



Policy Committee

July 10, 2025
At 9:00 a.m.

ECIDA Offices
95 Perry Street, 4th Floor Conference Room
Buffalo, New York 14203

1. Call Meeting to Order
2. Approval of the June 5, 2025 Policy Committee Meeting (Pages 2-4)
3. Project Matrix (Informational) (Page 5)
4. Project Presentation (Staff – Company Q&A)
 - a) Lactalis American Group, Inc - Project Modification (Pages 6-43)
 - b) Upstate Niagara Cooperative - Project Modification (Pages 44-75)
 - c) Great Lakes Pressed Steel (Pages 76-107)
5. Management Team Report
6. Adjournment - Next Meeting August 7, 2025 at 9:00 a.m.

**MINUTES OF A MEETING OF THE
POLICY COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

- DATE AND PLACE:** June 5, 2025 at the Erie County Industrial Development Agency, 95 Perry Street, 4th Floor Conference Room, Buffalo, New York 14203
- PRESENT:** Denise Abbott, A.J. Baynes, Rev. Mark E. Blue, Zaque Evans, Richard Lipsitz, Jr., Dr. Susan McCartney, Brenda W. McDuffie, Glenn R. Nellis, Hon. Brian Nowak, Laura Smith and Lavon Stephens
- EXCUSED:** Gregory R. Inglut, Peter Petrella, Hon. Christopher Scanlon and David State
- OTHERS PRESENT:** John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Beth O'Keefe, Vice President of Operations; Grant Lesswing, Director of Business Development; Brian Krygier, Director of Information Technology; Carrie Hocieniec, Operations Assistant/Assistant Secretary; Atiqah Abidi, Accounting Manager; Soma Hawramee, Compliance Portfolio Manager, Michelle Moore, Compliance Associate and Robert G. Murray, Esq., as General Counsel/Harris Beach Murtha
- GUESTS:** Yessica Vasquez on behalf of the City of Buffalo; Robert Kapilevich on behalf of Pfannenberger

There being a quorum present at 9:05 a.m., the Meeting of the Policy Committee was called to order by Mr. Lipsitz, who presided over the meeting in the absence of Chair Abbott.

MINUTES

The minutes of the May 1, 2025 Policy Committee meeting were presented. Upon motion made by Dr. McCartney to approve of the minutes, and seconded by Ms. McDuffie, the Policy Committee meeting minutes were unanimously approved.

PROJECT MATRIX

Mr. Cappellino presented the project matrix to the Committee. Mr. Lipsitz directed that the report be received and filed.

PROJECT PRESENTATION

Pfannenbergl US Realty LLC, 13595 Broadway, Alden, New York 14004. Ms. O'Keefe presented this proposed amendment to the sales and use tax benefits project involving the company's request for an increase in sales tax benefits due to a rise in material costs and additional/unanticipated costs.

Ms. O'Keefe confirmed that Pfannenbergl US Realty LLC is seeking up to \$411,250 in sales tax exemption assistance. Total payroll is projected at \$37,845,271 which includes the direct and indirect jobs for both the temporary and ongoing positions over the life of the PILOT. Created jobs include 43 construction jobs. The resulting cost benefit is 94:1 so for every \$1 of incentive the community benefit is \$94 in payroll & tax revenue. Within Erie County, for every \$1 of incentive the community benefit is \$165 in benefits to the community.

Ms. O'Keefe stated that in exchange for providing the sales and use tax benefit, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total Project Amount = \$15,850,000 85% = \$13,472,500
Employment	2 years after project completion	Maintain Base = 123 FTE Create 85% of Projected Projected = 23 FTE 85% = 19 FTE Recapture Employment = 142 FTE
Local Labor	Construction Period	Adherence to policy including quarterly reporting
Pay Equity	2 years after project completion	Adherence to policy
Unpaid Tax	2 years after project completion	Adherence to policy
Recapture Period	2 years after project completion	Recapture of state and local sales taxes,

General discussion ensued.

Mr. Baynes moved and Ms. McDuffie seconded to recommend the project as proposed be forwarded to the members of the ECIDA Board for approval. Mr. Lipsitz called for the vote and the motion was then unanimously approved.

At this point in time, Mr. Evans joined the meeting.

MANAGEMENT TEAM REPORT

Mr. Cappellino recognized Mr. Lipsitz's 13 years of service as an ECIDA board member and Chair of the Policy Committee. Mr. Cappellino noted Mr. Lipsitz's outstanding leadership and stewardship and noted this will be his last Policy Committee meeting and thanked him for his service.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:43 a.m.

Dated: June 5, 2025

Elizabeth A. O'Keefe, Secretary

Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	\$ 0
	Sales	\$2,158,618
	Mortgage Recording	\$ 0
	Total	\$2,158,618
	Discounted at 2%	\$2,158,618

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 37,882,251
			Payroll Permanent	\$338,804,008
		Public	Property Taxes	\$ 0
			Sales Taxes	\$ 3,131,204
			Other Muni Revenue (NFTA)	\$ 0
	New York State	Public	Income Taxes	\$ 16,950,881
			Sales Taxes	\$ 2,636,804
			Total Benefits to EC + NYS***	\$399,405,149
			Discounted at 2%	\$385,408,081

* Cost Benefit Analysis Tool powered by MRB Group **includes direct & indirect \$ over project period *** may not sum to total due to rounding

Discounted Cost \$ 2,158,618
Discounted Benefit \$ 385,408,081
Ratio 1:179

Conclusion: The Cost Benefit for this project is: 1:179. For every \$1 in costs (incentives), this project provides \$179 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$313 in benefits to the community.**

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$62,014,038 85% = \$52,711,932
Employment	2 years after project completion	Maintain Base = 400 FTE Create 85% of Projected Projected = 27 FTE 85% = 22 FTE Recapture Employment = 422 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	2 years after project completion	Adherence to Policy
Unpaid Tax	2 years after project completion	Adherence to Policy
<u>Recapture Period</u>	2 years after project completion	Recapture of state and local sales taxes

Recapture applies to: State and Local Sales Taxes

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) company has maintained 400 FTE jobs and created 22 FTE jobs (85% of projected), iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

Project ECIDA History

- 6/18/25: Public hearing held.
- 7/23/25: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA – amendatory request
- 7/23/25: Lease/Leaseback Inducement Resolution presented to the Board of Directors – amendatory request

Company History

- 11/29/23: sales tax incentive associated with a \$44.5 M investment
- 1/26/22: property and sales tax incentives associated with \$1.44 M construction and renovation project (office space). Project status = inactive / Lactalis will not move forward with project and no ECIDA benefits were taken.
- 10/13/99: property and sales tax incentives associated with \$7.76 M construction project: 86K sq ft cooler/warehouse, 91K sq ft parking lot, renovations to an existing facility and the purchase of machinery & equipment.
- 8/12/98: property & sales tax incentives associated with \$1.8 M construction project: 7K sq ft addition to an admin bldg.
- 2/12/97: property & sales tax incentives associated with \$2.83 M construction project: 16K sq ft addition existing bldg.

EVALUATIVE CRITERIA MANUFACTURING/WAREHOUSE/DISTRIBUTION

Project: Lactalis American Group: 2025 Plan Modernization - WNY

CRITERIA	COMMENTS
Wage Rate (above median wage for area) Per capita income = \$41,560	Average Rate for Current FT Employees: \$77,112 Projected FT Employees: \$47,515
Regional Wealth Creation (% sales / customers outside area)	Sales in Erie County (EC): 3% Outside EC, within NYS: 6% Outside NYS, within US: 89% Outside U.S.: 2%
In Region Purchases (% of overall purchases)	15% of purchases are from EC based firms
Research & Development Activities	Applicant allocates approx. 7% - 10 % of total operating expenses for R&D activities.
Investment in Energy Efficiency	Yes. Modernization work includes installation of new higher efficiency heating & cooling units. Other energy efficiencies include: better insulation, improved SEER ratings. Switch from natural gas to electricity (new production equipment) reducing carbon emissions.
Locational Land Use Factors, Brownfields or Locally Designated Development Areas	Annually, this plant uses 700MM pounds of milk for dairy product production – 97% of raw milk comes from NYS dairy farmers.
LEED/Renewable Resources	No.
Retention/Flight Risk	Risk = Lactalis choosing to expand elsewhere: at an existing facility in the U.S. or build new.
DEI Questionnaire	See attached DEI Questionnaire that includes 1) MWBE Contractor goals for construction and 2) current workforce & hiring practices related to Diversity Equity & Inclusion
Workforce Access – Proximity to Public Transportation	NFTA bus routes: 14, 16 and 42
Onsite child daycare facilities on the project site	No.

*U.S. Census Bureau

DATE OF INDUCEMENT: July 23, 2025

Erie County Industrial Development Agency

MRB Cost Benefit Calculator

Date June 11, 2025
 Project Title Lactalis American Group, Inc. Project Modification
 Project Location 2375 South Park Avenue, Buffalo, New York 14220



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

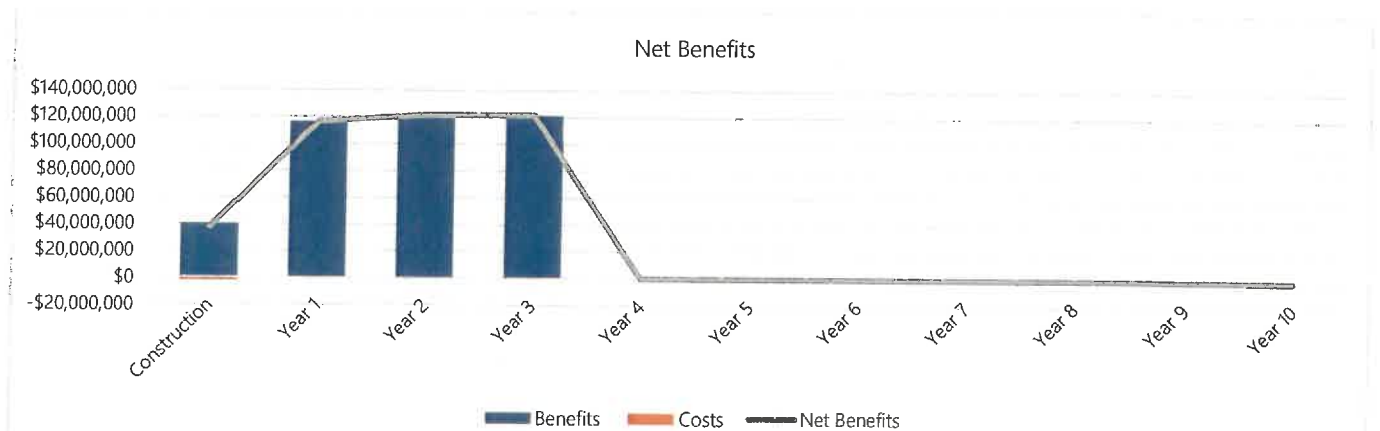
Construction Project Costs

\$62,014,038

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	242	230	471
Earnings	\$23,732,772	\$14,149,479	\$37,882,251
Local Spend	\$62,014,038	\$44,079,578	\$106,093,616

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	427	1775	2202
Earnings	\$95,100,210	\$243,703,798	\$338,804,008

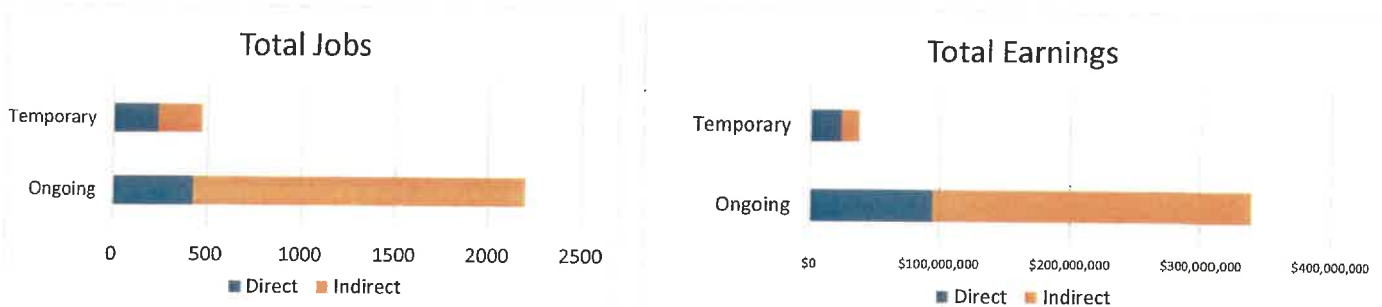
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$2,158,618	\$2,158,618
Local Sales Tax Exemption	\$1,171,821	\$1,171,821
State Sales Tax Exemption	\$986,797	\$986,797
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$2,158,618	\$2,158,618

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$379,817,464	\$366,506,842
To Private Individuals	\$376,686,259	\$363,485,369
Temporary Payroll	\$37,882,251	\$37,882,251
Ongoing Payroll	\$338,804,008	\$325,603,118
Other Payments to Private Individuals	\$0	\$0
To the Public	\$3,131,205	\$3,021,472
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$314,896	\$314,896
Ongoing Jobs - Sales Tax Revenue	\$2,816,308	\$2,706,576
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$19,587,685	\$18,901,239
To the Public	\$19,587,685	\$18,901,239
Temporary Income Tax Revenue	\$1,704,701	\$1,704,701
Ongoing Income Tax Revenue	\$15,246,180	\$14,652,140
Temporary Jobs - Sales Tax Revenue	\$265,176	\$265,176
Ongoing Jobs - Sales Tax Revenue	\$2,371,628	\$2,279,222
Total Benefits to State & Region	\$399,405,149	\$385,408,081

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$366,506,842	\$1,171,821	313:1
State	\$18,901,239	\$986,797	19:1
Grand Total	\$385,408,081	\$2,158,618	179:1

*Discounted at the public sector discount rate of: 2%

Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes
Does this project provide onsite childcare facilities? No



Diversity, Equity and Inclusion Questionnaire

1. MWBE Contractors - Construction

The ECIDA encourages applicants to utilize MWBE contractors and suppliers for their projects and when feasible, to set a goal for MWBE participation during the construction period of the project. Below are links to the NYS and Erie County certified MWBE lists, including contractors, that can assist you with your utilization goals:

- New York State MWBE Certified List: <https://ny.newnycontracts.com/>
- Erie County MWBE Certified List: <https://www3.erie.gov/eeo/mbe-wbe-resource-list>

Please provide detailed information regarding your company's plan to utilize MWBE contractors and suppliers for your project. Please include your project's MWBE utilization goals, what process and resources you plan to use or have utilized in the past to find and hire MWBEs, a list of the specific MWBE firms used on previous projects and/or firms you plan to use on the current project, and any history the company has of setting and meeting MWBE goals on past projects. The company may also include details with respect to the foregoing related to any MWBE policy and utilization goals that its general contractor has committed to implementing for the project.

SEE ATTACHED

2. Minority & Women Employment - Current Workforce & Hiring Practices

The ECIDA encourages the hiring of a diverse workforce, especially for jobs created and retained as part of an ECIDA induced project. Below are some links to sites and organizations that will be helpful in achieving a diverse workforce:

- Northland Workforce Training Center: <https://northlandwtc.org/employers/>

- Workforce Buffalo: <https://www.workforcebuffalo.org/business-services/employer-services>
- New York State Job Bank: <https://myjobsny.usnlx.com/>
- Local Minority Newspapers: <https://www3.erie.gov/eeo/minority-newspaper>

Please provide detailed information regarding your company's current workforce and hiring practices as it relates to minority and women employees, including, if applicable, the company's Diversity, Equity and Inclusion plan and goals, any strategic partnerships the company has with educational and/or workforce development entities, and company strategies regarding outreach to minorities and women with the dissemination of job openings to the public:

SEE ATTACHED

3. Economic Inclusion Program

The ECIDA's Economic Inclusion Program (EIP) is a voluntary "opt in" program providing an enhanced real property tax abatement to applicants who commit to implementing and meeting MWBE utilization and minority and women employment goals. The mission of the EIP is to enhance the beneficial public impact of projects receiving ECIDA assistance and to further the ECIDA's goal of advancing opportunities for MWBE businesses and minorities and women, in general, in the Erie County workforce. Please note, for a company to be considered an MWBE under the EIP it must be certified as an MWBE by New York State or Erie County.

Under the EIP, the standard ECIDA PILOT Agreement real property tax abatement schedules are enhanced by extending both the term and abatement percentages of the PILOT Agreement.

Please note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. The applicant shall not engage in any unlawful discrimination against any employee or applicant by reason of race, creed, religion, color, age, disability, national origin, sex, gender, or any other characteristic protected by law, including, but not limited to, Title VII of the Civil Rights Act, the Americans with Disabilities Act, the Age Discrimination in

Employment Act, the Genetic Information Nondiscrimination Act, the New York State Human Rights Law, and any other similar laws, rules, or regulations. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

☒ Please check the box indicating that you have read the Economic Inclusion Program summary above and the attached FAQ document that can be found at the end of the questionnaire.

☒ Please check the box if you are interested in tentatively opting into the Economic Inclusion Program (nonbinding) and would like further, detailed information on the program and process from your ECIDA business development officer.

Diversity, Equity and Inclusion Questionnaire - Attachment

1. MWBE Contractors - Construction

The applicant's internal practices include use of MBE/WBE companies when available. Their Project managers and Purchasing team are required to utilize the NYS MBE/WBE maintained list of certified contractors prior to publishing jobs for bid. This helps ensure certified companies are included in the RFP and bid process. They also require via contract terms and conditions that all of our contractors in NYS engage MBE/WBE to work on their projects to the maximum extent possible. Up until recently, and yet to be finalized for the proposed project, a prime contractor for their previous project had a policy that required all of their local (Erie County) contracts include MWBE suppliers or subcontractors for approximately 9%-11% of its contract prices. This has been a standard practice for this contractor for a number of years. The applicant is dedicated to building a diverse, inclusive, and authentic workplace, and they make every effort to engage with suppliers and vendors that make conscious efforts to promote the same.

2. Minority & Women Employment - Current Workforce & Hiring Practices

Lactalis America Group's Diversity, Equity & Inclusion company statement states:

We believe each and every individual within the organization provides value. When we encourage and include the voices of all diverse backgrounds and perspectives, we open doors to unforeseen growth and allow individuals to bring their full authentic selves to work. In order to celebrate the uniqueness of our people and the communities in which we operate, we are committed to cultivating a fair and inclusive workplace that fosters real belonging for all.

To that end, the applicant has a signed partnership agreement with Circa (also known as DiversityJobs), a talent acquisition company committed to promoting the applicant's open positions to minority and underrepresented groups. All job postings include diversity language inviting candidates from all different backgrounds, cultures, and experiences, to apply and become part of the applicant's diverse, inclusive, and authentic workplace. Furthermore, the applicant encourages candidates with past experiences that do not perfectly align with every qualification in the job posting to still apply for the position and share their story, passion and expertise on why they would be the perfect candidate for the job. Finally, the Applicant's parent company has recently established a USA DE&I Council that will establish and oversee DE&I programs across all plants in the U.S.

LACTALIS USA		Distribution:		
Human Resources Policy & Procedural Manual	EQUAL EMPLOYMENT OPPORTUNITY	Procedure No.	PAGE 1 OF 2	
		Date Effective: 01/01/2004	Revision Date: 01/01/2022	

TABLE OF CONTENTS	1.0 Purpose 2.0 Scope and Application 3.0 Responsibility 4.0 Policy
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PURPOSE 1.0	1.1 To establish a policy and guidelines regarding the Equal Employment Opportunity (EEO) Policy which has been designed to: a. Ensure continued administration of all Human Resources policies and practices for all employees and applicants without regard to discrimination based on race, religion, color, sex, national origin, marital status, disability, genetic information or veteran status and accordance with applicable policies pertaining to age or any other prohibited discrimination prohibited by EEO or Department of Labor (DOL) state or local laws. b. Promote employee understanding and acceptance of the principle of affirmative action, as applicable in assuring the provisions of equal employment opportunities. c. Place positive emphasis on employment and development of women and minority group employees.
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SCOPE AND APPLICATION 2.0	2.1 This policy applies to all employees of the Company. For purposes of this policy, any reference to the "Company" will mean the specific U.S. subsidiary that employs you.
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RESPONSIBILITY 3.0	3.1 The Vice President of Human Resources is responsible for the content and maintenance of this document.
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POLICY 4.0	4.1 Policy The Company has a continuing policy to ensure that equal employment opportunities are extended to all persons without regard to race, color, religion, gender, national origin, age disability, sexual orientation or veteran status. This policy applies to all terms and conditions of employment, including but not limited to hiring, selection, promotion, layoff, and compensation. The Company expressly prohibits and will not tolerate any form of unlawful employee discrimination or harassment based upon race, color, religion, gender, national origin, age, disability, sexual orientation, or veteran status. Although the Company is committed to the above actions through federal, state and local laws, we would like to make clear to all potential and existing employees of the Company our fundamental support for this statement. We fully intend to continue fostering a work environment that values employees as individuals, rewards performance and holds employees accountable for their actions.
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EQUAL EMPLOYMENT OPPORTUNITY
**POLICY
4.0**
4.2 To implement these policies our Company will continue to:

1. Recruit, hire, train, and promote persons in all job classifications without regard to race, color, religion, sex, national origin, marital status, genetic information, age, disability, or veteran status. The Company does not discriminate on the basis of national origin or citizenship status as provided under the Immigration Reform and Control Act of 1986.
2. Make employment decisions so as to further the principle of equal employment opportunity.
3. Ensure the promotional decisions are in accordance with the principles of equal employment opportunity by imposing only valid requirements for promotional opportunities.
4. Ensure that all personnel actions (including but not limited to compensation, benefits, transfers, layoffs, Company sponsored training education, tuition assistance, social and recreational programs) are administered without regard to race, color, religion, sex, national origin, age, disability, or veteran status.

The V.P. of Human Resources for the Company is the EEO compliance officer. This person is responsible for the compliance with state and federal equal opportunity laws and for implementing the Affirmative Action Program to the extent applicable. This responsibility includes equal employment practices, monitoring and internal reporting. Employees believing they have not been treated in accordance with this policy are encouraged to contact the Human Resources Department.

Name	Reviewed By:	Approved By:	Authorized By:
Title	<i>[Divisional General Counsel]</i>	<i>[Divisional Chief Executive Officer]</i>	<i>[Company Name] Board of Directors by written consent on [Date] [To be adopted by Board if this is a new policy]</i>
Signature			
Date			

SECOND PUBLIC HEARING SCRIPT

**Lactalis American Group, 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 18, 2025 at 9:00 a.m.,
at the Erie County Industrial Development Agency's offices located at
95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

Jeff McGiveron - Lactalis American Group
Brian Krygier – ECIDA
Beth O'Keefe – ECIDA

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

Hearing Officer: Welcome. This public hearing is now open; it is 9:02 a.m. My name is Andrew Federick. I am the Director of Property 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 Lactalis American Group, 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 Tuesday, June 3, 2025.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) upgrades to the 60,000+/- sq. ft. production areas for Galbani Ricotta and Mozzarella Cheeses as well as upgrades to the pasteurization equipment and packaging equipment to reliably handle the increased input, along with Whey Powder, Galbani Provolone and President Cut-and-Wrap Brie processing production lines, installation of new mozzarella and ricotta cheese production equipment, construction of a new 6,000+/- sq. ft. building addition for the whey evaporator and dryer equipment, as well as plant wide infrastructure upgrades such as repairing, restoring and upgrading the existing plant infrastructure including the replacement of an end-of-life milk silo, constructing a receiving bay catwalk for improved worker safety, repair and replacement of failing roof system, repair to aging electrical infrastructure (the "Improvements"), and (ii) 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 Improvements, the "Facility").

The Company has submitted an update to its original Application (the "Updated Application") requesting additional financial assistance for the Project in the form of an increase in the sales and use tax exemption that was previously granted to the Company in connection with the construction of the Improvements and the acquisition and installation of the Equipment in and around the Facility, along with additional improvements at the Facility consisting of: construction of a new 10,000+/- sq ft engine room, repurposing existing distribution center space from cold storage to dry storage, demolition and conversion of the employee locker area into a new mozzarella production area, installation of new ricotta equipment and renovations to the spot pack room, and the overhaul of deteriorated production areas.

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 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, and if possible, 3 minutes.

Jeff McGiveron – Director of Tax & Insurance, Lactalis American plans Group. Good morning and thank you for the opportunity to speak. Lactalis American Group, a division of Lactalis USA, is respectfully requesting an amendment to our original sales tax application to include additional capital investments and an extension of the project timeline at our South Park dairy processing facility. Our Buffalo plant, which employs 487 people and sources 97% of its raw milk from within New York State, has long played a vital role in the regional economy, processing 700 million pounds of milk annually from 165 local farms. Since filing the initial application, we have committed to an additional \$62 million in phased modernization investments at the plant, spanning fiscal years 2025 through 2027. As part of this expanded

effort, we are seeking to amend the sales tax exemption application to include these new upgrades, which—across both Phase 1 and Phase 2—are expected to create at least 27 new full-time jobs.

ECIDA support plays an essential role in the success of these modernization efforts and will help ensure that our investments plans remain on budget and on schedule. With this support, Lactalis will be well-positioned to accelerate project timelines and maintain strong momentum toward completion. We sincerely thank the City of Buffalo and ECIDA advisors for their continued partnership and support.

☒ 6. **ADJOURNMENT:**

As there are no further statements and/or comments, I will close the public hearing at 9:08 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

June 18, 2025, at 9:00 a.m.
at the Erie County Industrial Development Agency's offices located at
95 Perry Street, Suite 403, Buffalo, NY 14203
regarding:

**Lactalis American Group, Inc. project and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 2375 South Park Avenue, Buffalo, New York 14220

Name	Company and/or Address	X box to speak/ comment
Jeff McGiveron	Lactalis American Group 2375 South Park Avenue Buffalo, New York 14203	X
Brian Krygier	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Beth O'Keefe	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	



Plant Modernization - Western NY

Instructions and Insurance Requirements Document

Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

Applicant Information- Company Receiving Benefit

Project Name	2025 MODIFICATION- Plant Modernization & Infrastructure Upgrades- Western NY
Project Summary	<p>The purpose of the multi-year multi-phase plant project is to modernize and revitalize the Applicant's Buffalo, NY manufacturing facility. Much of the building structure and equipment in the plant date back to the 1970's. Some building components, such as load bearing columns, roofs, etc. have come into disrepair, while the aging manufacturing equipment, such as the whey plant evaporator and dryer equipment cannot keep up with current capacity demands. The plant's future economic viability needs a production capacity increase of 30%, which requires the construction of an entirely new whey plant building, and infrastructure upgrades for the installation of new mozzarella and ricotta cheese production equipment, including required regulatory plant wide infrastructure upgrades. 2025 MODIFICATION: As modernization and revitalization work continues at the South Park Avenue facility in Buffalo, NY, Lactalis is progressing through the final stages of engineering approvals for several project phases that were previously pending. These phases could not be accurately costed prior to this amendment; however, Lactalis has now confirmed eligible expenditures following the most recent internal and engineering reviews. The scope of work includes the renovation of existing production areas currently in disrepair, as well as the repurposing of underutilized, non-production space to create approximately 18,000 square feet of modernized, production-ready area. This will allow Lactalis to integrate new processing and production equipment that supports their long-term capacity and operational goals. In addition, Lactalis will construct a new 10,000 sq ft building for the new engine room adjacent to the existing structure. This upgrade will expand their ammonia cooling capacity from 1,500 tons to 2,400 tons and increase boiler heating capacity from 2,000 HP to 3,600 HP—critical enhancements to support the plant's growth and energy efficiency targets. This project is part of a broader multi-year investment strategy at the Buffalo facility, where Lactalis is committing up to \$100 million through 2030. The aim is to improve efficiency, expand capacity—particularly for key product lines like mozzarella and ricotta—and extend the life of our infrastructure. Originally founded as Sorrento Cheese, the South Park site has been part of the Lactalis network since 1992, and remains a cornerstone of our U.S. manufacturing footprint. Complementing these upgrades, Lactalis has also opened a new \$2 million Culinary & Sensory Institute next to the plant, which serves as a dedicated hub for R&D, product testing, and quality assurance. Together, these investments reflect their commitment to strengthening operational excellence, supporting product innovation, and ensuring continued contributions to the Buffalo community.</p>
Applicant Name	Lactalis American Group, Inc.
Applicant Address	2375 South Park Avenue
Applicant Address 2	
Applicant City	Buffalo
Applicant State	New York

Applicant Zip 14220
Phone (647) 784-5567
Fax
E-mail jim.kourtis@ca.lactalis.com
Website LactalisAmericanGroup.com
NAICS Code 3115

Business Organization**Type of Business**

Corporation

Year Established

1980

State

Delaware

Indicate if your business is 51% or more (Check all boxes that apply)☐ [No] Minority Owned☐ [No] Woman Owned**Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)**☐ [No] NYS Certified☐ [No] Erie Country CertifiedIndividual Completing Application

Name Jim Kourtis
Title Government Funding & Industry Relations,
North America
Address 2376 South Park Avenue
Address 2
City Buffalo
State New York
Zip 14220
Phone (647) 784-5567
Fax
E-Mail Jim.KOURTIS@ca.lactalis.com

Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application No

Name Jeffrey McGiveron
Title Director- Tax & Insurance
Address 2376 South Park Avenue
Address 2
City Buffalo
State New York
Zip 14220

Phone (716) 823-6262
Fax
E-Mail Jeffrey.mcGiveron@us.lactalis.com

Company Counsel

Name of Attorney Jennifer Elmer
Firm Name N/A (in-house counsel)
Address 2376 South Park Avenue
Address 2
City Buffalo
State New York
Zip 14220
Phone (716) 823-6262
Fax (716) 823-6454
E-Mail jennifer.elmer@us.lactalis.com

Benefits Requested (select all that apply).

Exemption from Sales Tax Yes
Exemption from Mortgage Tax No
Exemption from Real Property Tax No
Tax Exempt Financing* No

* (typically for not-for-profits & small qualified manufacturers)

Applicant Business Description

Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.

The Applicant is a subsidiary of Group Lactalis, which is a global dairy company that owns and operates dairy manufacturing plants around the world, including 11 manufacturing plants operating in the U.S. The Buffalo, NY location is one of the Applicant's and its affiliated 11 manufacturing plants. This manufacturing plant employs 401 manufacturing employees for a combined workforce of more than 746 employees in Buffalo, NY, which includes 180 employed at the headquarters site. The Buffalo manufacturing plant produces mozzarella, ricotta, provolone, brie, and whey. On average this plant processes 750 million lbs of raw milk annually from 230 dairy farms located throughout WNY. This translates into more than \$145MM in annual milk purchases from WNY dairy farms. 97% of raw milk used in this plant is produced in NYS. Applicant is 100% owned by LAG Holding, Inc., a subsidiary of Group Lactalis.

Estimated % of sales within Erie County 3 %
Estimated % of sales outside Erie County but within New York State 6 %
Estimated % of sales outside New York State but within the U.S. 89 %
Estimated % of sales outside the U.S. 2 %

(*Percentage to equal 100%)

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

15

Describe vendors within Erie County for major purchases

Lactalis America Group that belongs to a global family of companies, and having a national footprint, purchases goods and services locally, nationally and at a global level to leverage its buying power and gain economies of scale. As of the beginning of 2022, the company's annual operating expenses from this Buffalo location is estimated at over \$750MM, outside of payroll expenses for more than 746 employees. \$750MM is spent within Erie County. Outside of payroll expense, the company's largest expense is milk, which is sourced from around 40 dairy farmers in WNY. The company uses a variety of local service providers and contractors for their capital investment projects. They have cold storage facilities in Erie County where they spend more than \$650K annually. A major service provider in WNY is National Traffic Safety, which is used to manage their logistics invoices and payments. This vendor processes more than \$120MM in freight invoices annually.

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

2375 South Park Avenue

Town/City/Village of Project Site

Buffalo

School District of Project Site

Buffalo

Current Address (if different)

Current Town/City/Village of Project Site (if different)

SBL Number(s) for proposed Project

133.78-3-2.113, 133.78-3-9, 133.78-3-10, 133.78-3-11, 133.78-3-12

What are the current real estate taxes on the proposed Project Site

\$100,319.92

If amount of current taxes is not available, provide assessed value for each.

Land

\$ 0

Building(s)

\$ 0

If available include a copy of current tax receipt.

Are Real Property Taxes current at project location?

Yes

If no please explain

*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?

Yes

If No, indicate name of present owner of the Project Site

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the proposed Project site (vacant land, existing building, etc.)

More than 700MM pounds of milk is collected at the Buffalo plant each year for dairy product production. Supporting hundreds of farms, 97% of all milk processed at Lactalis in Buffalo comes from New York State dairy farmers. The plant produces Galbani Ricotta and Mozzarella Cheeses, along with Whey Powder, Galbani Provolone and Président Cut-and-Wrap Brie. Lactalis produces all its Galbani Ricotta Cheese for the United States in this facility, representing \$33+MM in annual retail sales. Galbani is the No. 1 Ricotta brand in the country. Both Galbani and President are premier global brands. The site consists of two distinct plants- the cheese plant and the whey plant. The cheese plant houses the production equipment to produce mozzarella, provolone, brie, and ricotta cheese. A key by-product of the cheese making process - whey- is then pumped from the cheese plant to the whey plant. The whey plant primarily consists of the evaporator and the dryer equipment responsible for processing the whey liquid into whey powder. The site also has shipping/receiving bays to receive raw milk, and other raw materials, and to ship the finished cheese and whey products, all transported solely by truck. There are a number of large vats and silos in the plants, as well as ambient and refrigerated warehouses. Finally, the site also houses an R&D facility.

Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

The South Park Dairy processing facility plans to modernize the production areas and processing lines because they date back to the 1970's. Some building components, such as loadbearing columns, roofs, etc. have come into disrepair, and the aging manufacturing equipment cannot keep up with current capacity/market demands. The purpose of the proposed project is to upgrade the production areas for Galbani Ricotta and Mozzarella Cheeses, along with Whey Powder, Galbani Provolone and Président Cut-and-Wrap Brie processing production lines for the remainder of 2023, 2024, and into the future. The plant's future economic viability needs a production capacity increase of 30%, requiring key infrastructure upgrades for the installation of new mozzarella and ricotta cheese production equipment, a new building addition for the whey evaporator and dryer equipment, and important regulatory plant wide infrastructure upgrades. The total project costs for the new mozzarella and ricotta cheese capacity expansion project is estimated to cost \$22.5MM in new additions and renovations, manufacturing equipment purchases and infrastructure work. The work that's in scope for the cheese plant measures approximately 60,000 sq ft. The Whey plant project, measuring 6000 sq ft, is estimated to cost \$19.5MM in building renovations, manufacturing equipment purchases and infrastructure work. The Whey plant project will include the installation of a new evaporator to perform the initial moisture reduction of the liquid whey by-product from the cheese making process; and the subsequent installation of the dryer equipment to completely dry the liquid whey into a dry powder to be used as a high protein food ingredient. An additional \$2.5MM in estimated costs are proposed to address the repairing, restoring, and upgrading the existing plant infrastructure, such as the replacement of an end-of-life milk silo, constructing a receiving bay catwalk for improved worker safety, repair and replacement of failing roof system in the cheese plant, and major work on the aging electrical infrastructure to reliably and safely function in conjunction with all the electrical upgrades that are part of the aforementioned subprojects. The mozzarella and ricotta cheese capacity expansion projects will also require upgrades to the pasteurization equipment and the packaging equipment to reliably handle the increased throughput. The manufacturing plant currently employs 401 staff of which 400 are full time employees, with 1 part time employee. Within 24 months post project completion, the Applicant expects to hire an additional 27 FT staff and retaining all their current 428 employees. 2025 MODIFICATION: As modernization and revitalization efforts continue at the South Park Avenue facility in Buffalo, NY, Lactalis is finalizing engineering approvals for several previously pending project phases. Accurate cost reporting for these phases was not feasible prior to this amendment; however, Lactalis has now confirmed eligible expenditures following recent approvals. These upgrades are aligned with their broader multi-year investment strategy to expand capacity, improve production efficiency, and maintain the long-term viability of the site. 1) Repurposing Distribution Center Space- \$905,000 To avoid extended production downtime while conducting critical repairs, Lactalis will repurpose space from the warehouse and office areas in the distribution center. Specifically, coolers #8 and #9 will be converted from cold storage to dry storage. This change enables them to relocate existing dry storage areas and then convert that space into a dedicated ricotta cheese packaging area. 2) Demolition of Locker Area for New Mozzarella Production- \$5,500,000 Lactalis will demolish the current employee locker area to create approximately 5,600 sq ft of new production space. This new area will accommodate two cookers and four high-capacity mozzarella cheese molding lines to support a targeted 30% increase in production volumes. 3) Ricotta Equipment Installation & Spot Pack Room Renovation- \$2,600,000 Lactalis will renovate approximately 5,800 sq ft to install new milk ricotta production equipment. Additionally, they will refurbish the current Spot Pack room (roughly 7,000 sq ft) to prepare it for new ricotta cheese filler lines. 4) Overhaul of Deteriorated Production Area- \$2,500,000 The existing bulk filler room and adjacent spiral space will be demolished. These deteriorated areas will be fully modernized and brought up to current production standards, ensuring compliance and improved operational flow. 5) Construction of New Engine Room- \$3,120,000 To support the increased thermal and cooling demands from all new equipment installations, Lactalis will construct a new concrete building, approx. 10,000 sq ft, for the new engine room. The current engine room, with an ammonia cooling capacity of 1,500 tons and boiler capacity of 2,000 hp, lacks both the physical space and performance to accommodate future needs. With this expansion, cooling capacity will increase to 2,400 tons and boiler capacity to 3,600 hp. These improvements form part of Lactalis' broader commitment to invest up to \$100 million through 2030 at the Buffalo site. The facility currently processes 750 million pounds of raw milk annually and produces over 280 million pounds of finished dairy products, primarily mozzarella and ricotta cheese. The site sources milk from over 150 regional dairy farms, underscoring its critical role in the local supply chain. Lactalis is also enhancing innovation and product development capabilities through the recent opening of a \$2 million Culinary & Sensory Institute next door, which will serve as a hub for R&D, product testing, and quality assurance. Together, these efforts reflect Lactalis' commitment to operational excellence, innovation, and long-term investment in the Buffalo community.

Municipality or Municipalities of current operations

Buffalo, NY; Walton, NY; Nampa, ID; Merrill, WI; Belmont, WI; Wausau, WI; Turlock, CA; Tulare, CA; Battleboro, VT; Londonderry, NH; Casa Grande, AZ

Will the Proposed Project be located within a Municipality identified above?

Yes

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

If the Proposed Project is located in a different Municipality within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

Yes

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available

The Applicant is facing mounting pressures as it strives to maintain operations of the Buffalo plant. The post-Covid economic conditions have been challenging given supply-chain issues, recent sharp rise in interest rate, decreased access to capital, increase in the cost of goods, etc. Furthermore, it was discovered that a competitor is constructing a new plant in New York State within 60 miles of the Buffalo plant. This will invariably put further pressures on the aging Buffalo plant whose building structures and production equipment date back to the 1970's. The increased competition will also put pricing pressure for locally sources raw milk, and labor talent. Should the attempts to modernize and revitalize the plant fail to come to fruition the site risks scaling down production volumes, and production capacity would either be absorbed into one of the Applicant's other plants across the U.S., or the possible construction of an entirely new facility at a different location. This project is being approached in a phased manner with the objective to retain production operations at the Buffalo plant, while allowing the Applicant to investigate potential alternatives should the economic realities in future years prevent the project's completion.

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?

Yes

If yes, please indicate the Agency and nature of inquiry below

Lactalis has had preliminary discussions with Ms. Lorrie Abounader, Sr. Project Manager, Western NY, Empire State Development regarding government grant programs for equipment. No applications have been started and an no anticipated funding to be received.

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:**Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)**

A majority of the manufacturing facilities and the processing equipment date back to the 1970's. Some building components, such as load bearing columns, roofs, etc. have come into disrepair, and the aging manufacturing equipment, cannot keep up with current capacity demands. The plant's future economic viability needs a production capacity increase of 30%, requiring key infrastructure upgrades for the installation of new mozzarella and ricotta cheese production equipment, new building addition for the whey evaporator and dryer equipment, and important regulatory plant wide infrastructure upgrades. The Applicant also faces mounting pressures as it strives to maintain operations of the Buffalo plant and is competing with other manufacturing facilities within Lactalis USA for limited capital investment funds. The financial assistance and support from local government agencies play a key part in determining the future roadmap of any given facility when determining where to make capital investments. The financial assistance sought from the Agency will have a significant impact in reducing the large capital investment forecasted to modernize and revitalize the Buffalo plant. The Applicant estimates the Agency's financial assistance has the potential of reducing the projects timeline by up to 18-months. This would result in the plant increasing their targeted 30% production capacity increase sooner. The Applicant forecasts that at a minimum there would be 27 new full time positions within 24 months following the project completion, all of which will be local hires; which will already add to the current 401 employees at the existing location and supported by an additional 345 employees at corporate office and distribution center locations. Presently, the proposed project is the initial phase in an overall capacity and efficiency improvement initiative at the Buffalo plant. The total cost of all project phases is slated to be over \$100MM. All planning for subsequent phases critically depend on the success of this initial phases and key learnings gained from the completion of the proposed project.

Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency

Yes

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?

Lactalis USA operates 11 dairy processing facilities in California, Arizona, Idaho, Wisconsin, Vermont, New Hampshire and New York. In assessing the feasibility of major capex investments, and ultimately awarding major project dollars to a facility, the company looks at many factors including the extent to which local government agencies act as partners to support these future investments. There is a real risk that failure by the Erie County to support our future projects at the South Park facility may result in either indefinite postponement of the project phases or the termination of such projects in favor of relocating needed capex dollars to another state/plant. The company, which presently has 45 unfilled position and forecasts adding an additional 27 positions at completion of the project phase in 2030, may need to considerably scale back or even eliminate hiring as it reassess the future viability of the plant and the 401 employees that currently work there. The proposed \$22MM in project costs for construction, which would invariably utilized local construction workers and locally sourced material, would also fail to materialize. Finally, the success of the proposed project, which is the initial phase of the the plant's overall initiative to increase production capacity, will have major influence on whether the subsequent phases of the project would proceed. All future phases are forecasted to cost over \$100MM, and anticipated to occur between 2026 and 2030. Understandably, this first phase, that will take place between in 2024 and 2025, will provide the company key takeaways on how to plan and execute future project phases, including how the local government agencies supported the company's project efforts.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

Is your project located near public transportation?

Yes

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

Project is located on South Park Avenue, a major bus route with major connections in close proximity. NFTA bus routes #14, #16, & #42.

Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?

Yes

If YES indicate in the box below the date the SEQR determination was made. Also, please provide us with a copy of the approval resolution and the related Environmental Assessment Form (EAF) if applicable.

If NO indicate in the box below the date you anticipate receiving a SEQR determination for your project. Also, please insure that the ECIDA has been listed as an "involved agency" on the related EAF submitted to the appropriate municipality and/or planning department.

Apr-10-2023

Will the Project meet zoning/land use requirements at the proposed location?

Yes

Describe the present zoning/land use

The parcels on South Park Ave. primarily are zoned D-IL. The land use primarily falls under property type code 710: Manufacturing & Processing with some portion of the site classified under property type code 331: Commercial vacant land with minor improvements

Describe required zoning/land use, if different

N/A

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

N/A

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

No

If yes, please explain

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?

No

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

No

If yes, please provide copies of the study.

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Yes

If yes, describe the efficiencies achieved

The modernization work includes the installation of new heating and cooling units that will be of higher efficiency compared to the existing equipment, which is over 20 years ago. The energy efficiencies will be further improved with additional insulation, better system design, improved SEER ratings, etc. The project also includes installation of new production equipment for new whey plant where the energy source will be replaced from natural gas to electricity to drive the large electric fans. This will have a positive impact in reducing our carbon emissions.

You may also attach additional information about the machinery and equipment at the end of the application.

Does or will the company or project occupant perform research and development activities on new products/services at the project location?

Yes

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

The Applicant allocates approximately 7% to 10% of the total operating expenses for research and development activities.

Will onsite child daycare facilities be available on the project site?

No

If yes, please describe.

Select Project Type for all end users at project site (you may check more than one).

For purposes of the following, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

Retail Sales No

Services No

Please check any and all end uses as identified below.

No Acquisition of Existing Facility	No Assisted Living	No Back Office
No Civic Facility (not for profit)	No Commercial	No Equipment Purchase
No Facility for the Aging	No Industrial	No Life Care Facility (CCRC)
No Market Rate Housing	No Mixed Use	No Multi-Tenant
No Retail	No Senior Housing	Yes Manufacturing
No Renewable Energy	No Other	

For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

			Cost	% of Total Cost
Manufacturing/Processing	76,000 square feet	\$	62,014,038	100%
Warehouse	square feet	\$	0	0%
Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	square feet	\$	0	0%
Office	square feet	\$	0	0%
Specify Other	square feet	\$	0	0%

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking < BLANK >

Will project result in significant utility infrastructure cost or uses Yes

What is the estimated project timetable (provide dates)

Start date : acquisition of equipment or construction of facilities

1/1/2024

End date : Estimated completion date of project

12/31/2027

Project occupancy : estimated starting date of occupancy

4/1/2024

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 0

square feet

acres

2.) New Building Construction

\$ 3,120,309

10,000 square feet

3.) New Building addition(s)

\$ 1,125,000

6,000 square feet

4.) Reconstruction/Renovation

\$ 32,255,681

60,000 square feet

5.) Manufacturing Equipment

\$ 21,607,000

6.) Infrastructure Work

\$ 2,841,788

7.) Non-Manufacturing Equipment: (furniture, fixtures, etc.)

\$ 1,064,260

8.) Soft Costs: (Legal, architect, engineering, etc.)

\$ 0

9.) Other Cost

\$ 0

**Explain Other
Costs**

Total Cost \$ 62,014,038

Construction Cost Breakdown:

Total Cost of Construction	\$ 39,342,778 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 23,605,667
% sourced in Erie County	70%

Sales and Use Tax:

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit \$ 24,669,926

Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above): \$ 2,158,618

** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only) \$ 0

Have any of the above costs been paid or incurred as of the date of this Application? No

If Yes, describe particulars:

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits): \$

Bank Financing: \$ 0

Tax Exempt Bond Issuance (if applicable): \$ 0

Taxable Bond Issuance (if applicable): \$ 0

Public Sources (Include sum total of all state and federal grants and tax credits): \$ 0

Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)

Total Sources of Funds for Project Costs: \$0

Have you secured financing for the project? No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing).

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$0

Real Property Tax Benefit:

Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other):

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location)

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genesee.

By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	400	400	27	27
Part time	1	1	0	0
Total	401	401	27	

Salary and Fringe Benefits for Jobs to be Retained and Created

Job Categories	# of Full Time Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of Part Time Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	73	\$ 79,122	\$ 11,294	0	\$ 0	\$ 0
Professional	33	\$ 94,122	\$ 15,698	0	\$ 0	\$ 0
Administrative	17	\$ 56,094	\$ 7,594	0	\$ 0	\$ 0
Production	304	\$ 60,902	\$ 4,872	1	\$ 55,127	\$ 4,410
Independent Contractor	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Total	427			1		

** Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address	2376 South Park Avenue, Buffalo, NY 14220	500 Seneca Street, Buffalo, NY 14220	2375 South Park Avenue, Buffalo, NY 14220 (Distribution Center)
Full time	179	78	82
Part time	1	1	4

Total

180

79

86

Payroll Information**Annual Payroll at Proposed Project Site upon completion**

22,277,956

Estimated average annual salary of jobs to be retained (Full Time)

77,112

Estimated average annual salary of jobs to be retained (Part Time)

52,119

Estimated average annual salary of jobs to be created (Full Time)

47,515

Estimated average annual salary of jobs to be created (Part Time)

0

Estimated salary range of jobs to be created**From (Full Time)** 47,515**To (Full Time)** 47,515**From (Part Time)** 0**To (Part Time)** 0

Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

General Background Information

Address of Premises

2375 South Park Avenue, Buffalo, NY 14220

Name and Address of Owner of Premises

Sorrento Lactalis, Inc. 2376 South Park Avenue, Buffalo, NY 14220

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

Premises is located on South Park Avenue, in a mixed use commercial district. The existing manufacturing site is approx. 16.0 acres or 697,339 Sq ft with the manufacturing facility taking up approx. 5.0 acres / 216,000 Sq ft one-story. The site also houses a distribution center approx. 1.6 acres or 70,000 Sq ft and has some ancillary parking. There are no wetlands, coastlines, rivers, etc.

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

Originally, Sorrento Cheese was founded by Louis Russo in 1947. That company moved to current plant location in 1960 and produced mozzarella and ricotta cheese. Sorrento Cheese was acquired by Besnier (Group Lactalis) in 1991. A major plant expansion project was undertaken in 1993 for retail mozzarella production. In 1997, the plant was expanded to house the shred department. Ricotta Production volume were doubled in 1997. Lactalis US Operations took the name Sorrento Lactalis in 1999, and established their corporate headquarters in Buffalo. DC Warehouse expansion was completed in 2000 and autopalletization was implemented in 2007. The company added the cut & wrap (Brie) department in 2012, a new whey bagger line in 2015 and two new packaging line- Mozzarella & Provolone in 2016.

Describe all known former uses of the Premises

The primary use of the plant is for the production of cheese.

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

No

If yes, describe and attach any incident reports and the results of any investigations

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

N/A

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

N/A

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

N/A

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

Waste water discharge under Buffalo Sewer Authority BPDES Permit No. 21-03-BU080. Storm drain

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

N/A

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials

Section IV: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

For Single Use Facility

Occupant Name Lactalis American Group, Inc.
Address 2376 South Park Avenue, Buffalo, NY 14220
Contact Person Jim Kourtis
Phone (647) 784-5567
Fax
E-Mail jim.kourtis@ca.lactalis.com
Federal ID #
SIC/NAICS Code 3115

SS

Section VI: Retail Determination

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

No

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

Section VII: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

Are you applying for tax incentives under the Adaptive Reuse Program?

No

Section VIII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Current Address

City/Town

State

Zip Code

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?

No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State

<BLANK>

Within Erie County

<BLANK>

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

<BLANK>

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

<BLANK>

What factors have lead the project occupant to consider remaining or locating in Erie County?

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

Section IX: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

Are you applying for tax incentives under the Senior Rental Housing policy?

No

Section X: Tax Exempt Bonds

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?

No

Upstate Niagara Cooperative, Inc.

\$ 255,000,000

AMENDATORY RESOLUTION

ELIGIBILITY

- NAICS Section – 311511

COMPANY INCENTIVES

- Approx \$5,998,343 in real property tax savings
- **ADJUSTED:** Approx \$3,997,610 in real property tax savings (per change in SF and tax rates)
- Up to \$ 3,937,500 in sales tax savings
- **AMENDED:** Up to \$6,125,000 in sales tax savings
- **ADDED:** Up to \$1,890,000 in mortgage recording tax savings

JOBS & ANNUAL PAYROLL

- Current Jobs: 240 FT
- Projected retained jobs: 240 FT
- Est. salary/yr. of jobs retained: \$71,000
- Projected new jobs: 130 FT
- Est. salary/yr. of jobs created: \$70,000
- Annual Payroll: \$ 26,500,000
- Construction Jobs: 994

PROJECTED COMMUNITY BENEFITS*

- Term: 10 YEARS
 - NET Community Benefits: \$926,932,206
 - Spillover Jobs: 1,690
- Total Payroll: \$872,667,762

INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*

Incentives: \$11,627,651

Community Benefit: \$845,396,750

Cost: Benefit Ratio: 1:73

Project Title: W Seneca Expansion

Project Address North America Drive, West Seneca, NY14224
(West Seneca Central School District)

Agency Request

A sales and real property tax abatement associated with a 165,000 SF expansion to an existing plant in West Seneca. The additional space will primarily be used for manufacturing purposes with remaining SF allocated to warehouse and office space.

	<u>PRIOR</u>	<u>CURRENT</u>
Building Addition	\$ 60,000,000	\$ 93,780,000
Manufacturing Equipment	<u>\$ 90,000,000</u>	<u>\$ 161,220,000</u>
Total Project Cost	\$ 150,000,000	\$ 255,000,000
85%	\$ 127,500,000	\$ 216,750,000

Company Description

Upstate Niagara Cooperative (UNC) Inc is a dairy cooperative made up of approximately 260 dairy farms, primarily located in NYS. UNC - a food and beverage company has been producing a wide variety of award-winning, high-quality dairy products since 1971. These offerings include milk, cream, flavored milk, shelf stable ready to drink beverages, yogurt, dip, sour cream, cottage cheese, canned evaporated milk and ice cream mix products. These products are marketed under the names, Upstate Farms, Bison, Intense Milk, Milk for Life, Spring Farms, Gold Cow and Valley Farms brands in addition to numerous contract and retail customer labels.

Project Description

Upstate Niagara Cooperative has updated its expansion plans for its project in West Seneca. Overall project costs have increased by \$105 M with costs of the building addition increasing by over \$33M and the cost of the manufacturing equipment increased by \$71M. While costs have increased, the total project square footage has decreased (from 250,000 to 165,000 SF) with the elimination of some vacant space (set aside for future development), a decision not to construct a fully automated cooler space and by reducing the size of the filling room. These decisions combined with adding certain efficiencies allowed the company to maintain a similar throughput in less overall space.

Factors contributing to the increase in construction costs include a rise in material costs, fine tuning of original estimates (initial budget was prepared based upon rough estimates), and some new / unanticipated costs including the need to add a new sewer line.

This request for incentives includes a mortgage recording tax benefit that was not pursued in the original request.

* Cost Benefit Analysis Tool powered by MRB Group

Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	\$ 3,997,610
	Sales	\$ 6,125,000
	Mortgage Recording	\$ 1,890,000
	Total	\$12,012,610
	Discounted at 2%	\$11,627,651

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 155,770,764
			Payroll Permanent	\$ 716,896,998
		Public	Property Taxes	\$ 1,001,670
			Sales Taxes	\$ 7,254,050
			Other Muni Revenue (NFTA)	\$ 630,000
	New York State	Public	Income Taxes	\$ 39,270,049
			Sales Taxes	\$ 6,107,734
			Total Benefits to EC + NYS***	\$926,932,206
			Discounted at 2%	\$845,396,750

* Cost Benefit Analysis Tool powered by MRB Group **includes direct & indirect \$ over project period *** may not sum to total due to rounding

Discounted Cost \$11,627,651
Discounted Benefit \$845,396,750
Ratio 1: 73

Conclusion: The Cost Benefit for this project is: 73:1. For every \$1 in costs (incentives), this project provides \$73 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$106 in benefits to the community.**

New Tax Revenue Estimated

PILOT Type	Current Yearly Taxes	Estimated New Assessed Value	Additional County Revenue over abatement period	Additional Town Revenue Over abatement period	Additional School Revenue over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
10 Year Standard PILOT	\$ 182,997	\$ 6,000,000	\$ 474,628 <u>\$ 228,938*</u> \$ 703,566	\$ 741,905 <u>\$ 357,860*</u> \$1,099,765	\$ 1,615,107 <u>\$ 779,051*</u> \$ 2,394,158	\$ 682,925
10 Year EIP PILOT (Tier 2): has 12 yr benefit period			\$561,178	\$ 877,194	\$1,909,626	
Combined Tax Rate: \$ 83.28						

*added 2 years at full property taxes – for comparison purposes

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$ 255,000,000 85% = \$ 216,750,000
Employment	Coincides with 10-year PILOT	Maintain Base = 240 FTE Create 85% of Projected Projected = 130 FTE 85% = 110 FTE Recapture Employment = 350 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 10-year PILOT	Adherence to Policy
Unpaid Tax	Coincides with 10-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 10-year PILOT	Recapture of Real Property Tax, Mortgage recording tax, state and local sales taxes

Recapture applies to:

State and Local Sales Taxes
Real Property Tax
Mortgage Recording Tax

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) company has maintained 240 FTE jobs and created 110 FTE jobs, iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

Project ECIDA History

- 6/30/25: Public hearing held.
- 7/23/25: Inducement Resolution presented to Board of Directors adopting a Neg Dec in accordance with SEQRA
- 7/23/25: Lease/Leaseback Inducement Resolution presented to the Board of Directors

Company ECIDA History

- 9/25/24: \$150M Private Investment Additional 250K SF to existing plant in WS. Inducement Resolution presented adopting a Neg Dec per SEQRA. Lease/Leaseback Inducement Resolution presented to the Board of Directors
- 8/2000: \$ 1.16M Construction of 20,400 SF cold storage & dry room. Property & Sales Tax Incentives - Cheektowaga
- 8/2000: \$ 8.14M Renovations 34,000 SF management & admin building, Property & Sales Tax Incentives - Cheektowaga
- 6/2002: \$1.03M Equipment Purchases. Sales Tax Incentive - Cheektowaga
- 6/2004: \$38M Construction of 165,000 SF manufacturing facility. Property & Sales Tax Incentives – West Seneca
- 10/2013: \$2.9M Building Addition = 8,600 SF. Sales Tax Incentive – West Seneca

Erie County Industrial Development Agency

MRB Cost Benefit Calculator

Date June 11, 2025
 Project Title Upstate Niagara Cooperative, Inc. (10 yr std)
 Project Location North America Drive, West Seneca, NY14224



Cost-Benefit Analysis Tool powered by MRB Group

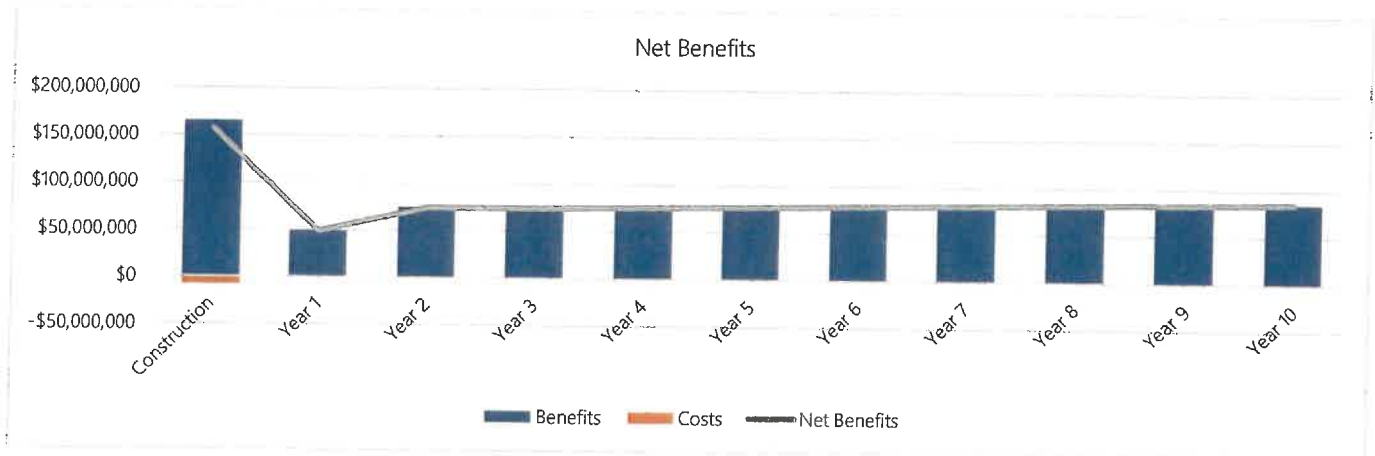
Economic Impacts

Summary of Economic Impacts over the Life of the PILOT
 Construction Project Costs
 \$255,000,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	994	944	1938
Earnings	\$97,588,500	\$58,182,264	\$155,770,764
Local Spend	\$255,000,000	\$181,254,000	\$436,254,000

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	370	746	1116
Earnings	\$267,538,811	\$449,358,187	\$716,896,998

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

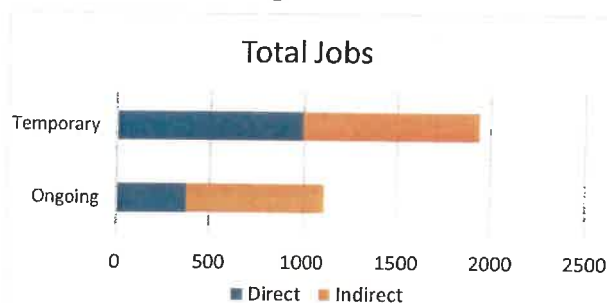


Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$3,997,610	\$3,612,651
Sales Tax Exemption	\$6,125,000	\$6,125,000
Local Sales Tax Exemption	\$3,325,000	\$3,325,000
State Sales Tax Exemption	\$2,800,000	\$2,800,000
Mortgage Recording Tax Exemption	\$1,890,000	\$1,890,000
Local Mortgage Recording Tax Exemption	\$630,000	\$630,000
State Mortgage Recording Tax Exemption	\$1,260,000	\$1,260,000
Total Costs	\$12,012,610	\$11,627,651

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$881,553,482	\$804,010,029
To Private Individuals	\$872,667,762	\$795,898,481
Temporary Payroll	\$155,770,764	\$155,770,764
Ongoing Payroll	\$716,896,998	\$640,127,717
Other Payments to Private Individuals	\$0	\$0
To the Public	\$8,885,721	\$8,111,548
Increase in Property Tax Revenue	\$1,001,670	\$877,995
Temporary Jobs - Sales Tax Revenue	\$1,294,844	\$1,294,844
Ongoing Jobs - Sales Tax Revenue	\$5,959,206	\$5,321,062
Other Local Municipal Revenue	\$630,000	\$617,647
State Benefits	\$45,378,724	\$41,386,721
To the Public	\$45,378,724	\$41,386,721
Temporary Income Tax Revenue	\$7,009,684	\$7,009,684
Ongoing Income Tax Revenue	\$32,260,365	\$28,805,747
Temporary Jobs - Sales Tax Revenue	\$1,090,395	\$1,090,395
Ongoing Jobs - Sales Tax Revenue	\$5,018,279	\$4,480,894
Total Benefits to State & Region	\$926,932,206	\$845,396,750

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$804,010,029	\$7,567,651	106:1
State	\$41,386,721	\$4,060,000	10:1
Grand Total	\$845,396,750	\$11,627,651	73:1

*Discounted at the public sector discount rate of: 2%

Additional Comments from IDA

This is a good project.

Does the IDA believe that the project can be accomplished in a timely fashion? Yes
Does this project provide onsite childcare facilities? No

Erie County Industrial Development Agency

MRB Cost Benefit Calculator

Date June 11, 2025
 Project Title Upstate Niagara Cooperative, Inc. (EIP Tier 2)
 Project Location North America Drive, West Seneca, NY14224



Cost-Benefit Analysis Tool powered by MRB Group

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

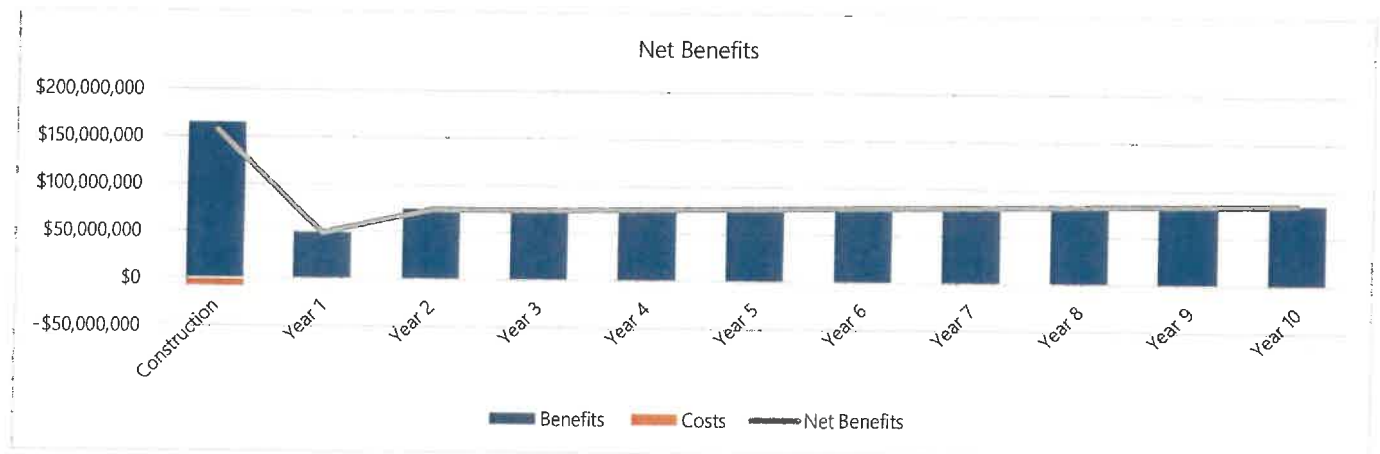
Construction Project Costs

\$255,000,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	994	944	1938
Earnings	\$97,588,500	\$58,182,264	\$155,770,764
Local Spend	\$255,000,000	\$181,254,000	\$436,254,000

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	370	746	1116
Earnings	\$329,405,707	\$553,269,825	\$882,675,532

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

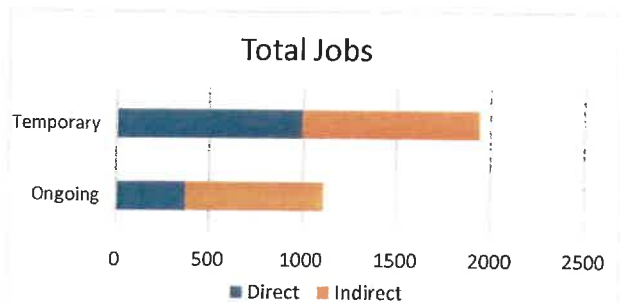


Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$4,847,102	\$4,311,412
Sales Tax Exemption	\$6,125,000	\$6,125,000
Local Sales Tax Exemption	\$3,325,000	\$3,325,000
State Sales Tax Exemption	\$2,800,000	\$2,800,000
Mortgage Recording Tax Exemption	\$1,890,000	\$1,890,000
Local Mortgage Recording Tax Exemption	\$630,000	\$630,000
State Mortgage Recording Tax Exemption	\$1,260,000	\$1,260,000
Total Costs	\$12,862,102	\$12,326,412

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$1,048,860,415	\$937,214,313
To Private Individuals	\$1,038,446,296	\$927,907,934
Temporary Payroll	\$155,770,764	\$155,770,764
Ongoing Payroll	\$882,675,532	\$772,137,170
Other Payments to Private Individuals	\$0	\$0
To the Public	\$10,414,119	\$9,306,379
Increase in Property Tax Revenue	\$1,152,034	\$975,497
Temporary Jobs - Sales Tax Revenue	\$1,294,844	\$1,294,844
Ongoing Jobs - Sales Tax Revenue	\$7,337,240	\$6,418,390
Other Local Municipal Revenue	\$630,000	\$617,647
State Benefits	\$53,999,207	\$48,251,213
To the Public	\$53,999,207	\$48,251,213
Temporary Income Tax Revenue	\$7,009,684	\$7,009,684
Ongoing Income Tax Revenue	\$39,720,399	\$34,746,173
Temporary Jobs - Sales Tax Revenue	\$1,090,395	\$1,090,395
Ongoing Jobs - Sales Tax Revenue	\$6,178,729	\$5,404,960
Total Benefits to State & Region	\$1,102,859,622	\$985,465,526

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$937,214,313	\$8,266,412	113:1
State	\$48,251,213	\$4,060,000	12:1
Grand Total	\$985,465,526	\$12,326,412	80:1

*Discounted at the public sector discount rate of: 2%

Additional Comments from IDA

0

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

Does this project provide onsite childcare facilities? No

PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits* and Percentage of Project Costs financed from Public Sector sources**

**** The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

PILOT Estimate Table Worksheet-Upstate Niagara Cooperative EIP 10 YR Enhanced – tier 2

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate /1000	School Tax Rate/1000
\$93,780,000	\$6,000,000	13.959654	21.820735	47.503134

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Town PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	0.05	\$34,899	\$54,552	\$118,758	\$208,209	\$682,925	\$474,716
2	0.05	\$34,899	\$54,552	\$118,758	\$208,209	\$682,925	\$474,716
3	0.1	\$39,087	\$61,098	\$133,009	\$233,194	\$682,925	\$449,731
4	0.1	\$39,087	\$61,098	\$133,009	\$233,194	\$682,925	\$449,731
5	0.15	\$43,275	\$67,644	\$147,260	\$258,179	\$682,925	\$424,746
6	0.15	\$43,275	\$67,644	\$147,260	\$258,179	\$682,925	\$424,746
7	0.2	\$47,463	\$74,190	\$161,511	\$283,164	\$682,925	\$399,761
8	0.2	\$47,463	\$74,190	\$161,511	\$283,164	\$682,925	\$399,761
9	0.25	\$51,651	\$80,737	\$175,762	\$308,149	\$682,925	\$374,776
10	0.25	\$51,651	\$80,737	\$175,762	\$308,149	\$682,925	\$374,776
11	0.3	\$55,839	\$87,283	\$190,013	\$333,134	\$682,925	\$349,791
12	0.5	\$72,590	\$113,468	\$247,016	\$433,074	\$682,925	\$249,851
TOTAL		\$561,178	\$877,194	\$1,909,626	\$3,347,998	\$8,195,099	\$4,847,101

***** Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated (up to) Value of Mortgage Recording Tax	Total of Other Public Incentives (Infrastructure & ESD Grants are pending)
\$255,000,000	4,847,101	\$ 6,125,000	\$1,890,000	\$8,000,000

Note: special district taxes are not subject to PILOT abatement

Calculate % = Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 5.0%

PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits* and Percentage of Project Costs financed from Public Sector sources**

**** The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

PILOT Estimate Table Worksheet-Upstate Niagara Cooperative

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (Town/City/Village)/1000	School Tax Rate/1000
93,780,000	6,000,000	13.959654	21.820735	47.503134

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	Town PILOT Amount	School PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	0.05	\$34,899	\$54,552	\$118,758	\$208,209	\$682,925	\$474,716
2	0.1	\$39,087	\$61,098	\$133,009	\$233,194	\$682,925	\$449,731
3	0.15	\$43,275	\$67,644	\$147,260	\$258,179	\$682,925	\$424,746
4	0.15	\$43,275	\$67,644	\$147,260	\$258,179	\$682,925	\$424,746
5	0.2	\$47,463	\$74,190	\$161,511	\$283,164	\$682,925	\$399,761
6	0.2	\$47,463	\$74,190	\$161,511	\$283,164	\$682,925	\$399,761
7	0.25	\$51,651	\$80,737	\$175,762	\$308,149	\$682,925	\$374,776
8	0.25	\$51,651	\$80,737	\$175,762	\$308,149	\$682,925	\$374,776
9	0.3	\$55,839	\$87,283	\$190,013	\$333,134	\$682,925	\$349,791
10	0.35	\$60,027	\$93,829	\$204,263	\$358,119	\$682,925	\$324,806
TOTAL		\$474,628	\$741,905	\$1,615,107	\$2,831,640	\$6,829,249	\$3,997,609

***** Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated (up to) Value of Mortgage Recording Tax	Total of Other Public Incentives (Infrastructure & ESD Grants are PENDING)
\$255,000,000	\$ 3,997,610	\$ 6,125,000	\$1,890,000	8,000,000

Note: special district taxes are not subject to PILOT abatement

Calc % = Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 7.8%

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
SECOND PUBLIC HEARING**

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
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

Name	Company and/or Address	X box to speak/ comment
Charles Wilson	Upstate Niagara Cooperative 3300 North America Drive West Seneca, New York 14224	X

**UNC-2024-01**Instructions and Insurance Requirements Document**Section I: Applicant Background Information**

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

Applicant Information- Company Receiving Benefit

Project Name	W Seneca Expansion 2024- Revised
Project Summary	Expand West Seneca Plant to accommodate new business and create efficiencies in our operations
Applicant Name	Upstate Niagara Cooperative, Inc.
Applicant Address	PO Box 268/368 Pleasant View Drive
Applicant Address 2	
Applicant City	Lancaster
Applicant State	New York
Applicant Zip	14086
Phone	(716) 892-3156
Fax	
E-mail	cwilson@uncdairy.com
Website	https://www.upstateniagara.com/
NAICS Code	311511

Business Organization**Type of Business**

Corporation

Year Established

1965

State

New York

Indicate if your business is 51% or more (Check all boxes that apply)

[No] Minority Owned

[No] Woman Owned

Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)

[No] NYS Certified

[No] Erie Country Certified

Individual Completing Application

Name Chuck Wilson
Title Director of Risk Management
Address PO Box 268/368 Pleasant View Drive
Address 2
City Lancaster
State New York
Zip 14086
Phone (716) 892-3156
Fax
E-Mail cwilson@uncdairy.com

Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application No
Name Michael J Fuchs
Title Chief Financial Officer
Address PO Box 268/368 Pleasant View Drive
Address 2
City Lancaster
State New York
Zip 14086
Phone (716) 892-3156
Fax
E-Mail cwilson@uncdairy.com

Company Counsel

Name of Attorney Joseph G Casion
Firm Name Harter Secrest & Emery LLP
Address 1600 Bausch & Lomb Place
Address 2
City Rochester
State New York
Zip 14604
Phone (585) 231-1407
Fax
E-Mail jcasion@hselaw.com

Benefits Requested (select all that apply).

Exemption from Sales Tax Yes
Exemption from Mortgage Tax Yes

Exemption from Real Property Tax

Yes

Tax Exempt Financing*

No

* (typically for not-for-profits & small qualified manufacturers)

Applicant Business Description

Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.

Upstate is a dairy cooperative made up of approximately 260 dairy farms, primarily located in New York State. We are a food and beverage company that has been producing a wide variety of award winning, high-quality dairy products since 1971. These offerings include milk, cream, flavored milk, shelf stable ready-to-drink beverages, yogurt, dip, sour cream, cottage cheese, canned evaporated milk, and ice cream mix products marketed under the Upstate Farms, Bison, Intense Milk, Milk for Life, Spring Farms, Gold Cow and Valley Farms brands, in addition to numerous contract and retail customer labels.

Estimated % of sales within Erie County 3 %

Estimated % of sales outside Erie County but within New York State 33 %

Estimated % of sales outside New York State but within the U.S. 63 %

Estimated % of sales outside the U.S. 1 %

(*Percentage to equal 100%)

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

3

Describe vendors within Erie County for major purchases

The majority of our Erie County purchases are with local dairy farms for milk used in processing

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

North America Drive

Town/City/Village of Project Site

West Seneca

School District of Project Site

West Seneca Central

Current Address (if different)

3300 North America Drive

Current Town/City/Village of Project Site (if different)

West Seneca

SBL Number(s) for proposed Project

135.10-3-2 / 135.01-2-1.1

What are the current real estate taxes on the proposed Project Site

\$1,223,281 including school tax, excluding sewer charges

If amount of current taxes is not available, provide assessed value for each.

Land

\$ 0

Building(s)

\$ 0

If available include a copy of current tax receipt.

Are Real Property Taxes current at project location?

Yes

If no please explain

*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?

Yes

If No, indicate name of present owner of the Project Site

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the proposed Project site (vacant land, existing building, etc.)

The site is already owned, Existing building / Vacant Land

Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

We plan on adding an approximately 165,000 square foot addition, with associated equipment, to our existing 222,851 square foot warehouse at 3300 North America Drive in West Seneca, NY utilizing adjacent vacant land currently owned by Upstate Niagara Cooperative. This will add significant manufacturing capacity as well as storage for finished goods, ingredients and packaging. The product manufactured will be distributed throughout the United States, including New York and will utilize significant milk from local dairy farms. Initially the budget was prepared with rough estimates, as the project developed the actual anticipated cost of both building and equipment grew, as a result of increases in material cost as well as the fine tuning of original estimates; at the same time new cost arose, such as a new sewer line. As a result, we found it necessary to adjust the scope of the project. Initially we had planned on additional space for future growth, we reduce the footprint to just what is needed at this time; we decided not to construct a fully automated cooler, without the automation equipment, the cooler required less space; and through added efficiencies, were able to reduce the number of production lines, while maintaining similar throughput, which required less space.

Municipality or Municipalities of current operations

West Seneca

Will the Proposed Project be located within a Municipality identified above?

Yes

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

If the Proposed Project is located in a different Municipality within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

No

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?

No

If yes, please indicate the Agency and nature of inquiry below

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

Although the project could be undertaken without the financial assistance of the agency, it will need to be cut back and reduce the financial impact to the region.

Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

The agencies financing is necessary to maximize the utilization of the expansion to assure the most utilization of local labor and milk from local dairy farms as possible.

Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency

Yes

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?

If we are unable to obtain financial assistance for the project, we will cut back on the project, not creating as many local jobs and not utilizing as much milk from local dairy farms.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

Is your project located near public transportation?

No

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?

No

If YES indicate in the box below the date the SEQR determination was made. Also, please provide us with a copy of the approval resolution and the related Environmental Assessment Form (EAF) if applicable.

If NO indicate in the box below the date you anticipate receiving a SEQR determination for your project. Also, please insure that the ECIDA has been listed as an "involved agency" on the related EAF submitted to the appropriate municipality and/or planning department.

8/26/2024

Will the Project meet zoning/land use requirements at the proposed location?

Yes

Describe the present zoning/land use

M2 Industrial

Describe required zoning/land use, if different

If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements

Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?

No

If yes, please explain

Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?

Yes

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

No

If yes, please provide copies of the study.

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Yes

If yes, describe the efficiencies achieved

Equipment being purchased will be more efficient than the equipment currently in the plant, prior to the expansion.

You may also attach additional information about the machinery and equipment at the end of the application.

Does or will the company or project occupant perform research and development activities on new products/services at the project location?

No

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

Will onsite child daycare facilities be available on the project site?

No

If yes, please describe.

Select Project Type for all end users at project site (you may check more than one).

For purposes of the following, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

Retail Sales No

Services No

Please check any and all end uses as identified below.

No Acquisition of Existing Facility	No Assisted Living	Yes Back Office
No Civic Facility (not for profit)	No Commercial	Yes Equipment Purchase
No Facility for the Aging	No Industrial	No Life Care Facility (CCRC)
No Market Rate Housing	No Mixed Use	No Multi-Tenant
No Retail	No Senior Housing	Yes Manufacturing
No Renewable Energy	No Other	

For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

			Cost	% of Total Cost
Manufacturing/Processing	144,333 square feet	\$	55,786,000	59%
Warehouse	11,291 square feet	\$	30,765,000	33%
Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	square feet	\$	0	0%
Office	10,210 square feet	\$	7,229,000	8%
Specify Other	square feet	\$	0	0%

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking < BLANK >

Will project result in significant utility infrastructure cost or uses Yes

What is the estimated project timetable (provide dates)

Start date : acquisition of equipment or construction of facilities

7/1/2025

End date : Estimated completion date of project

3/15/2027

Project occupancy : estimated starting date of occupancy

10/1/2026

Capital Project Plan / Budget**Estimated costs in connection with Project****1.) Land and/or Building Acquisition**

\$ 0	square feet	acres
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2.) New Building Construction

\$ 0	square feet
------	-------------

3.) New Building addition(s)

\$ 93,780,000	165,834 square feet
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4.) Reconstruction/Renovation

\$ 0	square feet
------	-------------

5.) Manufacturing Equipment

\$ 161,220,000

6.) Infrastructure Work

\$ 0

7.) Non-Manufacturing Equipment: (furniture, fixtures, etc.)

\$ 0

8.) Soft Costs: (Legal, architect, engineering, etc.)

\$ 0

9.) Other Cost

\$ 0

Explain Other Costs

Total Cost	\$ 255,000,000
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Construction Cost Breakdown:

Total Cost of Construction	\$ 93,780,000 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 46,500,000
% sourced in Erie County	10%

Sales and Use Tax:

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit	\$ 70,000,000
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Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):	\$ 6,125,000
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** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only)	\$ 0
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Have any of the above costs been paid or incurred as of the date of this Application? Yes

If Yes, describe particulars: There has been money spent on engineering studies to evaluate the feasibility of the project & some tree removal on the site

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):	\$
Bank Financing:	\$ 252,000,000
Tax Exempt Bond Issuance (if applicable):	\$ 0
Taxable Bond Issuance (if applicable):	\$ 0
Public Sources (Include sum total of all state and federal grants and tax credits):	\$ 3,000,000
Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)	ESD \$3,000,000
Total Sources of Funds for Project Costs:	\$255,000,000
Have you secured financing for the project?	No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing).	252,000,000
Lender Name, if Known	
Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%):	\$1,890,000

Real Property Tax Benefit:

Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other):

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location)

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genesee.

By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

	Current # of jobs at proposed project location or to be relocated at project location	If financial assistance is granted – project the number of FT and PT jobs to be retained	If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion	Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **
Full time	240	240	130	130
Part time	0	0	0	0
Total	240	240	130	

Salary and Fringe Benefits for Jobs to be Retained and Created

Job Categories	# of Full Time Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of Part Time Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	60	\$ 89,300	\$ 22,000	0	\$ 0	\$ 0
Professional	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Administrative	6	\$ 51,520	\$ 29,250	0	\$ 0	\$ 0
Production	304	\$ 71,400	\$ 22,200	0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Total	370			0		

** Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address	368 Pleasant View Dr. Lancaster, NY 1730 Dale Rd. Cheektowaga, NY		
Full time	178	182	0
Part time	0	0	0
Total	178	182	0

Payroll Information

Annual Payroll at Proposed Project Site upon completion

26,500,000

Estimated average annual salary of jobs to be retained (Full Time)

71,000

Estimated average annual salary of jobs to be retained (Part Time)

0

Estimated average annual salary of jobs to be created (Full Time)

70,000

Estimated average annual salary of jobs to be created (Part Time)

0

Estimated salary range of jobs to be created

From (Full Time)	35,000	To (Full Time)	120,000
From (Part Time)	0	To (Part Time)	0

Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

General Background Information

Address of Premises

3300 North America Drive, West Seneca, NY and adjacent property

Name and Address of Owner of Premises

Upstate Niagara Cooperative, Inc 368 Pleasant View Drive Lancaster, NY 14086

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

The current construction was completed in 2005. The facility produces and distributes a variety of dairy products, including yogurt, cottage cheese, sour cream and dips

Describe all known former uses of the Premises

This was a new build in 2005 and has been occupied by Upstate Niagara Cooperative since then.

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

No

If yes, describe and attach any incident reports and the results of any investigations

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

Discharge is into the sanitary sewer

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

Storm water is first released into a new retention pond and then proceeds to the existing wetland at the northwest portion of the site.

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

Various above ground tanks utilized to store chemicals for sanitation of the lines used in the production process.

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

No

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials

Section IV: Facility Type - Single or Multi Tenant**Is this a Single Use Facility or a Multi-Tenant Facility?**

Single Use Facility

For Single Use Facility.

Occupant Name Upstate Niagara Cooperative, Inc
Address 368 Pleasant View Drive, Lancaster, NY
Contact Person Chuck Wilson
Phone (716) 892-3156
Fax
E-Mail cwilson@uncdairy.com
Federal ID # 16-0845625
SIC/NAICS Code 311511

SS

Section VI: Retail Determination

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

No

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

Section VII: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

Are you applying for tax incentives under the Adaptive Reuse Program?

No

Section VIII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Current Address

City/Town

State

Zip Code

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?

No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State

No

Within Erie County

No

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

No

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

<BLANK>

What factors have lead the project occupant to consider remaining or locating in Erie County?

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

Section IX: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

Are you applying for tax incentives under the Senior Rental Housing policy?

No

Section X: Tax Exempt Bonds

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?

No

New Building / Great Lakes Pressed Steel Corporation

\$ 2,555,500

PRIVATE INVESTMENT INDUCEMENT RESOLUTION

ELIGIBILITY

- NAICS Section – 332119

COMPANY INCENTIVES

- Approximately \$97,001 in real property tax savings.
- Up to \$115,937 in sales tax savings
- Up to \$12,000 in mortgage recording tax savings

JOBS & ANNUAL PAYROLL

- Current Jobs: 15 FT
- Est. salary/yr. of jobs retained: \$ 55,000
- Projected new jobs: 2 FT
- Est. salary/yr. of jobs created: \$ 50,000
- Annual Payroll: \$ 900,000
- Total jobs after project completion: 17
- Construction Jobs: 9

PROJECTED COMMUNITY BENEFITS*

- Term: 10 YEARS
- NET Community Benefits: \$18,828,465
- Spillover Jobs: 21
- Total Payroll: \$17,730,825

INCENTIVE COST / COMMUNITY BENEFIT RATIO (discounted at 2%)*

Incentives: \$215,597

Net Present Value of Property Tax Exemption: \$87,660

Community Benefit: \$17,011,832

Cost: Benefit Ratio

- 1:79

Project Title: New Building – GLPS Corp

Project Address 1382 Niagara Street, Buffalo, NY 14213
(Buffalo City School District)

Agency Request

A sales, real property and mortgage recording tax abatement in connection with the construction of a 13,000 SF building that is adjacent to the applicant's current location at 1400 Niagara Street. The new building will be used as production space associated with the company's purchase of equipment.

Land / Building Acquisition	\$ 175,000
New Building Construction	\$ 1,600,000
Manufacturing Equipment	\$ 650,000
Non-Manufacturing Equipment	\$ 120,500
Soft Costs/Other	\$ 10,000
Total Project Cost	\$ 2,555,500
85%	\$ 2,172,175

Company Description

Great Lakes Pressed Steel (GLPS) Corporation was founded in 1909 by Gottfried Adolphson (and 4 other partners) under the name – Eagle Stamping and Tooling. By 1919 Gottfried was able to secure the entire company and he then changed the company's name to Great Lakes Pressed Steel. In 1960, Robert Nichols, Gottfried's son-in-law, took over responsibility for the company and in 1971 Robert's son, Robert Jr, became President and CEO. Tim Nichols, Robert Jr's son, has presided over the company since 1998 promising the same values his great, great grandfather promised in 1919. Timothy's sons Jason and Andrew – both RIT graduates hope to one day follow in their father's steps and continue the tradition of keeping the family business running on the same values Gottfried created. Timothy Nichols is the sole shareholder of GLPS. Great Lakes Pressed Steel Corporation provides precision stamped products and metal forming services to customer in a wide range of industries – specializing in quality products produced on time and under budget.

Project Description

Great Lakes Pressed Steel Corporation is planning to build a 13,000 SF building next to their current facility at 1400 Niagara St, Buffalo NY. This stand-alone building will allow GLPS to increase their manufacturing capabilities. They will be installing a new laser along with shears press breaks and punch presses. This additional space will lead to full use of the new laser and all of its functions. As a result, the company will be much more efficient and competitive, allowing for growth through new business opportunities.

* Cost Benefit Analysis Tool powered by MRB Group

Economic Impact: Inform Analytics Cost-Benefit Analysis

The Erie County Industrial Development Agency uses the Cost Benefit Analysis Tool powered by MRB Group to assess the economic impact of a project applying for incentives. A Cost-Benefit Analysis is required by Section 859-a (5)(b) of General Municipal Law. For the complete Cost Benefit Analysis – please see the attached MRB Cost Benefit Calculator.

Cost: Incentives

COSTS	Tax Exemption	Amount
	Property	\$ 97,001
	Sales	\$ 115,937
	Mortgage Recording	\$ 12,000
	Total	\$224,938
	Discounted at 2%	\$215,597

Benefit: Projected Community Benefit*

BENEFITS	Region	Recipient	Revenue Type	\$ Amount **
	Erie County	Individuals	Payroll Construction	\$ 1,453,860
			Payroll Permanent	\$16,276,965
		Public	Property Taxes	\$ 24,249
			Sales Taxes	\$ 147,387
			Other Muni Revenue (NFTA)	\$ 4,000
	New York State	Public	Income Taxes	\$ 797,887
			Sales Taxes	\$ 124,116
			Total Benefits to EC + NYS***	\$18,828,465
			Discounted at 2%	\$17,011,832

* Cost Benefit Analysis Tool powered by MRB Group **includes direct & indirect \$ over project period *** may not sum to total due to rounding

Discounted Cost \$ 215,597
Discounted Benefit \$17,011,832
Ratio 1:79

Conclusion: The Cost Benefit for this project is: 79:1. For every \$1 in costs (incentives), this project provides \$79 in benefits (payroll & tax revenue). **Note: For Erie County, every \$1 in costs (incentives) provides \$105 in benefits to the community.**

New Tax Revenue Estimated

Current Yearly Taxes	Estimated New Assessed Value	Additional County Revenue over abatement period	Additional Local Revenue Over abatement period	New Yearly Taxes Upon Expiration of Abatement Period
\$ 7,129	\$ 420,000	\$ 20,092	\$ 75,446	\$ 19,254
Combined Tax Rate: \$ 26.649555				

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total project amount = \$ 2,555,500 85% = \$ 2,172,175
Employment	Coincides with 10-year PILOT	Maintain Base = 15 FTE Create 85% of Projected Projected = 2 FTE . 85% = 1 FTE Recapture Employment = 16 FTE
Local Labor	Construction period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 10-year PILOT	Adherence to Policy
Unpaid Tax	Coincides with 10-year PILOT	Adherence to Policy
<u>Recapture Period</u>	Coincides with 10-year PILOT	Recapture of Real Property Tax, Mortgage recording tax, state and local sales taxes

Recapture applies to:

State and Local Sales Taxes
Mortgage Recording Tax
Real Property Tax

Recapture

Pursuant to New York State General Municipal Law, the agency shall modify, recover, recapture or terminate any financial assistance taken by the company that is in violation of the GML.

At completion of the project company must certify i) total investment amount is equal to or greater than 85% of the anticipated project amount; ii) company has maintained 15 FTE jobs and created 1 FTE jobs (85% of projected), iii) confirm adherence to local labor policy during construction and iv) its adherence to unpaid tax/pay equity policies for recapture term.

Project ECIDA History

- 7/3/25: Public hearing held.
- 7/23/25: Inducement Resolution presented to Board of Directors adopting a Negative Declaration in accordance with SEQRA
- 7/23/25: Lease/Leaseback Inducement Resolution presented to the Board of Directors

EVALUATIVE CRITERIA MANUFACTURING/WAREHOUSE/DISTRIBUTION

Project: Great Lakes Pressed Steel

CRITERIA	COMMENTS
Wage Rate (above median wage for area) Per capita income = \$41,560	Average wage for retained workers = \$55,000. Average wage for (2) jobs to be created = \$60,000
Regional Wealth Creation (% sales / customers outside area)	The % of sales outside Erie County: 20% outside the County but within NYS 10% outside NYS but within the U.S.
In Region Purchases (% of overall purchases)	In region purchases = 50%
Research & Development Activities	None.
Investment in Energy Efficiency	New building will contain LED lighting, energy efficient heating and other high efficiency equipment.
Locational Land Use Factors, Brownfields or Locally Designated Development Areas	Site was cleaned up by the DEC
LEED/Renewable Resources	N/A.
Retention/Flight Risk	Company would consider other sites – including outside EC if they were unable to build on the site they have chosen (next door to their current operations).
DEI Questionnaire	See attached copy.
Workforce Access – Proximity to Public Transportation	There is a bus stop in front of the building for NFTA metro lines: #5, #26 & #40.
Onsite child daycare facilities on the project site	None.

*U.S. Census Bureau

DATE OF INDUCEMENT: July 23, 2025

PILOT Worksheet: Estimate of Real Property Tax Abatement Benefits* and Percentage of Project Costs financed from Public Sector sources**

**** The PILOT Worksheet will be: (i) completed by IDA Staff based upon information contained within the Application, and (ii) provided to the Applicant for ultimate inclusion as part of this completed Application.**

PILOT Estimate Table Worksheet- GREAT LAKES PRESSED STEEL CORP

Dollar Value of New Construction and Renovation Costs	Estimated New Assessed Value of Property Subject to IDA*	County Tax Rate/1000	Local Tax Rate (City & School)/1000
\$1,600,000	\$ 420,000	5.604583	21.044972

*Apply equalization rate to value

PILOT Year	% Payment	County PILOT Amount	City PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	0.05	\$1,627	\$6,108	\$7,735	\$19,254	\$11,519
2	0.1	\$1,754	\$6,587	\$8,341	\$19,254	\$10,913
3	0.15	\$1,882	\$7,066	\$8,948	\$19,254	\$10,307
4	0.15	\$1,882	\$7,066	\$8,948	\$19,254	\$10,307
5	0.2	\$2,009	\$7,545	\$9,554	\$19,254	\$9,700
6	0.2	\$2,009	\$7,545	\$9,554	\$19,254	\$9,700
7	0.25	\$2,137	\$8,023	\$10,160	\$19,254	\$9,094
8	0.25	\$2,137	\$8,023	\$10,160	\$19,254	\$9,094
9	0.3	\$2,264	\$8,502	\$10,766	\$19,254	\$8,488
10	0.35	\$2,392	\$8,981	\$11,373	\$19,254	\$7,882
TOTAL		\$20,092	\$75,446	\$95,539	\$192,543	\$97,004

***** Estimates provided are based on current property tax rates and assessment value (current as of date of application submission) and have been calculated by IDA staff**

Percentage of Project Costs financed from Public Sector Table Worksheet:

Total Project Cost	Estimated Value of PILOT	Estimated Value of Sales Tax Incentive	Estimated Value of Mortgage Tax Incentive	Total of Other Public Incentives (Tax Credits, Grants, ESD Incentives, etc.)
\$2,435,000	\$ 97,004	\$115,937	\$12,000	n/a

Note: special district taxes are not subject to PILOT abatement

Calculate % = Est. PILOT + Est. Sales Tax+ Est. Mortgage Tax+ Other)/Total Project Costs: 9.2%

Erie County Industrial Development Agency

MRB Cost Benefit Calculator

Date June 11, 2025
 Project Title Great Lakes Pressed Steel Corporation
 Project Location 1382 Niagara Street, Buffalo, NY 14213



Cost-Benefit Analysis Tool powered by MRB Group

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

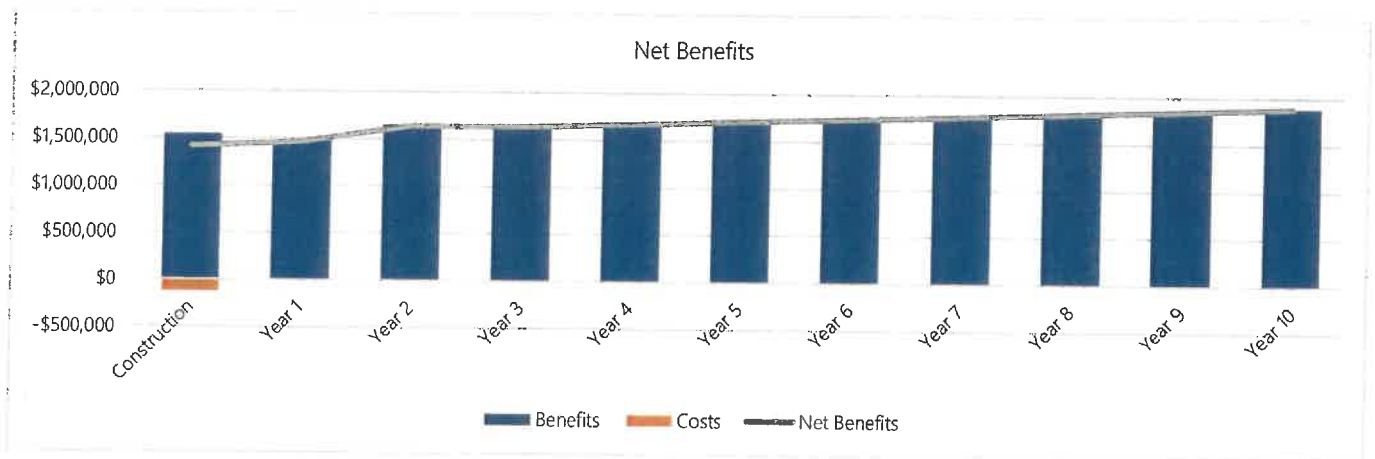
Construction Project Costs

\$2,555,500

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	9	9	18
Earnings	\$910,826	\$543,034	\$1,453,860
Local Spend	\$2,380,000	\$1,691,704	\$4,071,704

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	17	12	29
Earnings	\$9,689,246	\$6,587,719	\$16,276,965

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

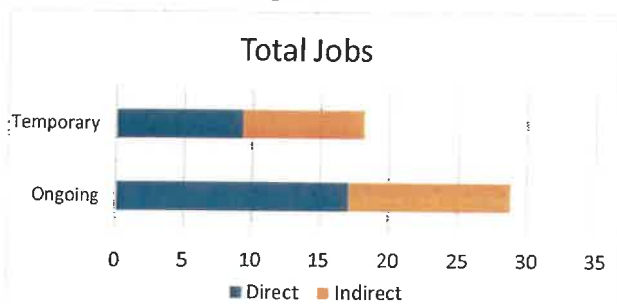


Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$97,001	\$87,660
Sales Tax Exemption	\$115,937	\$115,937
Local Sales Tax Exemption	\$62,937	\$62,937
State Sales Tax Exemption	\$53,000	\$53,000
Mortgage Recording Tax Exemption	\$12,000	\$12,000
Local Mortgage Recording Tax Exemption	\$4,000	\$4,000
State Mortgage Recording Tax Exemption	\$8,000	\$8,000
Total Costs	\$224,938	\$215,597

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$17,906,462	\$16,178,770
To Private Individuals	\$17,730,825	\$16,020,424
Temporary Payroll	\$1,453,860	\$1,453,860
Ongoing Payroll	\$16,276,965	\$14,566,564
Other Payments to Private Individuals	\$0	\$0
To the Public	\$175,636	\$158,345
Increase in Property Tax Revenue	\$24,249	\$21,254
Temporary Jobs - Sales Tax Revenue	\$12,085	\$12,085
Ongoing Jobs - Sales Tax Revenue	\$135,302	\$121,085
Other Local Municipal Revenue	\$4,000	\$3,922
State Benefits	\$922,003	\$833,062
To the Public	\$922,003	\$833,062
Temporary Income Tax Revenue	\$65,424	\$65,424
Ongoing Income Tax Revenue	\$732,463	\$655,495
Temporary Jobs - Sales Tax Revenue	\$10,177	\$10,177
Ongoing Jobs - Sales Tax Revenue	\$113,939	\$101,966
Total Benefits to State & Region	\$18,828,465	\$17,011,832

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$16,178,770	\$154,597	105:1
State	\$833,062	\$61,000	14:1
Grand Total	\$17,011,832	\$215,597	79:1

*Discounted at the public sector discount rate of: 2%

Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes
Does this project provide onsite childcare facilities? No

Diversity, Equity and Inclusion Questionnaire

1. MWBE Contractors - Construction

The ECIDA encourages applicants to utilize MWBE contractors and suppliers for their projects and when feasible, to set a goal for MWBE participation during the construction period of the project. Below are links to the NYS and Erie County certified MWBE lists, including contractors, that can assist you with your utilization goals:

- New York State MWBE Certified List: <https://ny.newnycontracts.com/>
- Erie County MWBE Certified List: <https://www3.erie.gov/eo/mbe-wbe-resource-list>

Please provide detailed information regarding your company's plan to utilize MWBE contractors and suppliers for your project. Please include your project's MWBE utilization goals, what process and resources you plan to use or have utilized in the past to find and hire MWBEs, a list of the specific MWBE firms used on previous projects and/or firms you plan to use on the current project, and any history the company has of setting and meeting MWBE goals on past projects. The company may also include details with respect to the foregoing related to any MWBE policy and utilization goals that its general contractor has committed to implementing for the project.

Great Lakes Pressed uses a standardized process to evaluate all eligible vendors. The company encourages the bids from local vendors as well as qualified MWBE firms and is committed to using a diverse array of vendors. We plan on having our contractor source both the New York State & Erie Counties MWBE certified lists for vendors.

2. Minority & Women Employment - Current Workforce & Hiring Practices

The ECIDA encourages the hiring of a diverse workforce, especially for jobs created and retained as part of an ECIDA induced project. Below are some links to sites and organizations that will be helpful in achieving a diverse workforce:

- Northland Workforce Training Center: <https://northlandwtc.org/employers/>
- Workforce Buffalo: <https://www.workforcebuffalo.org/business-services>
- New York State Job Bank: <https://myjobsny.usnlx.com/>
- Local Minority Newspapers: <https://www3.erie.gov/eo/minority-newspaper>

Please provide detailed information regarding your company's current workforce and hiring practices as it relates to minority and women employees, including, if applicable, the company's Diversity, Equity and Inclusion plan and goals, any strategic partnerships the company has with educational and/or workforce development entities, and company strategies regarding outreach to minorities and women with the dissemination of job openings to the public:

We do not have a formal plan as it pertains to DEI. However, we believe having an inclusive culture across our business is critical to our success and is in alignment with the basic belief of growing an inclusive work force. Our current workforce is diverse, and we will source the above links to continue this process.

3. Economic Inclusion Program

The ECIDA's Economic Inclusion Program (EIP) is a voluntary "opt in" program providing an enhanced real property tax abatement to applicants who commit to implementing and meeting MWBE utilization and minority and women employment goals. The mission of the EIP is to enhance the beneficial public impact of projects receiving ECIDA assistance and to further the ECIDA's goal of advancing opportunities for MWBE businesses and minorities and women, in general, in the Erie County workforce. Please note, for a company to be considered an MWBE under the EIP it must be certified as an MWBE by New York State or Erie County.

Under the EIP, the standard ECIDA PILOT Agreement real property tax abatement schedules are enhanced by extending both the term and abatement percentages of the PILOT Agreement.

Please note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. The applicant shall not engage in any unlawful discrimination against any employee or applicant by reason of race, creed, religion, color, age, disability, national origin, sex, gender, or any other characteristic protected by law, including, but not limited to, Title VII of the Civil Rights Act, the Americans with Disabilities Act, the Age Discrimination in

Employment Act, the Genetic Information Nondiscrimination Act, the New York State Human Rights Law, and any other similar laws, rules, or regulations. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

Please note the EIP is a *voluntary opt-in program* providing enhanced incentives in exchange for meeting MWBE utilization and minority and women employment goals. Applicants may bypass the EIP while still pursuing the ECIDA's standard PILOT Agreement.

☒ Please check the box indicating that you have read the attached Economic Inclusion Program summary and FAQ document that can be found at the end of the questionnaire.

☐ Please check the box if you are interested in tentatively opting into the Economic Inclusion Program (nonbinding) and would like further, detailed information on the program and process from your ECIDA business development officer.

PUBLIC HEARING SCRIPT

**Great Lakes Pressed Steel Corporation
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 July 3, 2025 at 9:00 a.m.,
at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203

ATTENDANCE:

Jason Nichols – Great Lakes Pressed Steel
Beth O'Keefe – ECIDA
Brian Krygier – ECIDA

☒ 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 Great Lakes Pressed Steel Corporation 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 1382-1398 Niagara Street, City of Buffalo, Erie County, New York and all other lands in the City of Buffalo 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 13,000+/- square-foot stand alone addition to the existing facility to be utilized for the installing of a new laser along with shears press breaks and punch presses to increase manufacturing capabilities (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 and the Existing Improvements, the "Facility").

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 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, and if possible, 3 minutes.

Hi I'm Jason Nichols from Great Lakes Press Steel. We're looking at building a 13,000 square foot addition. This loan (tax incentive) will help us build a space that's much more efficient and hopefully we can get more work in and hire more employees and grow/continue growing - as we've been starting to do less quickly for quite a few years now.

- ☒ 6. **ADJOURNMENT:**

As there are no further statements and/or comments, I will close the public hearing at 9:03 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

July 3, 2025 at 9:00 a.m.
at the Agency's offices, at 95 Perry Street, Suite 403, Buffalo, NY 14203
regarding:

**Great Lakes Pressed Steel Corporation project and/or Individual(s), Affiliate(s),
Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf**

Project Location: 1382 Niagara Street, Buffalo, New York 14213

Name	Company and/or Address	X box to speak/ comment
Jason Nichols	Great Lakes Pressed Steel 1382 Niagara Street Buffalo, New York 14213	X
Beth O'Keefe	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	
Brian Krygier	ECIDA 95 Perry Street, Suite 403 Buffalo, New York 14203	



glpscorp

Instructions and Insurance Requirements Document

Section I: Applicant Background Information

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law.

Applicant Information- Company Receiving Benefit

Project Name new building
Project Summary adding 13000 sq ft
Applicant Name timothy nichols
Applicant Address 1400 Niagara Street
Applicant Address 2
Applicant City Buffalo
Applicant State New York
Applicant Zip 14213
Phone (716) 885-4037
Fax (716) 885-4038
E-mail tnichols@glpscorp.com
Website www.glpscorp.com
NAICS Code 332119

Business Organization

Type of Business

Corporation

Year Established

1919

State

New York

Indicate if your business is 51% or more (Check all boxes that apply)

[No] Minority Owned
 [No] Woman Owned

Indicate Minority and/or Woman Owned Business Certification if applicable (Check all boxes that apply)

[No] NYS Certified

[No] Erie Country Certified

Individual Completing Application

Name Timothy Nichols
Title President
Address 1400 Niagara Street
Address 2
City Buffalo
State New York
Zip 14213
Phone (716) 913-2499
Fax (716) 885-4037
E-Mail tnichols@glpscorp.com

Company Contact- Authorized Signer for Applicant

Contact is same as individual completing application Yes

Name
Title
Address
Address 2
City
State
Zip
Phone
Fax
E-Mail

Company Counsel

Name of Attorney Rafael F. Pignataro
Firm Name Hodgson Russ LLP
Address 140 Pearl Street, Suite 100
Address 2
City Buffalo
State New York
Zip 14202
Phone (716) 856-4000
Fax
E-Mail tnichols@glpscorp.com

Benefits Requested (select all that apply).

Exemption from Sales Tax Yes

Exemption from Mortgage Tax	Yes
Exemption from Real Property Tax	Yes
Tax Exempt Financing*	No

* (typically for not-for-profits & small qualified manufacturers)

Applicant Business Description

Describe in detail company background, history, products and customers. Description is critical in determining eligibility. Also list all stockholders, members, or partners with % ownership greater than 20%.

The founder, Gottfried Adolphson, originally started this company in 1909 under the name of Eagle Stamping and Tooling with four other partners. By 1919, he was able to secure the entire company and changed the name to Great Lakes Pressed Steel. Gottfried was a critical influence in orchestrating the solid foundation upon which following generations were able to build and grow, expanding into different product offerings and market segments. Gottfried Adolphson's son-in-law, Robert M. Nichols, took over responsibility for the company, becoming its President in 1960. Known for his work ethic and conscientiousness, Robert established a strong base for detail-oriented processes that allow us to customize products for each client. Robert's son, Robert Junior, became President and CEO in 1971. Robert Junior prided himself on his integrity and understood the importance of being known as a trusted supplier. His primary focus was building and maintaining strong relationships with customers. It is because of Robert Junior that we have many of the customers we have today. Tim Nichols, Robert Junior's son, has presided over the company since 1998, promising the same values as his great, great grandfather promised in 1919. For more than a century Great Lakes Pressed Steel has proven time and time again that they value the relationship with customers and will do whatever it takes to meet their needs and sustain a solid relationship. Currently, Tim works with his two sons, Jason and Andrew, who have earned their degrees from Rochester Institute of Technology, and hope to one day follow their fathers' steps and continue the tradition of keeping the family business running on the same values Gottfried created. Timotny Nichols is the sole shareholder in Great Lakes Pressed Steel Corporation

Estimated % of sales within Erie County	60 %
Estimated % of sales outside Erie County but within New York State	30 %
Estimated % of sales outside New York State but within the U.S.	10 %
Estimated % of sales outside the U.S.	0 %

(*Percentage to equal 100%)

For your operations, company and proposed project what percentage of your total annual supplies, raw materials and vendor services are purchased from firms in Erie County?

60

Describe vendors within Erie County for major purchases

Samuel, Son & Co. (Steel Supplier), Ryerson Steel, W.B. Mason, Campione Enterprise inc., Linde, Actuarial consulting Services, advanced alarm, American Douglas, American Stainless, Arrow Grinding, Buffalo Material Handling, Baker tool and die, Bartlet Door, Better Wire,.....

Section II: Eligibility Questionnaire - Project Description & Details

Project Location

Address of Proposed Project Facility

1382 Niagara Street

Town/City/Village of Project Site

Buffalo

School District of Project Site

Current Address (if different)

1400 Niagara Street

Current Town/City/Village of Project Site (if different)

SBL Number(s) for proposed Project

88.81-1-5, 88.81-1-4, 88.81-1-3

What are the current real estate taxes on the proposed Project Site

\$1506

If amount of current taxes is not available, provide assessed value for each.

Land

\$ 0

Building(s)

\$ 0

If available include a copy of current tax receipt.

Are Real Property Taxes current at project location?

Yes

If no please explain

*The ECIDA has an unpaid tax policy and you will be required to certify all taxes and PILOTS are current.

Does the Applicant or any related entity currently hold fee title or have an option/contract to purchase the Project site?

No

If No, indicate name of present owner of the Project Site

the nichols group llc., 19 west delavan avenue corp.

Does Applicant or related entity have an option/contract to purchase the Project site?

No

Describe the present use of the proposed Project site (vacant land, existing building, etc.)

vacant land

Provide narrative and purpose of the proposed project (new build, renovations) square footage of existing and new construction contemplated and/or equipment purchases. Identify specific uses occurring within the project. Describe any and all tenants and any/all end users: (This information is critical in determining project eligibility)

we are building a 13,000 square foot building next to our main shop. This is a stand alone building to increase our manufacturing capabilities. We will be installing a new Laser along with shears press breaks and punch presses in this building. We will be able to fully use the new laser and all its functions because we will have an area large enough to handle its size. the added space will make the company much more efficient and competitive for new business. we will be the sole tenant of the building.

Municipality or Municipalities of current operations

Buffalo

Will the Proposed Project be located within a Municipality identified above?

Yes

Will the completion of the Project result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state OR in the abandonment of one or more plants or facilities of the project occupant located within the state?

No

If the Proposed Project is located in a different Municipality within New York State than that Municipality in which current operations are being undertaken, is it expected that any of the facilities in any other Municipality will be closed or be subject to reduced activity?

No

(If yes, you will need to complete the Intermunicipal Move Determination section of this application)

Is the project reasonably necessary to prevent the project occupant from moving out of New York State?

No

If yes, please explain and identify out-of-state locations investigated, type of assistance offered and provide supporting documentation available

Have you contacted or been contacted by other Local, State and/or Federal Economic Development Agencies?

No

If yes, please indicate the Agency and nature of inquiry below

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken by the Agency:

Describe the reasons why the Agency's financial assistance is necessary, and the effect the Project will have on the Applicant's business or operations. Focus on competitiveness issues, project shortfalls, etc... Your eligibility determination will be based in part on your answer (attach additional pages if necessary)

this project along with the purchase of the Laser will create a drain on our cash flow and the savings will help keep us profitable. The ability to move the Laser into a space to fully use the machine will allow GLPS to become more efficient and able to handle more work.

Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency

Yes

If the Applicant is unable to obtain Financial Assistance for the Project, what will be the impact on the Applicant and Erie County?

if we are unable to build on this site we would look for another property to move to that has the square footage we need and that may not be in erie county.

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Site Characteristics

Is your project located near public transportation?

Yes

If yes describe if site is accessible by either metro or bus line (provide route number for bus lines)

a bus stop right out front. NFTA #5,26& 40

Has your local municipality and/or its planning board made a determination regarding the State Environmental Quality Review (SEQR) for your project?

No

If YES indicate in the box below the date the SEQR determination was made. Also, please provide us with a copy of the approval resolution and the related Environmental Assessment Form (EAF) if applicable.

If NO indicate in the box below the date you anticipate receiving a SEQR determination for your project. Also, please insure that the ECIDA has been listed as an "involved agency" on the related EAF submitted to the appropriate municipality and/or planning department.

07/14/2025

Will the Project meet zoning/land use requirements at the proposed location?

Yes

Describe the present zoning/land use

industrial

Describe required zoning/land use, if different**If a change in zoning/land use is required, please provide details/status of any request for change of zoning/land use requirements****Is the proposed Project located on a site where the known or potential presence of contaminants is complicating the development/use of the property?**

No

If yes, please explain**Has a Phase I Environmental Assessment been prepared, or will one be prepared with respect to the proposed Project Site?**

Yes

If yes, please provide a copy.

Have any other studies, or assessments been undertaken with respect to the proposed Project Site that indicate the known or suspected presence of contamination that would complicate the site's development?

No

If yes, please provide copies of the study.

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

Yes

If yes, describe the efficiencies achieved

I am installing high efficient LED lights as well as heating equipment as well recently purchased a laser to put in the new building. This equipment is energy efficient compared to my older equipment.

You may also attach additional information about the machinery and equipment at the end of the application.

Does or will the company or project occupant perform research and development activities on new products/services at the project location?

No

If yes, include percentage of operating expenses attributed to R&D activities and provide details.

Will onsite child daycare facilities be available on the project site?

No

If yes, please describe.

Select Project Type for all end users at project site (you may check more than one).

For purposes of the following, the term "retail sales" means (i) sales by a registered vendor under Article 28 of the Tax Law of the State of New York (the "Tax Law") primarily engaged in the retail sale of tangible personal property (as defined in Section 1101(b)(4)(i) of the Tax Law), or (ii) sales of a service to customers who personally visit the Project.

Will customers personally visit the Project site for either of the following economic activities? If yes with respect to either economic activity indicated below, you will need to complete the Retail section of this application.

Retail Sales No**Services** No

Please check any and all end uses as identified below.

No Acquisition of Existing Facility No Assisted Living No Back Office

No Civic Facility (not for profit)	No Commercial	No Equipment Purchase
No Facility for the Aging	Yes Industrial	No Life Care Facility (CCRC)
No Market Rate Housing	No Mixed Use	No Multi-Tenant
No Retail	No Senior Housing	No Manufacturing
No Renewable Energy	No Other	

For proposed facility please include the square footage for each of the uses outlined below

If applicant is paying for FFE for tenants, include in cost breakdown.

			Cost	% of Total Cost
Manufacturing/Processing	13,000 square feet	\$	1,600,000	100%
Warehouse	square feet	\$	0	0%
Research & Development	square feet	\$	0	0%
Commercial	square feet	\$	0	0%
Retail	square feet	\$	0	0%
Office	square feet	\$	0	0%
Specify Other	square feet	\$	0	0%

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

No

If you answered yes to question above, what level of LEED certification do you anticipate receiving? (Check applicable box)

<BLANK>

Provide estimate of additional construction cost as a result of LEED certification you are seeking < BLANK >

Will project result in significant utility infrastructure cost or uses Yes

What is the estimated project timetable (provide dates)

Start date : acquisition of equipment or construction of facilities

7/28/2025

End date : Estimated completion date of project

11/28/2025

Project occupancy : estimated starting date of occupancy

11/28/2025

Capital Project Plan / Budget

Estimated costs in connection with Project

1.) Land and/or Building Acquisition

\$ 175,000

square feet

1 acres

2.) New Building Construction

\$ 1,600,000

13,000 square feet

3.) New Building addition(s)

\$ 0

square feet

4.) Reconstruction/Renovation

\$ 0

square feet

5.) Manufacturing Equipment

\$ 650,000

6.) Infrastructure Work

\$ 0

7.) Non-Manufacturing Equipment: (furniture, fixtures, etc.)

\$ 120,500

8.) Soft Costs: (Legal, architect, engineering, etc.)

\$ 10,000

9.) Other Cost

\$ 0

**Explain Other
Costs****Total Cost** \$ 2,555,500**Construction Cost Breakdown:**

Total Cost of Construction	\$ 1,600,000 (sum of 2, 3, 4 and 6 in Project Information, above)
Cost of materials	\$ 1,200,000
% sourced in Erie County	30%

Sales and Use Tax:

Gross amount of costs for goods and services that are subject to State and local sales and use tax- said amount to benefit from the Agency's sales and use tax exemption benefit	\$ 1,325,000
Estimated State and local Sales and Use Tax Benefit (product of 8.75% multiplied by the figure, above):	\$ 115,937

** Note that the estimate provided above will be provided to the New York State Department of Taxation and Finance. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to undertake the total amount of investment as proposed within this Application, and that the estimate, above, represents the maximum amount of sales and use tax benefit that the Agency may authorize with respect to this Application. The Agency may utilize the estimate, above, as well as the proposed total Project Costs as contained within this Application, to determine the Financial Assistance that will be offered.

Project refinancing estimated amount, if applicable (for refinancing of existing debt only) \$ 0

Have any of the above costs been paid or incurred as of the date of this Application? Yes

If Yes, describe particulars:

Sources of Funds for Project Costs:

Equity (excluding equity that is attributed to grants/tax credits):	\$ 320,000
Bank Financing:	\$ 1,250,000
Tax Exempt Bond Issuance (if applicable):	\$ 0
Taxable Bond Issuance (if applicable):	\$ 0
Public Sources (Include sum total of all state and federal grants and tax credits):	\$ 0

Identify each state and federal grant/credit: (ie Historic Tax Credit, New Market Tax Credit, Brownfield, Cleanup Program, ESD, other public sources)

Total Sources of Funds for Project Costs: \$1,570,000
Have you secured financing for the project? No

Mortgage Recording Tax Exemption Benefit:

Amount of mortgage, if any that would be subject to mortgage recording tax:

Mortgage Amount (include sum total of construction/permanent/bridge financing). 1,600,000

Lender Name, if Known

Estimated Mortgage Recording Tax Exemption Benefit (product of mortgage amount as indicated above multiplied by 3/4 of 1%): \$12,000

Real Property Tax Benefit:

Identify and describe if the Project will utilize a real property tax exemption benefit other than the Agency's PILOT benefit (485-a, 485-b, other):

IDA PILOT Benefit: Agency staff will indicate the estimated amount of PILOT Benefit based on estimated Project Costs as contained herein and anticipated tax rates and assessed valuation, including the annual PILOT Benefit abatement amount for each year of the PILOT benefit and the sum total of PILOT Benefit abatement amount for the term of the PILOT as depicted in the PILOT worksheet in the additional document section.

Percentage of Project Costs financed from Public Sector sources: Agency staff will calculate the percentage of Project Costs financed from Public Sector sources based upon the Sources of Funds for Project Costs as depicted above. The percentage of Project Costs financed from public sector sources will be depicted in the PILOT worksheet in the additional document section.

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

No

Will project include leasing any equipment?

No

If yes, please describe equipment and lease terms.

Employment Plan (Specific to the proposed project location).

The Labor Market Area consists of the following six counties: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming and Genesee.

By statute, Agency staff must project the number of FTE jobs that would be retained and created if the request for Financial Assistance is granted. Agency staff will project such jobs over the TWO Year time period following Project completion. Agency staff converts PT jobs into FTE jobs by dividing the number of PT jobs by two (2).

Current # of jobs at proposed project location or to be relocated at project location

If financial assistance is granted – project the number of FT and PT jobs to be retained

If financial assistance is granted – project the number of FT and PT jobs to be created upon 24 months (2 years) after Project completion

Estimate number of residents of the Labor Market Area in which the project is located that will fill the FT and PT jobs to be created upon 24 months (2 years) after project completion **

Full time	15	15	2	17
Part time	0	0	0	0
Total	15	15	2	

Salary and Fringe Benefits for Jobs to be Retained and Created

Job Categories	# of Full Time Employees retained and created	Average Salary for Full Time	Average Fringe Benefits for Full Time	# of Part Time Employees retained and created	Average Salary for Part Time	Average Fringe Benefits for Part Time
Management	4	\$ 75,000	\$ 10,000	0	\$ 0	\$ 0
Professional	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Administrative	1	\$ 75,000	\$ 10,000	0	\$ 0	\$ 0
Production	12	\$ 45,000	\$ 10,000	0	\$ 0	\$ 0
Independent Contractor	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Other	0	\$ 0	\$ 0	0	\$ 0	\$ 0
Total	17			0		

** Note that the Agency may utilize the foregoing employment projections, among other items, to determine the financial assistance that will be offered by the Agency to the Applicant. The Applicant acknowledges that the transaction documents may include a covenant by the Applicant to retain the number of jobs and create the number of jobs with respect to the Project as set forth in this Application.

Yes **By checking this box, I certify that the above information concerning the current number of jobs at the proposed project location or to be relocated to the proposed project location is true and correct.**

Employment at other locations in Erie County: (provide address and number of employees at each location):

Address			
Full time	0	0	0
Part time	0	0	0
Total	0	0	0

Payroll Information**Annual Payroll at Proposed Project Site upon completion**

900,000

Estimated average annual salary of jobs to be retained (Full Time)

55,000

Estimated average annual salary of jobs to be retained (Part Time)

0

Estimated average annual salary of jobs to be created (Full Time)

50,000

Estimated average annual salary of jobs to be created (Part Time)

0

Estimated salary range of jobs to be created

From (Full Time) 0 **To (Full Time)** 0
From (Part Time) 0 **To (Part Time)** 0

Section III: Environmental Questionnaire

INSTRUCTIONS: Please complete the following questionnaire as completely as possible. If you need additional space to fully answer any question, please attach additional page(s).

General Background Information

Address of Premises

1382 Niagara Street

Name and Address of Owner of Premises

Andrew Nichols 4795 Harlem Road Amherst NY 14226 Jason Nichols 24 Grafton Court, Lancaster NY 14086

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

A stone lot

Describe the Premises (including the age and date of construction of any improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

there is a 20 x 30 foot building on the property used by the DEC for pump and treating the ground water.

Describe all known former uses of the Premises

Chemical Sales company

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

No

If yes, please identify them and describe their use of the property

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

Yes

If yes, describe and attach any incident reports and the results of any investigations

it was an industrial site that sold chemical products and the DEC cleaned the property

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of non-compliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

Does any activity conducted or contemplated to be conducted at the premises generate, treat or dispose of any petroleum, petroleum-related products, solid and hazardous wastes or hazardous substances?

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

Identify the transporter of any hazardous and/or solid wastes to or from the Premises

Identify the solid and hazardous waste disposal or treatment facilities which have received wastes from the Premises for the past two (2) years

Does or is it contemplated that there will occur at the Premises any accumulation or storage of any hazardous wastes on-site for disposal for longer than 90 days?

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

none

Identify all sources of discharges of water, including discharges of waste water, process water, contact or noncontact cooling water, and stormwater. Attach all permits relating to the same. Also identify any septic tanks on site

we have no process water, bathrooms go to city sewer and rain water will go to storm sewer

Is any waste discharged into or near surface water or groundwaters?

<BLANK>

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

Are there or is it contemplated that there will be any air emission sources that emit contaminants from the Premises?

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

Storage Tanks

List and describe all above and under ground storage tanks at the Premises used to store petroleum or gasoline products, or other chemicals or wastes, including the contents and capacity of each tank. Please also provide copies of any registrations/permits for the tanks

none

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

<BLANK>

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

No

If yes, please identify the materials

Section IV: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Single Use Facility

For Single Use Facility

Occupant Name	Great Lakes Pressed Steel
Address	1400 Niagara Street
Contact Person	Tim Nichols
Phone	(716) 885-4037
Fax	(716) 885-4038
E-Mail	tnichols@glpscorp.com
Federal ID #	16-0462360
SIC/NAICS Code	332119

SS

Section VI: Retail Determination

To ensure compliance with Section 862 of the New York General Municipal Law, the Agency requires additional information if the proposed Project is one where customers personally visit the Project site to undertake either a retail sale transaction or to purchase services.

Please answer the following:

Will any portion of the project (including that portion of the costs to be financed from equity or other sources) consist of facilities or property that are or will be primarily used in making sales of goods or services to customers who personally visit the project site?

No

If yes, complete the Retail Questionnaire Supplement below. **If no, proceed to the next section.**

Section VII: Adaptive Reuse Projects

Adaptive Reuse is the process of adapting old structures or sites for new purposes.

Are you applying for tax incentives under the Adaptive Reuse Program?

No

Section VIII: Inter-Municipal Move Determination

The Agency is required by state law to make a determination that, if completion of a Project benefiting from Agency Financial Assistance results in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, Agency financial Assistance is required to prevent the project occupant from relocating out of the state, or is reasonably necessary to preserve the project occupant's competitive position in its respective industry.

Current Address

City/Town

State

Zip Code

Will the project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?

No

Will the project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry:

Does this project involve relocation or consolidation of a project occupant from another municipality?

Within New York State

No

Within Erie County

No

If Yes to either question, please, explain

Will the project result in a relocation of an existing business operation from the City of Buffalo?

No

If yes, please explain the factors which require the project occupant to relocate out of the City of Buffalo (For example, present site is not large enough, or owner will not renew leases etc.)

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc.)

Space Ceiling height truck access

If the project occupant is currently located in Erie County and will be moving to a different municipality within Erie County, has the project occupant attempted to find a suitable location within the municipality in which it is currently located?

No

What factors have lead the project occupant to consider remaining or locating in Erie County?

If the current facility is to be abandoned, what is going to happen to the current facility that project occupant is located in?

Please provide a list of properties considered, and the reason they were not adequate. (Some examples include: site not large enough, layout was not appropriate, did not have adequate utility service, etc.) Please include full address for locations.

1400 Niagara Street

Section IX: Senior Housing

IDA tax incentives may be granted to projects under the Agency's Senior Citizen Rental Housing policy when the project consists of a multi-family housing structure where at least 90% of the units are (or are intended to be) rented to and occupied by a person who is 60 years of age or older.

Are you applying for tax incentives under the Senior Rental Housing policy?

No

Section X: Tax Exempt Bonds

In order to receive the benefits of a tax-exempt interest rate bond, private borrowers and their projects must be eligible under one of the federally recognized private active bond categories (Fed Internal Rev Code IRC sections 142-144, and 1394).

Are you applying for tax exempt bonds / refinancing of bonds related to a residential rental facility project?

No