

PUBLIC HEARING SCRIPT

**Coca-Cola Beverages Northeast, 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 28, 2021 at 10:00 a.m.,
at the Town of Tonawanda Town Board Conference Room #2, 2919 Delaware Avenue,
Kenmore, New York 14217

ATTENDANCE:

Barry Carrigan – Nixon Peabody
Kyle Borland – Coca Cola Beverages Northeast
Mark Smith - Coca Cola Beverages Northeast

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

Hearing Officer: Welcome. This public hearing is now open; it is 10:02 a.m. My name is Beth O’Keefe 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.

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the {Company} 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 Friday, July 16, 2021.

☒ 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 150 and 200 Milens Road, Town of Tonawanda, Erie County, New York (the “Land”), (ii) the demolition of an 14,490 sq. ft. building at 150 Milens Road with the construction on the Land of an approximately 20,000 sq. ft. office and 43,000 sq. ft. warehouse facility and also the demolition of an 88,121 sq. ft. warehouse at 200 Milens Road with the construction on the Land of an approximately 49,000 sq. ft. warehouse facility (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 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. 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 August 24, 2021. 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.

Kyle Boland, General Manager for Coca Cola Buffalo. Just a real brief description. Currently we reside in Tonawanda. We have about 124 full-time employees out of our Tonawanda location. Right now, we are at about 4.5M cases a year and we continue to grow. We service Erie County, Niagara County all the way down to Chautauqua County. We have a satellite facility down south which does about 500,000 cases a year. Really the purpose of the meeting is for the new building. We really need a new building here in Tonawanda and we want to stay here in Tonawanda. We are continuing to grow year after year, and we’ve outgrown the building. We need a new state-of-the-art sales center that will grow with us. We love being here, we want to continue to stay here, our employees are happy here. We need a new building to better serve our employees, our customers but most importantly the community that we serve.

Mark Smith, Director of Facilities for Coca Cola Northeast Beverages Company. Coca Cola Northeast is a company that services 8 states all of New England, Greater New York, and a little bit of Pennsylvania. We have about 3,500 employees and 124 reside at the Tonawanda facility. Our goal is to optimize the WNY delivery system. We have been studying New York for a few years now and unfortunately 2020 hit and we had to put everything on hold. Our goal here in WNY is we have looked at opportunities, different ways of doing business and we think staying

in Tonawanda is the best possible solution for the optimization of the network. As Kyle mentioned we have 124 full-time employees. The building is about 70 years old and as you previously mentioned it's a multi-phase construction to put a state-of-the-art facility, a much more efficient state-of-the-art facility is what we are looking for here in the Tonawanda area at 200 Milens Road. The goal here today for us, for a company we are struggling. Obviously, the cost of materials is through the roof, construction is through the roof. We look at this project and we would love to stay here in Tonawanda, but we are looking for assistance. The company right now, the cost of this project is \$21.5M estimated budget and that does not include sales tax on construction materials. Obviously real tax property is another situation we would like to discuss.

For this project to move forward we are asking for assistance. That adds about \$1M on the sales tax and construction and that's a significant cost that the company probably could not bear on the return on investment. There is a certain amount we are able to go to and right now we are struggling at \$21.5M. We have options other than Tonawanda but again our goal is to stay in Tonawanda, and we would love to stay here. We love the community, we want to invest in the community, and we have a lot of potential growth in this community and obviously that's Kyle's job and we have great expectations for Kyle. So that's what I'd like to say and Barry if I've missed anything please throw a few more in there.

Barry Carrigan – Nixon Peabody, attorney for Coca Cola Beverages Northeast. I think Mark and Kyle both done a great job laying out the business case for the incentives here. In working with them it's important to note that they have been here for 70 years and they want to be here for the next 50 and to do that they need to build a state-of-the-art facility that will grow with the community and the economic incentives are an important part of that process. In speaking with them this project just doesn't pencil without the economic incentives offered by the ECIDA and if the economic incentives are not available then they would have to go back and either downsize the project or look to another location which is not their preference and so we appreciate everyone's time and understanding and that's all I have to add.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 10:10 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

July 28, 2021 at 10:00 a.m.,
at the Town of Tonawanda Town Board Conference Room #2, 2919 Delaware Avenue,
Kenmore, New York 14217, regarding:

**Coca-Cola Beverages Northeast, Inc. and/or Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 150 and 200 Milens Road, Town of Tonawanda, Erie County, New York

Name	Company and/or Address	X box to speak/ comment
Barry Carrigan	Nixon Peabody 1300 Clinton Square Rochester, New York 14534	X
Kyle Boland	Coca Cola Beverages Northeast 200 Milens Road Tonawanda, New York 14150	X
Mark Smith	Coca Cola Beverages Northeast 200 Milens Road Tonawanda, New York 14150	X