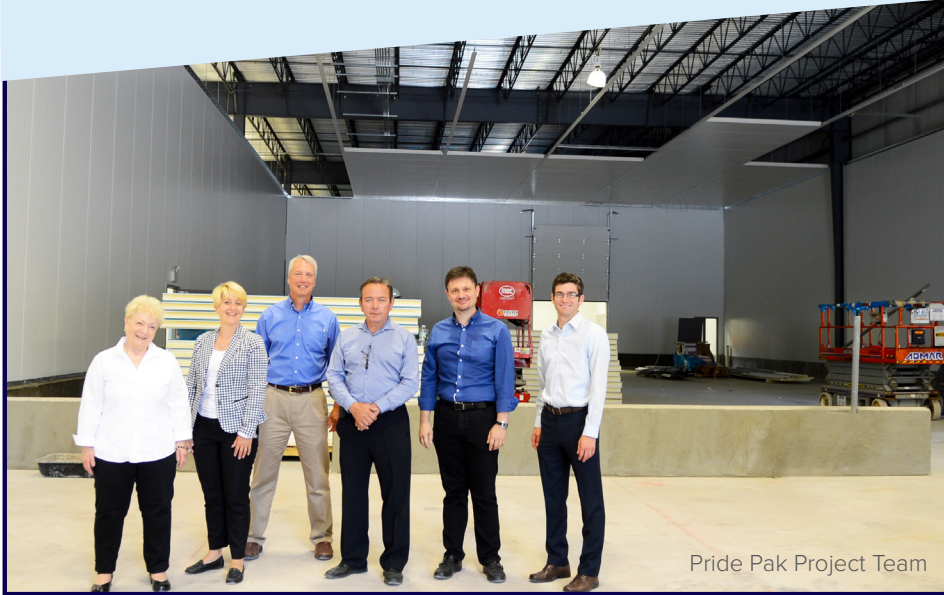




BUFFALO NIAGARA SUCCESS STORY

Pride Pak Chooses WNY for First U.S. Packaging Operation



Pride Pak Project Team



PROJECT TYPE:

Agribusiness Expansion

JOBS: 206

INVESTMENT: \$36,889,000

REQUIREMENTS:

- Access to large quantities of water and food waste removal
- Available workforce
- Reduce transportation time for longer shelf life

INCENTIVES:

- PILOT; Sales & Mortgage Tax Abatement; Excelsior Tax Credit
- Office of Community Renewal Grant
- National Grid Grant to assist with electrical infrastructure upgrades
- Allocation of low-cost hydropower
- Municipal infrastructure improvements (water, sewer & road)

COMPANY OVERVIEW:



Canadian-headquartered Pride Pak processes fresh vegetables, making ready-made salads in a bag and chopped

vegetables. The company also sources raw vegetables from both the US and Canada. Pride Pak was started in 1984 and has their main office in Mississauga with another facility in New Foundland. They currently employ over 200 people and sell to grocery retailers and into the restaurant industry.

With growing sales in the US, Steven Karr, CEO sought a new facility across the border to grow his business. In 2014, Pride Pak reached out to multiple regions within New York State to locate their new facility.

PROJECT SOLUTION:

Pride Pak selected the Medina Business Park in Orleans County for their new location; choosing to construct a new 68,000 sq. ft. facility on 13 acres in Medina, NY and investing \$36M+ over five years in their new operation. They recently completed the building construction and equipment implementation for this new facility which will produce Wegmans-branded bagged salads and other products. According to Karr, "This building is the ultimate of buildings when it comes to food safety and flow of product."

Many organization's provided support and facilitated the company's Medina-based pathway. InBN assisted with cross-border due diligence, site selection, workforce data and direction, and incentive introductions and applications.

“The collaboration between Invest Buffalo Niagara and various agencies in Orleans County was a key factor in the success of this project.”

- Steve Karr, Pride Pak CEO