

## PUBLIC HEARING SCRIPT

**A&A Union Road, LLC 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 31, 2022 at 10:30 a.m.,  
at the Town of West Seneca Community Center & Library Conference Room, located at  
1300 Union Road, West Seneca, NY 14224

### **ATTENDANCE:**

Julius Aebly – Aebly & Associates Insurance Services, Inc.  
Susan Kims – Resident/Town Council

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

*Hearing Officer:* Welcome. This public hearing is now open; it is 9:07 a.m. My name is Andy Federick. 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. This public hearing is being live-streamed and made accessible on the Agency's website at [www.ecidany.com](http://www.ecidany.com).

### **☒ 2. PURPOSE: Purpose of the Hearing.**

*Hearing Officer:* We are here to hold the public hearing on the A&A Union Road, LLC 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 May 13, 2022.

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

*Hearing Officer:* The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 1471 Union Road, Town of West Seneca, Erie County, New York (the "Land"), (ii) the demolition of two structures and the construction on the Land of an approximately 6,160+/- SF two-story professional office building which will be occupied by Aebly and Associates Insurance Services, Inc. (the "Improvements"), and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and, together with the Land

and the Improvements, the “Facility”). The Facility will be initially operated and/or managed by the Company.

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. Everyone who has registered will be given an opportunity to make statements and/or comments on the Project.

If you have a written statement or comment to submit for the record, you may leave it at this public hearing, submit it on the Agency's website or deliver it to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes on June 21, 2022. There are no limitations on written statements or comments.

**5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.**

*Hearing Officer:* If anyone is interested in making a statement or 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 statements and/or comments to 5 minutes, and if possible, 3 minutes.

Julius Aebly – Owner of Aebly & Associates Insurance Services, Inc. A&A Union Road, LLC is a company that was setup to buy 1471 Union Road. Demolition which is scheduled to take place next week. After that our goal is to build a two-story professional office building on that location. We are a diversified insurance firm. We have personal lines, auto, home, workers comp, employee benefits. We are a third-party administrative arm where we process claims and things like that. We also own a registered investment advisory firm in Grand Island. They are not considered part of this. We do payroll processing services for our clients. So, we encompass a lot of different areas for mostly medium size to small medium size businesses, I would say. Presently we are located in West Seneca on Seneca Street. We have two buildings next to each other which we have outgrown. The construction of this new office building would give us the space to house everyone in one location and provide more efficiencies for our operation and also give us opportunity to have an attractive professional space to hopefully recruit, hire and retain more employees.

**6. ADJOURNMENT:**

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:12 a.m.

**SIGN IN SHEET**

**PUBLIC HEARING**

May 31, 2022 at 10:30 a.m.,  
at the Town of West Seneca Community Center & Library Conference Room, located at  
1300 Union Road, West Seneca, NY 14224, regarding:

**A&A Union Road, LLC and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 1471 Union Road, Town of West Seneca, Erie County, New York

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Julius Aebly	Aebly & Associates Insurance Servies, Inc. 3638 Seneca Street West Seneca, New York 14224	X
Susan Kims	Resident/Town Council	