

SECOND PUBLIC HEARING SCRIPT

**Upstate Niagara Cooperative, 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 June 30, 2025 at 9:00 a.m.,
at the Town of West Seneca Community Center & Library, located at 1300 Union Road,
West Seneca, NY 14224

ATTENDANCE:

Charles Wilson - Upstate Niagara Cooperative

☒ 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 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 Upstate Niagara Cooperative, Inc. 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, June 11, 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 V/L North America Drive, 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"), (ii) the construction on the Land of an approximately 250,000 sq. ft. addition to the existing 222,851 sq. ft. warehouse facility to be utilized for manufacturing as well as storage for finished goods, ingredients and packaging (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 "Original Facility").

The Company has submitted an amended application to the Agency amending its Project application (hereinafter, the “Modified Project”) confirming that the Improvements contemplated for the Original Facility have now decreased in size and will now consist of the construction on the Land of an approximately 165,000 square-foot addition to the existing 222,851 sq. ft. warehouse facility to be utilized for manufacturing as well as storage for finished goods, ingredients and packaging (the “Modified Improvements” and with the Equipment and the Land, the “Modified Facility”), and requesting additional financial assistance for the Modified Project in the form of an increase in the sales and use tax exemption that was previously granted to the Company and mortgage recording tax exemption benefits consistent with the policies of the Agency.

☒ 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 July 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.

Charles Wilson, Upstate Niagara Cooperative. I'm the Director of Risk Management. Thank you for having me here. As Grant said we are planning a 165,000 square foot expansion to our existing 220,000 square foot facility in West Seneca. This is to expand our capacity to manufacture yogurts and cottage cheese. We operate in a very competitive marketplace and we ship these products throughout the country utilizing significant milk from New York Farms. We are actually owned by about 230 dairy farms throughout New York State. In addition, we will be adding about 130 good paying jobs with good benefits you know as the project is completed and we appreciate the support of the County and the Town of West Seneca.

☒ 6. **ADJOURNMENT:**

As there are no further statements and/or comments, I will close the public hearing at 9:04 a.m.

SIGN IN SHEET

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West Seneca, NY 14224
regarding:

**Upstate Niagara Cooperative, Inc. project and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: V/L North America Drive, West Seneca, New York 14224

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