

PUBLIC HEARING SCRIPT

**Lactalis American Group, 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 December 28, 2021 at 9:00 a.m. at the Agency's offices,
at 95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

No Attendees

☒ 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 {Company} 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, December 16, 2021.

☒ 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 2376 South Park Avenue, City of Buffalo, Erie County, New York (the "Land"), (ii) the construction on the Land of an approximately 5,066+/- SF office addition to the existing 26,856+/- SF facility situate on the Land (the "Existing Improvements") to provide additional enhanced working conditions for the employees (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, the Existing Improvements 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 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 January 25, 2022. 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.

The Hearing Officer calls on those who raise their hand.

(See attached statement from company)

☒ **6. ADJOURNMENT:**

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:07 a.m.



Suzanne Risman
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December 14, 2021

John Cappellino
President/CEO
Direct Line (716) 362-8362
jcappell@ecidany.com

Re: Lactalis American Group, Inc., - Application for Tax Incentive

Dear Mr. Cappellino:

Lactalis American Group, Inc., ("Applicant") submits this letter to support its Tax Incentive Application made to Erie County Development Agency for Sales Exemption in connection with Applicant's expansion of its corporate headquarter offices located at 2376 South Park Avenue, in the City of Buffalo.

Background

Applicant is one of four U.S. subsidiaries owned by Group Lactalis, which is a global group of dairy companies headquartered in Laval, France. Together, the U.S. subsidiaries employ approximately 3,700+/- full-time employees and operate eleven dairy manufacturing facilities across the U.S. Applicant, owns four of those manufacturing facilities, one of which is located in Buffalo, NY, along with its corporate headquarters. In Buffalo, Applicant employs 705 full-time employees (370 in its manufacturing facility and 335 in corporate headquarters). From Applicant's corporate headquarters offices, Applicant provides back-office support to its manufacturing facilities, in addition to providing certain back-office support to its affiliates in the U.S.

Need for the Office Expansion

Applicant's business has grown in terms of number of employees and assets. Since 2017, Applicant has added 120 jobs in Buffalo and its parent company has acquired five companies in the U.S. As a result of this continued growth and Applicant's expanded role in supporting its affiliates in the U.S., Applicant has outgrown its current office space and needs to expand its corporate offices to accommodate the growth. Today, it is impossible for Applicant to welcome all of its employees in the office at the same time – employees are doubled and tripled-up in offices, and are forced to manage a complex hybrid schedule between home and office. During

normal business operations, this situation has been less than optimal. With the added capacity restrictions imposed by Covid-19 mandates, it has become untenable to try to operate in limited office space. The Office Expansion project, which is the subject of the current Tax Incentive Application, is necessary to accommodate Applicant's growth in its current Buffalo location. Without the office expansion, employees will be relocated, some likely outside of NYS and others outside of Buffalo. This Office Expansion project would add 5,066 s/f to the existing 25,000+/- sf one-story office building. The capital investment is approximately \$1,100,000. The prime contractor under consideration, is a local contractor with local employees that has an established WMBE program and will engage WMBE subcontractors for the project.

Any consideration you can give to the Application is appreciated. If you require additional information about the project please contact me at the number listed above.

Thank you for your attention to this matter.

Very truly yours,



Suzanne Risman

SIGN IN SHEET PUBLIC HEARING

December 28, 2021 at 9:00 a.m. at the Agency's offices,
at 95 Perry Street, Suite 403, Buffalo, NY 14203
regarding:

**Lactalis American Group, Inc. and/or Individual(s) or Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 2376 South Park Avenue, City of Buffalo, Erie County, New York

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