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John Ceretto
Assemblyman 138th District



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Mr. Kenneth Adams
Empire State Development
30 South Pearl Street
Albany, New York 12207

October 12, 2011

Dear Mr. Adams,

I read yesterday in local newspapers that Unifrax, a major manufacturer located in Niagara Falls on the brink of economic expansion, was relocating to the Town of Tonawanda in Erie County.

Certainly, this news on its own is a blow to the City of Niagara Falls; however, I was extremely upset to learn that Empire State Development provided \$700,000 in incentives for the company to relocate. Mr. Adams, the story quoted you as "strongly supporting" the move.

I think it's great news when a true Western New York company such as Unifrax expands. Furthermore, I find the concept of ESD investing in Unifrax to be appropriate. However, my question is this: Why is Empire State Development providing these types of incentives for the company to relocate out of the city? Why can't Unifrax be encouraged to stay in Niagara Falls?

For a city that is hemorrhaging jobs and people, having Empire State Development participate financially in that exodus is disheartening, to say the least.

The argument that there isn't room in Niagara Falls, or that this relocation keeps the company from moving out of state, doesn't hold water. The \$700,000 in incentives should have been utilized to make Unifrax's operations sustainable in Niagara Falls.

Yesterday, I stood with Empire State Development representatives in Niagara Falls to discuss economic development on Old Falls Street. We spoke of ESD's commitment to turning around Niagara Falls. Today, I question that commitment.

I'd be very interested to learn the process Empire State Development undertook to facilitate this relocation. Was the Niagara County IDA consulted? The City of Niagara Falls? Please be in touch regarding this important matter.

Sincerely,

A handwritten signature in black ink that reads "John D. Ceretto".

John D. Ceretto
Member of the Assembly
District 138