

1 GENESEE COUNTY
2 INDUSTRIAL DEVELOPMENT AGENCY

3 _____/

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5 In The Matter of:

6

7 1366 TECHNOLOGIES

8 _____/

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10 HELD AT: Alabama Fire Hall
11 2230 Judge Road,
12 Alabama, New York 14013

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14 DATE: Tuesday, January 5, 2016

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16 TIME: 7:00 p.m. to 8:35 p.m.

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22 REPORTED BY: SUSAN M. RYCKMAN, CP,
23 EDITH FORBES COURT REPORTING
24 21 Woodcrest Avenue,
Batavia, NY 14020,
(585) 343-8612

25

1 APPEARANCES:

2 MARK MASSE,
3 VP of Operations, GCEDC;
4 STEVEN HYDE,
5 CEO GCEDC;
6 BRIAN ELLER,
7 1366 Technologies;
8 CHRIS SUOZZI, GCEDC;
9 PENNY KENNETT, GCEDC;
10 ANDREW KOSA, Clark Patterson.

11

12

13 SPEAKERS:

14 LORNA KLOTZBACH;
15 BOB CASTLEMAN;
16 AL FILES;
17 RON THURBER;
18 BRIAN SAGE;
19 BILL ROOF;
20 RON MULLEN;
21 CHARLES SILVERNAIL;
22 VANCE WYDER;
23 EILEEN KOTARSKI;
24 DAVE DUNN.

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* * *

1 MR. MASSE: Good evening, everybody.
2 My name is Mark Masse; and I am the Senior
3 Vice President of Operations for the Genesee
4 County Economic Development Center. I would
5 like to thank everyone for coming out tonight
6 for this public hearing on the proposed
7 benefits for 1366 Technologies, Inc.'s,
8 project. The purpose of this public hearing
9 is to solicit comments and feedback about the
10 proposed incentives being requested by
11 1366 Technologies.

12 The Town's water project is not part
13 of this public hearing. The Town will be
14 holding separate public hearings to deal with
15 the water project and the district formation
16 as that process moves forward. It is moving
17 forward in its entirety, and design and
18 engineering on the Town's project has started
19 as we speak.

20 This public hearing is not intended
21 to be a question and answer period. However,
22 if there is time after all comments have been
23 received, we will open it up for question and
24 answers with the company. Please sign in on
25 the sheet in the back, if you have not already

1 done so. If you wish to speak, please place
2 an X by your name. We do have a stenographer
3 present, who will be recording all of the
4 comments we receive tonight to ensure that
5 your comments get reported to our Board
6 accurately. Any comments received will be
7 compiled and given to our Board prior to the
8 board meeting where a final vote on the
9 proposed incentives will take place.

10 I will give a short presentation on
11 the projected economic impact of the project
12 on the region, and then we will have a short
13 presentation from 1366 Technologies on their
14 proposed project. At the end of the
15 presentation, any written comments that were
16 received, which I don't believe we've received
17 any, would have been read aloud into the
18 official record. We will then call people
19 forward who have put an X by their name up to
20 the podium in the order that they signed in.

21 Before providing any comments, we
22 ask that each speaker clearly state their name
23 and municipality where they are from so the
24 stenographer can make sure it is accurately
25 reflected in the record. Each speaker will be

1 given three minutes to provide their comments.
2 You will be given notice when you have 30
3 seconds left to go in the comment period.

4 Again, if there is time at the end,
5 after all speakers who have signed up have
6 spoken, if somebody else wishes to speak who
7 has not signed up, they will be given an
8 opportunity to do so. If somebody who has
9 already spoken has any additional comments
10 that they did not make when they initially
11 spoke, they may do so at that time as well.
12 If there are no further comments, and if time
13 allows, we'll open it up for general questions
14 for the company at that time.

15 So at this point I think I'd like to
16 go through and just do a quick, brief,
17 presentation on the proposed economic impact
18 of the project. This was presented to our
19 Board. This is using a software called
20 informANALYTICS, which is used by a lot of
21 IDA's across the state. It uses a lot of
22 average data from our region, specifically the
23 Rochester region, to calculate proposed job
24 creation, proposed wages and benefits,
25 proposed sales tax generated, and other

1 benefits.

2 If you want to scroll down for, me
3 please. You have the basic project
4 description. Keep going.

5 So we have a total estimated project
6 cost of over \$700 million, with a potential
7 mortgage amount of \$172,500,000. Employment
8 over the life of the project at full
9 build-out, this is calculated over a 10-year
10 period. There is an estimate of about a
11 thousand direct jobs which will be created
12 on-site at the facility, which would then
13 result in what they call indirect and induced
14 spin-off growth.

15 Indirect growth is considered supply
16 chain. If they're ordering materials locally,
17 some companies will need to hire drivers.
18 Some companies will have to maybe hire extra
19 landscapers, snowplowing, things like that.

20 Induced is basically all of those
21 indirect jobs, and the people who get the
22 direct jobs go spend their money. So induced
23 would be a restaurant would have to hire
24 another waitress. Or some of those other, you
25 know, a retail store would have to hire

1 another salesperson. Then there's temporary
2 construction jobs that are estimated from this
3 project as well.

4 So from the direct employment of a
5 thousand jobs, it results in a multiplier of
6 almost 6 and a half, for total employment of
7 about 6500 over a 10-year period at full
8 build-out of the project.

9 So we then take it another step
10 further and look at what the regional impact
11 would be. So it looks at the labor income
12 generated from the permanent employment, which
13 for direct, indirect, and induced, then the
14 labor income from temporary construction. As
15 you can see, over a 10-year period, that
16 constitutes about \$1.3 billion in wages being
17 paid, and \$122 million in temporary
18 construction.

19 To the public, the PILOT revenue of
20 about \$5.6 million, which would be generated
21 and paid to the local taxing jurisdictions.
22 And then the sales tax revenue, that would be
23 that -- the people for permanent employment,
24 temporary construction, are going out and
25 spending their money locally. And that's the

1 sales tax that would be generated off of
2 material purchases that they would make.

3 Then the benefits of the State is
4 income tax that's generated off of those
5 wages, both off of permanent employment and
6 both off of temporary construction.

7 And you can see that the sales tax
8 revenue generated as well. That is identical
9 to the region because New York State has an
10 8 percent sales tax; 4 percent goes to the
11 county, 4 percent goes to the State. So
12 that's why those numbers are exactly the same.
13 The top half represents the 4 percent that
14 goes to the county, the bottom half represents
15 the 4 percent that goes to New York State.

16 So the grand total of all benefits
17 to the region and the State, about
18 \$1.5 billion over a 10-year life of the
19 project.

20 Now the cost benefit analysis under
21 the incentives that are being proposed. The
22 proposed incentives are a mortgage tax, a
23 property tax, and a sales tax abatement. So
24 those incentives are estimated to be about
25 \$35 million. If you take the total benefits

1 to the region compared to the incentives that
2 are being given up, for every dollar of
3 incentive that is being proposed, that will
4 result in \$43 coming back into the region.
5 And at the State level, that's \$45 coming back
6 into the State, for every dollar of incentive
7 that's being proposed.

8 This is just a further breakdown of
9 the county sales tax portion that would be
10 coming in, and then the total property tax
11 that would be generated over the 10-year
12 period, with a million 7 for the county,
13 188,000 for the town, \$3.8 million for the
14 school district.

15 So that in a nutshell is the
16 proposed economic impact. All of those
17 numbers are based on what they call a
18 discounted present value. So, essentially, it
19 takes the calculation over 10 years and says,
20 what's that 10-year dollar worth today.
21 Again, these are estimates. This is based on
22 the information that's generated from similar
23 jobs in the area, and similar spin-off effects
24 that those particular positions have created.

25 At this point I'd like to introduce

1 Brian Eller from 1366 Technologies, who would
2 like to give a little overview on their
3 project.

4 MR. ELLER: Good evening, everybody.
5 So really, really excited to see this level of
6 interest in our project, and I want to thank
7 all of you for coming out and giving us an
8 opportunity to introduce who we are and what
9 we do and a little bit about the project.

10 So what I thought at first to do is
11 kind of help identify what it is we do.
12 Because a lot of people think we're building
13 solar panels, and it's a little bit different.
14 So if you go to the next slide, please.

15 What 1366 does is, we take the raw
16 silicone, in the top left corner, the rocks if
17 you will, and we convert that into a wafer
18 that's 156 by 156 millimeters. It's pretty
19 unremarkable when you have it in your hand,
20 but I have an example of one here, basically,
21 encased in plastic. Please be careful with
22 it, but I will pass it around to you so you
23 get a chance to see what it looks like in the
24 raw. What it looks like processed. And no,
25 it doesn't have our logo on it, it's

1 completely for show.

2 But it is this component that's the
3 most expensive component in a solar panel
4 today. It actually represents 40 percent of
5 the cost of a solar panel, any solar panel
6 that goes on a rooftop or out in the field.

7 So what we've done is we've designed
8 a new technology. That new technology
9 basically cuts the manufacturing cost by half.
10 It also -- we can do it for half the labor and
11 one-third the energy. So this, all the way
12 around, when I say these half the cost, I'm
13 comparing ourselves to the best in class
14 today, who exist in Asia. So our numbers are
15 based on US manufacturing, using our
16 technology, against the Asian suppliers today.
17 Okay.

18 So in a diagram, this is what the
19 current technology looks like. The legacy or
20 existing technology for making wafers, this is
21 the process flow diagram for their process. A
22 little bit complicated, multi-steps. No, I am
23 not going through all that.

24 This is our process. Essentially,
25 the machine that we've built -- and I will

1 show you a video in just a moment -- is about
2 the size of this table. This one table. And
3 it produces the same as the very large
4 furnaces, that I will show you a video. So if
5 you give me just a second, I will cue up a
6 video in the background.

7 All right. This is the old way.

8 (Video was played.)

9 MR. ELLER: So quite a bit of
10 difference, right? And I think that's the
11 real innovation that we bring, the best
12 innovation that the US brings to the game
13 always. And the real key is to convert that
14 innovation into hands-on feet. You know,
15 working -- hands working on the equipment,
16 producing a product. Too many times I think
17 we've all seen it, I've seen it throughout my
18 career, these jobs, this technology, goes
19 elsewhere. And we've made a real commitment
20 to do this in the US, and we've been fortunate
21 enough to work with your State and Local
22 Economic Development Groups to actually settle
23 on a site, after looking at 300 different
24 sites, settling on Alabama, New York. Which
25 is a lot of work, a lot of time, but here we

1 are in front of you guys tonight.

2 Just a few more slides to look at.
3 Mark did a great job of going through kind of
4 the high level numbers. I thought I would
5 show you just a quick summary.

6 So Phase I of our process, we always
7 refer to our phases in the energy that our
8 wafers would create on an angle basis. You're
9 going to hear me say, the first one is a
10 250-megawatt plant. A 250-megawatt plant is
11 around 130,000 square feet. 130,000 square
12 feet is going to be a \$144 million investment
13 for us. Fifty percent of that is actually
14 going to be spent in New York.

15 So what does that mean? That means,
16 we've actually went ahead and done quite a bit
17 of work developing our supply chain here in
18 Upstate New York. Equipment, consumables,
19 bulk gases is kind of an obvious one for the
20 guys from the region. One hundred fifty jobs.
21 From those 150 jobs at our company, regional
22 jobs will be around 450, and the construction
23 work will be around 375 in the first phase.

24 Now we'll do that, 250-megawatt
25 plant, that's our -- we're laser focused on

1 getting that phase underway through the
2 design, engineering, and the construction,
3 bringing that on line in Q-2 time frame of
4 2017.

5 And then we will begin working on a
6 much larger expansion, and that's building
7 that site out to 3-gigawatts. So what does
8 that 3-gigawatts mean? If 250-megawatts is
9 one-fourth of a gig, so you take that, four
10 times three, is 12 times the expansion of that
11 first site. So we are not in this thinking we
12 want to go small. We definitely want to go
13 big.

14 But even what's big to us, and what
15 I think will be big to you guys, if we look at
16 the overall market, the market by the time we
17 finish this 3 gigawatts, is going to be around
18 100 gigawatts globally for these wafers. So
19 we will at that point represent 3 percent of
20 the market. Plenty of room to expand, grow,
21 and do more.

22 So it's a great technology. We have
23 a wonderful opportunity to do something here
24 in the US, and in your backyard, working with
25 you guys, but we also have a chance to really

1 participate in a growing global community with
2 this technology. And anyone you know watching
3 the news play, have seen the conference in
4 Paris, probably have seen some IDC extensions
5 from the US government. Everyone around the
6 world is really moving in harmony to push
7 solar out in the forefront, which is a nice
8 trend to be on top of.

9 So I know probably the most common
10 question I get is, when will you be hiring?
11 When are jobs? So what we're looking at is
12 breaking ground in the second quarter of '16.
13 Construction will be right around 12 months.
14 And we will be looking to begin our hiring
15 around late, you know, Q-4 2016, Q-2 -- up
16 until Q-2 2017, which is when the plant would
17 come on. Obviously, you can't hire 150, train
18 them, and have them sit. But we will start
19 phasing in hiring and training and building up
20 the workforce so we're ready to go in 2017.
21 Okay. That's it.

22 MR. MASSE: Thank you. Thank you
23 for the presentation. We'll now move into the
24 public comment period. Again, before making
25 comments, we just ask that you come up here,

1 clearly state your name, spell your last name,
2 state the municipality of the residence
3 clearly so the stenographer can get it
4 correct. Each speaker will have three minutes
5 to make their comments. There will be a
6 warning when you have 30 seconds left. If
7 there's time at the end of the hearing, and
8 anyone who did not intend to speak wishes to
9 speak at that time, or if somebody wishes to
10 come up again and make additional comments
11 they didn't make during their first
12 statements, they will be allowed to do so at
13 that time.

14 Again, we're looking just for
15 comments and feedback in relation to the
16 proposed incentives on this project. Once all
17 comments have been made, if there's time, we
18 can open it up for general questions to the
19 company.

20 We had two people who checked the
21 box, that they wanted to come up and speak.
22 First one is Lorna Klotzbach.

23 LORNA KLOTZBACH: My name is
24 Lorna Klotzbach, I live in the Town of
25 Alabama, my address is Batavia.

1 My primary concerns are the tax
2 abatements being given to the company at the
3 expense of the local and State taxpayers. And
4 I'm concerned about the accountability, what
5 will happen if 1366 leaves before this
6 1.5 billion -- was that what you said, Mark?

7 MR. MASSE: Yes.

8 LORNA KLOTZBACH: 1.5 billion
9 investment in the community is accrued.

10 My second concern is the impact of
11 using so much energy in the manufacturing
12 process and the piping of sewage and
13 industrial waste water through the wildlife
14 refuge to Medina, if that is still your plan.

15 And finally, the utilization of a
16 very precious and limited resource, that is
17 farmland, which will transform an agricultural
18 jewel into an industrialized area. The amount
19 of money it takes to turn an agricultural
20 farmland into an industrial site, versus what
21 it would have taken to locate your plant in
22 Buffalo or Rochester in a now empty
23 industrialized site, is a very big concern.
24 And I would hope that the GCEDC and 1366 can
25 find a way to mitigate that impact.

1 Those are my concerns. Thank you.

2 MR. MASSE: Thank you.

3 Bob Castleman?

4 BOB CASTLEMAN: Okay. My name's
5 Bob Castleman, I'm a South Alabama resident
6 for about 30 years. I guess that makes me
7 kind of new to the area.

8 There is a lot of history here. I'm
9 not a part of that. I have a very personal
10 interest in the success of this project,
11 because two years ago I left my job to start a
12 software development company. I have more
13 than 20 years experience in database
14 engineering and software development, and when
15 I saw that STAMP Project come onto the
16 possibilities of what might come here, I got
17 really excited because what we're going to all
18 produce on applied artificial intelligence,
19 you're going to have things and control
20 systems for robot smarts. Pretty deep, high
21 tech stuff.

22 And to me, it's relevant because one
23 of the big questions that comes up in a big
24 project like this, isn't the big company that
25 comes in and starts all this, it's what else

1 do we get out of all that? How does it change
2 our community? Are we going to go out and
3 find new companies to come in here and all
4 that other stuff? Well, no, we don't have to
5 do that. We can do that right within this
6 community.

7 In the two years since I've left my
8 job, I've worked with High Tech Rochester, the
9 entrepreneurs that work up in Rochester. I
10 was a finalist in the Rochester Venture
11 Business Plan. I'm going to be taking space
12 at the Genesee County Economic Development
13 Center, and working through the Finger Lakes
14 Hot Spot, and we're looking to Launch New York
15 to seek funding for our company.

16 This is all happening right here
17 because of this. And yes, I didn't have to do
18 that. At the very beginning of this process,
19 I had an invitation to move out to Oregon and
20 work with Intel Corporation. You know, the
21 big company. Where one of the senior level
22 engineers was going to set me up with a
23 community out there. We will work with them,
24 and there are all kinds of venture capital and
25 stuff like that. That would have been great,

1 but that would have taken everything that I've
2 done, and take it out there, and this
3 community would have gotten nothing from it.

4 My business plan is in 2017 we will
5 have 3 to 5 high tech jobs, 10 to 15 new hires
6 in 2018, and five years out we're expecting to
7 have 75 to 100 employees. Not as big as this
8 guy, sure. But it's right here in this
9 community, and I chose to stay here because of
10 this.

11 And this is the kind of thing that
12 you also have to consider: I understand the
13 changes to the temperament of this community.
14 This is a rural community. There's hunting,
15 there's fishing, there's all this great
16 history with the agriculture and things like
17 that, and we don't want to lose that. The
18 technology is happening, and we need to lead.
19 We need to make that part of our community.
20 We have to take this technological innovation,
21 build it into -- and build it into our -- I
22 think that's enough.

23 MR. MASSE: Thank you. That was all
24 who had signed up to make a comment. If
25 there's anybody else who wishes to come up at

1 this time and make a comment, who didn't sign
2 up, please feel free to do so.

3 A SPEAKER: Can we ask questions?

4 MR. MASSE: If there are no more
5 comments, you want to come up and make a
6 comment.

7 DAVE DUNN: Yeah, I have a comment.
8 My name is Dave Dunn, I am in the Town of
9 Alabama. And something that I'm concerned
10 about is, so Muller was in Batavia and they
11 were there and they had these incentives that
12 were given to them by the New York State to
13 come in and bring their business to the area.
14 And then once -- once the incentives ran out,
15 they packed up, and they left.

16 So my concern or my suggestion, I
17 guess, would be that New York State -- Mark,
18 this will be something from your department --
19 and 1366 work together to make sure that their
20 business stays here, and they can find ways to
21 keep them here in the future, instead of
22 letting that run out. Letting the incentives
23 run out and finding a better option and moving
24 someplace else.

25 MR. MASSE: Anybody else that wanted

1 to come up and make any comments?

2 ROB CROSS: I'm Rob Crossen, and
3 I've lived in the Town all my life. In the
4 same thing that we talk about each time is
5 sales tax. Because this goes into a PILOT
6 Program, it does not go into the county sales
7 tax formula. That's set up by county
8 legislators, voted on a long time. But it's
9 frustrating to know that a large portion of
10 our revenue in the Town, we will not be
11 getting that put into the county sales tax
12 formula.

13 And also the loss, you know. We've
14 lost revenue on our farm land, but we've lost
15 revenue on the property taxes, and it will not
16 be replaced for several years. There is a
17 lag, payment in lieu of taxes, they will not
18 pay taxes, and that's going to be increased
19 over time up for the first ten years.

20 But it's disappointing that we're
21 not going to get revenue up front, and that
22 the value of the base of this will not go into
23 the county sales tax formula.

24 MR. MASSE: Any other comments? No?
25 Okay. We still have some time. I think

1 Brian's got some time. If there is any
2 questions you'd like to ask, I think we can do
3 it classroom-style tonight. Raise your hand,
4 I suppose, and do the best we can.

5 AL FILES: I don't know anything
6 about this project here you're doing. What is
7 the wafer? What is this thing? Is this,
8 like, a solar panel or something?

9 MR. ELLER: This is the wafer.

10 AL FILES: What will you use it for?

11 MR. ELLER: Wafers get converted
12 into a cell, and then they get put together,
13 and then they make a solar panel.

14 AL FILES: So they're building a big
15 solar panel in Buffalo. Are they competing
16 with you, is this something better you have?

17 MR. ELLER: So in the market, we
18 look at two different sectors, right. When
19 you talk about Solar City, and I am not a
20 Solar City expert, but what I see in the
21 market, is their product and their
22 configurations are for roof tops primarily.
23 All right.

24 These large solar fields that power
25 a lot of the projects and apply to megawatt

1 projects around the world, are predominantly,
2 70 percent of them, are multi-crystalline.

3 So our product is for to the larger
4 utility scale. It can be put on a roof,
5 right, but it is a much lower cost of product
6 that allows you to go to a utility scale. So
7 our supply would go to people who are doing
8 utility-scale projects. That could be, maybe,
9 Solar City in the future. Today that's not
10 the plan. Today they have a slightly
11 different technology, and they're certainly
12 focused on more of the area constraint of high
13 projects. Okay.

14 AL FILES: Now --

15 MR. MASSE: Can you give your name
16 first?

17 AL FILES: Al Files, F-I-L-E-S. I
18 have -- 700 million dollars and there's \$144
19 million, where is this money coming from?

20 MR. ELLER: So the money is a
21 combination of equity that we have, our money.

22 AL FILES: This is your company?

23 MR. ELLER: It's a combination of
24 our company, we also have a DOE loan,
25 Department of Energy loan, and then there are

1 incentives from the State.

2 AL FILES: How much incentives?

3 MR. ELLER: The incentives we are
4 talking about.

5 MR. MASSE: I have to go back and
6 look and see, but you know, the local
7 incentives were put up there, about
8 35 million.

9 AL FILES: That's what the State is
10 putting in?

11 MR. MASSE: State and local -- well,
12 local, that's what we're putting in. Those
13 are the incentives being proposed. The PILOT
14 sales tax and mortgage tax is what we are
15 putting in. The State ones I don't have, we
16 don't have that information.

17 MR. HYDE: I think the press
18 release, back in October, indicated that the
19 State incentives are again anywhere between --
20 investment is about 56 million.

21 AL FILES: How many acres are you
22 talking about?

23 MR. ELLER: 105.

24 AL FILES: 105 acres, that's the
25 total acreage for this whole project?

1 MR. MASSE: Yes.

2 AL FILES: Once you build on that,
3 it's lost forever you know that, right?

4 MR. ELLER: Yes.

5 AL FILES: Okay. I hope everybody
6 realizes that. That's a lot of land. Why
7 don't you put this in Batavia or Rochester,
8 where you already have the infrastructure?

9 MR. ELLER: So we looked at 300
10 different sites around the US and three
11 continents. And what we found is certainly
12 being within the hydropower zone is a key
13 benefit for our company. We also wanted to be
14 in a place where we could have the benefit of
15 pulling from two large metro areas for
16 talented and skilled workforce. And what we
17 found was the site that best met our needs was
18 the STAMP Project right here in Alabama.
19 That's why we decided to come here.

20 AL FILES: Now you have to put in
21 sewers, water, gas, and all this has to be
22 brought into here; is that correct?

23 MR. MASSE: We will be doing that,
24 but that will not only be there project, but
25 will potentially involve other potential

1 tenants at the site.

2 AL FILES: All right. I just, my
3 opinion, I'm going to give you my opinion. I
4 don't care if you like it or not. I think
5 it's stupid. You're wasting all this
6 property. Build the dam thing in Rochester or
7 Batavia or Buffalo where you've already got
8 the infrastructure. You're destroying all
9 this property out here.

10 MR. MASSE: Well, we appreciate your
11 opinion, and through the environmental process
12 and the zoning has been changed, and you know,
13 we're doing the best we can to revitalize our
14 economy and our community. Any other
15 questions?

16 LORNA KLOTZBACH: Lorna Klotzbach.
17 Is 1366 purchasing the land that the building
18 will be built on, the factory will be built
19 on? And are you building the building, or are
20 you -- is 1366 building the building? Or is
21 the GCEDC retaining ownership of the lands and
22 then building the building?

23 MR. MASSE: I think we're working
24 through some different potential structures at
25 this point. At the end of the day, at the end

1 of the project, you know, it will be 1366's
2 building, built to their specifications and
3 their needs.

4 LORNA KLOTZBACH: Lorna. But I am
5 not clear on what your answer to my question
6 is. Will the GCEDC or its gateway corporation
7 or spin-off, will you continue to own the land
8 or will 1366 -- is 1366, your company,
9 purchasing the land on which the factory will
10 be located?

11 MR. ELLER: So the plan will be that
12 we build with GCEDC the building and lease it
13 from GCEDC.

14 LORNA KLOTZBACH: So when you say
15 "we build," you mean the GCEDC builds, and you
16 lease from the GCEDC?

17 MR. ELLER: Yes.

18 LORNA KLOTZBACH: How long will your
19 lease be?

20 MR. ELLER: We're still working
21 through all those details at this point. It's
22 very early.

23 LORNA KLOTZBACH: The reason I ask
24 the question is my understanding of the
25 incentives to the Town of Alabama for setting

1 aside a comprehensive plan and changing its
2 zoning, was that upon the sale of lands within
3 the STAMP site to a company such as yours,
4 that would trigger the incentives, the
5 benefits, to the town.

6 MR. MASSE: And we've been working
7 with the Town and keeping them informed
8 throughout this process, and whatever form or
9 function takes place, the incentive zoning
10 will be honored and payments will be made in
11 accordance with whatever structure is defined.

12 LORNA KLOTZBACH: So I'm afraid I
13 don't understand what you just said. So it
14 will be honored, but my understanding is that
15 it has expired, and since it was triggered by
16 a sale of property, and you're not selling the
17 property --

18 MR. MASSE: I don't know what you
19 mean by expired. Nothing is expired. The
20 zoning agreement, I think, is in place until
21 2025, I believe. So any transfers of
22 property, sale, or leases payments get made to
23 the Town in accordance with the agreement that
24 was made on the incentive zoning agreement.

25 LORNA KLOTZBACH: So the incentive

1 zoning agreement, I must have misunderstood.
2 I understood that the incentive zoning
3 agreement was triggered upon the sale of land
4 to a company such as 1366, but you're telling
5 me if you lease the land to a company such as
6 1366, that will trigger the incentive money to
7 the Town?

8 MR. MASSE: Certain parts of it,
9 yes.

10 LORNA KLOTZBACH: Which parts of it
11 will not be triggered?

12 MR. MASSE: Well, the incentive
13 zoning is more than just proceeds. I mean,
14 the water project will be going in, there is
15 -- the Town has the right to three acres of
16 land, I believe. That's up to them to decide.
17 So there's more components than just that one
18 payment. So I don't want to say the entire
19 agreement is being triggered, because there
20 are multi parts to that agreement. But as far
21 as the Town being compensated for any transfer
22 of property, that will be done at the time the
23 transfer takes place.

24 LORNA KLOTZBACH: And so you expect
25 that transfer to take place at the beginning

1 of the 10-year period or at the end of the
2 10-year period?

3 MR. MASSE: That will be drawn up in
4 the legal agreements, and that will be taken
5 care of when the legal agreements are signed.

6 LORNA KLOTZBACH: So you're thinking
7 quarter two of 2016 or --

8 MR. MASSE: We have to work through
9 those details. When we get through them, when
10 they're signed. I can't speak to the process,
11 on how long it will take to do that, but we
12 anticipate it will be done relatively quickly.
13 Yes?

14 RON THURBER: Ron Thurber, I live
15 right on Ham Road, just downwind from the
16 plant.

17 My question is, is what protocol and
18 what safety concerns are you going to put in
19 place for air quality and the environment, as
20 far as the waste products and all that kind of
21 stuff that you're going to be generating from
22 the plant?

23 MR. ELLER: Very good question. So
24 we work very closely with, as I mentioned, we
25 have a DOE loan. So we have NEPA, as well as

1 the State regulatory agency. We will have
2 some air emissions, but I believe we will be
3 able to abate those, so we will not go above
4 any thresholds there.

5 Then all of our chemical waste, we
6 will neutralize. So basically, take care of
7 it there on-site. Any of the solid waste, we
8 will package it up and take away with a hazmat
9 service. So there is some cleaning steps in
10 this that we have that are very commonly found
11 in the silicone industry, and we will,
12 basically, comply with all of those
13 regulations.

14 RON THURBER: Is the GCEDC or
15 whatever putting any protocols in to ensure
16 our water quality and air quality with a
17 manufacturing plant? This is something we're
18 not used to as a local farming community,
19 other than the smell and odor that we have to
20 deal with at times.

21 MR. MASSE: You know, obviously,
22 when they build the building, they will have
23 to comply with all Federal guidelines. New
24 York State DEC, Army Corps of Engineers are
25 very actively involved, not only because of

1 the location of the wildlife refuge, but there
2 are wetlands on site as well. We will have to
3 comply with all rules and regulations in
4 regards to the DEC and the Army Corps. They
5 will also have approval over a lot of the
6 processes in place as the building gets
7 constructed, along with the Town will have
8 oversight through the building plan and site
9 plan approval as well.

10 So it's not really up to us, because
11 that's not our legal authority, but there are
12 plenty of other local and State organizations
13 in place that oversee the construction and the
14 operation of a facility such as theirs to
15 ensure that they're compliant with all
16 applicable laws and regulations.

17 And that, you know, there won't be
18 -- that smell you smell now will probably
19 still be there. I don't think that's going to
20 change anything with that. You won't see
21 anything discernible between now and when
22 they're operational. Because of the overall
23 review that the State has and the Federal
24 government has as it comes to compliance with
25 hazardous materials, air emissions, and those

1 types of things. Yes?

2 BRIAN SAGE: Brian Sage. I live
3 right down on Knowlesville Road. I have a
4 couple questions. Now your current facility
5 that you have that you are making these now is
6 in Massachusetts?

7 MR. ELLER: It's in Bedford,
8 Massachusetts, yes.

9 BRIAN SAGE: Bedford, Massachusetts.
10 Now are your plans to keep that facility
11 there, or once this gets up and running, do
12 you plan on moving everything out here and
13 your whole operations will be here?

14 MR. ELLER: That's a great question.

15 BRIAN SAGE: Okay, I have another
16 one. That's part one. Part two is, your time
17 frame of breaking ground and having this thing
18 built are, looks to me, like they're very
19 aggressive, considering there is nothing out
20 there now other than corn stubble.

21 And three, what separates this
22 project from your Solyndras and Evergreens
23 that you've heard on the news that have gone
24 belly up and bankrupt and cost the taxpayers
25 hundreds of million dollars? Thank you.

1 MR. ELLER: Well, three really good
2 questions. So make sure I hit all three,
3 okay.

4 First one was about our Bedford
5 facility, right, and the operation here. So
6 in Bedford this is, you know, we founded our
7 technology with MIT. Our founders, basically,
8 come from MIT, and the laboratory there is
9 where we developed this technology. Then we
10 took it to a PILOT stage, prototype PILOT, and
11 what we call demonstration. So what we have
12 in Bedford is a demonstration facility.

13 So what do all these words mean?
14 Why is he making a distinction between that?
15 Well, when you have a new technology, one of
16 the things you have to be concerned with is if
17 I prove it in a table top or in a laboratory,
18 does that really mean that it makes it to
19 scale and it's a viable technology? Right.
20 And we can think of many examples of that just
21 in the past 24 months of companies that tried
22 to scale or grow really fast their technology,
23 and it didn't work out. What most companies
24 don't do, is they don't take the prudent step
25 to scale locally. Meaning, don't make a small

1 machine and assume that when you make it into
2 a big machine, it will work.

3 So demonstration means we operate
4 Bedford with full-size manufacturing
5 equipment. Now we operate only a few pieces
6 of those equipment, but there is no larger
7 machine to come. There is no debugging and
8 trying to decide how the technology will get
9 bigger. That is the size of the machine.
10 That is the same thing we will put in this
11 facility. So where we have three today in
12 Bedford, in the first plant here in Alabama,
13 we will have 50. But it's the same exact
14 machine. So it's copy exact, the technology.

15 So to the question about will we
16 keep Bedford running? Absolutely. Bedford
17 will become a training center for new
18 employees that come into this plant. There's
19 -- obviously you don't want to stop developing
20 your technology, and there are several
21 opportunities to create new exciting products
22 that compliment the technology we will be
23 installing here.

24 So the idea is that our R&D and
25 headquarters will be in Bedford,

1 Massachusetts. Our manufacturing arm will be
2 here in Alabama, New York. And to show kind
3 of the level of commitment and where we want
4 to belong in the community here where we
5 function and operate, I will actually move
6 here to operate the facility. So it won't be
7 that Bedford's over there, and that operation
8 in New York. We'll bring the key technology
9 and managers. So about four or five of us
10 from Bedford will come here. Then the rest we
11 will hire locally. So that's the Bedford
12 news. All right. The next one was?

13 BRIAN SAGE: Your aggressive
14 planning on getting started.

15 MR. ELLER: Thank you. So it
16 certainly is aggressive, and I'm a realist,
17 and I will be the first one to tell you that
18 there is a lot of moving pieces. We still
19 have to get a lot of agreements in place and
20 go through these details, right. Designing a
21 facility is no easy task. So for sure, these
22 timelines can evolve, right, both being more
23 aggressive or, basically, taking a longer
24 time. You really have to layout a project
25 plan, and plan to execute it to that. We need

1 to do that. You guys need for us to do that
2 to create these opportunities in the
3 community.

4 Once we have that first operation
5 running, the first of the commercial scale of
6 that size, now we're really talking about true
7 copy exact, and how do we create the modules
8 to go to that 3 gigawatts. So the first one,
9 I think, is really the key, and then from
10 there it's scaling, right.

11 And, yeah, it could happen exactly
12 as I have it put on this screen. It's easy to
13 put things there. In the execution side,
14 that's where we have to see how well we
15 perform for that plan. But that's our plan,
16 and that's what we want to do, and we think
17 it's very doable.

18 And the last one was the Evergreen
19 Solyndra, who else? Basically what makes us
20 different, right?

21 BRIAN SAGE: Correct.

22 MR. ELLER: So first and foremost, I
23 don't want to get too techy here and talk
24 about how the market segments, but I mentioned
25 before that PV solar, which is what we're in,

1 has different segments, right. You guys asked
2 about the other guys in Buffalo that are
3 building this big plant, are we competing with
4 them or supplying them?

5 Well, see, they use what's called a
6 monocrystalline structure, one crystal. We
7 use a multi-crystalline structure. What's
8 that mean? Multi-crystalline represents
9 70 percent of the world market, mono about 20,
10 and there are several other small technologies
11 that make up the remainder.

12 What makes us really, really
13 different in this game is we're not trying to
14 reinvent. We're saying that silicon has and
15 continues to be the heart of the industry.
16 It's what moves it forward. It's what is the
17 lower cost solution that's enabling solar to
18 grow at such a rapid rate. And the segment
19 that we put our technology into is the largest
20 piece of that.

21 We can't say that for all the
22 companies you mentioned. Some got into it
23 with wonderful technology, and they got caught
24 up in the cost down that was driven out of
25 Asia. They just couldn't compete with

1 everything coming down so quickly. Others
2 basically became a niche. They had to invent
3 or create an entire sector for their
4 technologies to work. We're not doing that.
5 We're saying, where is the largest piece of
6 the market in the technology? And then above
7 that, we're supplying the component that goes
8 into all of those modules.

9 So it's more how you look at, do you
10 want to sell to a few, or do you want to be
11 the person that makes the rocks and makes the
12 wafers, makes the cells, and makes the modules
13 and installs it, or be the complete vertical,
14 or do you want 70 percent of the global market
15 to be your customer? We chose the last
16 option, we want 70 percent of the global
17 market to be our customers. So hopefully that
18 helps.

19 BRIAN SAGE: Thank you.

20 BILL ROOF: Bill Roof, Alabama. Is
21 there room for expansion like Bedford? The
22 facility you are going to build here?

23 MR. ELLER: So in Bedford, because
24 this is a start-up that we've brought up to a
25 demonstration facility, we're in a very small

1 park, in a rented facility. So this is
2 absolutely set up to be an R&D facility. We
3 knew from the beginning that you're right
4 there in that metro area, we probably weren't
5 going to be able to do large scale
6 manufacturing. So we were looking for areas
7 that had the low power and everything else
8 that we needed. That's why we came to this
9 region.

10 BILL ROOF: Okay. My other question
11 is, this rock you're crushing, approximately
12 how many truckloads? Is that a big bottom?

13 MR. ELLER: Yes. So the poly
14 silicon, the rocks that we're using, they come
15 in large totes on pallets, and inside that
16 they're in plastic bags. So they're ultra
17 pure poly silicon that we're using. So I call
18 it rocks because it looks like large chunks,
19 large rocks, but it is actually very pure poly
20 silicon.

21 BILL ROOF: Is the crush ground, a
22 dust afterwards?

23 MR. ELLER: No. No, we don't crush
24 it. We take it in its form factory delivered
25 to us and melt it in that furnace. Do you

1 remember the animation that showed the pebbles
2 going in, and then melting into the furnace?
3 It literally looks like small pea gravel that
4 we use, but it is already in that form factor.
5 We are not doing any crushing.

6 BILL ROOF: Volume of truckloads,
7 any idea?

8 MR. ELLER: It's pallets, comes on
9 pallets.

10 BILL ROOF: How many trucks per day
11 or week?

12 MR. ELLER: You know, we've not
13 gotten into how many trucks we would schedule
14 in a day. We just haven't gotten into those
15 details yet.

16 BILL ROOF: Is this a clean room
17 operation?

18 MR. ELLER: It's what they would
19 refer to -- close to a class 100,000 clean
20 room, or ISO-8 for those people that may be
21 familiar with those regulations. It's not
22 bunny suit, mask clean room. It's hair net,
23 lab coat, and a shoe cover clean room.

24 BILL ROOF: Because I've had 45
25 years in manufacturing, glass and plastic, and

1 there is a lot of waste coming out of these
2 facilities.

3 MR. ELLER: So I don't know if you
4 caught in the animation that was going on,
5 where it shows the laser trimming of the
6 wafer, and that waste actually gets remelted
7 as a raw material for us.

8 BILL ROOF: Okay.

9 MR. ELLER: Okay. So we're not
10 about creating waste, we're about eliminating
11 waste. That's why we're able to do this for
12 50 percent of the material compared to the
13 other guys doing the same thing.

14 BILL ROOF: Is there a lot of water
15 involved?

16 MR. ELLER: For cooling, there's
17 cooling loops for the furnaces.

18 BILL ROOF: What type of furnaces
19 you got, gas, electric?

20 MR. ELLER: Electric.

21 BILL ROOF: I'm against the whole
22 operation of a dead end and everything like
23 Alabama and ruining 1300 acres. There are
24 other facilities and other land available in
25 our area.

1 MR. MASSE: Thank you. Sir?

2 RON MULLEN: I have a question. Ron
3 Mullen. I live over on Macomber Road. How is
4 this going to affect our roadways? Pretty
5 much directed at you, Mark. You're going to
6 have trucks coming down Route 77 every day
7 bringing this product in, how is this going to
8 affect our roadways, and what is the County
9 and State going to do?

10 The Reservation opened up, that
11 created probably another 25 to 30 percent on
12 our roadways on Route 77. Now we're putting a
13 big facility in. What's that going to do for
14 our roadways?

15 MR. MASSE: Back when we did the
16 Environmental Impact Statement, there was a
17 traffic study done at that time that did an
18 analysis of all of the intersections as far as
19 where they were at condition wise and gave
20 them a grade. DOT commented on them. As part
21 of the Site Plan Approval process, we will
22 work with Brian as they get company details to
23 find out the number of employees, what will
24 the hours be, what will the shifts be, where
25 do we think they will come from. Work in the

1 truck traffic, we will take in consideration
2 the construction of the main entrance road.
3 We're really hoping that's going to be where
4 the main truck traffic will enter into the
5 site, on a brand new road that will be
6 constructed and built to those specifications.
7 I think the Town may require a road agreement,
8 where if there is any potential damage done to
9 that, that would end up getting repaired as
10 well. So we will be working very close with
11 the DOT throughout the life of this project,
12 depending on what comes in, and we'll take
13 those traffic counts into account, along with
14 where they're coming from, what types of
15 traffic, trucks, all of that will be accounted
16 for and taken into consideration.

17 One section of Crosby, where the
18 main road, the new road, will come in, will be
19 beefed up and built up for new traffic to come
20 in through that way. Some of the other roads
21 we will have to wait and see. They may need
22 some structural. There may be some culverts
23 that need to be replaced. I mean, all of that
24 will have to be figured out, and will be taken
25 into consideration when we start getting into

1 traffic counts and we start looking at what
2 the loads, the weights of the trucks that are
3 going to come in. Because some roads may be
4 weight rated, some may not. That may affect
5 the flow of traffic. All of that will have to
6 be looked at when they do the traffic
7 analysis.

8 RON MULLEN: What about Route 77
9 coming from the thruway down?

10 MR. MASSE: Again, the DOT said
11 that, basically, there's only two improvements
12 -- not necessarily improvements. One
13 intersection needs to be widened. I can't
14 remember off the top of my head which one it
15 is. And the other one needs to be monitored
16 for stabilization. All other DOT improvements
17 wouldn't be triggered until you hit 70 percent
18 build out.

19 But, obviously, New York State DOT's
20 been actively involved in this entire process.
21 They will be working with us as we go through
22 the road design, the entrance road, to get
23 curbs cut in off Route 77 as well. We will be
24 seeking their input and feedback not only on
25 the roads we wish to put in at the

1 intersections, but on the condition of 77 and
2 what they are willing to do. They do have
3 some projects planned for Route 77 in
4 different areas this summer, that they will be
5 doing some beefing up and structural work and
6 raising the roadway in a couple areas also.
7 Yes?

8 CHARLIE SILVERNAIL: My name is
9 Charlie Silvernail. I will be able to see
10 some of this?

11 MR. MASSE: To see?

12 CHARLIE SILVERNAIL: That it will
13 get done? We've been waiting and waiting and
14 waiting.

15 MR. MASSE: You will see something
16 this summer. You know, hopefully May, June
17 time frame, you know, we will start moving
18 dirt, and we'll get moving.

19 CHARLIE SILVERNAIL: Another thing.
20 What are you going to do with the artifacts
21 when you find them?

22 MR. MASSE: Actually, the artifacts
23 belong to the property owners, and we are more
24 than willing, when this is all done, to
25 dedicate those over to the Tonawanda Seneca

1 Nation, if they wish to have them.

2 CHARLIE SILVERNAIL: Because the
3 Reservation line used to be the Crosby Road.

4 MR. MASSE: Right.

5 CHARLIE SILVERNAIL: Now this sewer
6 line, I've heard maybe you're going to go down
7 Route 63 to Medina with it?

8 MR. MASSE: Yes, that's one of the
9 potential routes we're looking at.

10 CHARLIE SILVERNAIL: What are you
11 going to do when you hit the quicksand? No,
12 you laugh. Back in the '30s that whole swamp
13 burnt, and they lost a steam shovel. All you
14 could see was the top wheel of it.

15 MR. MASSE: Well, our engineer's
16 here, so he is not writing it down. He better
17 write that down. Obviously, as part of that
18 project, they will have to do soil borings and
19 soil testing to ensure. If there is quicksand
20 out there, we will deal with it and figure a
21 way around it.

22 CHARLIE SILVERNAIL: There's
23 quicksand there, and I can show you right now
24 where it is.

25 MR. MASSE: Okay. That's on our

1 engineer to find that out.

2 CHARLIE SILVERNAIL: How are they
3 going to pour under both creeks? There is
4 only one creek, but you have to go under Oak
5 Orchard twice and under the Erie Canal.

6 MR. MASSE: There is an existing
7 pipe already under the Erie Canal that the
8 Village of Medina utilizes that is large
9 enough to handle this. So we don't have to go
10 under the canal.

11 As far as the other things, that's
12 why we have an engineering firm. When they
13 get going on that, they will figure a solution
14 for that.

15 CHARLIE SILVERNAIL: I am an old
16 man, I don't know nothing, but see if I'm not
17 right.

18 MR. MASSE: I am not going to go
19 walking out in the swamp with you if you know
20 where the quicksand is. I will tell you that.
21 Lorna?

22 LORNA KLOTZBACH: I have a
23 three-part question. How much time did you
24 allow for this public hearing? This is my
25 first part. How much water will you use each

1 day going in and out of your facility? And
2 the third part is, at this time have you
3 applied for and have you been granted or
4 guaranteed to receive the low cost hydropower?

5 MR. MASSE: This notice for this
6 hearing was actually run twice. The first one
7 was on December 21st.

8 LORNA KLOTZBACH: I didn't ask how
9 much notice. How much time did you allow for
10 it tonight to last?

11 MR. MASSE: Whenever.

12 LORNA KLOTZBACH: Okay. Just
13 wondering. You keep saying if we have time.

14 MR. MASSE: Legally it's a minimum,
15 but if people start nodding off or, you know,
16 we gotta go, so all right. I will let you
17 answer those questions.

18 MR. ELLER: What was the other
19 questions, I'm sorry?

20 LORNA KLOTZBACH: How much water
21 will you use each day into the plant and then
22 waste water and sewage out?

23 MR. ELLER: So water in, I don't
24 have the exact figure today. We are just
25 starting the design engineering with selecting

1 the firms that will put all that together.
2 What I will tell you is what we do in Bedford,
3 is recirculate. So a lot of the water
4 circulates. Sounds like a high volume, but
5 it's an internal loop.

6 LORNA KLOTZBACH: So how much do you
7 use for three machines in Bedford?

8 MR. ELLER: I don't have the number
9 off the top of my head. I just don't. I can
10 tell you that we don't generate waste water
11 from that, okay.

12 So then the next thing comes in in
13 the washing phases, where we do an etching
14 bath, then it goes through a neutralization
15 system, and that goes out to the town. And I
16 wish I hadn't let my EHS guy go home so early.
17 He would be able to tell me the volume. I
18 don't have those specifics off the top of my
19 head.

20 MR. MASSE: But it will be
21 pretreated to meet whatever the treatment
22 levels are at the Medina plant?

23 MR. ELLER: Absolutely.

24 LORNA KLOTZBACH: Will it be
25 pretreated and cooled, if it's hot?

1 MR. ELLER: Yeah. So you're right,
2 chemical reaction can have heat. That
3 exothermic happens in the machine. By the
4 time it gets to that neutralization, it's room
5 temperature.

6 LORNA KLOTZBACH: Then the third
7 part was, at this time have you actually
8 applied for and been guaranteed or granted the
9 low cost hydropower?

10 MR. ELLER: I know that we've done
11 an application. I do not know -- do you have
12 it?

13 MR. HYDE: The hydropower has been
14 approved by the New York Power Authority.

15 LORNA KLOTZBACH: Can you repeat
16 what he said? I don't think any of us heard
17 that.

18 MR. ELLER: He said that the
19 hydropower had been approved by the New York
20 Power Authority.

21 LORNA KLOTZBACH: Thank you.

22 MR. HYDE: That was one of the
23 differentiating reasons why 1366 decided to
24 come to our community. The big picture here
25 is, this has been going on for two

1 generations, we're trying to create big
2 opportunities to bring in high tech companies.

3 We have been in an economic decline
4 in this community, in this region of Upstate
5 New York for the better part of two
6 generations. We've lost jobs. We've lost
7 tons of tax base, and our kids are moving
8 away.

9 And so the STAMP was really a
10 manifestation of, you know what, let's find a
11 place where we can leverage all our regional
12 assets and find an opportunity to create good,
13 high quality, high paying jobs for our kids,
14 that will build tax base over time.

15 And you are very fortunate that we
16 sit in a low cost hydropower zone that makes
17 our community competitive to compete at.
18 We're very fortunate that we have a rural
19 character of our community, that people have
20 the work ethic that they do because so many of
21 them grow up on farms. And we're very
22 fortunate that we have the educational
23 institutions between Buffalo and Rochester,
24 and the workforce between Buffalo and
25 Rochester north and south, that actually makes

1 us very prime for attracting high tech
2 investment to our community, even though it
3 hasn't been here very much in the past.

4 And we've had all the experts from
5 across the world come out and check the site
6 out and tell us that. But at the end of the
7 day, what's driven us to do this, and why
8 we've worked so hard to attract a company like
9 1366 Technologies to our community and our
10 region, was about building and creating jobs
11 for our kids. So that they could either stay
12 here or come back home.

13 And so all the rest of these
14 questions are good and very relevant, but if
15 we take a little look at the big picture,
16 you've all been losing tax base. These guys
17 will start that trend of turning that around.
18 And we can't guaranty that companies are going
19 to be successful, but even in the situation in
20 Batavia where Muller Quaker was, we built that
21 Ag Park. Two companies came in and spent over
22 \$200 million there. The market didn't work.
23 They entered the market late, so they ended up
24 having to shutdown. And that was the
25 disappointment, but the beauty is, one of the

1 best dairy companies in the nation because
2 that Ag Park is there, and that new plant is
3 there, is coming in to fill it back up, and
4 will probably hire more than they ever did.

5 So the investment model that we've
6 used over the last decade plus is working.
7 It's creating good jobs for our people in our
8 community. It's creating tax base. It's
9 going to help create revenues for the fire
10 department. There is front-end money coming
11 on the land deal because there is a
12 downpayment on the land that's coming, and the
13 Town will get its portion from incentive
14 zoning. And the Town will get payments over
15 time, too. As lease payments on the land are
16 made, the Town will get their proportionate
17 share.

18 So I mean, I just wanted to kind of
19 paint a little bit of the bigger picture. And
20 we're absolutely fortunate to have a company
21 like 1366, you know, be willing to come here
22 and start to build that high tech
23 entrepreneurial ecosystem, and create a lot of
24 jobs for our kids. And then that turns around
25 and creates the ecosystem so our own folks,

1 like the Bob Castleman's of the world, can try
2 to build off of that and continue to build
3 that ecosystem and then create more jobs.

4 And I will tell you right now, if we
5 get a thousand jobs from this company over the
6 next decade, and that turns around to be about
7 4,000 jobs all over this area, you're going to
8 see an economic boom around here that we
9 haven't seen in 50 years.

10 A SPEAKER: This is an agricultural
11 area, this is not a manufacturing area.

12 MR. HYDE: And you will see an
13 economic boom, and it will take the pressure
14 off of the agricultural community and the
15 taxes that they pay.

16 So there is a trade-off, and I guess
17 what we found some of the technology in the
18 land in this community, it's the least
19 productive land in Genesee County, and it's
20 about .3 percent of the land base.

21 So all of those things were looked
22 at. And I thank you all for coming out
23 tonight, for expressing your interests and
24 your concerns. They're very relevant, but you
25 know what, we're trying to create new jobs for

1 our kids so they can stay here and come back
2 home at the end of the day. Thanks. That's
3 my editorial.

4 VANCE WYDER: I have questions.
5 Vance Wyder, I live on the corner of Judge.
6 And YOU are going past our place; is that
7 correct?

8 MR. MASSE: Yeah, we've got --

9 A SPEAKER: Could you repeat the
10 question, please?

11 MR. MASSE: He asked where their
12 building was going to be located. So this is
13 Crosby, and again, this is conceptual. This
14 is not what the building's going to look like.
15 This was just us putting a couple boxes on the
16 map. But this is, essentially, the location
17 where they would -- where they're planning on
18 constructing their facility.

19 VANCE WYDER: Another question I
20 have for you, sir, is with your company, is
21 there an increase in chemicals being
22 transported over the road?

23 MR. ELLER: Well, I would assume
24 that with this being a manufacturing and a
25 complete green field, that that's an increase

1 to that location.

2 VANCE WYDER: In regards to the
3 chemicals, are they going to be used? Anybody
4 going to be exposed or harmed by them in the
5 area?

6 MR. ELLER: Safety is the absolute
7 number one priority that we have in the
8 company and keeping everyone safe around it.
9 So they come in containment vessels, then
10 there are receptacles. The end of the machine
11 is what works with the chemical, pumps it out,
12 if you will, and then pumps it back in.
13 Either to be abated or into a container to be
14 hauled away.

15 VANCE WYDER: I understand. I
16 cleaned up chemicals in the Western New York
17 area. My concern is the chemicals that you
18 may use, may be around here for longer than
19 I'm going to be here, and probably longer than
20 my children are going to be here. So it's
21 going to hurt the environment in some respect.
22 That's my concern.

23 MR. ELLER: Okay. Absolutely zero
24 plan for that to take place. The industry is
25 quite mature and highly regulated to prevent

1 those situations from the past.

2 VANCE WYDER: Sounds good because
3 that will go right by my place.

4 MR. ELLER: We're neighbors then.

5 MR. MASSE: Yes?

6 EILEEN KOTARSKI: Has the GCEDC
7 or --

8 MR. MASSE: State your name.

9 EILEEN KOTARSKI: Eileen Kotarski.
10 Has the GCEDC or 1366 actually gone to any of
11 the colleges in the area, like GCC, Geneseo,
12 RIT, Erie Community, to see if they're going
13 to build programs for these kids that are
14 coming up to get themselves into the design of
15 the type of people that you're going to need
16 at your facility?

17 Because right now a lot of that is
18 not here, but those are the types of jobs that
19 this community is going to need, and right now
20 we don't have that. There's, you know, a
21 minimal amount, but nothing that's what you
22 are talking about. If you are going to go
23 from a thousand to possibly 4,000 people being
24 employed in the future, within the next 15
25 years or so. These kids today coming up in

1 high school need to know this. They need to
2 know what they need as far as college
3 education goes to get these kinds of jobs.
4 Are you going to address any of this?

5 MR. MASSE: I believe we've been
6 working on this for years. You know, GCC and
7 MCC put together nano programs that are in
8 place. GCC recently got theirs approved by
9 SUNY. So those are in place.

10 We also did a few years ago a nano
11 technology training course, which is not a
12 college certificate program, but it is a,
13 let's say, an ala carte type of program that a
14 company like 1366, if they wish to train some
15 people in a six-month process. We have that
16 in place, ready to go, that they could do
17 that.

18 There's been a huge change lately in
19 a lot of the colleges to go towards a lot of
20 the nano-scale type courses, and a lot of that
21 type of training is out there and is being out
22 there.

23 As to getting to the high schools,
24 that's the next challenge. And we're working
25 on that as well. You know, Chris Suozzi in

1 our office and John Jakubowski are working
2 very closely on the workforce development
3 piece. We do recognize that it is a bit of a
4 parallel path, that you've got to get those
5 people trained for the jobs at the same time
6 you're trying to bring them here.

7 So we are working on that. There
8 are programs out there that are available to
9 help train not only other displaced workers
10 who are looking for a new job, but also kids
11 coming up.

12 And Brian, do you want to speak a
13 little bit to what kind of qualifications
14 you're looking for for some of those
15 positions?

16 MR. ELLER: So I mentioned that we
17 looked at 300 sites. Before we did do that by
18 ourselves, we had a firm do a study for us of
19 each of the sites we were looking at. One of
20 the parameters of that was workforce,
21 workforce education level ability, exposure to
22 manufacturing, so on and so forth. Honestly,
23 one of the richest regions we've seen is this
24 region. Highly talented, highly skilled. You
25 have excellent schools, from high schools to

1 your community college system, to your
2 universities. Absolutely excellent schools in
3 this region. And the products of those
4 schools, we have a few of them in our company.
5 I can tell you they're top notch. So one of
6 our attractions is actually that these
7 facilities exist and that they're putting out
8 such high caliber graduates. That's a
9 definite plus.

10 Now you have a big pull on that, you
11 may not have enough in the beginning. So
12 then, you know, we need to supplement that
13 with probably community colleges and
14 partnering with them and some programs. And
15 I've already had some preliminary meetings
16 with those schools about it, to get their
17 ideas, share my ideas. And we plan to partner
18 up with them and help bring people in and get
19 them trained. Now that means we will have to
20 participate heavily in those as well, in that
21 initial phase for sure until the program can
22 mature.

23 Now if you are looking at what kind
24 of jobs, we're talking about high tech
25 manufacturing jobs. So highly automated. So

1 being around automated equipment. Being
2 aware, as was mentioned over here by this
3 gentleman, if you're in a chemical room or you
4 are in a melt room, aware of your surroundings
5 and what to do if something goes wrong. Those
6 are all things that we can absolutely train
7 and work with those employees on.

8 So I think, really, the talent in
9 the region. I brought up the hydropower, but
10 almost always in every interview we give, we
11 talk about the hydropower and we talk about
12 the talent in this region. And both are
13 equally a strong pull for us to settle here.

14 MR. MASSE: You might want to speak
15 to meeting with the fire department.

16 MR. ELLER: Sure. Prior to coming
17 here as well, to this hearing with you guys
18 tonight, we met briefly before with the fire
19 department, county EMS, emergency services,
20 basically, for the region. And we discussed
21 training, we discussed what would be in the
22 facility, what we do to support those groups
23 and organizations to have good response and
24 have the training that they need. And we'll
25 continue that relationship. That dialogue

1 started tonight. We'll continue with that
2 throughout the entire design process of our
3 facility and moving into operations.

4 A SPEAKER: Question. On your pay
5 scale, now you have your high tech jobs. What
6 about on your production, your people working
7 your normal production line, what kind of pay
8 scale do you usually pay on that?

9 MR. ELLER: So at the entry levels
10 around \$16 an hour, and the upper end of the
11 hourly scale will be around 24. And there
12 will be skill level grades from the 16 all the
13 way up to the 24.

14 LORNA KLOTZBACH: How will the fact
15 that minimum wage in New York State is soon to
16 be at \$15 for fast food workers and entry
17 level government workers, how will that affect
18 your pay scale?

19 MR. ELLER: We'll certainly adjust
20 appropriately to be competitive in the region,
21 because we want to get the best talent.

22 A SPEAKER: I have a follow-up
23 question. I was just going to say, didn't
24 Byron Bergen High School just announce a
25 technology course?

1 MR. HYDE: So there has been a lot
2 of work, I think knowing your question on
3 workforce really is terrific. We've been
4 working for years with all the university
5 centers around here about motivating programs
6 at the bachelors and the masters levels. And
7 then, you know, we've really partnered with
8 MCC, GCC, ECC, even Niagara County Community
9 College and Finger Lakes, have really gotten
10 together, too, and understand the impact the
11 STAMP has and developed programs that are
12 building blocks to support that as well.

13 Then we have really been focused for
14 the last couple years now, I probably spend
15 maybe 20 percent of my time just visiting on
16 workforce issues to ready the community and
17 region for this. But it's been a lot of
18 conversations. And Chris Suozzi on my team
19 and John Jakubowski, who is a long-time
20 educator in the area, and he's on our staff.
21 Really, we're moving down and have been having
22 a lot of conversations the last couple years
23 in the secondary, in the secondary schools,
24 high school, even into the middle school.

25 So I happen to sit on the board with

1 Chris on the Western New York Tech Academy is
2 a new high school delivery model where
3 students from all across the region spend
4 part-time there, and they start their freshman
5 year. Then they get on a track for different
6 high-growth careers, and they commit to it for
7 six years. By the time they're done, they
8 come out with a free Associates Degree.

9 So they're running that out of Byron
10 Bergen Central School now, they're in their
11 second year, they got their second cohort,
12 they have about 48 students in it. And they
13 just announced in December that they will add
14 the Associates Degree in nano technology,
15 which is the basis for all of this kind of
16 stuff. They're going to add that to their
17 program here in the next, hopefully, several
18 months.

19 So I think a lot of that is gelling,
20 so that we can leverage the goodness of the
21 higher ed systems that we have by being
22 advantaged by sitting between the second and
23 third largest metro areas in the State, and
24 then leveraging that right into our own
25 backyard to create a lot of these

1 opportunities for our own kids.

2 A SPEAKER: We did a story in
3 October about the new STAMP program at
4 Oakfield-Alabama, which they targeted
5 specifically for STAMP.

6 MR. HYDE: Jack Jakubowski has been
7 intimately involved in working with
8 Oakfield-Alabama. I've been out and spoke
9 with the staff before. I've been out and
10 updated the board not too long ago about that.
11 They've gone head strong, this district in
12 itself, into developing programs that wrap
13 around science technology, engineering, and
14 math in preparation for what's happening here
15 down the road. So they've been one of the
16 leaders. They've got a bunch of -- several of
17 the students in the tech academy are Oakfield
18 students as well, because it's being promoted
19 so well. And we're talking about more and
20 more opportunities, just to capitalize that.

21 So it's pretty cool that the
22 educational leadership right in this district
23 here has got their eye on this and working
24 towards creating and doing the core education
25 to support their students for these

1 opportunities. So it's kind of neat. It's
2 all kind of starting to cycle and connect.

3 LORNA KLOTZBACH: I have a question.
4 I am confused a little bit about the workforce
5 development. I've sat often here in the fire
6 hall and listened to the presentations about
7 the STAMP Project. And I recall that at one
8 of the meetings, when continually questioned
9 about the workforce and the job opportunities,
10 if local people within Alabama or even Genesee
11 County would be given priority or preference
12 in its hiring. And Mr. Hyde, you said, no.
13 And then one of the drawing points for you to
14 come here, you said, were because we were in
15 the middle of two urban areas also for
16 employment. Then Mr. Hyde, you said that it's
17 this wonderful rural character we have that
18 makes hard workers, but yet it sounds like the
19 jobs are going to be offered to people from
20 the two urban areas.

21 And then I'm getting to my question.
22 I guess I'm confused because I also follow the
23 Batavian and the paper about developments, and
24 I teach at Oakfield-Alabama School. When the
25 big Ag Park was pushed and Oakfield-Alabama

1 Central School is very close to a large farm,
2 very close, and we had these yogurt plants, I
3 didn't see development of a workforce to take
4 advantage of our agricultural base, how to
5 train workers so that we didn't rely so
6 heavily on migrant workers from other
7 countries or in other places in the US, that
8 we would train our own workforce. I didn't
9 see that.

10 So what's different now about
11 helping train a workforce for 1366 than what
12 -- how you, I don't mean to be rude, but
13 didn't train the workforce for the
14 agricultural business issue or promoting?

15 MR. MASSE: I guess I don't
16 understand what you mean by -- I mean --

17 BOB CASTLEMAN: Let me throw
18 something in.

19 LORNA KLOTZBACH: I am asking a
20 question.

21 BOB CASTLEMAN: This is why I didn't
22 leave here, because in this community we're
23 responsible for what happens. And I decided
24 to forego working for Intel and finding
25 investment capital out west, because I wanted

1 to give something back to this community. I
2 want to create jobs. And the school system
3 and all the people in this community, we have
4 to work together. We have a choice. We can
5 let 1366 come up here and they can sit on the
6 hill, and say, do their thing, we can all sit
7 back and say, okay, create jobs. Or, we can
8 take the work ethic that for generations
9 tilled this land and put in all their years,
10 and we can apply that. And that's why I
11 stayed here. I'm going to try to create more
12 jobs in five years. And it's up to me to
13 integrate with the community and the school
14 system and everything else. All these places
15 are in place. We have to get involved.

16 Out west with Intel, they have these
17 programs where they send their top engineers
18 right into the school system to work with
19 them. There's this synergistic thing. Now we
20 have to be leaders in that. We can't just sit
21 back and wait for the companies to come in
22 here, and then we throw at them, you have to
23 train our people. It is a two-way street.

24 LORNA KLOTZBACH: Begging your
25 pardon, I was not in any way implying they had

1 to train our people. My concern is with the
2 GCEDC having pushed hard to develop the
3 Ag Park, and used all the public money to
4 promote that, and not trained a workforce, not
5 given the same support to create agriculture
6 workers as we do in both dairy and vegetable
7 and fruit productions. So now my concern
8 is --

9 MR. MASSE: I will say, you know, we
10 did do a lot of workforce training for those
11 companies. We worked directly with those
12 companies. What they did was when they hired
13 their people, we worked with them to do the
14 training programs. They weren't advertised or
15 broadcast because they were specifically
16 tailored for that company after they had hired
17 their workforce.

18 Most companies will hire for
19 attitude and aptitude, and they can train you
20 to do everything else. So when they went
21 through and got their screening of people they
22 felt were highly motivated and could be highly
23 trained, we worked with them to implement a
24 number of different training programs. So
25 that is in place. It's currently in place,

1 and it's currently running. We've done work
2 with Cornell University. We've done a lot of
3 work in regards to training and food
4 processing and food technology. GCC is a
5 fruit technology degree now in the 2 plus 2
6 program with Cornell University. So we have a
7 lot of those things already in place for that.

8 At the same time, we're developing
9 the same ecosystem for advanced manufacturing
10 for STAMP and for other advanced manufacturing
11 companies.

12 LORNA KLOTZBACH: What have you done
13 to promote the development of a workforce in
14 agricultural production? Not just the
15 processing of milk or the processing of
16 vegetables? What have you done to develop
17 curd men, field workers, experts in those
18 areas, which is what as a teacher, I have
19 students who are interested in, but there
20 isn't anything.

21 MR. MASSE: What we do is we work
22 with companies to find out what their concerns
23 are and where their areas of need are. To my
24 knowledge, we've not been approached from
25 General Dairy looking for that type of help in

1 training. If they did and they wished, we
2 would be more than willing to try and partner
3 with them to figure that out.

4 LORNA KLOTZBACH: I appreciate that.
5 The reason I bring that up.

6 MR. HYDE: This is really off topic.

7 LORNA KLOTZBACH: It is not off
8 topic, excuse me.

9 MR. HYDE: It is.

10 LORNA KLOTZBACH: Since we are in
11 the process of conducting a transformation of
12 our entire Town and county and surrounding
13 area, by your own projections from an
14 agricultural to an industrialized county, I'll
15 say, then it's important. Since this is a
16 public hearing, and this is -- these are the
17 things that you need to be concerned with and
18 you need to be concerned with because you're
19 operating with public dollars, how are you --
20 if you didn't facilitate the development of an
21 agricultural production, farming, are you
22 going to wisely spend our tax money more
23 wisely to develop this, now that we're going
24 to become an industrial county?

25 MR. MASSE: Well I would disagree on

1 the spending of wisely. You know, we deal
2 with companies, and we address their concerns
3 and issues as they come up, as it relates to
4 workforce, whatever type of entity that may
5 be. That has not come to our attention. That
6 has not been brought to our attention from
7 local dairy men, from local farmers, seeking
8 that type of training.

9 You know, I will say that we do know
10 there is a general lack of trade skills in
11 general. A lot of those trade skills are
12 learned on farming opportunities. We are
13 working very hard to bring back a lot of those
14 trade-skilled type programs such as welding.
15 So we are working in a wide variety of
16 different areas, potential workforce to try
17 and create those opportunities that are there.
18 And we're doing the best we can based on the
19 information we're receiving from companies.
20 So any other --

21 A SPEAKER: The BOCES program does
22 have an Ag academy that specifically talks
23 about Ag business and production Ag business,
24 correct?

25 MR. MASSE: Yes.

1 A SPEAKER: I think everybody forgot
2 the most important thing, and that's, welcome
3 to Alabama.

4 MR. ELLER: Thank you. Thank you
5 very much.

6 MR. MASSE: Yes?

7 DAVE DUNN: Dave Dunn from Alabama.
8 I was going to say the same thing that you
9 said. I'm very glad that you're here, and I
10 hope this is something that is sustainable and
11 you will be here for a long time.

12 So having said that, I looked at
13 your mission statement, and part of it is to
14 produce solar at the cost of coal. You're
15 really concerned about cost like any other
16 business is, right?

17 MR. ELLER: Yes.

18 DAVE DUNN: So one of the big
19 reasons that you came here was the low
20 hydropower, the low hydroelectric power
21 availability you will have.

22 So how can you make sure that they
23 continue to keep their operating costs down
24 and stay here and function?

25 MR. MASSE: Us, to us?

1 DAVE DUNN: Yes.

2 MR. MASSE: Obviously we will work
3 with them on training costs. You know, we'll
4 help be their advocate whenever it's
5 necessary. If it's seeking a greater
6 hydropower allocation, we will do whatever we
7 can do to the extent that our agency can
8 assist them in whatever it is they happen to
9 be.

10 It's a little hard to look into the
11 future, but I can tell you that we will be
12 with them every step of the way. If they need
13 assistance, we will be there to render any and
14 all assistance that we can possibly give.

15 MR. ELLER: Let me just add one
16 point. I love that you brought up hydro and
17 the cost of electricity. Today hydro on
18 average, now you guys live in an incredible
19 zone, average around 60 cents a kilowatt an
20 hour. Solar, before we introduce our
21 technology, is at 7. That's why the mission
22 that you just identified on the web site, to
23 make solar cheaper than coal. Okay. And
24 hydro and those other. We want to actually
25 drive it to 2 cents. We want to help drive

1 that energy generation down to 2 cents,
2 wherever it is.

3 A SPEAKER: So that point could you
4 then install solar panels and draw from your
5 own technology to keep the costs down and stay
6 in the area?

7 MR. ELLER: I -- I think there's all
8 of those types of solutions come into play. I
9 don't have a plan today that will do that, but
10 at the earliest point where you can leverage
11 that, we're surely going to do that.

12 MR. MASSE: I think we will try and
13 take a couple more, try and wrap up at 8:30.
14 I know you spoke quite a bit, make sure.

15 A SPEAKER: I have specific
16 questions about the facility. So there's
17 toxic chemicals involved in this. Do you guys
18 have holding ponds that will be storing these
19 chemicals on-site?

20 MR. ELLER: No.

21 A SPEAKER: Are they all leaving the
22 building, going off-site?

23 MR. ELLER: That will be all abated.
24 There is no outside storage.

25 A SPEAKER: Are you operating the

1 machinery 24/7?

2 MR. ELLER: That would be the point.

3 A SPEAKER: So what kind of noise
4 does that generate?

5 MR. ELLER: That's a great one. I'm
6 trying to think of cooling towers, kind of the
7 HVAC side of it, on the outside of it. It has
8 some fan blowers.

9 A SPEAKER: You will be behind the
10 berm or something like that, for the noise?

11 MR. ELLER: Certainly. As we're
12 getting into every bit of that, we will
13 address all of that in the design phase.

14 BOB CASTLEMAN: Are you planning on
15 using H1-B workers in your --

16 MR. ELLER: We have some in our
17 company in Bedford. They happen to be
18 specialists, so the market, obviously, has
19 exploded in Europe and technology in Asia. So
20 we do have some workers there. I don't have
21 any intentional plans to do H1-B here.

22 BOB CASTLEMAN: They do the best
23 jobs and have other concerns. Are you guys in
24 the operating R&D facility here or stay at
25 Bedford?

1 MR. ELLER: I think we will do some
2 R&D probably partnered up with some of the
3 universities you have in the area. Primary
4 R&D site is most certainly going to be
5 Bedford, Massachusetts.

6 LORNA KLOTZBACH: Who will own the
7 waste water treatment transport lines that go
8 through the refuge? Will you own those, 1366?

9 MR. MASSE: The plan is to have a
10 private transportation formed that will own
11 those lines.

12 LORNA KLOTZBACH: And what -- who
13 owns or makes up the private transportation
14 corporation?

15 MR. MASSE: It's its own entity.
16 It's a separate entity, similar to like a
17 municipality.

18 LORNA KLOTZBACH: And who is in
19 charge of that?

20 MR. MASSE: All of that will be done
21 through a public process, when we get to
22 formation, when we wrap up the SEQR process,
23 all of that will be done at that time. I
24 would much rather prefer to have our legal
25 team answer that question, because that is

1 more of a legal question for them.

2 Well thank you everybody for coming,
3 we appreciate it. We know it was a long
4 evening. Appreciate all your time, and thank
5 you very much.

6 (The proceeding concluded at
7 a time of 8:35 p.m.)

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1 STATE OF NEW YORK)

2 ss:

3 COUNTY OF GENESEE)

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6 I DO HEREBY CERTIFY as a Notary Public
7 in and for the State of New York, that I did
8 attend and report the foregoing proceeding,
9 which was taken down by me in a verbatim
10 manner by means of machine shorthand.

11 Further, that the proceeding was then
12 reduced to writing in my presence and under my
13 direction. That the proceeding was taken to
14 be used in the foregoing entitled action.

15

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19 -----
20 SUSAN M. RYCKMAN, C.P.,
21 Notary Public.

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