



Report of the Genesee County Industrial Development Agency d/b/a Genesee County Economic Development Center Public Hearing of Yancey's Fancy, Inc. held on Wednesday, September 25, 2013, 4:00 PM – Pembroke Town Hall – 1145 Main Road, Corfu, NY 14036

I. ATTENDANCE

Mark Masse, Senior Vice President of Operations, Genesee County EDC
Penny Kennett, Office Manager, Genesee County EDC

II. CALL TO ORDER

The public information session of Yancey's Fancy, Inc. was called to order at 4:00 pm at the Pembroke Town Hall.

A notice of this public hearing describing the project was published in the Batavia Daily News, a copy of which is attached and is an official part of this transcript.

III. PROJECT SUMMARY

M. Masse described the project as follows:

Yancey's Fancy has updated their project specifications since submission of their original application for incentives. The original application was received by the GCEDC in April, 2013. According to the original application Yancey's was planning an 112,000 sq. ft. expansion at their existing facility, 857 Main Rd., Corfu, NY. After moving forward with planning and permitting for the expansion, the company has decided to build a new facility within the Buffalo East Technology Park (BETP) located in Pembroke, NY. Yancey's Fancy would like to purchase approximately 12 acres within the BETP, and build an 112,000 sq. ft. facility. The capital investment is estimated to be \$18.2M.

The company plans to keep their artisan cheese operations and retail store in the current location (857 Main Rd.), and to undertake an expansion at this location as well. The second part of the project will include the addition of 3500 sq. ft. at the 857 Main Rd. location where they will install a new reverse osmosis system. The installation of a reverse osmosis system will allow whey produced during the cheese making process to be dried and sold. Currently whey is transported by local farmers at a cost to Yancey's. By utilizing reverse osmosis technology, it is possible to concentrate the solid content enough to sell whey to processors and animal feed operations. Recent technological advances also allow the water removed from the whey to be pumped back into plant operations. These advances, as well as they expansion of the town and village sewer system, have made the reverse osmosis project a viable opportunity in the overall growth strategy that Yancey's Fancy is undertaking. The capital investment of this project is estimated to be \$2.5M.

The total capital investment for Yancey's project is estimated at \$20.7M. The company currently has 108 full time equivalent employees (FTE) and expects to add 50 more over three years after the certificate of occupancy is obtained for this new facility. Due to the changes in the project a new is being held.

Yancey's Fancy is looking for assistance from the GCEDC with a sales tax exemption valued at approximately \$638,608 and a mortgage tax exemption valued at approximately \$233,388. The new

building and land located within the BETP will have an estimated property tax savings of \$686,314, and the incremental increase in assessed value that will apply to the additional square footage at the 857 Main Rd. location will have an estimated property tax savings of \$49,022. The total estimated property tax exemption is valued at \$735,336.

IV. COMMENTS

There were no public comments.

V. ADJOURNMENT

The public hearing was closed at 4:15 PM.

NOTICE OF PUBLIC HEARING

NOTICE IS HEREBY GIVEN that a public hearing pursuant to Article 18-A of the New York General Municipal Law will be held by the Genesee County Industrial Development Agency d/b/a Genesee County Economic Development Center (the "Agency") on Wednesday, September 25, 2013, at 4:00 p.m. local time, at Pembroke Town Hall, 1145 Main Road, Corfu, New York 14036, in connection with the following matter:

Yancey's Fancy, Inc., for itself or on behalf of an entity to be formed (the "Company"), has submitted an application (the "Application") to the Agency requesting the Agency's assistance with a certain project (the "Project") consisting of: (i) the acquisition or retention by the Agency of a leasehold interest or other interest in all or a portion of approximately 12 acres of land at the Buffalo East Technology Park South campus (being more particularly described as tax map number 19-1-73.1) located at the intersection of NYS Routes 5 and 77, in the Town of Pembroke, Genesee County, New York (the "Buffalo East Technology Park Land"), (ii) the construction and equipping on the Buffalo East Technology Park Land of an approximately 112,000 square-foot building over multiple phases for use as a specialty cheese production/manufacturing facility, office space and related improvements and infrastructure (the "Buffalo East Technology Park Improvements"), (iii) the acquisition or retention by the Agency of a leasehold interest or other interest in certain land located at the Company's main artisan cheese operations facility and retail store at 857 Main Road, in the Town of Pembroke, Genesee County, New York (the "857 Main Road Land"), (iv) the construction and equipping on the 857 Main Road Land of an approximately 3,500 square-foot reverse osmosis system (the "857 Main Road Land Improvements"); and (v) the acquisition in and around the Buffalo East Technology Park Land, the 857 Main Road Land, the Buffalo East Technology Park Improvements and the 857 Main Road Improvements of certain items of equipment and other tangible personal property (the "Equipment" and, collectively with the Buffalo East Technology Park Land, the 857 Main Road Land, the Buffalo East Technology Park Improvements and the 857 Main Road Improvements, the "Facility").

The Agency will acquire title to, or a leasehold interest in, the Facility and lease the Facility back to the Company. The Company will operate the Facility during the term of the lease. At the end of the lease term, the Company will purchase the Facility from the Agency, or if the Agency holds a leasehold interest, the leasehold interest will be terminated. The Agency contemplates that it will provide financial assistance (the "Financial Assistance") to the Company in the form of sales and use tax exemptions and a mortgage recording tax exemption, consistent with the policies of the Agency, and a partial real property tax abatement.

A representative of the Agency will be at the above-stated time and place to present a copy of the Company's project Application (including a cost-benefit analysis) and hear and accept written and oral comments from all persons with views in favor of or opposed to or otherwise relevant to the proposed Financial Assistance.

Dated: September 12, 2013

By: GENESEE COUNTY INDUSTRIAL
DEVELOPMENT AGENCY D/B/A
GENESEE COUNTY ECONOMIC
DEVELOPMENT CENTER

