

## PUBLIC HEARING SCRIPT

**Steuben Foods, Incorporated 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 16, 2020 at 10:00 a.m.,  
at the Town of Elma Town Hall, 1600 Bowen Road (Court Room), Elma, NY 14059

### **ATTENDANCE:**

Tyson Prince – Steuben Foods, Inc.  
Sean McIntyre – Steuben Foods, Inc.

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

*Hearing Officer:* Welcome. This public hearing is now open; it is 10:00 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](http://www.ecidany.com).

### **☒ 2. PURPOSE: Purpose of the Hearing.**

*Hearing Officer:* We are here to hold the public hearing on the Steuben Foods, Incorporated 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 Monday, March 2, 2020.

### **☒ 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 7,645+/- SF silo hall and additional unloading bays for receiving dairy and beverage ingredients and the renovation and equipping of 25,000+/- SF in the existing facility to be utilized to support increased production capacity for both dairy and non-dairy low acid beverages 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. 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 March 24, 2020. 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.

Good afternoon, my name is Tyson Prince and I am employed by Steuben as in-house counsel. Steuben's manufacturing facility has been located here in the Town of Elma for over 30 years. Our production currently produces an array of dairy and non-dairy beverages, along with broths and plant-based ingredients, and we have a sterling quality and safety record. We are once again looking to expand our facility here in Elma by planning to renovate existing space to increase overall production capacity and to install a number of different pieces of production equipment and machinery. When this project is finished, we expect to create approximately 20 skilled manufacturing jobs to keep up with the increased production. Notably, this project is needed to remain competitive and keep up with the increased production demand from both current and prospective customers. The project does represent a very large cost to Steuben, as we currently estimate the cost of investing in the project to be approximately \$25 million. The ECIDA incentives requested are necessary so that Steuben can fully invest in the project and helps avoid the potential for us to have to consider cuts or alternative locations. With these incentives Steuben will be able to continue to grow and create the jobs previously mentioned. We appreciate the ECIDA's assistance and its commitment to grow businesses and jobs here in Erie County. We also appreciate the support the Town of Elma has shown us over the years and look forward to continuing to grow here with the assistance of the ECIDA incentives.

☒ **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

February 27, 2020, at 2:00 p.m.  
at the Town of Elma Town Hall, 1600 Bowen Road (Court Room), Elma, NY 14059  
regarding:

**Steuben Foods, Incorporated 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

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