

PUBLIC HEARING SCRIPT

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

Public Hearing to be held on July 27, 2023 at 10:00 a.m.,
at the Town of Tonawanda, Town Board Conference Room #20, located at
2919 Delaware Avenue, Kenmore, NY 14217

ATTENDANCE:

Byron DeLuke – Montante Construction
Marco Riccioni – IMA Life North America
Hon. Joseph Emminger – Town of Tonawanda

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

Hearing Officer: Welcome. This public hearing is now open; it is 10:04 a.m. My name is Andrew Federick. I am the Property and Business Development Officer of the Erie County Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at www.ecidany.com.

☒ 2. PURPOSE: Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the IMA Life North America, Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf project. The transcript of this hearing will be reviewed and considered by the Agency in determination of this project. Notice of this hearing appeared in The Buffalo News on Friday, July 14, 2023.

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

Hearing Officer: The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located on 700 Colvin Woods Parkway, Town of Tonawanda, Erie County, New York and all other lands in the Town of Tonawanda where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) the construction on the Land of a new office and manufacturing facility which will include 50,000 square feet of a development laboratory, three production bays and warehouse space for the development, sale, assembly, testing and shipping of Freeze Dryers for the pharmaceutical section as well as 30,000 square-feet of

corporate office space for the North American headquarters for IMA Group as well as exterior parking, truck court and dumpster areas (the “Improvements”), and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the “Equipment”; and, together with the Land and the Improvements, the “Facility”). The Facility will be initially operated and/or managed by the Company.

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

4. FORMAT OF HEARING: Review rules and manner in which the hearing will proceed.

Hearing Officer: All those in attendance are required to register by signing the sign-in sheet at the front of the room; you will not be permitted to speak unless you have registered. 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 on August 22, 2023. 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.

Good morning. My name is Byron DeLuke. I am the Executive Director of Development for Montante Construction located at 2760 Kenmore Avenue, Tonawanda NY. I am here today representing the applicant, IMA Life North America, which is seeking tax incentives to help defray the cost of a new facility to expand its operations in Tonawanda, NY. IMA Life North America is part of the IMA Group, which is headquartered in Bologna, Italy. The Company specializes in packaging and process equipment for pharmaceutical companies, as well as the food industry and the automation of industrial processes. The three divisions, Pharmaceutical, Food, and Automation employ about 6,900 employees worldwide. Of IMA Group's global workforce, 544 individuals are based in the United States, of which 154 currently work for IMA Life out of their existing Tonawanda facility. The equipment produced in IMA Life's Tonawanda facility serves customers in both domestic and international pharmaceutical markets. The Company has twice expanded its facility. However, the existing site has no more room for growth. As a result, IMA is forced to consider relocation. After examining alternative locations in Western New York and elsewhere, IMA identified a 15-acre site within Colvin Woods Business Park right here in Tonawanda. It is IMA Life's strong desire to remain in

Tonawanda to maintain access to its talented workforce and to ensure continuity of the business. The new facility would be approximately 80,000 square feet and include laboratory space, production space and warehouse space as well as corporate office space so as to position it to serve as the new North America headquarters for IMA Group. Given the nature of these jobs and the fact that IMA Life is competing for resources with 6 other branches of IMA Group, which are all located outside of New York State, the genuine threat is IMA Group's ability to pursue this project out-of-state. Considering this variable, the Agency's financial assistance is absolutely critical piece of the project and is necessary to move the Project forward. When the project proceeds, it will result in significant benefits. These include an approximately \$27.5 million private sector investment here in Tonawanda, dozens of short-term construction jobs, 120 retained jobs at the new facility, and the creation of 30 new jobs within two years of completion at the new facility. IMA Life importantly also intends to maintain operations out of the existing facility in Tonawanda, with an estimated 34 production employees remaining at this location. The new facility would be owned by IMA Life and would solidify the Company's long-term future here in Tonawanda.

On behalf of the Applicant, I want to express our sincere gratitude to the Agency and the Town as they consider our request for assistance. We hope to be able to work collaboratively with the ECIDA to ensure that Tonawanda, NY continues to be the best place for IMA Life to invest in new facilities and jobs thank you.

Hon. Joseph Emminger – Supervisor, Town of Tonawanda. I am here today to offer the Towns wholehearted support for this project. I am personally very familiar with IMA Life and their existing facility over at Military Road. I've gone through the facility, toured the facility a number of years ago when they were doing one of their expansions and I was very impressed not only with the facility but also with the management team that they had in place there. When this project came before the Town a few months ago I was excited while at first I was a little bit concerned because I thought they were going to be closing there Military Road facility and just moving over into Colvin Woods but, when I found out that they were keeping their existing facility and expanding into the 15 acres with a new 80,000 square foot facility with good paying jobs, were talking about 150 or so jobs over the next couple of years. Good paying jobs that will support not only the Town of Tonawanda economy but also Erie County's economy. So, it is my pleasure to give wholeheartedly support for this project and let the developer and the company know that we are here for you, we will work with you. We worked with Montante Construction on a number of projects, and they know how to reach me, and I know how to reach them and that's the way we get projects done here in the Town. This is a great project for the Town of Tonawanda. It's a great project for Erie County and we look forward to it getting underway. Thank you.

6. ADJOURNMENT:

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 10:13 a.m.

**SIGN IN SHEET
PUBLIC HEARING**

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at the Town of Tonawanda, Town Board Conference Room #20, located at
2919 Delaware Avenue, Kenmore, NY 14217
regarding:

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

Project Location: 700 Colvin Woods Parkway, Tonawanda, New York 14150

Name	Company and/or Address	X box to speak/ comment
Byron DeLuke	Montante Construction 2760 Kenmore Avenue Tonawanda, New York 14150	X
Marco Riccioni	IMA Life North America 2175 Military Road Tonawanda, New York 14150	
Hon. Josph Emminger	Town of Tonawanda Supervisor 2919 Delaware Avenue Kenmore, NY 14217	X