

**IMA Life North America, Inc. project
and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or
to be formed on its behalf**

Public Hearing to be held on April 2, 2025 at 10:00 a.m., at the Town of Tonawanda, Town Board Conference Room #20, located at 2919 Delaware Avenue, Kenmore, NY 14217

ATTENDANCE:

Byron DeLuke – Montante Construction
Hon. Joseph Emminger – Town of Tonawanda Supervisor

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

Hearing Officer: Welcome. This public hearing is now open; it is 10:07 a.m. My name is Andrew Federick. I am Property and Business Development Officer 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 ecidany.com.

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

Hearing Officer: We are here to hold the public hearing on the {Company} project and/or Individual(s), Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. 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 18, 2025.

☒ **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 700 Colvin Woods Parkway, Town of Tonawanda, Erie County, New York and all other lands in the Town of Tonawanda 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 a new office and manufacturing facility which will include 50,000 square feet of a development laboratory, three production bays and warehouse space for the development, sale, assembly, testing and shipping of Freeze Dryers for the pharmaceutical section as well as 30,000 square-feet of corporate office space for the North American headquarters for IMA Group as well as exterior parking, truck court and dumpster areas (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, the “Facility”). The Facility will be initially operated and/or managed by the Company.

The proposed financial assistance contemplated by the Agency includes an increase in New York State and local sales and use tax exemption benefits, (in compliance with Agency's uniform tax exemption policy).

☒ **4. FORMAT OF HEARING:** Review the 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 April 22, 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 or less.

Byron DeLuke, Executive Director of Development for Montante Construction. I'm here today representing the applicant IMA Life which is seeking an increase in the previously approved sales tax benefit for its new office and production facility which is currently under construction at Colvin Woods here in the Town of Tonawanda. IMA Life is part of the IMA group which is headquartered in Bologna, Italy. The company specializes in pharmaceutical packaging, process equipment as well as the food industry and automation of industrial processes. They employ about 6,900 people worldwide and of that global workforce 154 work right here in Western New York at their existing Tonawanda facility. IMA Life has twice expanded their facility on Military Road. However, the existing site is no more room for growth and so the company examined sites in Western New York, and other states eventually settling on Colvin Woods Business Park as the best location for future growth. With the help of the ECIDA IMA was able to secure financing and proceed to construction on phase one of the project in this past year. They anticipate completion in May of 2025. Once up and running the new facility is going to enable them to retain 120 full-time jobs while also creating 30 new jobs. The previously approved benefit from the IDA was a critical piece of financing stack. It was absolutely necessary to ensure in this long-term future here in Towanda, and the company is incredibly grateful for that support. However,

since the initial budget was completed in June 2023, total project costs have risen by more than \$6 million or 20%. This has been driven by a number of items, specifically changes to the final design including non-manufacturing equipment, an increase in the finished square footage of the facility, increasing the cost of the main electrical service to the building and of course general material and labor increases in the market. And as a result, IMA is seeking an increase to the previously approved sales tax benefit in line with the increase in total project cost. Again, on behalf of the applicant, I want to express our sincere gratitude to the agency as it considers our request for additional assistance. And we look forward to working with the ECIDA to ensure that Towanda continues to be the best place for IMA to invest in these facilities and jobs.

Joseph Emminger, Supervisor Town of Tonawanda. I'm here today to support this application for the increase in the sales tax benefit. IMA Life and Montante Construction have been great partners with this project in the Town. The ask that they're asking for considering the economic climate, the economic costs have gone up over the last couple years are certainly justifiable in my opinion. You have no further look than the increased costs at our new stadium that's going up and the cost increases that are going on there. And it's obviously impacting all projects that are going on in Western New York, including IMA Life Project at over at Colvin Woods. So, I'm just here to wholeheartedly support on behalf of the Town of Tonawanda.

☒ **6. ADJOURNMENT:**

As there are no further statements and/or comments, I will close the public hearing at 10:14 a.m.

SIGN IN SHEET

April 2, 2025 at 10:00 a.m., at the Town of Tonawanda, Town Board Conference Room #20, located at 2919 Delaware Avenue, Kenmore, NY 14217, regarding:

**IMA Life North America, Inc. project and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 700 Colvin Woods Parkway, Town of Tonawanda, Erie County, New York
(Sales Tax Increase)

[illegible]