

## PUBLIC HEARING SCRIPT

**Latina Boulevard Foods, 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 December 27, 2016 at 9:00 a.m.,  
at the Town of Cheektowaga, 3301 Broadway (Town Council Chamber),  
Cheektowaga, New York 14227

### **ATTENDANCE**

David Raponi, Latina Boulevard Foods

Mark LaMartina, Latina Boulevard Foods

Susan Rims, West Seneca

Nora Mikes, West Seneca

☒ Members of the General Public

### **☒ 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 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 Latina Boulevard Foods, 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 Friday, December 16, 2016.*

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

Hearing Officer: *The proposed project (the "Project") consists of: (i) the renovation of an additional 110,000+/- SF expansion to the Company's existing 80,000+/- SF footprint in an existing building located at 1 Scrivner Drive, Town of*

*Cheektowaga, Erie County, New York (the "Improvements") consisting of a 30,000+/- SF freezer, a 10,000+/- SF cooler, and 70,000+/- SF of additional racking and storage/warehouse space and the renovation of 201,100+/- SF of unoccupied space to facilitate various tenants for distribution/warehouse purposes; and (ii) the acquisition and installation by the Company of certain items of machinery, equipment and other tangible personal property to be utilized for Company operations (the "Equipment," and collectively with the Improvements, the "Facility").*

*The proposed financial assistance contemplated by the Agency includes 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 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 January 24, 2017. 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.**

Dave Raponi, Chief Financial Officer for Latina Boulevard Foods - We're here to apply for sales tax exemption for our improvements within the facility that we have and also we're trying to expand the cooler freezer as Grant stated, as well as recruit other leasehold holders into the building within that additional 200,000 sq. ft. My colleague here is Mark LaMartina, Executive Vice President of Sales & Marketing. I'm going to let him speak to the project itself. If there's any details you'd like to know then you can certainly ask but in essence we're expanding our

facility and we have grown quite a bit since the corporation was formed, about 130 percent growth.

My name is Mark LaMartina, Executive Vice President of Latina Boulevard Foods - As Dave just stated, we're in front of you requesting this be approved. We have been in the facility for about going on five years now and since that time, as Dave mentioned, our growth has been about over 130 percent. The facility originally was a distribution center. When we moved in we modified it, our parcel to accommodate what we thought at the time was our needs and would be our needs for probably ten years. We have far surpassed that, those needs. Our initial model was to grow about ten percent a year which we've extremely out grown that goal. Making this decision to continue our growth, we need this expansion to accommodate our needs. Our business is selling wholesale foods to restaurants, institutions and schools all within, well I should say  $\frac{3}{4}$  of which is in Erie County. We do go as far as Rochester, Jamestown and Olean, but  $\frac{3}{4}$  of our business is within Erie County. We have been in existence for 54 years and have experienced continual growth, but the growth within the last five years since we have occupied this facility has been tremendous. We hope to continue with this growth within the next 3 to 4 years, we hope to be even probably double the business we currently have. So in order to make this happen we need to expand our capabilities and that is the project before you. That's where we're at.

Norma Mikes, 758 Orchard Park Road - So are you asking for just a tax abatement or a subsidy?  
Dave Raponi - Sales tax.

Norma Mikes - That's it? So the financing for the project is private?

Dave Raponi - It's from the bank? Right.

Norma Mikes - Ok, I went to your website and it we're local, and your local. Why don't you buy from us? If your wholesale I haven't seen any effort in your sale to the public. How can I? Are you just wholesale?

Mark LaMartina - We just sell wholesale food and not food products, meaning paper goods to restaurants and schools. We represent, we are products of national brands, the Sara Lee's and Tysons of the world, but the products that we sell can only be found in restaurants. We don't sell to retail.

Norma Mikes - Ok.

Susan Kims, 99 Covington Drive in West Seneca - So you're only looking for the sales tax abatement and you've been there for five years now?

Mark LaMartina - We moved into this facility in November of 2011.

Susan Kims - And you're not looking for a PILOT, payment in lieu of taxes to the school district here?

Mark LaMartina - No.

Susan Kims - And your looking to add five new employees possibly?

Dave Raponi - At a minimum.

Susan Kims - Sounds like a good venture.

Dave Raponi - Thank you.

Nora Mikes - It does say in your application - first of all there's so many things you left blank. Why did you leave so many of things blank in the application?

Dave Raponi - A lot of the items did not apply to us.

Nora Mikes - Like half of it. Ok, well if it doesn't apply you're supposed to do NA, not leave it blank. Alright, well it does say in the application, it says "are you looking for other assistance?" and that said "yes".

Dave Raponi - Yes, the Workforce Investment Board and the ECC Employment Training Center.

Nora Mikes - Right, and you're asking them for assistance or

Dave Raponi - They offer assistance and we're going to take them up on it.

Nora Mikes - What kind of assistance exactly are they offering?

Dave Raponi - Well one is hiring, where you hire people within a certain income and we're able to get that subsidy for the people to come work for us.

Nora Mikes - Ok so are you going to take steps to hire from among our most vulnerable?

Dave Raponi - That's part of the program. I mean we're not going to go to the homeless shelter as part of our hiring but those that are disadvantaged as part of that program, get them on board.

Nora Mikes - How about formerly incarcerated people?

Dave Raponi - Well we don't go out and target incarcerated people specifically.

Nora Mikes - Formerly, formerly. Well will you make outreach to the people who need employment the most in our County?

Dave Raponi - UNAUDIBLE

Nora Mikes - But will you try to outreach to them? If they apply that's one thing. But will you go looking for them? The disadvantaged people?

Dave Raponi - Yes but not specifically. If they come in they will (UNAUDIBLE). With this program they will, but for right now, we don't need it, so we're just going to these programs for the future if we need.

Nora Mikes - And your looking to hire five people?

Dave Raponi - Yes.

Nora Mikes - Ok

Susan Kims - On the application it talks about are you applying for state/federal historical tax credit. It that was you were just referring to? You answered yes to that.

Dave Raponi - Yes

Susan Kims - Ok so that's what you were just referring to. Ok, Thank you.

## ☒ **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**

December 27, 2016, at 9:00 a.m.  
at the Town of Cheektowaga Town Hall, 3301 Broadway (Town Council Chambers)  
Cheektowaga, New York 14227  
regarding:

**Latina Boulevard Foods, LLC and/or Individual(s) or Affiliate(s),  
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 1 Scrivner Drive, Cheektowaga, New York 14227

<b>Name</b>	<b>Company and/or Address</b>	<b>X box to speak/ comment</b>
Dave Raponi	Latina Boulevard Foods 1 Scrivner Drive Cheektowaga, New York 14227	X
Mark LaMartina	Latina Boulevard Foods 1 Scrivner Drive Cheektowaga, New York 14227	X
Susan Rim	99 Covington Drive West Seneca, New York	X
Norma Mikes	758 Orchard Park Road West Seneca, New York	X