

PUBLIC HEARING SCRIPT

**Ebenezer Railcar Services, 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 July 3, 2018 at 10:30 a.m.,
at the Town of West Seneca Town Hall, 1250 Union Road (Courtroom 100)
West Seneca, New York 14224

ATTENDANCE:

Joel Marsh - Ebenezer Railcar Services, Inc.

Jeff Schmartz -Ebenezer Railcar Service, Inc.

Hon. Shelia Meegan – Supervisor, Town of West Seneca

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

Hearing Officer: This public hearing is now open; it is 10:30 a.m. My name is Grant Lesswing. 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 Ebenezer Railcar Services, 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 Thursday, June 21, 2018.

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

Hearing Officer: The proposed project (the “Project”) consists of: (i) a leasehold interest in a portion of a 48.26+/- acre parcel of land located at 1005 Indian Church Road, Town of West Seneca, Erie County, New York (the “Land”) currently improved thereon with an existing 67,462+/- SF manufacturing building (the “Existing Improvements”), which will be improved with a 94,000+/- SF addition (the “Improvements”) to be utilized for manufacturing/processing, warehouse and office space, and (ii) the acquisition and installation by the Company of certain items of machinery, equipment and other tangible personal property (the “Equipment”, and together with the 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 24, 2018. 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.

Jeff Schmartz - President, Ebenezer Railcar Services, Inc Ebenezer Railcar is owned by ERS Industries, Inc which is 100% owned by ERS Industries, Inc. Employee Stock Ownership Retirement Plan.

Ebenezer manufactures and repairs freight railcars for various industries. The manufacture of new-build freight railcars comprises the vast majority of current and anticipated future operations. The primary types of railcars manufactured are freight flatcars and boxcars, each of which can be specialized from a base frame. Customers include national and multinational freight-car leasing companies, Class I railroad companies and governmental agencies.

Industry competition is primarily in the United States; however, competitors largely utilize manufacturing facilities located in Mexico and Canada. Ebenezer is the only freight railcar manufacturer in the State of New York.

Ebenezer currently owns its main facility in the Town of West Seneca, where they have 150,000 sq. ft. of space. In addition, 84,000 sq. ft. is leased in the Village of Blasdell. With the intention of consolidating operations, they are proposing to construct 94,000 sq. ft. of manufacturing space at the West Seneca location and eventually combine the operations of both West Seneca and Blasdell.

The anticipated project completion date of the West Seneca facility should coincide with the lease termination at the Blasdell facility.

Hon Shelia Meegan – Supervisor, Town of West Seneca. I am here today with Ebenezer Railcar and as part of the Town of West Seneca and the encouraging news we received for the expansion and your willingness to stay in the Town of West Seneca. You have opportunities throughout the County and you choose to continue to stay here and make this your home base. We are really excited about the additional job opportunities and the growth of your company, along with the prosperity that you bring to the Town of West Seneca. For that we are grateful and blessed to have you in our Town. Happy anniversary, I understand it's a huge one coming up and we are going to do a proclamation and make a big deal about it. So, thank you again.

6. ADJOURNMENT:

As there were no further comments, the Hearing Officer closed the public hearing at _____ 10:45 a.m.

SIGN IN SHEET - PUBLIC HEARING

July 3, 2018, at 10:30 a.m.
at the Town of West Seneca Town Hall, 1250 Union Road (Courtroom 100)
West Seneca, New York 14224
regarding:

Ebenezer Railcar Services, Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf

Project Location: 1005 Indian Church Road, Town of West Seneca, Erie County, New York

Name	Company and/or Address	X box to speak/ comment
Joel Marsh	Ebenezer Railcar Services, Inc. 1005 Indian Church Road West Seneca, New York 14224	
Jeff Schmartz	Ebenezer Railcar Services, Inc. 1005 Indian Church Road West Seneca, New York 14224	X
Hon. Shelia Meegan	Town of West Seneca 1250 Union Road West Seneca, New York 14224	X