



## **Suffolk IDA preliminarily approves transaction for MTK 200 Crossways and E&M Logistics in Hauppauge**

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Hauppauge, NY The Suffolk County Industrial Development Agency has preliminarily approved a transaction for MTK 200 Crossways LLC (MTK) and E&M Logistics, Inc (E&M) to invest \$13.4 million for the construction and equipping of a new 58,000 s/f building at 380 Oser Ave. This project will allow E&M to relocate its headquarters from the Bronx to Suffolk County, enabling it to expand its Long Island operations and bolster the supply chain of various frozen food products throughout Nassau and Suffolk County. The move will result in the creation of 85 new jobs, as well as 50 new jobs during the construction phase.

“The food manufacturing and distribution industry is an important sector of the Long Island economy,” said Suffolk County IDA executive director Tony Catapano. “The IDA is pleased to work with E&M to make this project a reality as it will create new jobs and generate a significant economic benefit for the region.”

Currently, 380 Oser Ave. in Hauppauge comprises a two-acre parcel and a 20,600 s/f building. The existing building will be demolished to make way for the new 58,000 s/f facility that will feature a 28,000 s/f cold storage and distribution center with 50-ft. ceilings and a 28,000 s/f basement as well as the office space needed for the company’s headquarter operations.

E&M is an exclusive distributor of several high-profile brands of ice cream and frozen foods including Haagen-Dazs, Edy’s, Blue Bunny, Dolly Madison, Freshetta and DiGiorno Pizzas. E&M was founded in 2003 by Martin Kelly, a 35-year veteran of the ice cream distribution industry. In less than 20 years, E&M has grown into one of the most successful distributors of its kind and, with the additional capacity of the new facility, will be in a position to maintain an unparalleled level of service to a fast-expanding customer base.

In September 2021, E&M partnered with Glacier Point Enterprises, Inc. (Glacier Point), a portfolio company of Mill Point Capital LLC, to further strengthen its relationships with key customers and vendor partners. On December 10, 2021, Glacier Point augmented its geographic footprint through the addition of Jack & Jill, another of the nation’s leading distributors of ice cream, frozen foods and beverages. The combined companies now service a territory from the NYC Metro area through the Mid-Atlantic corridor—extending south from New Jersey to Virginia.

“The IDA’s assistance ensured E&M Logistics could make this location a viable option for their current and future growth,” said Kelly Murphy, deputy executive director of the Suffolk County IDA.

“While this project could have happened in a location where the company has an existing presence, we are excited that this investment, job creation and economic growth is happening right here in Suffolk County.”

“While the products we distribute are loved by people across the country, we are thrilled to establish a significant presence in Suffolk County and support the expansion of Long Island’s economy,” said Martin Kelly, president of MTK. “Thanks to the IDA’s assistance, we will be able to move our New York headquarters and many of our warehousing and distribution activities to the new facility. We’re proud to continue our contributions to the growth of Suffolk County’s workforce and economy, and we look forward to seeing our new operations up and running.”

E&M currently employs 249 people across its multiple locations in the Bronx, Nassau, New Jersey and North Carolina, but also employs the services of many independent distribution companies to deliver products to local stores. The construction of this new facility will create new job opportunities for needed sub-distributors from the Hauppauge location to a network of stores and customers. There are already seven distributors that will utilize the new facility, but this number is expected to grow as a result of this project.

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