

VIRTUAL PUBLIC HEARING SCRIPT

**Polymer Conversions, 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 30, 2021 at 10:00 a.m.
via Virtual Conference Software

ATTENDANCE:

Ben Harp – Polymer Conversions
Carrie Hocienec – ECIDA
Brian Krygier – ECIDA
Olivia Hill – Invest Buffalo Niagara

☒ 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 virtual public hearing. This public hearing is being live-streamed and made accessible on the Agency’s website at www.ecidany.com. Pre-registration for anyone wishing to speak at today’s public hearing was required through our website. Today I am joined by Brian Krygier, ECIDA Systems Analyst who will be the Hearing Moderator and he will be managing the public comment portion of this hearing.

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the Polymer Conversions, 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 19, 2021.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) the acquisition (or retention) by the Agency of a leasehold or other interest in certain property located at 5732 Big Tree Road, Town of Orchard Park, Erie County, New York (the “Land”) and the existing improvements located thereon (the “Existing Improvements”); (ii) the construction on the Land of an

approximately 41,500+/- square-foot expansion to the Existing Improvements for the purpose of expanding and consolidating the Company's cleanroom manufacturing space, warehouse space, engineering offices, tool room space, and meeting space (the "Improvements"); and the acquisition and installation in and around the Existing Improvements and Improvements of certain items of equipment, machinery and other tangible personal property (the "Equipment"; and, collectively with the Land, the Existing Improvements and the Improvements, the "Facility") (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 who have joined this conference call were required to pre-register through our website (www.ecidany.com). Everyone who has pre-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, please submit it on the Agency's website or mail to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203. The comment period closes on April 27, 2021. There are no limitations on written statements or comments.

5. PUBLIC COMMENT: Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: Those interested in making a statement or comment will be called upon by Brian in the order that they registered for this meeting. Please begin by stating 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.

The Hearing Moderator introduces each participant in the order they registered for this meeting.

Thank you for this opportunity to go through this process. I think that this is very important for Polymer Conversions, now Medbio, and our community specifically. I have been with the company for 18 years. Again, my name is Ben Harp I am president of this site/location. On September 1, 2020 we were acquired by Medbio. We transferred from the Bertsch family, the founders of Polymer Conversions, to Medbio. We have recently gone through an expansion here on this site 5732 Big Tree Road back in 2012. We finished a 25,000 sq. ft. addition where we applied for incentives and met all aspects of that incentive package on both jobs & investment. We are asking for consideration of incentive support on this expansion because Medbio is adding expansion space because it is needed for business. They have a building on their campus in

Grand Rapids, Michigan that they just acquired within the past quarter; the last couple of months. They are looking at retrofitting that and the expense of re-conditioning that for the purposes of our business which is contract manufacturing for highly technical medical products. We are very busy. The COVID Pandemic has increased that busyness based on the customers that we support. They are all names that you know big healthcare OEM's and we have grown dynamically over the last 9 years from our last expansion. In fact, we have pretty much filled that out.

The expansion that we are proposing to build here is approximately 33,000 sq. ft. There will be 2 buildouts. The first buildout will be approximately 29,000 sq. ft. buildout on the backside of our facility. Half of that will be a condition cleanroom manufacturing space and the other half will be warehouse space to support the products coming off that floor. We have a second bump out going out to the west side of our building that will be approximately 4,000 sq. ft. that will add a tool room addition space as well as additional office space for the professional hires that we will add. We currently have 15 FTE. We expect that this expansion will bring 45 new positions to our community of which approximately 15 would be professional engineer type job descriptions and about 30 production positions. Our operations are 24/7. We are running all the time and making important product for human beings and their health. That is our project, that our ask.

The situation is Medbio led by our CEO Chris Williams is going to make a decision on where to add that space and that capacity. The things that will be considered will be total costs, the amount of space that we can bring onboard as quick as possible. The opportunity here is thankfully we as an organization here at Polymer Conversions prior to even being acquired spent the money to design the addition space so that if and when we got to capacity, we could quickly pull the trigger to support our customers and our growth here in Orchard Park. Thankfully, those architectural plans are done. They were done in early 2020 and now Medbio is asking where we could add the space the quickest and the best possible cost and where is the employment opportunity. Are there better candidates in the Buffalo Area or Grand Rapids. I more or less am championing this site and speed to growth and trying to market that internally to our organization so that the decision and investment is make here in Orchard Park.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 10:08 a.m.

