

## PUBLIC HEARING SCRIPT

**Rosina Food Products, 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 March 18, 2025, at 11:00 a.m. at  
the Town of West Seneca Community Center and Library (Small Conference Room),  
at 1300 Union Road, West Seneca, New York 14224

### **ATTENDANCE:**

John Connolly – Rosina Food Products, Inc.  
Michael Driscoll – Rosina Food Products, Inc.  
Michael Smolen – West Seneca Resident  
Lora Smolen – West Seneca Resident  
Susan Kims – West Seneca Resident

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

*Hearing Officer:* Welcome. This public hearing is now open; it is 11:00 a.m. My name is Grant Lesswing. I am the Director of Business Development 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 Rosina Food Products, 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 Wednesday, March 5, 2025.

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

*Hearing Officer:* The proposed project (the "Project") consists of: The Facility will be initially operated and/or managed by the Company. (i) the acquisition by the Agency of a leasehold interest in certain property located at 3100 Clinton Street, in the Town of West Seneca, Erie County, New York, and all other lands in the Town of West Seneca where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), and the existing

improvements located thereon, consisting principally of the Company's existing approximately 105,000 square-foot meatball production facility (the "Existing Improvements"); (ii) the construction on the Land of approximately 32,000 square feet of additional space to accommodate a new meatball processing line (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 Improvements and the Existing Improvements, the "Facility"). The Facility will be initially owned and operated by the Company.

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 on March 25, 2025. 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.

Michael Driscoll - Senior Vice President and General Counsel at Rosina Food Products. I'm here with my colleague, John Connolly, Rosina's Controller. We are here today to respectfully request that the ECIDA grant financial assistance to Rosina to complete a 32,000 square foot expansion of our protein plant located at 3100 Clinton Street in West Seneca to accommodate a new manufacturing line that will produce 40 million pounds of meatballs annually and will allow the company to become less reliant on out of state co-packers who currently manufacture our product, excuse me, approximately 20 million pounds of our product annually and move those jobs from other states back to Buffalo, the Buffalo area, to West Seneca. This will create at least 53 manufacturing and related supporting jobs with an average salary of \$86,000 a year for management and \$46,000 for production workers. Just by way of context, in 2021, Rosina constructed 105,000 square foot plant at 3100 Clinton. That was designed to include this phase II expansion that was done to prudently use the company's growth and monies to grow and also to ensure that our growth was consistent with our projections. The cost of that construction was

\$51 million which was invested in Western New York. In addition, we purchased \$22 million in equipment to produce a capacity increase of 40 million pounds of meatballs. We originally projected 40 additional jobs at the plant and retained 100 jobs at another plant that was old and needed to be replaced. To date we have 52 full-time jobs, so 12 more than the 40 projected. We've retained 100 jobs and we have temp labor for the current workforce of 184 tax paying citizens here in Western New York. Additionally, we have currently pending project at 75 Empire Drive to expand our pasta facility which produces frozen filled pasta products. That's a 12,000 square foot expansion with an investment of \$8 million in construction costs and at least \$6 million in equipment and an estimated 15 jobs.

This project, phase II will be as I mentioned, 32,000 square feet with a construction cost of \$22 million and an investment of \$5 million, excuse me \$7.5 million. And I mentioned the jobs and salaries. Rosina has invested significantly in New York, and we need the to complete this expansion to stay competitive and retain the jobs that we currently have here in the Western New York area. Between 2021 and 2026 with these investments that I mentioned in the three investments as well as attracting a frozen store storage company called Agile to Western New York who is currently completing a \$50 million construction for 132,000 square foot cold storage facility. Rosina will have invested or attracted investment totaling \$168 million to Western New York in the last five years creating 165 jobs and creating stability for a total of 650 citizens in Western New York. With that, I would like to thank the IDA for considering this application and thank you for your time.

☒ **6. ADJOURNMENT:**

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 11:08 a.m.

# SIGN IN SHEET PUBLIC HEARING

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the Town of West Seneca Community Center and Library (Small Conference Room),  
at 1300 Union Road, West Seneca, New York 14224, regarding:

**Rosina Food Products, Inc. and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 3100 Clinton Street, in the Town of West Seneca, Erie County, New York

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