

PUBLIC HEARING SCRIPT

**Time Release Properties, 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 July 23, 2019 at 10:00 a.m.,
at the City of Lackawanna City Hall, 714 Ridge Road (Council Chambers),
Lackawanna, New York 14218

ATTENDANCE:

Robert Laughlin/TMP
Andy Federick/Erie County
Maria Whyte/Erie County
Marcia Cullens/Lackawanna Assessor's Office
Frank Krakowski/Lackawanna Assessor's Office
 Members of the General Public

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

Hearing Officer: Welcome. This public hearing is now open; it is 10:04 a.m. My name is Beth O'Keefe and 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 Time Release Properties, LLC and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. 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 Saturday, July 13, 2019.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) a 26+/- acre portion of land located at 2303 Hamburg Turnpike, City of Lackawanna, Erie County, New York (the "Land") known as Parcels II-9 and II-10 in the Bethlehem Redevelopment Area Light Industrial District; (ii) the construction of a 290,000+/- SF light industrial building comprised of 190,000+/- SF of manufacturing/processing space, 90,000+/- SF of

warehouse space, and 8,000+/- SF of office space, and the installation of certain infrastructure improvements on the Land (collectively, the “Improvements”) to be utilized by Time Release Sciences, Inc. (the “Tenant”), and (iii) the acquisition and installation by the Company of certain items of machinery, equipment and other tangible personal property (the “Equipment”; and, collectively 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, 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. 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 August 27, 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.

Robert Laughlin, President of TMP Technologies, Inc. and TMP Acquisitions, Inc. I'll start by giving you a brief history of where we've been and how we got to where we are today. This won't be long. We started in 1954 with a sole product of a clothesline holder which brought the clothesline through this holder and that's how you dried your clothes in the fresh air. The first major project was shoe polish applicators. In our peak we were doing approximately 120-140 million shoe polish applicators a year and then we went into office machine products, mostly in the copier field. There we manufactured the toner roller that puts the image on the paper and the other rollers that bring the paper through the copier. In 1992 we wanted to vertically integrate because the applicator base was made of rubber and was growing so nicely. To vertically integrate we purchased a rubber injection molding plant in Wyoming, New York. Subsequently the base went from rubber to plastic so we had to reinvent that company. We didn't want to close it down, so we re-invented it. We went into the electrical distribution market and the safety mass market and that's actually where it is today. In 2003, because we have this great foam expertise, we landed the Mister Clean Magic Eraser contract. In 2003 we moved it to the Tri-Main building where we leased 25,000 sq. ft. Shortly thereafter we got another 25,000 sq. ft. We

were at 50,000; that's all they really had so we had to look for a new spot. In 2006, I think, we found our current location on Dingens Street which is 100,000 sq. ft. We continued to grow and then in 2012 we put on an extension of 20,000 sq. ft. and that was it. That is all that land allowed so we couldn't expand anymore. The way we expanded was we pushed out our inside storage to outside storage space and so right now we have 4 outside storage locations but now we are running out of our manufacturing space. We are at the end of our manufacturing space so that puts us in a pretty precarious position because we really have only one customer and that customer from the beginning has wanted us to move next to their distribution center which would be a huge freight savings. We've always said no that would be way too much, we have a nice operation here, it's too disruptive and the cost of the move would not make sense. The problem now is we are moving anyway so they resurrected this idea that we move next to the distribution center. So, we went back and thought what can we do here? We've got to make an appealing case for this and one thing that Buffalo has we thought was a lot of abandoned warehouse, abandoned manufacturing and closed manufacturing sites so we said okay. We know we can get a good deal here, but we looked and there is nothing out there. They've all been converted. That took us by surprise so we looked for an existing spot, couldn't find it. So, we go back, and we say okay what do we do here? Our options are we have to look for land and build the building and land isn't plentiful either. We talked to some developers and that was eye opening. The price to build a new building you're talking about probably two and half or more times the cost of an existing building so at this point we're kind of panicking and trying to figure out which direction we go to. That's when we talked to the ECIDA and they had this idea of resurrecting the old Bethlehem Steel site. They did a lot of work there. It was large acreage and so we went to talk to them and they went over all the advantages. The first location worked out well for shipping and receiving. We interviewed all our employees. They thought the location was easy to get to and then in terms of acreage, there was enough acreage there to build exactly what we needed. They then presented the economic benefits package with incentives and we are saying okay if you take all this together let's go back to our main customer. We went back to our main customer with this information and we have concluded that, in fact, our renewal contract comes up and still is not renewed. We put together a pretty aggressive scenario for them and they have not brought that up again so we're not sure it's done but we think it's okay now. We are going onto other items. I have this great sense of urgency as I want to close on the land and I want to build the building because once we move our current facility into this building that will secure this company in Buffalo for years to come and it will be very difficult to have them suggest we move again. The project overall, including land and building is a little less than \$14,000,000 in land and building, combined everything is going to be about \$15,000,000 in capital investment and then there is also because of the expansion of lines another \$6-7 million in equipment funding that we're doing. We employ a little over 100 employees and we've committed to creating 6 jobs every year for the next 5 years for a total of additional 30 jobs. That's my story.

Beth O'Keefe: Thank you very much. I know we have one other speaker. If you would like to come up Maria. If you wouldn't mind signing in and then you are free to speak.

Maria Whyte: Good morning, I am Maria Whyte Deputy County Executive also Board member of the Industrial Land Development Corporation that owns the property on which Bob is hoping to locate his new facility. I'm really delighted to be here to testify in favor of the project and I have really two reasons that I wanted to offer in favor. First is that I believe the incentives

are necessary to support the growth of the company. As Bob indicated they are land locked at their present location but they produce a great product, a product which I personally have brand loyalty to and they need to be able to grow and they want to expand their facility but at their present location are unable to do that. As a region it is important to us, to taxpayers, to our community, to support that kind of job growth but that means they do need to relocate. They anticipate adding an additional 30 jobs over 5 years, but that kind of growth has to be supported with a relocation package and that is one of the first reasons why we support the incentives offered here on this project and on their application. The second reason why we're in favor of TMP's application is because together with Welded Tube they serve as a pioneer on the Bethlehem Steel property. That's no small matter, that is old land with a very storied past. It signals to 10s of thousands of commuters that drive by it every day, signals both the rise and the fall of this region. This one property is in the collective psyche of the region such that people who drive by it every day remember the wealth that their family built when Bethlehem Steel was profitable but they also remember, including the County Executive himself, what they were wearing and where they were standing and who they were with when Bethlehem Steel announced it was closing. What does that mean to be a pioneer on a property with that kind of storied past? It means that you have to grapple with the past in order to build a new future. It means you have to take difficult land which is brownfield land which does have challenges and resurrect its previous value. Remember that the land has a strategic location that you can move material by shipping, by rail, by truck and that you can grow -- all of the reasons why it was attractive 100 years ago are some of the reasons why it is attractive now and being a pioneer on that property means you have to grapple with that past and help build its new future. It is for those reasons, both the growth of the company as well as the pioneer on this new version of the Bethlehem Steel land that we support proudly the project in front of the IDA. Thank you.

Beth O'Keefe: Thank you very much Maria. Is there anybody else that would like to speak today?

☒ 6. ADJOURNMENT:

As there were no further comments, the Hearing Officer closed the public hearing at 10:16 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

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at the City of Lackawanna City Hall, 714 Ridge Road (Council Chambers),
Lackawanna, New York 14218
regarding:

**Time Release Properties, LLC and/or Individual(s) or Affiliate(s),
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Project Location: 2303 Hamburg Turnpike, City of Lackawanna, New York 14218

Name	Company and/or Address	X box to speak/ comment
Robert Laughlin	1200 Northland Avenue Buffalo, NY 14215	X
Andy Federick	Erie County	
Maria Whyte	Erie County	X
Marcia Cullens	Lackawanna Assessor's Office	
Frank Krakowski	Lackawanna Assessor's Office	