans Bank left after their PILOT was complete. He is also questioning Amazon using out of state workers on other projects across New York State. Andy said it is not a question for Amazon to answer – he answered by saying they are aware of the Local Labor Policy and they understand the requirements and fully intend to abide by them. Matt then asked if the developer will sign off on not using exemptions – Doyle stated there is no requirement to do this.

Matt asked if the IDA has considered any of the negative effects a company like this would have on the local workforce – competition. Andy Palmer, Chairman said his board weighed all the pros and cons and do not take a decision like this lightly. The unpaid board cares so much they are here at 7:40 at night listening to all of the public comments, we take this very seriously.

Jessica Wicinski, Robert Street, Hamburg – OPPOSED

Lifelong resident, would like the board to reject the tax breaks. At a time when our state and local economy is facing deficits it is not a time to be giving a billion dollar company tax breaks when all we are getting in return is low level jobs. These are not careers but low level jobs. Based on what she sees on Zillow a \$15 an hour job cannot get you an apartment let alone a house in Hamburg. She has children in the school district the school could use the taxes revenue. Her favorite local eateries who have struggled during the pandemic are not getting a tax break why should Amazon.

Sean Ryan, Senator- OPPOSED

We have a lot of \$15 an hour jobs in our economy. We need high road economic development. We need to develop this property right. How can I go into any store in Hamburg and say thanks for paying a little more so a billion dollar business can pay zero. People say this is good because it's a national company – we have a lot of companies in the area that are national, Rite Aid, CVS, they all start at \$15hr. We have companies in the area that provide “starter jobs”. We don't need more. The average salary of a person in Hamburg is \$45,000 which is closer to \$23 an hour. We need more wages and better benefits

When Amazon came to Tonawanda they did not ask for tax benefits. Their sales tax dollars were shared across the county. We want our parks and roads maintained but then we give tax breaks to large companies. He is confident we can bring another company in but it takes hard work, persistence and patience.

He asked why no property tax is being paid on the property –

Doyle clarified the property was just sold in December 2020 – they will be paying property taxes beginning this year.

Ryan additionally asked the Amazon representative, Brad, why Amazon needs this tax incentive to build in Hamburg but not in Tonawanda.

Brad explained the holistic approach Amazon uses for site selection as he did earlier and he again stated that the facilities in Tonawanda and Lancaster did not have the number of full time jobs being proposed at the Hamburg site. Additionally, he commented that the site selection goes against sites across all of North America not just New York State and the incentive is part of their holistic evaluation process.

Shawn Connolly, Town Board Member-SUPPORT

It is not a simple question to answer there are solid arguments on both sides. Based on Hamburg's current financial situation why wouldn't we want them to come. This project will help the Town of Hamburg in its goal of increasing the tax base and expand our economic development. At the end of the day Hamburg has a significant number of vacant properties that are generating zero tax dollars. It might make sense to give a little over the short term to gain a lot over the long term. It appears to be appropriate development in the appropriate part of town.

Deborah Kent, Sharon Avenue, Hamburg-OPPOSED

A lot of her points have already been mentioned, she stated the land is now prime real estate and we should wait for another business to come that will offer higher paying jobs and pay taxes.

Carol Olejnik, resident – SUPPORT PROJECT /OPPOSED TO TAX BREAKS

She has heard arguments on both sides and sees no reason for the tax breaks. Post COVID not sure where the economy is headed seems like the worst time to offer tax breaks to one of the biggest companies in the world.

Annalise Biondoillo , resident of Hamburg-OPPOSED

Husband owns a small business and he pays above minimum wage, benefits, time off etc. No one gave him tax breaks on his business. Additionally, you talk about all the spin off jobs, contractors etc – those jobs are not necessarily going to people who live in Hamburg. Not a fair deal would like to see something less offered.

Cathy Creighton, Director Cornell Buffalo Office-OPPOSED

Their office submitted a full research project to the IDA prepared by Rusty Weaver. Rusty could not be here so she is speaking on his behalf. The average median price of a home in Hamburg is \$225,000, based on this an Amazon worker making \$15 hour would have 39% of his pay going towards his mortgage. The report shows 32% of an average amazon's workers' pay would pay for a one bedroom apartment in the Town of Hamburg. 95% of the jobs Amazon is offering are below the median wage. Never mind the short change the Frontier School district is getting. It violates the norms of rational economic development.

Jon Rivera, New York State Assembly-OPPOSED

There is no guarantee these \$15 hour jobs will go any higher, we have enough of these jobs in our area. If Amazon can pay for these taxes when the PILOT is over they can pay for them now too. Where are our standards? He would rather bend over backwards to small businesses here in Hamburg then give a dime to Amazon. This feeds into the narrative that we are desperate. We deserve better, it's clear from the application Amazon just wants Hamburg's money.

Phil Stokes, Resident, Geologist-SUPPORTS

Shared a story from his graduate school and how they accepted a donation from Exxon Mobile and how the benefits out weighted the means. You don't have to like Amazon. A small adjustment in the starting pay of workers would go far in the community.

David Grosskopf – President Letter Carriers for Buffalo and WNY - OPPOSED

We do not need this project we already have the US Postal service. It's always cheaper to go to the post office – it's just not necessary, do not need a last mile delivery center. The postal service already does it. Amazon cannot compete with the postal service – this past Christmas Amazon dumped their overload on the postal service. No need to threaten local union jobs.

Amy Glendell, Resident-OPPOSED

Our culture should aspire to something greater. Starter jobs mean nothing if there is know where to move up. Who will deconstruct the \$47 million dollar building once they leave? Just drive down route 5 and see all the business that have left. As a tax payer please use my tax dollars for a

business that will enhance our community. I want the community to be the special place it has been and gigantic companies are not making it happen.

Jean Hall, Resident -OPPOSED

Issue with number of jobs, only 5 jobs that being offered are career driven. We can do better than that. I have not heard anything about stability, what is this company going to be doing in 10 year? Bring in a business with stability and no tax breaks.

Andy Palmer , Chairman, in relation to the last comment stated there is a Clawbacks Agreement and if a company is not maintaining the jobs as stated in their application the IDA can take action to modify the benefits being given.

Doyle stated the proposed lease agreement goes beyond 10 years but could not speak to the details.

Bob Reynolds, board member did clarify that the Evans Bank building has been repopulated.

Megan Cumerford, Resident-OPPOSED

Wanted to know what other sites Amazon is comparing Hamburg against. Brad, from Amazon said the site is being evaluated against hundreds of sites in North America. Megan wanted to know how important this site is to them – can Amazon still reject Hamburg? Is there a “human factor” in the evaluation? What is Amazon’s plan to enhance the community? Brad, from Amazon went into length to describe what they do in local communities to support the local economy.

Megan asked again – why Hamburg what about Hamburg other than the incentives.

Doyle answered the question as stated before there are a number of factors such as transportation, labor market and incentives.

The value of the land will not be abated; Doyle will get the value of the land for the minutes – \$14, 330.00.

Bob Reynolds, Board member, clarified a few items about competing against other sites it’s just how businesses work. It’s the same when he was doing negotiations with Ford – sometimes they got the deals sometimes they did not. We give incentives to all businesses including small businesses. The small businesses do not always come to the IDA because they don’t want to go thru the application process. We as a board take a lot of things into consideration and no one takes this lightly, the developer is putting a lot into this project also building the road, bringing

assets into the town etc. If it was anyone else but Amazon the whole tone of the meeting would be different.

Janet Plarr, Board member, stated for the record we are not giving any money to Amazon. We are offering them a PILOT (payment in lieu of taxes). They still have to paying something to the school district, county and town. They will pay the full amount on the fire district, sewer charges, and street light portion of the tax bill. Right now we are not getting anything, but now we can get something.

The town received \$1,468.91 in taxes last year from the vacant parcel of land.

WRITTEN - PUBLIC COMMENTS:

Director Doyle went through the write in letters, all will be posted on the HIDA website, he stated the name of the writer and if they opposed or supported the project.

Kelly Zielinski – **SUPPORTS**

Michael Ritchie – **SUPPORTS**

Cynthia Conlon – **SUPPORTS**

Tom Hoelzl – (spoke at hearing) **SUPPORT PROJECT /OPPOSED TO TAX BREAKS**

David Seider – **SUPPORTS**

Shawna Benzinger – **SUPPORTS**

Mark Poloncarz, County Executive - **SUPPORT PROJECT /OPPOSED TO TAX BREAKS**

Joe Desmond – **SUPPORTS**

Teresa Urban – **SUPPORTS**

Margaret Hevline – **SUPPORTS**

Michael Sendor – **SUPPORTS**

Deborah Kent – **SUPPORT PROJECT /OPPOSED TO TAX BREAKS**

Annalise Biondoillo– (spoke at hearing) **OPPOSED**

Russel Weaver– (spoke at hearing) **SUPPORT PROJECT /OPPOSED TO TAX BREAKS**

Kathy Mur – **OPPOSED**

Senator Ryan – (spoke at hearing) **SUPPORT PROJECT /OPPOSED TO TAX BREAKS**

Jon Rivera – (spoke at hearing) **SUPPORT PROJECT /OPPOSED TO TAX BREAKS**

Joseph Biondoillo – **OPPOSED**

David Adrian – **SUPPORTS**

Co- authored letter:

Matthew & Deanna Braunscheidel – **SUPPORTS**

Matthew & Kelly Pokigo – **SUPPORTS**

Matthew & Jill Davison – **SUPPORTS**

Timothy Eberle - **SUPPORTS**

Mary Stnrd –(spoke at hearing) - **OPPOSED**

Janet Plarr, board member, wanted to make a point as a lot of focus has been on the \$15 an hour jobs. Frontier School District is major employer in Town of Hamburg and more than 50 percent of their jobs have a starting wage of less than \$15 hour; cafeteria workers, bus drivers, teacher aids and cleaners.

Wence Valentin, board member, said it's a great point by they are not a trillion dollar company. He does not want his tax dollars going to corporate subsidies. He appreciates everyone who came out today and the board members as they are all here one their own time – thank you.

Doyle as ked for further comments – 1st time, none

Doyle asked for additional comments – 2nd time, none

Doyle asked for additional comments -3rd time, none

-Motion to close the Public Hearing at 8:52pm

Moved: Andy Palmer **Seconded:** Cam Hall

Ayes: Palmer, Reynolds, Hutchison, Hall, Podkulski, Rusert-Kelly, Valentin, Plarr

Nays: none

Carried

-Motion to adjourn at 8:52pm

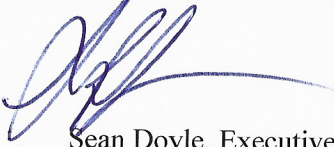
Moved: Wence Valentin **Seconded:** Bob Reynolds

Ayes: Palmer, Reynolds, Hutchison, Hall, Podkulski, Rusert-Kelly, Valentin, Plarr

Nays: none

Carried

Sincerely,

A handwritten signature in blue ink, appearing to read 'SD', with a long horizontal flourish extending to the right.

Sean Doyle, Executive Director