

PUBLIC HEARING SCRIPT

**Upstate Niagara Cooperative, 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 29, 2024 at 9:00 a.m.,
at the Town of West Seneca Community Center & Library,
located at 1300 Union Road, West Seneca, NY 14224

ATTENDANCE:

Chuck Wilson – Update Niagara Cooperative

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

Hearing Officer: Welcome. This public hearing is now open; it is 9:00 a.m. My name is Grant Lesswing. I am the Director of Business Development 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 Upstate Niagara Cooperative, 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, July 18, 2024.

☒ 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 vacant land on North America Drive, Town of West Seneca, Erie County, New York and all other lands in the Town of West Seneca where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) the construction on the Land of an approximately 250,000 square-foot addition to the existing 222,851 sq. ft. warehouse facility to be utilized for manufacturing as well as storage for finished goods, ingredients and packaging (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 and the Existing 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 at 4:00 p.m. on August 27, 2024. 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.

Chuck Wilson - Upstate Niagara Cooperative. Good morning and thank you for inviting Upstate Niagara Cooperative to present our proposal for an expansion of our West Seneca facility located at 3300 North America Drive. The facility is currently around 220,000 sq. ft. We are exploring the feasibility of adding another 250,000 sq. ft. at that location. In doing so, we would increase the production of yogurt, sour cream and cottage cheese by over 100 million pounds annually, doubling the current capacity of the plant. This would utilize over 200 million pounds of additional milk from New York Farms, and we would be creating around 130 new good-paying jobs. Upstate needs this expansion to grow with existing customers and service new business. The products produced would be sold throughout the United States. The anticipated cost of the project would be \$150 million, \$60 million for the addition to the facility, creating close to 200 construction jobs over the period of the project, and \$90 million in modern production and production related equipment. We are looking for financial support from the IDA to be able to maximize the expansion. Without support we would need to limit the size of the project significantly, cutting back on new employees and additional milk purchases from New York Farms. We have been successfully operating the current West Seneca facility since 2005 and look forward to growing in the community. The location has been a good fit for Upstate, located near a Thruway entrance, allowing easy access for employees and trucks delivery milk, other raw materials and picking up finished goods. Thank you again. We look forward to continued growth in West Seneca and Erie County.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:05 a.m.

**SIGN IN SHEET
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regarding:

**Upstate Niagara Cooperative, Inc. and/or Individual(s) or Affiliate(s),
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Project Location: V/L North America Drive, West Seneca, New York 14224

Name	Company and/or Address	X box to speak/ comment
Chuck Wilson	Upstate Niagara Cooperative 3200 North America Drive West Seneca, New York 14224	X