

## PUBLIC HEARING SCRIPT

### North American Salt Company Project

Public Hearing to be held on January 21, 2014 at 9:00 a.m.,  
at the City of Lackawanna City Hall in the Council Chambers  
located at 714 Ridge Road, Lackawanna, New York 14218

### ATTENDANCE

Kevin Thimmesch - North American Salt Company  
Anthony Mancinelli - Counsel to North American Salt Company

### Second Option: To be followed when Members of the Public are in attendance:

#### ☒ **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 a Business Development Officer 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.*

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

Hearing Officer: *We are here to hold the public hearing on the North American Salt Company 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 Saturday, January 11,, 2014.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) the land lease of a parcel of land located as part of 1951 Hamburg Turnpike, City of Lackawanna, Erie County, New York (the "Land"); (ii) the construction and equipping of a 5,400+/- SF manufacturing/processing facility and a 28,000+/- SF warehouse facility to be utilized for the importation, packaging and distribution of bulk salt from the North American Salt Company mine located in Goderich Ontario (the "Improvements"), and (iii) the acquisition and installation by the Company of*

*certain items of machinery, equipment and other tangible personal property (the "Equipment", and collectively with the Land and the Improvements, the "Facility").*

*The proposed financial assistance contemplated by the Agency includes 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. If you have a written comment to submit for the record, you may do so. Written comments may also be delivered to the Agency at 95 Perry Street, Suite 403, Buffalo, New York 14203 until the comment period closes on Tuesday, January 28, 2014. There are no limitations on written comments.*

☒ **5. PUBLIC COMMENT:** Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: *If anyone is interested in making a 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 comments to 5 minutes, and if possible, 3 minutes.*

**The Hearing Officer calls on those who raise their hand.**

Kevin Thimmesch, North American Salt Company - The project plan is to lease a portion of land at the Gateway Trade Center for construction of two primary structures and an 18,000 sq. ft. storage dome and an adjacent 16,000 sq. packaging plant. Salt will be brought in by lake freighter from our salt mine located in Goderich, Ontario. It will be discharged into the salt dome, moved into the plant for screening, blending, packaging and pelletizing for sale to existing and new customers in the region. The plan will be to employ 8-10 employees at this new facility.

☒ **6. ADJOURNMENT.**

As there were no further comments, the Hearing Officer closed the public hearing at 9:15 a.m.

## **SIGN IN SHEET**

### **PUBLIC HEARING**

January 21, 2014, at 9:00 a.m.  
at the City of Lackawanna City Hall in the Council Chambers  
located at 714 Ridge Road, Lackawanna, New York 14218  
regarding:

#### **North American Salt Company**

Project Location: A part of 1951 Hamburg Turnpike, Lackawanna, New York 14218

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak comment</b>
Kevin Thimmesch -	North American Salt Company	X
Anthony Mancinelli	Counsel to North American Salt Company	