

**In The Matter Of:**

*TOWN OF GUILDERLAND INDUSTRIAL DEVELOPMENT AGENCY*

*Public Hearing*

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*RE: A. PHILLIPS HARDWARE, INC.*

*February 28, 2019*

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COVERING ALL UPSTATE NEW YORK

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TOWN OF GUILDERLAND INDUSTRIAL DEVELOPMENT AGENCY  
Public Hearing  
RE: A. PHILLIPS HARDWARE, INC.  
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Thursday, February 28, 2019

Guilderland Town Hall  
5209 Western Turnpike  
Guilderland, New York 12084

7:00 p.m. - 7:21 p.m.

APPEARANCES:

AGENCY STAFF:

WILLIAM N. YOUNG, JR., Chairman  
DONALD CSAPOSS, Chief Executive Officer  
A. JOSEPH SCOTT, III, ESQ, Agency Counsel

AGENCY MEMBERS:

VERA DORDICK  
CHRIS BOMBARDIER  
KELLY FLANAGIN  
BILL SMART

ALSO PRESENT:

Appearing for Project Beneficiary

John Phillips  
Paul Goldman, Esq.

NOTICE OF PUBLIC HEARING  
ON PROPOSED PROJECT  
AND FINANCIAL ASSISTANCE  
RELATING THERETO

Notice is hereby given that a public hearing pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the "Act") will be held by the Town of Guilderland Industrial Development Agency (the "Agency") on the 12th day of February, 2019 at 7:00 o'clock p.m., local time in the Town Board Legislative Chambers Room of the Guilderland Town Hall located on Western Turnpike in the Town of Guilderland, Albany County, New York in connection with the following matter:

A. Phillips Hardware, Inc., a New York business corporation (the "Company"), has presented an application (the "Application") to the Agency, a copy of which Application is on file at the office of the Agency, requesting that the Agency consider undertaking a project (the "Project") for the benefit of the Company, said Project consisting of the following: (A) (1) the acquisition of an interest in a parcel of land containing approximately 4.5 acres and located at 6495 State Route 158 in the Town of Guilderland, Albany County, New York (the "Land"), together with the existing improvements located thereon containing approximately 7,000 square feet of space (the "Existing Facility"), (2) the demolition of the Existing Facility, (3) the construction on the Land of approximately two (2) new buildings to range in size from approximately 4,000 to 15,000 square feet of space (collectively, the "Facility"), and (4) the acquisition and installation therein and thereon of certain machinery and equipment (the "Equipment") (the Land, the Existing Facility, the Facility and the Equipment hereinafter collectively referred to as the "Project Facility"), all of the foregoing to be owned and operated by the Company as a hardware store facility, together with ancillary facilities consisting of a gas station, convenience store and quick food shop; (B) the granting of certain "financial assistance" (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the "Financial Assistance"); and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency.

The Agency is considering whether (A) to undertake the Project, and (B) to provide certain exemptions from taxation with respect to the Project, including (1) exemption from mortgage recording taxes with respect to any documents, if any, recorded by the Agency with respect to the Project in the office of the County Clerk of Albany County, New York or elsewhere, (2) exemption from deed transfer taxes on any real estate transfers, if any, with respect to the Project, (3) exemption from sales taxes relating to the acquisition, construction and installation of the Project Facility, and (4) in the event that the Project Facility would be subject to real property taxation if owned by the Company but shall be deemed exempt from real property taxation due to the involvement of the Agency therewith, exemption from real property taxes (but not including special assessments and special ad valorem levies), if any, with respect to the Project Facility, subject to the obligation of the Company to make payments in lieu of taxes with respect to the Project Facility. If any portion of the Financial Assistance to be granted by the Agency with respect to the Project is not consistent with the Agency's uniform tax exemption policy, the Agency will follow the procedures for deviation from such policy set forth in Section 874(4) of the Act prior to granting such portion of the Financial Assistance.

If the Agency determines to proceed with the Project, the Project Facility will be acquired, constructed and installed by the Agency and will be leased (with an obligation to purchase) or sold by the Agency to the Company or its designee pursuant to a project agreement (the "Agreement") requiring that the Company or its designee make certain payments to the Agency.

The Agency has not yet made a determination pursuant to Article 8 of the Environmental Conservation Law (the "SEQR Act") regarding the potential environmental impact of the Project.

The Agency will at said time and place hear all persons with views on either the location and nature of the proposed Project, or the Financial Assistance being contemplated by the Agency in connection with the proposed Project. A copy of the Application filed by the Company with the Agency with respect to the Project, including an analysis of the costs and benefits of the Project, is available for public inspection during business hours at the offices of the Agency. A transcript or summary report of the hearing will be made available to the members of the Agency.

Additional information can be obtained from, and written comments may be addressed to: Donald Csaposs, Chief Executive Officer, Town of Guilderland Industrial Development Agency, Guilderland Town Hall, 5209 Western Turnpike, Guilderland, New York 12084; Telephone: (518) 356-1980.

Dated: February 1, 2019.

TOWN OF GUILDERLAND INDUSTRIAL  
DEVELOPMENT AGENCY

BY: /s/ William N. Young, Jr.  
Chairperson

**RESCHEDULED**

NOTICE OF PUBLIC HEARING  
ON PROPOSED PROJECT  
AND FINANCIAL ASSISTANCE  
RELATING THERETO

Notice is hereby given by the Town of Guilderland Industrial Development Agency (the "Agency") that a public hearing pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the "Act"), has been rescheduled and will be held by the Issuer on the 28th day of February, 2019 at 7:00 o'clock p.m., local time in the Town Board Legislative Chambers Room of the Guilderland Town Hall located on Western Turnpike in the Town of Guilderland, Albany County, New York in connection with the following matter:

A. Phillips Hardware, Inc., a New York business corporation (the "Company"), has presented an application (the "Application") to the Agency, a copy of which Application is on file at the office of the Agency, requesting that the Agency consider undertaking a project (the "Project") for the benefit of the Company, said Project consisting of the following: (A) (1) the acquisition of an interest in a parcel of land containing approximately 4.5 acres and located at 6495 State Route 158 in the Town of Guilderland, Albany County, New York (the "Land"), together with the existing improvements located thereon containing approximately 7,000 square feet of space (the "Existing Facility"), (2) the demolition of the Existing Facility, (3) the construction on the Land of approximately two (2) new buildings to range in size from approximately 4,000 to 15,000 square feet of space (collectively, the "Facility"), and (4) the acquisition and installation therein and thereon of certain machinery and equipment (the "Equipment") (the Land, the Existing Facility, the Facility and the Equipment hereinafter collectively referred to as the "Project Facility"), all of the foregoing to be owned and operated by the Company as a hardware store facility, together with ancillary facilities consisting of a gas station, convenience store and quick food shop; (B) the granting of certain "financial assistance" (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the "Financial Assistance"); and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency.

The Agency originally scheduled a public hearing for this matter to be held on February 12, 2019, but the public hearing was cancelled due to bad weather conditions.

The Agency is considering whether (A) to undertake the Project, and (B) to provide certain exemptions from taxation with respect to the Project, including (1) exemption from mortgage recording taxes with respect to any documents, if any, recorded by the Agency with respect to the Project in the office of the County Clerk of Albany County, New York or elsewhere, (2) exemption from deed transfer taxes on any real estate transfers, if any, with respect to the Project, (3) exemption from sales taxes relating to the acquisition, construction and installation of the Project Facility, and (4) in the event that the Project Facility would be subject to real property taxation if owned by the Company but shall be deemed exempt from real property taxation due to the involvement of the Agency therewith, exemption from real property taxes (but not including special assessments and special ad valorem levies), if any, with respect to the Project Facility, subject to the obligation of the Company to make payments in lieu of taxes with respect to the Project Facility. If any portion of the Financial Assistance to be granted by the Agency with respect to the Project is not consistent with the Agency's uniform tax exemption policy, the Agency will follow the procedures for deviation from such policy set forth in Section 874(4) of the Act prior to granting such portion of the Financial Assistance.

If the Agency determines to proceed with the Project, the Project Facility will be acquired, constructed and installed by the Agency and will be leased (with an obligation to purchase) or sold by the Agency to the Company or its designee pursuant to a project agreement (the "Agreement") requiring that the Company or its designee make certain payments to the Agency.

The Agency has not yet made a determination pursuant to Article 8 of the Environmental Conservation Law (the "SEQR Act") regarding the potential environmental impact of the Project.

The Agency will at said time and place hear all persons with views on either the location or nature of the proposed Project, or the Financial Assistance being contemplated by the Agency in connection with the proposed Project. A copy of the Application filed by the Company with the Agency with respect to the Project, including an analysis of the costs and benefits of the Project, is available for public inspection during business hours at the offices of the Agency. A transcript or summary report of the hearing will be made available to the members of the Agency.

Additional information can be obtained from, and written comments may be addressed to: Donald Csaposs, Chief Executive Officer, Town of Guilderland Industrial Development Agency, Guilderland Town Hall, 5209 Western Turnpike, Guilderland, New York 12084; Telephone: (518) 356-1980.

Dated: February 18, 2019.

TOWN OF GUILDERLAND INDUSTRIAL  
DEVELOPMENT AGENCY

BY: /s/ William N. Young, Jr.  
Chairperson

1 MR. YOUNG: Good evening. This is a  
2 Public Hearing pursuant to Section 859-a of the  
3 General Municipal Law.

4 The Agency: Town of Guilderland  
5 Industrial Development Agency, hereinafter  
6 referred to as the Agency.

7 The project beneficiary: A. Phillips  
8 Hardware, Inc., hereinafter referred to as the  
9 Company.

10 Project location: 6495 State Route  
11 158, in the Town of Guilderland, Albany County,  
12 New York.

13 Hearing date: February 28, 2019.

14 Hearing time: 7:00 p.m.

15 Hearing location: Town Board  
16 Legislative Chambers Room of the Guilderland  
17 Town Hall, located on Western Turnpike, in the  
18 Town of Guilderland, Albany County, New York.

19 Opening remarks: I'd like to welcome  
20 everyone this evening, and extend also to other  
21 members of the Guilderland Industrial  
22 Development Agency that are in attendance  
23 today, Vera Dordick, Chris Bombardier,

1 Kelly Flanagin and Bill Smart, thank you all  
2 for coming this evening, much appreciated.

3 My name is William N. Young, Jr., and  
4 I am the Chairman of the Town of Guilderland  
5 Industrial Development Agency, hereinafter  
6 referred to as the Agency, in connection with  
7 the project which is the subject of the Public  
8 Hearing. Today I'm holding this Public Hearing  
9 to allow citizens to make a statement for the  
10 record relating to the involvement of the  
11 Agency with the project, hereinafter referred  
12 to as the Proposed Project, for the benefit of  
13 A. Phillips, Inc., a New York business  
14 corporation, hereinafter referred to as the  
15 Company.

16 The Proposed Project consists of the  
17 following: (A) (1), the acquisition of an  
18 interest in a parcel of land containing  
19 approximately 4.5 acres and located at 6495  
20 State Route 158, in the Town of Guilderland,  
21 Albany County, New York (the Land), together  
22 with the existing improvements located thereon,  
23 containing approximately 7,000 square feet of

1 space, (the Existing Facility.)

2 (2), the demolition of the Existing  
3 Facility.

4 (3), the construction of the Land of  
5 approximately two new buildings to range in  
6 size from approximately 4,000 to 15,000 square  
7 feet of space, (collectively the Facility.)

8 And (4), the acquisition and  
9 installation therein and thereon of certain  
10 machinery and equipment, (the Equipment.) The  
11 land, the existing facility, the facility and  
12 the equipment hereinafter collectively referred  
13 to as the Project Facility.

14 Is there a question?

15 MR. SCOTT: No. No. Sorry.

16 MR. YOUNG: All of the foregoing to be  
17 owned and operated by the Company has a  
18 hardware store facility, together with  
19 ancillary facilities consisting of a gas  
20 station, convenience store and quick food shop.

21 (B), the granting of certain financial  
22 assistance, within the meaning of Section 854,  
23 subparagraph 14, of the Act, with respect to

1 the foregoing, including potential exemptions  
2 from certain sales and use taxes, real property  
3 taxes, real estate transfer taxes and mortgage  
4 recording taxes, (collectively, the Financial  
5 Assistance.)

6 And (C), the lease, with an obligation  
7 to purchase, or sale of the Project Facility to  
8 the Company or such other person as may be  
9 designated by the Company and agreed upon by  
10 the Agency.

11 This Public Hearing is being held by  
12 the Agency to satisfy the provisions of Section  
13 859-a(2) of General Municipal Law in the State  
14 of New York, the Act.

15 You should also be aware that the  
16 Agency has previously scheduled a Public  
17 Hearing for this project to be held on  
18 February 12, 2019, and such Public Hearing was  
19 canceled due to inclement weather.

20 We have made arrangements for a  
21 stenographer to be present in order to  
22 accurately make a record of public comments.  
23 Copies of the notice of the Public Hearing are

1 available on the table.

2 Again, the purpose of the hearing is  
3 to solicit public comment with respect to the  
4 Agency's involvement with the project. We are  
5 not here to answer questions, although in the  
6 course of the hearing, we will consider  
7 questions if we have the information to answer  
8 the question and there is sufficient time to  
9 consider such questions. Further, questions or  
10 comments regarding environmental, planning,  
11 zoning, design and related issues regarding the  
12 project are outside of the scope of this Public  
13 Hearing. Lastly, general comments regarding  
14 industrial development agencies are not  
15 relevant to this Public Hearing.

16 I intend to provide general  
17 information on the Agency's general authority  
18 and public purpose to provide assistance to  
19 this Proposed Project. I will then open the  
20 comment period to receive comments from all  
21 present who wish to comment on either the  
22 Proposed Project or the Financial Assistance  
23 contemplated by the Agency with respect to the

1 Proposed Project.

2 Legal authorization and powers of the  
3 agency: The provisions of Chapter 1030 of the  
4 Laws of 1969 of New York, constituting Title I  
5 of Article 18-A of the General Municipal Law,  
6 Chapter 24 of the Consolidated Laws of New York  
7 as amended, and Chapter 146 of the 1973 Laws of  
8 the State of New York, as amended, codified as  
9 Section 909-a of said General Municipal Law,  
10 (collectively, the Act), authorize the Agency  
11 to promote, develop, encourage and assist in  
12 the acquiring, construction, reconstruction,  
13 improving, maintaining and equipping and  
14 furnishing of manufacturing, warehousing,  
15 research, commercial and industrial facilities,  
16 among others.

17 Purpose of the Public Hearing:  
18 Pursuant to Section 859-a(2) of the General  
19 Municipal Law of the State of New York, (the  
20 Act), prior to the Agency providing any  
21 financial assistance, as defined in the Act, of  
22 more than 100,000 to any project, the Agency,  
23 among others things, must hold a Public Hearing

1           pursuant to the Section 859-a of the Act with  
2           respect to the said project. Since the  
3           proposed financial assistance to be provided by  
4           the Agency with respect to the Proposed Project  
5           may exceed 100,000, then prior to providing any  
6           financial assistance, as defined in the Act, of  
7           more than 100,000 to the Proposed Project, the  
8           Agency must hold a Public Hearing on the nature  
9           and location of the Project Facility and the  
10          proposed financial assistance to be provided by  
11          the Agency with respect to the Proposed  
12          Project.

13                    After consideration of the Application  
14                    received from the Company, the members of the  
15                    Agency adopted a resolution on January 29,  
16                    2019, (the Public Hearing Resolution),  
17                    authorizing the Chief Executive Officer of the  
18                    Agency to conduct a Public Hearing with respect  
19                    to the Proposed Project, pursuant to Section  
20                    859-a(2) of the Act.

21                    The Chief Executive Officer of the  
22                    Agency caused notice of the Public Hearing to  
23                    be (A), mailed on February 15, 2019, to the

1 Chief Executive Officers of Albany County, Town  
2 of Guilderland, and the Guilderland Central  
3 School District.

4 And (B), published on February 18,  
5 2019, in the Times Union, a newspaper of  
6 general circulation available to the residents  
7 of the Town of Guilderland, Albany County, New  
8 York. In addition, the Chief Executive Officer  
9 of the Agency caused notice of this Public  
10 Hearing to be posted on February 15, 2019 on  
11 the Agency's website and also on a public  
12 bulletin board located at the Town Hall,  
13 located at 5209 Western Avenue, in the Town of  
14 Guilderland, Albany County, New York. Copies  
15 of the notice of the Public Hearing are  
16 available on the table.

17 Now, unless there is any objection, I  
18 am going to suggest waiving the full reading of  
19 the notice of the Public Hearing and instead  
20 request that the full text of the notice of the  
21 Public Hearing be inserted into the record of  
22 the Public Hearing. Is there any objection?  
23 Thank you.

1           The comments received today at this  
2           Public Hearing will be presented to the members  
3           of the Agency at or prior to the meeting at  
4           which the members of the Agency will consider  
5           whether to approve the undertaking of the  
6           Project by the Agency in the granting by the  
7           Agency of any financial assistance in excess of  
8           100,000 with respect to the project. The  
9           Agency expects to consider this matter at a  
10          meeting of the Agency currently scheduled for  
11          Monday, March 11th, at 7:00 p.m., and like all  
12          meetings of the Agency, the meeting is open to  
13          the public.

14                 The notice of this Public Hearing  
15                 indicated that written comments could be  
16                 addressed to Donald Csaposs, the Chief  
17                 Executive Officer of the Agency. Written  
18                 comments have been received by the Agency prior  
19                 to this Public Hearing and will be distributed  
20                 to the members of the Board.

21                         At this time, if there is a  
22                         representative of the Company present at the  
23                         Public Hearing, I will ask him to come forward

1 and describe the Proposed Project in further  
2 detail.

3 MR. PHILLIPS: Thank you. My name is  
4 John Phillips, current owner of Phillips  
5 Hardware, Incorporated. That is not our  
6 current building. Our current building looks  
7 much different, which leads us to this project.  
8 We've owned the store on the corner in Altamont  
9 for a long time, and the building is in much  
10 decay, and the option for our family was two  
11 choices: Was either sell the land or build a  
12 new hardware store in the town. We chose,  
13 being lifelong fifth generation retailers, we  
14 believe in still local hardware stores.

15 Knowing this community, this region,  
16 we feel we serve an area that is unserved for  
17 the products we sell and the services we offer.  
18 So it has led us to build a bigger store that  
19 also can service the future of the area for  
20 those needs.

21 In doing so, because we'll have a  
22 bigger building, we'll also be employing more  
23 employees, as well, in the area. And the other

1 parcels will become empty where we are, and  
2 that leads to the other convenience store. And  
3 I know people talk about there's plenty of gas  
4 in the Capital Region, we have the big -- you  
5 know, we got Cumberland and Stewart's and we've  
6 got ones up in the village. Kind of the  
7 research showed a domino, and in the middle is  
8 our corner. So the service kind of shows that  
9 that middle spot could be a viable spot to  
10 still have a convenience store.

11 Our model of or convenience store is a  
12 country convenience store, too. So we are not  
13 going in the direct models of Stewart's and  
14 Cumberland. We will have beverage and food,  
15 but we're also looking to do more local  
16 manufactured goods and doing more of a country  
17 corner.

18 With that being said for the facade,  
19 that's pretty much, I think, our most up to  
20 date that I'm comfortable with, so I could show  
21 it. We're trying to make both buildings look  
22 the same and preserve for heading into the  
23 Village of Altamont a nice country corner, is

1 what our hopes are by completion of the project  
2 by the end of 2019.

3 I am going to pass over to  
4 Paul Goldman, who might have some additional  
5 facts, who is representing us as our attorney.

6 MR. GOLDMAN: Thank you. Good  
7 evening. Paul Goldman. I am an attorney here  
8 in Albany, New York. I just want to talk about  
9 a couple things. The project is looking for  
10 three exemptions: One being sales and use tax,  
11 mortgage recording tax, and a real property tax  
12 PILOT.

13 Now, in the analyzation we put  
14 forward, the property with the 45B exemption  
15 was what we are proposing. It still will  
16 increase, because the proposal for the  
17 assessment will result in more taxes than are  
18 presently being paid. Okay. So there will be  
19 more tax no matter what.

20 We are asking for a 45B. The Board  
21 has not considered either way on that. And  
22 that results in a reduction of about \$85,000.  
23 There was an attachment to the application.

1           Notwithstanding that exemption, there  
2           is still going to be, we estimate, about  
3           \$200,000 of additional taxes above and beyond  
4           what's currently there. So I just want you to  
5           know that it's net increased on its face.

6           Then on the third page of the  
7           application we put forward an analysis of the  
8           benefits over the ten-year period and we put  
9           forward that it was approximately \$5 million of  
10          additional benefit over and above the PILOT  
11          that we're requesting. So, you know, the  
12          important thing -- and sometimes these things  
13          get kind of lost in the discussion, is that  
14          there is more net benefit being offered by the  
15          project being constructed. So don't, you  
16          know -- so because there is going to be a new  
17          building there, there is going to be more  
18          assessment. That's why that occurs.

19                    Anything else, Mr. Chairman?

20                    MR. YOUNG: No. Thank you very much,  
21                    Mr. Goldman. Thank you very much. We  
22                    appreciate your presentation.

23                    At this time we'd like to recognize

1 any representatives from the Town or anyone  
2 here from the town today?

3 From town government. I'm sorry.  
4 Okay. And we will get to individuals in a  
5 moment. Is there anyone here from the school  
6 district or the county government?

7 There being no one.

8 Thank you. I will now open the Public  
9 Hearing for public comments at approximately  
10 7:12.

11 MR. SCOTT: Chairman, if I may, just  
12 one administrative matter. We have a handout,  
13 which is a sign-in sheet that should be  
14 circulating among the group. If everyone could  
15 be sure to sign that, the sign-in, and then  
16 pass it to the front, and then we'll have that  
17 for the public record. Thank you very much.

18 Back to you, Chairman.

19 MR. YOUNG: Okay. Thank you very  
20 much. By way of operating rules, if you wish  
21 to make a public comment, please raise your  
22 hand and I will call on you. Please wait to be  
23 recognized. Once recognized, please stand and

1 state your name and address for the record.

2 Yes, sir.

3 MR. SMITH: Hi. Good evening. My  
4 name is Clark Smith. I live at 5 Marian Court,  
5 in Altamont, New York. I have been there for  
6 25 years, and have been in the general area for  
7 my whole life.

8 This project, to me, makes perfect  
9 sense. I have been -- I drive by this spot  
10 every day. More often than not I'm going to  
11 the hardware store, Home Depot or someplace to  
12 get supplies for my home or my rental. So this  
13 is great that the store is looking to expand  
14 and, you know, have more offerings for us on  
15 that corner. Also, they are going to clean it  
16 up and have some opportunity for, you know,  
17 passing through there to get fuel and whatever  
18 else, you know, snacks or whatever for the  
19 kids.

20 So, yeah, for me, I think this is a  
21 great idea and I'm absolutely in favor of, you  
22 know, the exemptions that have been stated.

23 MR. YOUNG: Thank you very much.

1 Other comments?

2 Mr. Pratt?

3 MR. PRATT: I take it you could hear  
4 me well?

5 I'm trying not to be boring, but I am  
6 going to give you a little history lesson at  
7 the same time. What's happening, or what's  
8 been happening, as Mr. Phillips described, has  
9 been long overdue. I come from Altamont. Some  
10 of you know me. I used to be the chief of  
11 police there. I went from playing cops and  
12 robbers to cowboys and Indians in Florida. But  
13 factually, this could be a boom taxwise for the  
14 village tax coffers. But let me tell you  
15 what's happened to Altamont since the mid '70s.  
16 They've lost two physicians, a drug store, an  
17 automobile dealership, a bowling alley. I  
18 can't read my own writing. An auto dealership,  
19 a bowling alley, an AP store, a hardware store,  
20 three auto service centers, a private  
21 supermarket, a hardware store, a shoe repair  
22 shop, a truck farming equipment dealership, a  
23 restaurant. They serve the Altamont area,

1 Guilderland Center and the Hill Towns.

2 The point I am getting at now, I bet  
3 every person in this area within a seven-mile  
4 radius has to drive somewhere along Route 20  
5 just to get a tire change. They can't get a  
6 grease job, they can't get a haircut. They  
7 can't get -- they can't do anything. They  
8 don't have a bowling alley. It's gone. This  
9 project that the Phillips Hardware has proposed  
10 will serve an area at least encompassing a  
11 minimum of 15 miles. Your neighbors now will  
12 no longer have to drive to Route 20 to get a  
13 grease job, to Route 20 to buy a bottle of  
14 milk, to Route 20 to buy anything.

15 And maybe I'm sounding a little too  
16 harsh, but this is something I've been dwelling  
17 with for more years than he's even been alive.  
18 So for what it's worth, it's a plus factor for  
19 especially Guilderland Center, Altamont, the  
20 immediate surroundings and, believe it or not,  
21 the Hill Towns. They do not have anyplace to  
22 go unless they drive all the way to Route 20.

23 I'll give this back to somebody.

1 MR. YOUNG: Okay. Thank you very  
2 much. Mr. Pratt, would you please state your  
3 address for the record.

4 MR. PRATT: My address, for the  
5 record, physical address is 6497 Dunnsville  
6 Road. My mailing address is Post Office  
7 Box 511.

8 MR. YOUNG: Thank you very much, sir.  
9 Other comments?

10 Yes, sir, in the back.

11 MR. ABRUZZI: Good evening. My name  
12 is Dan Abruzzi. I reside 661 Dunnsville Road,  
13 Altamont. I am co-owner with my brothers at  
14 the Orchard Creek Golf Club and at Altamont  
15 Orchard, and I know what Mr. Phillips is going  
16 through. Twenty years ago we did the golf  
17 course. I had a lot of sleepless nights and a  
18 lot of 15-hour days, seven days a week, until  
19 the golf course was built. And anything that  
20 you can do to make this guy's life easier, do  
21 it, because this guy's putting his family and  
22 his life on the line to put this facility up.  
23 And anything that the State of New York or

1           whatever you guys can do for him, is going to  
2           be a plus because I've lived it. I, like I  
3           said, I had a lot of sleepless nights. We  
4           almost -- we had to re-mortgage twice because  
5           of weather or whatever.

6                     Government regulations, minimum wage,  
7           everything is against people who own business  
8           in New York. And I hope -- and I know a lot of  
9           people work for other companies, but if you are  
10          a business owner like John, he understands,  
11          because we talk about it a lot. So I'm in full  
12          favor of anything you can do for this guy to  
13          give him a tax incentive, because I wish I had  
14          it because we really needed it when we were  
15          20 years ago and in business trying to build a  
16          golf course.

17                    That's all I have to say. Thank you.

18                    MR. YOUNG: Thank you very much, sir.  
19           Any other comments? Any other comments?  
20           Everyone has had an opportunity to speak.

21                    I will conclude the Public Hearing. A  
22           record of the Public Hearing will be prepared  
23           and reviewed by members of the Agency in

1 connection with the Agency's consideration of  
2 the proposed project. Again, the purpose of  
3 this Public Hearing was to solicit public  
4 comment. We are not here to answer questions.  
5 However, we will, in the course of the Public  
6 Hearing, consider questions if we have the  
7 information to answer the questions and there  
8 is sufficient time to consider such questions.

9 Is there any further comments.

10 MR. BECKMANN: Hi. Thanks. I'm  
11 Gerd Beckmann, 590 Route 146. I spend a lot of  
12 time over at John's place and Abbott's and I  
13 used to -- I've been around long enough when it  
14 was Terminal Hardware, where you used to walk  
15 in and sign on the slip and ran a tab. The  
16 family's good. John's right there and Abbot  
17 and I'm in favor of it. I think there's  
18 certainly the need for access to -- You know,  
19 you can go in, you ask questions and the people  
20 that are there know the answers. They are  
21 providing good value to the community. They  
22 are providing an excellent service. They've  
23 been good. They are a good family-run

1 operation. I've been enjoying the privilege of  
2 living across from them for some 37 years, I  
3 guess. I could walk, but I don't walk, but I  
4 can.

5 So I would say that anything that can  
6 assist here. I think, to the point that we've  
7 all mentioned here, small business owners  
8 -- the State of New York is anything but  
9 friendly to business. We own several  
10 businesses in the community, and nonetheless,  
11 we still enjoy it and we cherish and value the  
12 lifestyle that the area provides. I think  
13 John -- everything that I've seen in the  
14 graphics and the layout and the provision is  
15 going to provide a model for business and I  
16 wish him the best of luck as they move forward.  
17 I know the competition is difficult. I sit in  
18 meetings about everything going on, the  
19 Cumberland Farms, Stewart's. I don't know. I  
20 wish you the best of luck with it.

21 Thank goodness there is not a lot of  
22 wedding venues in town. Oh, wait, there are a  
23 lot of wedding venues. So we're all faced with

1 the problems, but I don't think there would be  
2 any better way, from what I've seen in the  
3 sense of proposals going on in the immediate  
4 area in the community, and this certainly  
5 should warrant consideration on the part of the  
6 Committee to whatever extent possible to assist  
7 and to provide help from the State, and I am in  
8 favor. Thank you.

9 MR. YOUNG: Thank you very much for  
10 the comments.

11 Are there any further comments?

12 There being no further comments, I  
13 will now close the Public Hearing at 7:21.  
14 Thank you very much for your attendance  
15 everyone, I appreciate it.

16 (Whereupon the above-titled matter was  
17 concluded at 7:21 p.m.)  
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C E R T I F I C A T I O N

I, Deborah M. McByrne, a Shorthand Reporter and Notary Public of the State of New York, do hereby certify that the above and foregoing is a true and correct transcript of the proceedings as mentioned in the heading hereof, to the best of my knowledge and belief.



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Deborah M. McByrne

February 27, 2019

Town of Guilderland IDA  
Attn: Mr. Donald Csaposs  
Guilderland Town Hall  
PO Box 339  
Guilderland, NY 12084

RE: A. Phillips Hardware Application

Dear Mr. Csaposs and Board Members,

As a long-term resident of Altamont and the Town of Guilderland, I am writing to you for your positive consideration of the application for IDA assistance for A. Phillips Hardware. I am very appreciative of having a hardware store nearby – particularly one that is family owned, community oriented and focused on exceptional service. It's not just the convenient location or selection, it is truly the people that make this business special and one that I want to see all residents support. With an increased number of people considering a move to the Town of Guilderland, I believe having local businesses such as A. Phillips Hardware helps create the type of neighborhood that first attracted me to the area and made me want to stay.

As I was reviewing the approval process, I read your mission statement and feel that providing assistance to A. Phillips Hardware would meet all of your objectives:

1. Assist in the enhancement and diversity of the Town's economy
2. Support of projects that create or retain jobs
3. Promote private sector investment in the Town

I hope that you will all give due consideration to this application and provide assistance to this wonderful local business.

Sincerely,



Debra A. Pollard  
3 Armstrong Drive  
Altamont NY 12009

2/28/2019

To Whom It May Concern:

My name is Eric Schorr and I live in Guilderland near the middle school. I am writing in support of Jon Phillips and his efforts to secure tax breaks to build his new store in Altamont.

First and foremost, Mr. Phillips is a local business owner whose family has run Phillips Hardware for over 100 years. We should encourage local business to grow and flourish as New York can be a difficult place to cultivate commerce. In my mind, what Mr. Phillips is asking for in getting a tax break is not perceived as a money grab. I do not see a local business in the same fashion as a large corporation trying to line their pockets.

Mr. Phillips is a business owner, but also is a resident of the town that he is looking to improve his property in. He is someone who gives back to his community constantly in volunteering for various organizations in our community. He also has spent many hours on philanthropy that benefit non-profits across the Capital Region.

So why would someone like me want to see Mr. Phillips get a break to build this new store? In the Capital Region, there are very few 55 and older communities where a person or couple can actually buy their home. A lot of rental properties, but few that can be purchased. My parents are looking to move closer to me to see their grandchildren grow up and there is one community that they are focusing in on to move to: Brandle Meadows in Altamont. If they do wind up move there, Mr. Phillips new store makes coming to Altamont more attractive without causing the area to lose character. I want my parents to feel that moving to a place like Altamont is good choice made even better with these kind of improvements.

I think that change is inevitable in our lives, as much as we may or may not like it. So in this case, why not make that change to benefit local business, local residents and future community members?

Thank you,



Eric Schorr

Guilderland

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