


**UPSTATE NIAGARA
COOPERATIVE, INC.**
FARMER OWNED

General Office:
25 Anderson Road
Buffalo, NY 14225

Membership Division:
700 Ellicott Street, Suite 2
Batavia, NY 14020

Information Technology:
90 Anderson Road
Buffalo, NY 14225

Buffalo Fluid Plant:
1730 Dale Road
Buffalo, NY 14225

Rochester Fluid Plant:
45 Fulton Avenue
Rochester, NY 14608

Upstate Farms Dairy, LLC:
240 Oneida Street
Syracuse, NY 13202

Valley Farms Dairy, LLC:
1860 East Third Street
Williamsport, PA 17701

Cultured Products Plant:
3300 North America Drive
West Seneca, NY 14224

North Country Dairy, LLC:
22 County Route 52
North Lawrence, NY 12967

*Upstate Farms
Cultured Products, LLC:*
5011 Ag Park Drive West
Batavia, NY 14020

Upstate Farms Cheese, LLC:
8600 Main Street
Campbell, NY 14821

*O-AT-KA Milk Products
Cooperative, Inc.:*
700 Ellicott Street
Batavia, NY 14020

March 17, 2021

Allegany County Industrial Development Agency
Crossroads Commerce & Conference Center
6087 State Route 19, Suite 100
Belmont, New York 14813

RE: Great Lakes Cheese – Project Block

Dear Mr. Chairman and Members of the Board,

Upstate Niagara Cooperative, Inc. has learned that Great Lakes Cheese, Inc. is looking to relocate and grow their footprint within Western New York. Upstate Niagara is writing in support of this project.

Upstate Niagara is a farmer-owned dairy cooperative based in Buffalo, NY. The Cooperative owns nine manufacturing plants which serve as the primary market for the milk from over 300 member farms. We also sell bulk milk to several third-party customers and are proud to call Great Lakes Cheese a long-time industry partner.

As milk production has grown and the processing industry has consolidated, we have growing concerns around access to third-party markets for milk. To that end, we urge the Allegany County Industrial Development Agency (Allegany IDA) to use every means possible to ensure that Great Lakes Cheese remains a viable market for member milk.

Great Lakes Cheese is presenting the Allegany IDA with three unique opportunities. First, the company is proposing to not only retain a market for two million pounds of milk per day, but to double their demand for milk once the project reaches full production capacity. Second, the company is proposing to not only preserve jobs, but to create around 200 new dairy manufacturing jobs in addition to several hundred construction jobs. And third, we project a minimum of another 200 jobs being created in the farming community.

Without great industry partners like Great Lakes Cheese competing to purchase milk, our dairy farming community in Western New York will suffer immeasurably. Therefore, Upstate Niagara encourages the Allegany IDA to support this essential project and take all steps at its disposal to ensure this cheese manufacturing facility becomes a reality in the Towns of Amity and Angelica.

The alternative would be catastrophic to our dairy industry in Western New York!!

We are depending on you,

Lawrence C. Webster,
Chief Executive Officer

