

PUBLIC HEARING SCRIPT

**Steuben Foods, 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 March 11, 2019 at 9:30 a.m.
at the Town of Elma Town Hall, 1600 Bowen Road (Court Room), Elma, NY 14059

ATTENDANCE:

Tyson Prince – Steuben Foods
Hon. Dennis Powers – Town of Elma

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

Hearing Officer: Welcome. This public hearing is now open; it is 9:30 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.

2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the Steuben Foods, 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 Friday, March 1, 2019.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) the construction and equipping of a warehouse building addition totaling 82,500+/- SF to be utilized as drive-in racking to improve and increase production and the expansion of the parking lot for added employee parking spaces and tractor trailer staging located at 1150 Maple Road, Town of Elma, Erie County, New York (the “Improvements”); and (ii) the acquisition and installation by the Company of certain items of machinery, equipment and other tangible personal property (the “Equipment”); and, collectively 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 March 26, 2019. 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.

Hon. Dennis Powers – Supervisor Town of Elma. We are extremely happy that Steuben is in the Town of Elma. We have worked very closely with them over the years on projects. This is another one of their projects that will enhance and increase employment and we are here to support their efforts and agree with this expansion.

Tyson Prince – I work as in-house counsel for Steuben Foods. We have been located here in the Town of Elma for over 30 years. Steuben has continuously expanded over the years. The most recent expansion that we are planning is to build approximately 82,000 sq. ft. of warehouse space, expand our parking lot and we'll be buying additional equipment. This project is needed to keep up with the increased production demand from both current and prospective customers. The project does represent a significant cost to us at approximately \$16M. These ECIDA incentives are necessary so that Steuben can more fully invest in the project and helps avoid the potential for us to have to consider cuts. With these incentives Steuben will be able to fully invest in the project and the jobs that we intend to create. We appreciate the ECIDA's assistance and its commitment to grow businesses and jobs here in WNY & Erie County. We appreciate the support from the Town of Elma and Dennis Powers.

6. ADJOURNMENT:

As there were no further comments, the Hearing Officer closed the public hearing at 9:45 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

March 11, 2019, at 9:30 a.m.
at the Town of Elma Town Hall, 1600 Bowen Road (Court Room), Elma, NY 14059
regarding:

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

Project Location: 1150 Maple Road, Elma, New York 14059

Name	Company and/or Address	X box to speak/ comment
Tyson Prince	Steuben Foods 1150 Maple Road Elma, New York 14059	X
Hon. Dennis Powers	Town of Elma 1600 Bowen Road Elma, New York 14059	X