

## PUBLIC HEARING SCRIPT

**3200 Clinton St., 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 25, 2024 at 10:00 a.m.,  
at the Town of West Seneca Community Center & Library,  
located at 1300 Union Road, West Seneca, NY 14224

### **ATTENDANCE:**

Craig Cardwell – Agile Cold Storage

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

*Hearing Officer:* Welcome. This public hearing is now open; it is 10:01 a.m. My name is Beth O’Keefe. I am the Vice President of Operations for 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 3200 Clinton St., LLC 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 Sunday, July 14, 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 3200 Clinton Street, Town of West Seneca, Erie County, New York and all other lands in 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 115,000 square-foot facility consisting of a cold storage warehouse for Agile Cold Storage (99,000 sq. ft) and manufacturing space (16,000 sq. ft.) for Rosina Foods (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, 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. 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.

Craig Cardwell. I'm representing 3200 Clinton Street, LLC, which is an entity of Agile Cold Storage and I want to thank you all for your time and allowing me to come and speak in front of you today. I want to give just a quick history of Agile, then I'll get into the project. Agile was formed January 1st, 2020, in Georgia. We have four facilities operating currently in Georgia. Three conventional, one fully automated facility and we have another facility we're getting ready to open in Claymont, Delaware, in September and we've broken ground on three other facilities; semi-automated facilities. We offer cold storage solutions and refrigerated solutions for frozen food manufacturers, refrigerated and cold storage and we are excited about this opportunity that we have in West Seneca. We're looking forward to being here. We're looking forward to bringing the jobs to West Seneca and introducing these folks to the Agile family. The project on 3200 Clinton Street is a partnership with a local frozen food manufacturer where we'll actually have manufacturing and boxing space 16,000 square feet attached to the building, and it's on their campus as well. We will also have a 99,000 square feet frozen coal storage refrigerated facility, which half of it will be utilized by the partner we're using with the manufacturing and boxing and the other half will be open to the public, which we currently have, or going under some contract negotiations with local frozen food manufacturers. The reason that we're here in front of this board today is because of where the site had to be we're roughly under eight acres and a typical facility of ours would usually utilize somewhere between 15 to 20 acres and for a facility for this need would be a conventional facility, more or less, which would actually

average about 35 to 40,000 pallet positions. But because of the space, we're having to go higher to a 70-foot facility with less pallet positions. Therefore, the cost of the construction is a bit more significant than it would be for a conventional facility. So, all in all, by time we're finished we're looking at around a \$46-\$50 million project here in West Seneca because we're going to have a 70-foot semi-automated facility for this company. That's why we're in front of you today for these credits. We look forward to being here in West Seneca. We look forward to introducing Agile Cold Storage to the community. We always really strive on being good stewards in the community and we're super excited to be here.

☒ **6. ADJOURNMENT:**

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

# PUBLIC HEARING

regarding:

**Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 3100 Clinton Street, West Seneca, New York 14224

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