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NASSAU COUNTY LOCAL ECONOMIC ASSISTANCE
CORPORATION/INDUSTRIAL DEVELOPMENT AGENCY

Board Meeting

Thursday, May 28, 2020 - 6:30 p.m.

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(Remotely taken via Zoom)

May 28, 2020
6:30 p.m.

B E F O R E NCLEAC:

- Richard Kessel, Chairman
- Lewis M. Warren, Vice Chairman
- Anthony Simon, 2nd Vice Chairman
- Amy Flores, Treasurer
- John Coumatos, Assistant Treasurer
- Christopher Fusco, Assistant Secretary
- Harry Coghlan, Chief Executive
Officer/Executive Director
- Anne LaMorte, Chief Financial Officer

Rich Moffett Court Reporting, Inc.
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B E F O R E NCIDA:

- Richard Kessel, Chairman
- Lewis M. Warren. Vice Chairman
- Anthony Simon, 2nd Vice Chairman
- Amy Flores, Treasurer
- John Coumatos, Assistant Treasurer
- Christopher Fusco, Assistant Secretary
- Harry Cghlan, Chief Executive Officer/
Executive Officer
- Danielle Oglesby, Chief Operating Officer/
Deputy Executive Director
- Anne LaMorte, Chief Financial Officer
- Catherine Fee, Director of Business
Development/Chief Marketing Officer
- Colleen Pereira, Administrative Director
- Carlene Wynter, Compliance Assistant
- Nicole Gil
- Thomas D. Glascock, Esq., Agency Counsel
- Andrew Komaromi, Esq., Bond/Transaction Counsel
- Kevin Murphy

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CEO COGHLAN: Good evening,
everyone. My name is Harry
Coghlan. I'm the chief executive
officer of the Nassau County Local
Economic Assistance Corporation.

On behalf of our chairman and
members of the board and staff, I
welcome you today to today's
meeting of the board of directors.

Today is May 28, 2020. The
time is now 6:32 p.m. Before we
convene the formal meeting of the
board of directors we are, however,
going to conduct a meeting of the
finance committee. There are three
items to be taken up by the finance
committee today. One is the
approval of the minutes from our
prior meeting. We have two
resolutions in addition, one for a
loan program and one for a grant to
purchase donation program for
personal protection equipment as a
result of the COVID-19 crisis.

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We have three members on our finance committee, Mr. Lewis Warren and Amy Flores and Mr. Tim Williams. Tim Williams is absent this evening, however, we do still have a quorum with Mr. Warren and Ms. Flores.

At this point in time I'd just like to quickly take a rollcall. If you can say Present when I call your name, Member Warren?

VICE CHAIRMAN WARREN:
Present.

CEO COGHLAN: Member Flores?

TREASURER FLORES: Present.

CEO COGHLAN: So as we move forward today we do have a quorum. We are going to dispense with making motions in a second, but I will just ask if you are prepared in moving forward with each of these items? So the first item on the agenda is the approval of the

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minutes of the prior finance committee meeting. Are there any objections from either of you with moving to a vote?

VICE CHAIRMAN WARREN: No objections, Harry.

TREASURER FLORES: No objections.

CEO COGHLAN: Okay, so at this point in time are there any recommended changes, edits to the minutes from the prior meeting?

VICE CHAIRMAN WARREN: Not from Lewis Warren.

TREASURER FLORES: Not from Amy Flores.

CEO COGHLAN: Okay, so we'll do a verbal vote to see if those minutes are approved.

Vice Chairman Warren, do you approve the minutes?

VICE CHAIRMAN WARREN: I approve.

CEO COGHLAN: Member Flores?

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TREASURER FLORES: I approve.

CEO COGHLAN: The minutes are adopted. Thank you both.

Next item on the agenda is to report into this committee on what we are terming as the Boost Nassau Small Business COVID-19 Recovery Loan Program. This is an exciting initiative. The corporation is going to invest \$250,000 to capitalize the loan program that has been provisioned under the New York -- the New York Forward Loan Fund that was put into law by Governor Cuomo on May 22, 2020. It comes with an attractive leverage ratio of 20 to 1, so whatever we put in, we create a loan fund at 20 times that amount. Happy to be doing this in conjunction with the Office of Community Development of Nassau County, who is investing a like sum of 250,000, so the total of \$500,000 investment creates a

1
2 \$10 million loan fund. That comes
3 with certain eligibility
4 requirements, businesses with 20 or
5 fewer employees, \$3 million or less
6 in gross revenue with a preference
7 for MWBEs and like kind
8 organizations.

9 The resolution you have
10 before you on this program is to
11 review and approve the provision of
12 the \$250,000 from this corporation,
13 so before we move to the full board
14 meeting I just wanted to ask if
15 this committee has any questions or
16 comments on the loan program,
17 Ms. Flores and Mr. Warren?

18 Hearing no comment I would
19 ask if either of you have any
20 objections in moving to a vote?

21 VICE CHAIRMAN WARREN: No
22 objection.

23 TREASURER FLORES: This is
24 Amy Flores, no objections.

25 CEO COGHLAN: Okay, so we'll

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move now to a verbal vote.

Vice Chairman Warren?

VICE CHAIRMAN WARREN: I vote
yes --

CEO COGHLAN: Please
continue, Mr. Warren.

VICE CHAIRMAN WARREN: -- in
favor of the resolutions.

CEO COGHLAN: Thank you.

Member Flores?

TREASURER FLORES: I vote yes
in favor.

CEO COGHLAN: Thank you. The
resolution is adopted and we will
report into the committee the full
board when we open that board
meeting.

The next item is an equally
exciting item. It is for the
provision of personal protective
equipment via donation from the
corporation. This again is a joint
effort between ourselves and the
county.

1
2 We will, as a corporation, be
3 providing \$100,000 of funding to be
4 granting PPE. At this point it is
5 anticipated to 1,000 businesses.
6 This package will include 1
7 contactless thermal digital
8 thermometer, 5 face shields, 400
9 three-ply masks, 100 pairs of
10 gloves, 1,800 wipes and 2 gallons
11 of sanitizer. We will bring that
12 bundle together to create a starter
13 kit for businesses to start to
14 reopen during this difficult
15 crisis.

16 The \$400,000 will be coming
17 from the Office of Community
18 Development and we will apply for a
19 grant from them. That money is
20 federal money coming through the
21 HUD COVID-19 program, so we will be
22 making a purchase of \$500,000 worth
23 of this equipment. We expect we'll
24 be able to serve 1,000 businesses
25 as outlined. We will be doing a

1
2 full RFP because the majority of
3 the funding is coming from the
4 federal government and requires
5 RFP. So with your approval of this
6 resolution, the staff will then
7 move towards drafting and issuing
8 the RFP for later approval and
9 funding.

10 So at this point in time I
11 will just ask the members if there
12 are any questions, Members Warren
13 and Member Flores, with regard to
14 this program?

15 TREASURER FLORES: No
16 questions from Amy Flores.

17 VICE CHAIRMAN WARREN: No
18 questions from Lewis Warren.

19 I just wanted to make an
20 observation and a comment, Harry.
21 I want to salute you, Chairman
22 Kessel, the entire IDA staff,
23 starting up literally from the
24 governor signing his legislation on
25 the 22nd of this month, so less

1
2 than a week ago, starting up both
3 programs. The Boost Nassau Loan
4 Program and the Boost Nassau PPE
5 Program is just outstanding. Being
6 able to touch and help over 1,000
7 businesses, small businesses, in
8 Nassau County is critical as we
9 look to the phase reopening of
10 Nassau County's economy, as we look
11 to the small businesses retaining
12 jobs and trying to get themselves
13 back on their feet. So I'm fully
14 supportive of this second
15 resolution for the PPE program.

16 I think -- I think the IDA's
17 done a wonderful job of getting --
18 of organizing and executing a
19 program that will help directly
20 small businesses in our county, so
21 I salute you and the staff and
22 Chairman Kessel on -- on that.

23 CEO COGHLAN: Thank you. I
24 appreciate that. And as always,
25 it's a team effort and I have to

1
2 applaud our team, our board, our
3 chairman as well as the agency, and
4 the administration on the county
5 side that we work closely with on
6 these programs.

7 I do want to point out that I
8 have provided you separately and
9 also in the drop box for the full
10 board the financial impact that
11 will give a cash flow projection
12 for the corporation.

13 At this point in time there
14 are no concerns after having made a
15 donation of 250,000 in the loan
16 program, a contribution of 100,000
17 into the program. I see no
18 concerns on this corporation's
19 ability to function as a going
20 concern from a financial
21 perspective in the near future.

22 VICE CHAIRMAN WARREN: I know
23 Member Flores and myself, we have
24 reviewed the financials and our
25 cash forecast going from sort of

1
2 mid-May projected forward through
3 the next month, 45 days, and we can
4 help Nassau County. We can do good
5 here with both the \$250,000 loan
6 program and the \$100,000 PPE
7 program will still have nearly
8 \$200,000 cash on hand mid-June and
9 with several pending deal closings
10 will be comfortably back up to over
11 \$350,000 in the near term. So I,
12 as the chairman of finance
13 committee, with Member Flores have
14 spoken to you, Harry, I've spoken
15 to Chairman Kessel, we think this
16 is not only in this emergency
17 situation in Nassau County, we
18 think it's critical for both the
19 IDA and LEAC to lean into how we
20 could be helpful to our small
21 businesses and be helpful to our
22 county residents.

23 It's, you know, this is --
24 this is a tough situation, but I'm
25 -- I'm fully supportive of us doing

1
2 everything we can do to help the
3 county and its businesses get back
4 on its feet.

5 CEO COGHLAN: Thank you, VICE
6 CHAIRMAN WARREN.

7 TREASURER FLORES: Just to
8 add to that.

9 CEO COGHLAN: Please.

10 MEMBER FLORES: You know, we
11 have, as far as LEAC, we have
12 enough cash on hand to operate LEAC
13 for the foreseeable future and I
14 also am in full support of helping
15 with the businesses, not only with
16 the business with this but also
17 with making sure that they have the
18 proper equipment through the
19 starter kits to keep them safe and
20 protected, not only for -- to keep
21 them running as businesses but also
22 for their employees as well, so I
23 also am fully supportive.

24 CEO COGHLAN: Thank you,
25 Member Flores.

1
2 I want to point out that from
3 an administration standpoint the
4 Boost Nassau website is now live
5 and it's www.boostnassau.net. That
6 is now live for facilitating loan
7 applications and by early next week
8 it will be live for facilitating
9 registration for the PPE donated
10 kits.

11 At this point, unless there's
12 any objections, we'll move forward
13 with the vote.

14 VICE CHAIRMAN WARREN: Vice
15 Chairman Warren votes yes.

16 CEO COGHLAN: Member Flores?

17 TREASURER FLORES: Member
18 Flores votes yes.

19 CEO COGHLAN: Thank you.
20 That concludes the formal agenda
21 items of the finance committee.

22 Are there any objections to
23 adjourning the committee meeting?

24 VICE CHAIRMAN WARREN: We're
25 supportive of adjourning.

1
2 TREASURER FLORES: No
3 objections.

4 CEO COGHLAN: I'd like to
5 vote to adjourn the meeting.
6 Mr. Warren?

7 VICE CHAIRMAN WARREN: Yes.

8 CEO COGHLAN: Ms. Flores?

9 TREASURER FLORES: I second,
10 yes.

11 CEO COGHLAN: We are now
12 adjourned on the committee meeting
13 and, Mr. Chairman, I'll read the
14 opening statements for the LEAC
15 full board committee meeting, and
16 then I will turn it over to you
17 once I have read that statement.

18 Good evening. My name is
19 Harry Coghlan. I am the chief
20 executive officer of the Nassau
21 County Local Economic Assistance
22 Corporation, and I have been
23 authorized to hold a public
24 hearing. Today is May 28, 2020 and
25 the time is now 6:43 p.m.

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2 Given the ongoing COVID-19
3 public health crisis and related
4 executive orders issued by Governor
5 Andrew Cuomo, this public meeting
6 is being conducted using telephone
7 conference and video conference.

8 Participants have accessed
9 this public hearing through a Zoom
10 invitation on the Nassau County
11 Local Economic Assistance
12 Corporation's website at
13 nassauleac.org or by watching our
14 livestream on our YouTube channel,
15 which can be found at
16 nassaulive.org.

17 If you are participating via
18 Zoom, the agency encourages all
19 interested parties to participate,
20 and as such has reserved certain
21 points in today's meeting for
22 public comment.

23 If you choose to make a
24 comment you will do so by selecting
25 the Raise Hand button on your

1
2 screen.

3 If you are viewing this
4 hearing on a computer, the Raise
5 Hand button will appear on the
6 bottom of your screen in the middle
7 upon moving your cursor to that
8 location. If you are viewing the
9 hearing on a tablet, the Raise Hand
10 button is at the top right corner
11 of your screen. Once you select
12 the Raise Hand button you will have
13 the opportunity to speak when your
14 name is announced.

15 Please note that this is a
16 moderated Zoom meeting. At times
17 you will be hearing us speak
18 directly to our moderator,
19 Catherine Fee.

20 Please note that this hearing
21 is being both livestreamed and
22 recorded. You can also view this
23 hearing by going to our website at
24 nassauleac.com, go to the top of
25 the screen, select Watch Meetings

1
2 and you can watch the livestream.

3 Please also note that we have
4 a stenographer attending this
5 meeting. In addition to being
6 recorded, the stenographer will be
7 transcribing the hearing so we can
8 add the transcript of this meeting
9 to the public record.

10 Interested parties may also
11 submit written comments to the
12 corporation which will be included
13 within the public hearing record.

14 Written comments may be sent
15 to the Nassau County Local Economic
16 Assistance Corporation located at
17 One West Street, Fourth Floor,
18 Mineola, New York 11501 to my
19 attention, Harry Coghlan, Chief
20 Executive Officer or via e-mail at
21 info@nassauleac.org.

22 Mr. Chairman, I now turn to
23 you to commence the LEAC meeting.

24 CHAIRMAN KESSEL: Thank you,
25 Harry, and thank you, Lewis and

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2 Amy. Before we talk, get to
3 business, I'd like to take a
4 rollcall. I'll call your name,
5 just say you're here.

6 Richard Kessel is here.

7 Amy Flores?

8 TREASURER FLORES: Amy Flores
9 is here.

10 CHAIRMAN KESSEL: Lewis
11 Warren?

12 VICE CHAIRMAN WARREN: Lewis
13 Warren is here.

14 CHAIRMAN KESSEL: Anthony
15 Simon?

16 MEMBER SIMON: Anthony Simon
17 is here.

18 CHAIRMAN KESSEL: Oh, my God.
19 Anthony, you're looking good there.

20 Chris Fusco?

21 MEMBER FUSCO: Chris Fusco is
22 here.

23 CHAIRMAN KESSEL: John
24 Coumatos?

25 MEMBER COUMATOS: Is here.

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2 CHAIRMAN KESSEL: And Tim
3 Williams is not attending the
4 meeting this evening, so we do have
5 a quorum of six of us.

6 I always do this just for the
7 public who is expecting the IDA.
8 This is a joint meeting. This is
9 our Local Assistance Corporation,
10 and it consists of the same board
11 and the same staff. It's different
12 from the IDA.

13 Following several actions
14 that we are taking this evening,
15 the LEAC board will adjourn and we
16 will shortly thereafter go
17 instantly into the meeting of the
18 IDA, and I appreciate your
19 cooperation.

20 I want to thank all of the
21 board members for attending this
22 evening. I just did get an e-mail
23 from someone, I won't say who it
24 is, who wanted to know if we all
25 live together because some of us

1
2 have the same backgrounds. I noted
3 that Chris Fusco does not and now I
4 see Anthony doesn't, and John never
5 does I know, so but we're all in
6 separate locations.

7 And, you know, I just want to
8 thank the board. This is, you
9 know, a challenge to be doing
10 meetings where we've got
11 significant business remotely, and
12 I'm hoping that our next LEAC and
13 IDA board meetings will be at least
14 partially if not fully in person in
15 June. So I want to thank all the
16 board members for that.

17 I'll read my report to the
18 IDA board meeting which will start
19 after this.

20 First of all, is there a
21 report from the finance committee?
22 Lewis, if you want to make a report
23 to the full LEAC board?

24 VICE CHAIRMAN WARREN: Yes,
25 Chairman Kessel. Just give me one

1
2 second, please.

3 So we met, our LEAC board,
4 met tonight, May 28th. We voted on
5 two resolutions. The two
6 resolutions, one is a Boost Nassau
7 LoanGrant Program for small
8 businesses. That program is for
9 \$250,000 authorized by the governor
10 and his May 22nd resolution of this
11 month. And we voted affirmatively.
12 We approved. We approved that
13 resolution. We also voted
14 affirmatively for a Boost Nassau
15 County PPE Program. That's the
16 Personal Protective Equipment
17 Program to support up to or about
18 1,000 -- 1,000 Nassau County small
19 businesses where PPE, PPE kits and
20 that we voted affirmatively to
21 contribute \$100,000 working in
22 concert with other Nassau County
23 agencies for a total of \$350,000.
24 Both of those resolutions passed,
25 Chairman Kessel, tonight.

1
2 We also did a review of the
3 financial position of LEAC where in
4 concert with the LEAC staff, Harry
5 Coghlan, CEO, and Team Member
6 Flores and I feel very comfortable
7 that LEAC is able to be supportive
8 of both of these Boost Nassau
9 County programs, loan program and
10 PPE program, and we are supportive
11 and affirmatively supportive of
12 both of these programs.

13 So that concludes, unless
14 there is a question from the full
15 LEAC board, that concludes our
16 report tonight.

17 CHAIRMAN KESSEL: Thank you,
18 Lewis, I appreciate that and thank
19 you, Amy, as well for that report,
20 so the -- we'll take them
21 separately, but we have two
22 resolutions before the LEAC board.
23 One is the local loan program,
24 which is an expenditure of \$250,000
25 from the LEAC fund, and the other

1
2 is the PPE program to provide
3 approximately 1,000 kits of PPE to
4 about 1,000 small businesses in
5 Nassau County. Let me just say a
6 couple of things about both of
7 them, then we can have other board
8 questions or comments and then vote
9 on them separately.

10 I think the IDA has always,
11 LEAC is -- no one really knows what
12 LEAC is. I learned that today.
13 I've heard it for a long time. The
14 IDA has always been seen primarily
15 publicly as helping large
16 corporations giving tax benefits,
17 exemptions for sales tax and hasn't
18 had an identification with small
19 businesses, and the fact is that
20 the IDA up until now, I'll talk
21 about this at the IDA meeting, was
22 not permitted to help retail or
23 small businesses with several
24 exceptions that frankly need to be
25 stretched like a rubber band in

1
2 order for us to do that, and I will
3 say that we started discussing with
4 several of the board members and
5 staff, the county executive and her
6 staff how the IDA and/or LEAC could
7 help assist small businesses,
8 recognizing the devastating impact
9 that COVID-19 and the PAUSE order
10 has had on small businesses in
11 particular. That does not mean
12 that some of our larger businesses
13 and clients that we deal with
14 aren't having similar challenges,
15 but I think it's become apparent to
16 the county executive and to us at
17 the IDA and LEAC that small
18 businesses are incredibly
19 challenged right now, have gone
20 over two months, in some instances
21 three months mostly without income.

22 Some of the smaller
23 businesses and restaurants that
24 have done takeout and delivery, and
25 I think they've done a heroic and

1
2 great job, are not getting enough
3 revenue. Small businesses have
4 indicated to us that some of them
5 may not be able to reopen, and many
6 of them that can reopen are finding
7 it difficult to be able to afford
8 that, and, in particular, to be
9 able to obtain either the funds to
10 reopen or the PPE in order to make
11 their environment and their
12 business safe and give their
13 customers confidence that they can
14 go in there and shop there safely.
15 So over the last few months we have
16 had several meetings with our
17 attorneys, and I thank Andrew and
18 Tom Garry and Tom Glascock and our
19 staff, about what we could do, and
20 we've come up with two programs
21 that I think will be an enormous
22 boost for small business, and I'd
23 like to see these programs as the
24 beginning of a long-term commitment
25 from LEAC and the IDA in helping

1
2 the downtowns in Nassau County
3 survive and thrive. That's so
4 critically important.

5 And I can't tell you how much
6 I appreciate the work and support
7 and efforts of Laura Curran, our
8 county executive, and her staff,
9 especially Evlyn Tsimis, who is the
10 Deputy County Executive for
11 Economic Development. They have
12 been fabulous. We have had
13 numerous discussions as recently as
14 this afternoon about how we can
15 work together in a cooperative
16 nature, and the programs that we've
17 developed tonight are partnerships
18 between LEAC and the county and as
19 a way to provide services to our
20 local businesses and downtowns.

21 I also, you know, want to
22 commend John Coumatos. I have --
23 John is a businessman, he owns a
24 great restaurant in Bethpage,
25 Sweeney's. I go there once in a

1
2 while. I take out and I love the
3 chicken dumplings over there, as
4 John knows, and, you know, John has
5 just been a great asset, has given
6 me a lot of advice about how to run
7 this as a small-business person and
8 I appreciate that, and I also
9 commend Governor Cuomo for
10 recognizing the importance of
11 providing funds so small businesses
12 can open again and be successful.

13 I think that his New York
14 Forward Program, which we built on
15 with our two programs, was
16 enormously important in doing this,
17 and so I think he deserves a lot of
18 credit as well.

19 I don't have to go through
20 the description, I think Harry did
21 it well, in terms of the local loan
22 program which will provide loans of
23 up to \$100,000 to Nassau County
24 small businesses that qualify, and
25 I, you know, I think that the PPE

1
2 program, which I'm very excited
3 about, will provide PPE to
4 initially 1,000 businesses.

5 Laura Curran and I indicated
6 today this is a PILOT program. If
7 it works, if it's successful and if
8 we get a little more funding into
9 LEAC and possibly some
10 contributions from the IDA itself,
11 once we distribute all of this, if
12 it's successful, maybe we can
13 continue the program and add to it
14 going forward.

15 The one thing I will tell
16 you, and Laura Curran said this
17 today at the announcement, that the
18 most important thing that small
19 businesses are asking for other
20 than, "When can I reopen?" Is, "I
21 need PPE. I can't get it. I can't
22 afford it." It's a huge matter for
23 these small businesses, and I think
24 that through LEAC to join with the
25 county through its COVID-19 CDBG

1
2 funds to provide PPE to these small
3 businesses is so critically
4 important and helpful, and I'll
5 conclude by just indicating
6 importantly how impactful and
7 helpful Harry in particular and our
8 staff has been on this.

9 You know, these are great
10 concepts, and, you know, you can
11 think of a lot of concepts and sit
12 in a room and discuss them and
13 debate them, but ultimately you
14 have to implement the concepts.
15 What amazes me, and I hope Harry
16 doesn't mind me saying this, what
17 amazes me is, you know, sometimes
18 we'll come up with ideas and, you
19 know, a day later I'll get a memo,
20 We do this, Here's how we do that,
21 it's incredible, and just the whole
22 IDA stamp and their performance
23 under these circumstances where,
24 you know, with a couple of rare
25 exceptions we can't work together

1
2 physically to put these programs
3 together. He just did an
4 extraordinary job and I, you know,
5 I said this before the meeting to a
6 couple of the board members, I
7 really want to thank, and this is a
8 personal thank you as well as a
9 professional one, Harry and our
10 entire staff for the extraordinary
11 job that they are doing in putting
12 these programs together, and I will
13 guarantee you that these are not
14 the last programs we're going to
15 do. I've got some other ideas.
16 County executive and I discussed
17 several things today, and I think
18 this is the beginning of what we
19 can do to help businesses
20 throughout the county, small,
21 medium and large. So I fully
22 support this. I thank all of the
23 board members.

24 I have communicated these
25 programs in advance with you each

1
2 individually. I appreciate the
3 calls, texts, e-mails and feedback
4 that you have all given me, and I
5 am thrilled that we can move
6 forward in these programs tonight
7 so that they can begin to be
8 implemented very quickly.

9 With that I'd ask if any
10 board members have any comments or
11 questions about, I guess we can do
12 them, about either the loan or the
13 PPE program?

14 MEMBER COUMATOS: Chairman,
15 I'd like to say something, please.

16 CHAIRMAN KESSEL: Yes, John.

17 MEMBER COUMATOS: First of
18 all, I gotta say I'm pretty proud
19 about our board. We take a lot of
20 hits sometimes on big businesses,
21 small businesses coming in and
22 people don't realize what we're
23 about. We're a bipartisan
24 committee. We are a government
25 committee and probably the first

1
2 government committee that has taken
3 money because we went out and tried
4 to get it and our board should be
5 proud for what we do.

6 As a small-business person
7 I'm telling you this: We are
8 rewarded when we get paid as a
9 small business. There's no
10 guarantees in our salary. Our
11 guarantees are our, how would you
12 say, it is -- we are awarded by how
13 good we are as a business to the
14 community, and that's how we get
15 rewarded.

16 We have been closed for 8
17 weeks, 12 weeks, 10 weeks actually
18 coming now, and the issue we have
19 is that if we close our doors and
20 couldn't make it we understand
21 that. We were closed for a reason.
22 We were closed for a pandemic that
23 was going to last four weeks. That
24 pandemic is ten weeks. Our PPP
25 loans were made for eight weeks.

1
2 We're having a hard time and I've
3 got to say this, I am glad to be an
4 IDA member. I am glad to be with
5 the board we're with. I am glad
6 for Harry, and you, Mr. Kessel,
7 please, because we are doing
8 something that nobody else can do.
9 They're restricted and, listen,
10 towns are restricted on what they
11 can spend. You have gone above and
12 beyond what the board we have and
13 the employees that do what we do.
14 And I've got to say something.
15 Even if we don't -- some stores
16 don't make it, to have the chance
17 that somebody cares about what we
18 do is what cares to us. We want to
19 get up and going, we want to be
20 rewarded for our services, and
21 until we can open up, we cannot be
22 rewarded, and that's the difference
23 between having a union, having
24 business and banking people on our
25 board. We all agree and we get

1
2 together and understand our
3 differences and how we can help our
4 community and I thank you all,
5 really, thank you.

6 CHAIRMAN KESSEL: Thank you,
7 John. I appreciate that very much.
8 Other board members.

9 (No response.)

10 VICE CHAIRMAN WARREN: I just
11 wanted to echo what John has said.

12 You know, we all appreciate
13 as a Nassau County Board focused on
14 economic assistance, focused on job
15 development. We understand how
16 difficult time is for our small
17 businesses.

18 And, you know, our board
19 members understand and appreciate
20 this. Most businesses in Nassau
21 County are small businesses, less
22 than ten employees, less than 15
23 employees. My sister has a
24 business with five employees in the
25 city, and as John laid out, you

1
2 know, it's been this public health
3 pandemic that's shut these
4 businesses down.

5 So I'm encouraged tonight, I
6 appreciate Chairman Kessel's
7 comment that we are leaning into
8 the market to do something that no
9 one else is equipped to do now that
10 the local communities, et cetera,
11 but to deliver grants to small
12 businesses and protective equipment
13 for their employees, as member
14 Flores said earlier, and to help
15 these businesses get back up, join
16 what they do well which is to
17 provide their services and to be in
18 business.

19 So I'm super supportive of us
20 doing everything we can do within
21 our charter. Taking advantage of
22 programs that the state, Governor
23 Cuomo has offered and truly leaning
24 in to be helpful. This county,
25 this wonderful county is not going

1
2 to get back on its feet unless we
3 support small businesses, support
4 our labor, support our unions and
5 support all the folks in Nassau
6 County who are, who are looking in
7 anticipation to getting back on
8 their feet.

9 Thank you, Chairman Kessel.

10 CHAIRMAN KESSEL: Thank you,
11 Lewis.

12 Any other board members wish
13 to comment.

14 ASSISTANT TREASURER COUMATOS:
15 I would like to say one more thing,
16 and I appreciate what you've said.

17 County Executive today also
18 said about small businesses, and I
19 think we are just starting of
20 getting things going, but sales tax
21 is 40% of Nassau County's revenue,
22 so the sooner we get up and going,
23 and thanks to the IDA, the sooner
24 we can get everything going,
25 because otherwise it's going to

1
2 have a downfall effect on everybody
3 that happens in Nassau County so I
4 think this is a great starting
5 point for all of us and I thank you
6 very much. Thanks.

7 CHAIRMAN KESSEL: Thank you.

8 Anyone else wish to comment.

9 (No response.)

10 CHAIRMAN KESSEL: All right.

11 So hearing none, I think we will
12 take these resolutions separately
13 starting with the loan program.

14 And do I hear a motion to
15 adopt the loan program resolution.

16 SECOND VICE CHAIRMAN SIMON:
17 I'll make a motion.

18 CHAIRMAN KESSEL: Moved by
19 Anthony Simon.

20 Is there a second.

21 ASSISTANT TREASURER COUMATOS:
22 I second.

23 CHAIRMAN KESSEL: John
24 Coumatos is a second.

25 I will take a roll call.

1
2 (Whereupon all members
3 responded in the affirmative.)

4 CHAIRMAN KESSEL: Thank you.

5 Now to the grant application
6 and purchase of PPE equipment, and
7 just to clarify that this is a
8 hundred thousand dollars from LEAC
9 and \$400,000 from the county fund
10 and this resolution amongst other
11 things will allow us to apply for
12 that grant from the county and then
13 put the 400,000 together with the
14 100,000 so we will have a half a
15 million dollars to purchase those
16 kits for approximately a thousand
17 small businesses in Nassau County.

18 I will move that motion.

19 Is there a second?

20 ASSISTANT TREASURER COUMATOS:

21 I'll second.

22 CHAIRMAN KESSEL: Okay. John
23 Coumatos seconds.

24 I will now take a roll call.

25 (Whereupon all members

1
2 responded in the affirmative.)

3 CHAIRMAN KESSEL: Okay. So
4 those two resolutions pass and we
5 can start working on implementing
6 those. I am hopeful that we can
7 get the PPE program up on the
8 website which is BOOSTNassau.net
9 early next week and people can
10 start applying. We will be working
11 with the local Chambers of Commerce
12 and others to promote both of these
13 programs. So I thank the board for
14 that.

15 And we have two other project
16 resolutions that I would like to
17 get to. The first one is Meribah
18 Society of Mary, Incorporated which
19 I commonly call Kellenberg High
20 School and we have both the SEQRA
21 and approving resolution.

22 I wonder if Andrew, you would
23 just quickly take us through what
24 Kellenberg is seeking.

25 If there is a representative

1
2 from Kellenberg that wants to make
3 several comments, they are welcome
4 to do so. So Andrew, if you want
5 to go through the --

6 MR. KOMAROMI: Absolutely.
7 So this is an application for bond
8 financing in front of the
9 corporation and there are two
10 resolutions on the table; a SEQRA
11 resolution as well as a bond
12 approving resolution.

13 And this is a new project
14 that relates to renovations and
15 extension projects on the campus of
16 the organization.

17 The bond amount, the maximum
18 authorized bond amount is
19 \$10,200,000 and there was a
20 presentation made to members of the
21 corporation at the preliminary
22 approval level at the corporation's
23 board meeting held just next to
24 last board meeting. And I believe
25 we have both the financial adviser

1
2 and counsel of the applicant on the
3 zoom feed so I hand it over to them
4 in case they want to add something
5 to it.

6 CHAIRMAN KESSEL: Thank you.

7 MR. CURRY: This is Peter
8 Curry. I just wanted to add that
9 this is approximately half of what
10 the total project cost would be,
11 would be through the IDA. The
12 institution is also going to be
13 looking at other fundraising to
14 undertake this project.

15 We are in the process of
16 getting budgets and everything
17 together on it so it's a pretty
18 exciting project. As the
19 institution knows, this is a tax
20 exempt bond financing in excess of
21 \$5 million so there will be a
22 prevailing wage project and we are
23 very excited to work with the
24 agency, with the corporation and
25 get a final authorization and to

1
2 move and proceed to a fairly rapid
3 closing.

4 We are working on the tax
5 questionnaire right now, the bond
6 question and tax questionnaire,
7 hope to have that completed
8 relatively quickly, satisfy bond
9 counsel as to the project and move
10 to a close.

11 MR. LiCALZI: This is Greg
12 LiCalzi from Roosevelt and Cross.

13 Just wanted to make one
14 comment that the transaction in
15 front of you now has not changed
16 from when we came to you for
17 preliminary approval. So the
18 transaction is the same and the
19 request is the same for tax exempt
20 bonds being issued through Nassau
21 County LEAC as well as potentially
22 having a mortgage recording tax
23 exemption on the bonds as well.

24 MR. CURRY: The other thing I
25 wanted to add is I'm kind of

1
2 jealous of the fake things they
3 have behind them. Mine, somebody
4 from my office put on, it's
5 actually a picture of South Bronx
6 hall after a Yankee game. I asked
7 for something different, this is
8 what I ended up with. But it was a
9 good game, day one so, we are all
10 good.

11 CHAIRMAN KESSEL: As a Yankee
12 fan, I congratulate you.

13 MR. CURRY: Thank you.

14 CHAIRMAN KESSEL: Are there
15 any questions on behalf of the LEAC
16 board members?

17 TREASURER FLORES: This isn't
18 a question, this is just more of a
19 comment.

20 You know, I just wanted to
21 say that I'm actually an alumni of
22 Kellenberg Memorial High School. I
23 graduated from there many years
24 ago, and although I had no
25 involvement in regards to the

1
2 application process, I just wanted
3 to make a comment that I have seen
4 the great work that the school has
5 done and, you know, just having the
6 opportunity to expand and renovate
7 and have more opportunities for the
8 students is something that I have
9 seen firsthand that, you know,
10 building out programming and STEM
11 programs for the students is
12 something that has definitely been
13 a valuable asset for the students
14 there.

15 CHAIRMAN KESSEL: Thank you,
16 Amy.

17 Now I know why you're so
18 smart, you went to Kellenberg.

19 Any other board members have
20 any comments or questions?

21 (No response.)

22 CHAIRMAN KESSEL: All right.
23 Let me just indicate for the board
24 we did have a hearing yesterday and
25 in practice I did reach out to

1
2 Kevan Abrahams who is a legislator
3 where Kellenberg is located it's in
4 Kevan's district, left him a
5 message and also reached out to and
6 texted back and forth with my good
7 friend, Supervisor Clavin in the
8 Town of Hempstead, let them know
9 about this project and the hearing.
10 No one participated in the hearing
11 from the public but it had been
12 published and publicized as normal.

13 I should also say I am not a
14 graduate of Kellenberg. I did
15 graduate from Shelton High School
16 in Merrick. Having said that, I
17 was very privileged when I was head
18 of the Consumer Protection Agency
19 of the state to have a TV show at
20 Telecare with Father Tom Hartman
21 and his staff, I sang on that show
22 and -- it was a substantive show --
23 and I had the opportunity with
24 Father Hartman, may he rest in
25 peace, he was a wonderful man and a

1
2 great leader, to tour the campus
3 and meet a lot of the students for
4 a number of years and I think
5 Kellenberg is a wonderful
6 institution and I am very proud
7 that we can assist them in their
8 modernization and growth. So it's
9 a wonderful thing to do.

10 CEO COGHLAN: Mr. Chairman,
11 before we move to a vote, I just
12 want to check if there is going to
13 be any public comment on the
14 project. So again, if anybody
15 wants to make a public comment they
16 should select the raised hand icon,
17 and we'll give it just a quick
18 pause before we move to a vote.

19 And if you would like you can
20 entertain us all with one of your
21 songs from the Telecare broadcast
22 while we wait.

23 CHAIRMAN KESSEL: Well,
24 Harry, you may not believe this,
25 but I did sing "Cara Mia" by Jay

1
2 and the Americans, and Father Tom
3 politely told me to keep my day
4 job.

5 CEO COGHLAN: Catherine Fee,
6 do we have any raised hands?

7 MS. FEE: No, sir.

8 CEO COGHLAN: Mr. Chairman,
9 you can proceed with the vote.

10 CHAIRMAN KESSEL: Thanks,
11 Harry.

12 So we will be voting both on
13 the SEQRA and approving
14 resolutions.

15 Do I hear a motion to adopt
16 those two resolutions.

17 SECRETARY FUSCO: I will make
18 a motion to adopt both resolutions.

19 CHAIRMAN KESSEL: Thank you,
20 Chris.

21 Is there a second.

22 TREASURER FLORES: I will
23 make the second motion.

24 CHAIRMAN KESSEL: Amy Flores,
25 graduate of Kellenberg. That's

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great.

I will take a roll call vote
for both resolutions together.

Richard Kessel, I vote aye.

(Whereupon all members
responded in the affirmative.)

CHAIRMAN KESSEL: Thank you.
The resolutions pass.

Now we have SCO family of
services.

MR. CURRY: I will hop off
now.

CHAIRMAN KESSEL: Peter, good
to see you.

TREASURER FLORES: Thank you
very much.

CEO COGHLAN: I see we are
prepared to move right into SCO. I
see StevenMack and Melissa Bennett
are ready to go.

CHAIRMAN KESSEL: Okay,
Harry. Thank you. So we have SCO
Family of Services.

Before I ask Andrew for a

1
2 description and input from the
3 applicants, this, again, these are
4 two resolutions; a SEQRA resolution
5 and an approving resolution for SCO
6 Family of Services, one of the
7 largest, if not the largest
8 nonprofit social service
9 organization in the State of New
10 York.

11 Andrew, if you would like to
12 describe the transaction and then
13 we can hear from the applicant.

14 MR. KOMAROMI: Similarly to
15 the resolutions that the Board just
16 voted on, this is a package of a
17 SEQRA resolution and an approving
18 bond resolution on behalf of and
19 for the benefit of SCO Family of
20 Services.

21 This resolution authorizes
22 tax exempt and/or taxable bonds up
23 to \$15 million in maximum aggregate
24 principal amount and any related
25 mortgage recording tax exemptions.

1
2 The board heard a
3 presentation on this project
4 previously at the preliminary
5 approval level. We also conducted,
6 and Chairman Kessel may speak more
7 about that, a public hearing on
8 this project yesterday.

9 Also important to note on
10 this project that this is one of
11 three simultaneously to be issued
12 bonds. The applicant here is also
13 seeking bonds to be issued for
14 projects in Suffolk County as well
15 as in New York City by those
16 municipalities respected issuers.

17 CHAIRMAN KESSEL: Thank you,
18 Andrew.

19 From the applicant.

20 MR. MACK: Yes, hi, good
21 evening. I am Stephen Mack. I am
22 the executive president and chief
23 financial officer at SCO.

24 Thank you for inviting us to
25 this meeting again.

1
2 The transaction, as you see
3 before us, will allow us to
4 restructure a portion of debt and
5 allow us that any savings that we
6 incur will allow us to operate more
7 efficiently which is important for
8 us as we are primarily funded by
9 government sources. And as it says
10 in the first slide, not to
11 reiterate everything again, we are
12 actually are New York State's
13 largest human services
14 organization, we do provide and
15 service programs to about 60,000
16 individuals in New York and if this
17 transaction approved will be very
18 beneficial to us in allowing us to
19 do so.

20 Thank you.

21 CHAIRMAN KESSEL: Thank you,
22 Stephen.

23 Is there anyone else from the
24 applicant that wants to -- Stephen,
25 you're it.

1
2 MR. MACK: Well, I have --
3 with me is our outside counsel and
4 our adviser if there are any
5 questions, but just me from the
6 company.

7 CHAIRMAN KESSEL: Okay. So
8 is there anyone from the public
9 that wishes to comment on this
10 project?

11 (No response.)

12 CHAIRMAN KESSEL: Catherine,
13 are we okay?

14 MS. FEE: We are good, there
15 is no one in the que.

16 MR. KOMAROMI: Mr. Chairman,
17 just one more point I forgot to
18 mention, unlike the project
19 previously voted on, this one
20 involves a mixture of refunding and
21 new money components.

22 That's all.

23 CHAIRMAN KESSEL: Thank you
24 Andrew.

25 Are there any questions or

1
2 comments by any board members.

3 (No response.)

4 CHAIRMAN KESSEL: Okay.

5 Seeing none, just a couple of
6 comments from me: One, we did have
7 a hearing yesterday about this
8 project and I did reach out and
9 inform both the Town of Oyster Bay
10 representatives where they are
11 headquartered in Sea Cliff, let
12 them know about the hearing. No
13 one participated in the hearing, no
14 members of the public participated
15 at least, and just for the record I
16 pointed out at the hearing and I
17 will point out to our Board that I
18 currently serve as chairman of the
19 board of the EAC which is a very
20 large nonprofit similar in a number
21 of ways to what SCO does.

22 I don't see any conflict in
23 my ability to vote on this project
24 but I just want to put that out
25 there for the record.

1
2 I think, and I indicated this
3 to Stephen yesterday, SCO Family of
4 Services is known throughout the
5 state, they have extraordinary
6 programs that help people, many of
7 whom need help, and right now they
8 are needed certainly more than ever
9 in the ability to provide some
10 extra funds ultimately to help
11 their programs I think is a great
12 thing for the LEAC board and LEAC
13 to do. So I am fully supportive of
14 it.

15 Are there any further
16 comments.

17 (No response.)

18 CHAIRMAN KESSEL: Hearing
19 none, do I hear a motion to adopt
20 both the SEQRA and approving
21 resolutions?

22 SECOND VICE CHAIRMAN SIMON:
23 I'll make a motion.

24 CHAIRMAN KESSEL: Thank you,
25 Anthony.

1
2 Is there a second.

3 VICE CHAIRMAN WARREN: I will
4 make a second, Chairman Kessel.

5 CHAIRMAN KESSEL: Thank you,
6 Lewis.

7 All right. I have to go in
8 order now. I realize I don't want
9 to surprise people.

10 Richard Kessel, I vote yes.

11 (Whereupon all members
12 responded in the affirmative.)

13 CHAIRMAN KESSEL: Thank you.
14 So we have a unanimous 6-0 on that.

15 Now that concludes the
16 resolutions. We also have our
17 minutes from our May 7th meeting.
18 It's important to point out that
19 the IDA and LEAC are having two
20 meetings in the month of May, we
21 then will go back to our normal
22 schedule hopefully in June. So we
23 have the minutes from May 7, 2020.

24 First, is there a motion to
25 adopt those minutes.

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SECRETARY FUSCO: I will make the motion to adopt the minutes.

TREASURER FLORES: I'll second.

CHAIRMAN KESSEL: Chris moves, Amy Flores seconds.

Any comments, changes to the minutes.

(No response.)

CHAIRMAN KESSEL: Hearing none, I will do a voice vote on the minutes.

All those in favor indicate by saying aye.

(Whereupon all members responded in the affirmative.)

CHAIRMAN KESSEL: Any opposed?

(No response.)

CHAIRMAN KESSEL: Any abstentions?

(No response.)

CHAIRMAN KESSEL: The motion carries.

1
2 Now I want to go to our Chief
3 Financial Officer, report on LEAC's
4 finances.

5 Anne.

6 CFO LaMORTE: Good evening,
7 members, Chairman Kessel, Anne
8 LaMorte, Chief Financial Officer
9 for LEAC.

10 We have reviewed the April
11 financials at our last meeting on
12 May 7th and as the month of May is
13 not quite complete yet we will
14 review the May financials at our
15 next meeting on June 25th.

16 I can report though that
17 there are no material and expected
18 costs. I would also like to say
19 that I am in agreement with our
20 director and the finance committee
21 that LEAC has a solid cash position
22 and is able to support the two
23 programs and happy to be a part of
24 it.

25 Anyone have any questions.

1
2 CHAIRMAN KESSEL: Any
3 questions on behalf of the LEAC
4 board members?

5 (No response.)

6 CHAIRMAN KESSEL: All right.
7 Thank you, Anne.

8 CFO LaMORTE: Thank you.

9 CHAIRMAN KESSEL: We
10 appreciate that.

11 Is there any other business
12 that any of the LEAC board members
13 on LEAC business.

14 (No response.)

15 CHAIRMAN KESSEL: Hearing
16 none, is there any member of the
17 public -- I didn't do this at the
18 beginning, we don't unusually do
19 it -- but is there any member of
20 the public that would like to
21 address the LEAC board on LEAC
22 business?

23 MS. FEE: No, Chairman, there
24 is no one in the que.

25 CHAIRMAN KESSEL: Thank you,

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Catherine.

Do I hear a motion to adjourn
the LEAC board meeting.

SECOND VICE CHAIRMAN SIMON:
I will make a motion.

CHAIRMAN KESSEL: Anthony
Simon moves.

Is there a second.

VICE CHAIRMAN WARREN: I'll
make the second.

CHAIRMAN KESSEL: Lewis
Warren makes the second on a voice
vote.

All those in favor indicate
by saying aye.

(Whereupon all members
responded in the affirmative.)

CHAIRMAN KESSEL: Any
opposed?

(No response.)

ASSISTANT TREASURER COUMATOS:
Any abstentions?

(No response.)

CHAIRMAN KESSEL: All right.

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We are adjourned.

Now give us a couple of minutes so we can transition into our IDA board meeting.

CEO COGHLAN: Ladies and gentlemen, this concludes this meeting of the Board of Directors of the Nassau County Local Economic Assistance Corporation. The time is now 7:26 P.M. We thank you for joining us tonight. We wish you a good evening.

Mr. Chairman, we will just make a quick change over, I will read the opening statement for the IDA meeting and then we can get started.

CHAIRMAN KESSEL: Thank you, Harry.

* * *

1
2 CEO COGHLAN: Good evening,
3 my name is Harry Coghlan, I am the
4 Chief Executive Officer of the
5 Nassau County Industrial
6 Development Agency and on behalf of
7 our Chairman, members of the board
8 and staff I welcome to you today's
9 open meeting of the Board of
10 Directors.

11 Today is May 28, 2020 and the
12 time is now 7:27 P.M. Given the
13 ongoing COVID-19 public health
14 crisis and related executive orders
15 issued by Governor Andrew Cuomo,
16 this public meeting is being
17 conducted using telephone
18 conference and video conference.

19 Participants have access to
20 this public meeting through a Zoom
21 invitation on the Nassau County
22 Industrial Development Agency's
23 website at NassauIDA.org or by
24 watching our livestream on our
25 YouTube channel which can be found

1
2 at NassauIDAlive.org.

3 If you are participating via
4 Zoom the agency encourages all
5 interested parties to participate
6 and as such has reserved certain
7 points in today's meeting for
8 public comment. If you choose to
9 make a comment you will do so by
10 selecting the "raised hand" button
11 on your screen. If you are viewing
12 this hearing on a computer, the
13 "raise hand" button will appear on
14 the bottom of your screen in the
15 middle upon moving your cursor to
16 that location. If you are viewing
17 the hearing on a tablet, the "raise
18 hand" button is at the top right
19 corner of your screen.

20 Once you check the "raise
21 hand" button you will have an
22 opportunity to speak when your name
23 is announced. Please note that
24 this is a moderated Zoom meeting
25 and at times you may hear us

1
2 talking to our moderator, Catherine
3 Fee, Chief Marketing Officer and
4 Director of Business Development
5 for the agency.

6 Please note that this hearing
7 is being both livestreamed and
8 recorded. You can also view this
9 hearing by going to our website at
10 NassauIDA.org. Go to the top of
11 the screen, select "watch meetings"
12 and you can watch the livestream.

13 Please also note that we have
14 a stenographer attending this
15 meeting in addition to being
16 recorded. The stenographer will be
17 transcribing the hearing so we can
18 add the transcript of this meeting
19 to the public record.

20 Interested parties may also
21 submit written comments to the
22 agency which will be included
23 within the public meeting record.
24 Written comments may be sent to the
25 Nassau County Industrial

1
2 Development Agency located at One
3 West Street, fourth floor, Mineola,
4 New York 11501 to my attention,
5 Harry Coghlan, Chief Executive
6 Officer, or also via email at
7 info@NassauIDA.org.

8 Mr. Chairman, I now turn to
9 you to commence the meeting with
10 the Pledge.

11 CHAIRMAN KESSEL: Thank you,
12 Harry. Before we do the pledge can
13 I just have a rollcall of the IDA
14 just for people who are tuning in
15 or get somewhat confused? This is
16 now the IDA board meeting following
17 the LEAC meeting. I will take a
18 rollcall.

19 Richard Kessler, present.

20 Amy Flores?

21 TREASURER FLORES: Amy
22 Flores, present.

23 CHAIRMAN KESSEL: Lewis
24 Warren?

25 VICE CHAIRMAN WARREN: Lewis

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Warren, present.

CHAIRMAN KESSEL: Anthony
Simon?

MEMBER SIMON: Anthony Simon,
present.

CHAIRMAN KESSEL: John
Coumatos? John Coumatos I think
you're on moot. Mute.

MEMBER COUMATOS: John
Coumatos, present.

CHAIRMAN KESSEL: Not moot
but mute.

And Chris Fusco?

MEMBER FUSCO: Chris Fusco,
present.

CHAIRMAN KESSEL: All right,
we have six members. We have a
quorum.

With that I would like
everyone to stand, and I'd ask
Chris Fusco if he would lead us in
the Pledge of Allegiance tonight.
Thank you.

MEMBER FUSCO: My pleasure.

(Pledge of Allegiance.)

CHAIRMAN KESSEL: Thank you.

Before we proceed with business, as has been our tradition for the last couple of meetings, you know, obviously we're going through very difficult times right now and although we are on the other side of the curve thankfully and have met the ability to enter into phase one because of the lessening of hospitalizations and deaths and positive cases, there are many people in Nassau County, on Long Island, in our state and in the nation who have lost their lives sadly, many of them heroes who risked their lives to help others, and I'd like to ask the board for a moment of silence for all of those people who tragically lost their lives at this time.

(Moment of silence.)

CHAIRMAN KESSEL: Thank you.

1
2 And I also just want to say,
3 you know, offer a prayer for all
4 the people that are still going
5 through some very difficult
6 challenges right now, many of whom
7 are still sick or are recovering,
8 some of whom are in hospitals
9 still. You know, as you move
10 through things like this people
11 start to come out and sometimes we
12 forget those people, and I want to
13 thank, you know, all of the
14 workers, the people who have been
15 out there, you know. People like
16 Anthony, and I talk about all the
17 time, his workers on the railroad,
18 the transit system, people working
19 in the restaurants, supermarkets,
20 of course, all of our health care
21 workers and the great job that they
22 do. We thank you because if it
23 weren't for you we wouldn't be here
24 today, and that's what makes this
25 country a great country, and we

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thank you very much.

I certainly think, you know,
I certainly think we say a prayer
for everyone that they remain
healthy both physically and
economically as we move forward.
Thank you very much.

I have a brief report. I
gave most of my report at our LEAC
meeting regarding the two programs
that were announced today. I do
want to report to the board some
very good news that could become
great news.

For several months, the
county executive created an
economic advisory council and
appointed me to be cochair along
with my good friend Stu Rabinowitz,
who is the president of Hofstra
University, and we have a very
large group of people who have been
meeting weekly to try and come up
with strategies and ways to help

1
2 businesses and to help the economic
3 recovery. We meet virtually every
4 Wednesday with the county executive
5 and Evlyn Tsimis and I'm very
6 fortunate most days to go in, sit
7 with them, and we've discussed a
8 lot of ideas and a number of things
9 that are upcoming from that council
10 that are going to be very helpful
11 to the future of the county and the
12 taxpayers of the county.

13 One of the things that we
14 have discussed at length, and I've
15 discussed it with this board, in
16 fact, I think made a presentation
17 about it, is some of the
18 frustration that the IDA is unable
19 with several narrow exceptions to
20 help retail and small businesses.
21 In the past they were, then it was
22 restricted and absent several of
23 these exemptions, which are very
24 difficult to meet, very
25 controversial and stretch the law

1
2 like a rubber band. The IDA itself
3 has been unable to assist in that.
4 While we are glad that LEAC is able
5 to do it, we have been advocating,
6 both myself, County Executive
7 Curran and our economic advisory
8 council fellow members, the ability
9 for the IDA to help small
10 businesses. We have had a number
11 of discussions with a number of
12 state officials, in particular,
13 State Senator Todd Kaminsky, my
14 friend from Long Beach, and we have
15 discussed various options, and I am
16 pleased to report, surprisingly,
17 that the state legislature
18 yesterday, both senate and
19 assembly, approved legislation that
20 will enable IDAs around the state,
21 including Nassau County, to help
22 provide assistance to small
23 businesses and retailers during
24 this pandemic. And the legislation
25 was passed and it will allow IDAs

1
2 to assist both in giving grants and
3 loans to small businesses with
4 certain limitations on them.

5 So this is an extraordinary
6 advancement. I don't want to take
7 the full credit for Nassau County
8 taking the lead, and I want to
9 thank Ryan Silver and the State
10 Economic Development Council for
11 their assistance. Really, it was
12 Nassau County through our county
13 executive, our economic council and
14 Todd Kaminsky who led the way to
15 help get this passed in the
16 legislature. And upon signing the
17 bill, which I am encouraged and
18 hope that my good friend, I used to
19 work for him, Governor Cuomo, signs
20 this.

21 For a certain amount of time
22 IDAs, including Nassau, will be
23 able to assist in the recovery, and
24 I think that's an extraordinary
25 tool in the toolbox to help us.

1
2 You know, we focus primarily
3 about LEAC. We'll continue to do
4 that but -- and I discussed this
5 with Harry today, I would like to
6 ask a couple of our board members
7 who would volunteer, but I'm going
8 to volunteer John Coumatos, if he
9 doesn't mind, to head this effort
10 and ask another one or two board
11 members to join with him to work
12 with Harry and our legal team to
13 understand the law and what we are
14 able to do and to come up with some
15 options that the IDA may be able to
16 implement as soon as our June
17 meeting. This is not something
18 that we want to wait on because
19 people need help now more than
20 ever, and I think there's an
21 extraordinary opportunity for us
22 here to lead the way.

23 I do want to point out that
24 in our work and research there are
25 a number of IDAs in the state who

1
2 have a lot of cash and we're kind
3 of in the middle. We don't have a
4 lot of cash, but we have some that
5 could be utilized in this
6 direction, and, you know, we have a
7 number of deals that are closing
8 that will provide us with more, and
9 so from the Nassau County
10 perspective I hope John will accept
11 my invitation for him to lead this
12 effort and I'd ask if there are a
13 couple of other board members who
14 would like to join with John in
15 beginning to work right away with
16 Harry, Andrew, Tom Garry and Tom
17 Glascock to understand what the law
18 allows us to do and to throw around
19 some ideas as to what the IDA can
20 do, how we can do it, who we can
21 help so that you can report to us
22 at our June meeting and maybe we
23 can vote on several projects that
24 we'd like to do while we're in the
25 second or third phase of reopening.

1
2 So are there a couple of
3 board members who'd be interested
4 in working? John, first of all, I
5 hope you would accept this
6 assignment and I know you will, and
7 I'd like to know if there are
8 another board or member or two that
9 would like to do this as well?

10 MEMBER SIMON: You could add
11 me, Chairman Kessel, I'll be glad
12 to help.

13 CHAIRMAN KESSEL: Anthony.

14 Do we have one more?

15 VICE CHAIRMAN WARREN:
16 Chairman Kessel, it's Lewis Warren.
17 I'd be honored to work with John
18 and Anthony.

19 CHAIRMAN KESSEL: That's
20 great. So I'm going to ask Harry
21 if he would reach out to John,
22 Lewis and Anthony to set up a
23 meeting, at least telephonically or
24 a Zoom, for early next week to get
25 going on this.

1
2 Andrew, I'd like you and Tom
3 Glascock and Tom Garry to work on
4 this with them and I'm hoping that,
5 I don't like rushing things, but I
6 think the quicker we can get some
7 ideas and recommendations the
8 quicker we can act and help
9 businesses and I'd ask that this
10 group report back to the full board
11 in June and I thank you for that.
12 And I do -- again, I want to
13 especially thank Todd Kaminsky.
14 Todd and I have discussed this a
15 number of occasions. He called me,
16 actually called me on Memorial Day,
17 and told me that this thing was
18 moving.

19 There were other legislators
20 that were obviously involved and I
21 want to thank all of them and I
22 thank Todd for his leadership and
23 also our County Executive Laura
24 Curran, who carried this message
25 publicly to the committees that she

1
2 serves on to report back to the
3 state. This is a great achievement
4 and something that ultimately will
5 help a lot of businesses here in
6 our county.

7 With that, I will conclude my
8 report and ask Harry Coghlan, our
9 chief executive officer, for his
10 report.

11 CEO COGHLAN: Thank you,
12 Mr. Chairman.

13 Good evening, Members. I'd
14 like to start off by, one, thanking
15 and recognizing our staff who is
16 with us tonight. Tonight we have
17 with us our Chief Operating Officer
18 Danielle Oglesby, our Chief
19 Marketing Officer and Director of
20 Business Development Catherine Fee,
21 Chief Financial Officer Anne
22 LaMorte, Administrative Director
23 Colleen Pereira, Compliance
24 Assistant Carlene Wynter and our
25 Administrative Assistant Nicole

1
2 Gil. Everything that you have seen
3 in the past weeks and this meeting
4 and all these programs and
5 preliminaries and final approvals
6 we couldn't do without them,
7 particularly conducting a meeting
8 as we have via video conference, so
9 I want to recognize them and I want
10 to thank them for their continued
11 focus and commitments during these
12 times.

13 As you can see from the
14 agendas that we've had business
15 continues. We're holding our
16 preliminary approvals, our final
17 approvals, public hearings, so I
18 don't have a formal activity report
19 for you, but as you can see, the
20 benefit of the activity that we're
21 doing now needs to be our agendas.

22 I'm really proud of what we
23 have done with the two Boost Nassau
24 programs and I just want to
25 highlight that we do have a closing

1
2 scheduled. Tomorrow we are
3 scheduled to close the Lynbrook
4 apartment complex that is sometimes
5 referred to as the former Capri
6 Motel. It is the Terwilliger &
7 Bartone project and we will be
8 closing that one tomorrow unless
9 something has changed, so glad that
10 we're starting to see closing
11 activity commence again.

12 So I thank you all for your
13 continued support and look forward
14 to working through the rest of
15 tonight's agenda with you.

16 CHAIRMAN KESSEL: Thank you,
17 Harry.

18 Are there any, before I get
19 to public comment, any comments or
20 questions that any of the board
21 members have for either myself or
22 Harry?

23 MEMBER COUMATOS: I'll, if I
24 have a chance to say something, I
25 want to say, Mr. Kessel and Harry,

1
2 thank you very much. I will take
3 the position, but the position I am
4 taking is not for myself but for
5 all the small businesses in our
6 districts in Nassau County. And on
7 top of that, the IDA, its mission
8 is to bring small business and big
9 businesses to Long Island; however,
10 we have to level the playing field
11 right now and to take care of our
12 own people is our number one
13 mission right now, and I appreciate
14 that Anthony and Lewis will help
15 us, but I know the rest of the
16 board is going to help us, too.
17 And to take this on I take this as
18 a merit for us to help all those
19 small businesses. We have to get
20 it going and today.

21 Before we say anything else,
22 we are an industry, we bring
23 industry into Long Island. The
24 county executive made a statement
25 today and one of the first things

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we have to start with is I am asking that our IDA reach out to all the towns' hamlets and the towns that are in a town that have no say in their town. The county executive made a statement about going outside, being able to sit on a street, being able to eat. There's a lot of questions about what goes on, so what I would like to do before we would start here is to ask that we can get the word out to every town, every hamlet, every town that is in a town how they can get going, because in our business right now it is imperative that we started yesterday. We can't wait. It has to be now. And, listen, what's going to help, the more sales tax and revenue. We're a team with everybody in Nassau County, we're a team on the IDA. Let's be a team with all these small businesses and bring them

1
2 support. Let's go. I'm a team
3 player and I thank the IDA and I
4 thank everybody else. Thank you.
5 I'm all in. I'm all in.

6 CHAIRMAN KESSEL: Thank you,
7 John.

8 Anyone else on the board?

9 Okay, now we have public
10 comment period. In general public
11 comment if anyone from the public
12 wants to say anything you push the
13 raise your hand button, we'll
14 recognize you, you have three
15 minutes to speak and you can speak
16 on anything related to the IDA or
17 the county and the business
18 community.

19 I'll ask Harry and Catherine
20 if there's anyone who would like to
21 speak from the public.

22 MS. FEE: Chairman, there is
23 no one in the queue.

24 CHAIRMAN KESSEL: Okay, so
25 with that we will move forward.

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2 We have one preliminary
3 resolution, DBD Realty Group, One
4 Old Country Road. I know that's my
5 friend Dan Deegan, so this, just
6 for the public, this is a
7 preliminary review. If we decide
8 to move forward on a vote it's to
9 give the authorization to begin
10 negotiations and the process of
11 taking a look at it. There will
12 ultimately be, if we decide to go
13 forward, a public hearing and
14 another board meeting to discuss
15 this further.

16 So with that, I'll hand it
17 over to Dan and we can move forward
18 on this project proposal.

19 MR. DEEGAN: Thank you very
20 much, Chairman Kessel and other
21 members of the board. I also
22 wanted to introduce the other two
23 people that are on the screen,
24 which are my clients from DBD
25 Realty, Dr. Abiri, who is muted.

1
2 Now he's unmuted. And also his
3 daughter but also a principal of
4 DBD Realty, Deborah Abiri who is
5 there, and before I get into the
6 presentation I'll just mention that
7 Dr. Abiri is actually a medical
8 doctor and Deborah's siblings are
9 actually on the frontline of the
10 COVID fight in various medical
11 institutions in the five boroughs
12 right now. So they are both, you
13 know, deserve thanks, at least
14 their siblings do anyway for being
15 on the frontline of the fight.

16 The presentation today is
17 regarding One Old Country Road, and
18 I think most people are probably
19 familiar with the building. It's a
20 very -- a very prominent building,
21 very highly visible. The Abiris
22 recently bought the building. They
23 are successful building owners,
24 they have an extensive track record
25 of restoring buildings, of

1
2 developing buildings, managing
3 buildings. They have an excellent
4 record for very large projects and
5 getting things done.

6 This is a challenge that's,
7 you know, going to take every bit
8 of their expertise and their
9 resources to make this happen.
10 It's also going to take the IDA's
11 assistance.

12 The building itself sits on
13 eight acres in Carle Place. It's a
14 very large building, 300,000 square
15 feet. It's five stories, has
16 multiple tenants in it including
17 1-800-Flowers. The 1-800-Flowers
18 sign right now is on top. As this
19 board knows they are going to be
20 moving soon. Also supporting that
21 building is 150,000 square foot
22 parking facility, which is a very
23 large parking facility that's had a
24 history.

25 The property currently pays

1
2 about \$1.3 million in taxes. That
3 number in the past has actually
4 been higher because the building
5 has been deteriorating, it's going
6 in the wrong direction. This
7 building badly needs an infusion of
8 capital and needs some
9 stabilization.

10 The building itself was once
11 a premium office building in Nassau
12 County. It was built as a class A
13 office building and attracted only
14 the best tenants. Over the last
15 decades, and it really has been
16 decades, there's been a history of
17 economic and physical decline and
18 blight. There's been a revolving
19 ownership. No one owner has been
20 there for any significant amount of
21 time. There's been bankrupt
22 closures, banks have appointed
23 receivers. The building has run
24 into a lot of trouble.

25 The parking garage that I

1
2 mentioned before was actually shut
3 down by the Town of North Hempstead
4 at one point and declared unsafe.
5 It still requires a lot more work.
6 That, obviously, caused a very big
7 disruption for the tenants that
8 were there and also for the
9 surrounding community. This is a
10 building in crisis. I mean,
11 currently 38 percent of the space
12 is vacant inside. There's about 30
13 remaining tenants and all of them
14 are either short term or
15 month-to-month tenants, meaning
16 that any one of them could pick up
17 and go at any time. Once
18 1-800-Flowers moves out the vacancy
19 rate will shoot up to 66 percent.

20 There's a tremendous lack of
21 confidence in the building by the
22 existing and prospective tenants,
23 and this has been going on, as I
24 said, for decades but it's really
25 come to a head just prior to the

1
2 Abiris stepping in here with an eye
3 towards trying to do something
4 here.

5 I'll show you some pictures,
6 and I think most people are
7 familiar with the building. You
8 know, if you just drive around you
9 can tell it's dated, it's tired.
10 You know, that theme continues on
11 the inside. It needs a major boost
12 and a major investment in order to
13 not only bring it up to code and to
14 make it, you know, usable but also
15 ideally bring it up to a class A
16 status.

17 The proposed project that
18 we're talking about is a proposal
19 to do a major renovation to restore
20 the building to its former class A
21 status, an adaptive reuse project,
22 if you will.

23 The applicant is proposing to
24 invest \$13 million. This
25 investment would include facade

1
2 improvements, general systems
3 repairs, modernization upgrades to
4 the HVAC and elevators, renovation
5 to the lobbies and cafeteria and
6 other interior upgrades in order to
7 bring this building back to where
8 it once was decades ago and to make
9 it a premier building. The
10 renovations would include the
11 parking garage, which while it's
12 had some prior repair attempts at
13 it really needs another big
14 infusion of money in order to just
15 to make it not only usable and up
16 to code but something that, you
17 know, is also attractive and an
18 amenity for the building.

19 Another challenge which has
20 really been highlighted just
21 recently with the COVID crisis has
22 been that the buildings today,
23 especially a building like this,
24 has to be seen as a healthy
25 building. A healthy building is a

1
2 building that is designed that has
3 features that accommodate, you
4 know, hygiene and social distancing
5 or, you know, being designed in a
6 way that accommodates, you know,
7 what people are going to expect
8 going forward, that includes
9 touchless elevators, touchless
10 bathrooms, motion-activated lights,
11 redesigning lobby areas and common
12 areas to make sure that they're
13 going to be up to modern standards.

14 The building which was, you
15 know, is said to be 66 percent
16 vacant was once a major employment
17 hub in Nassau County. I mean, it
18 had hundreds if not thousands or
19 over 1,000 jobs at one point. With
20 these vacancies, obviously, it's
21 way down.

22 The concept here is that with
23 the IDA's assistance we can once
24 again make this building a marquee
25 facility in the county's central

1
2 business district. You know, I
3 think just people who drive around
4 Nassau County realize this is the
5 essential business district of Long
6 Island, that the major shopping
7 centers are over there, a lot of
8 other office buildings, and this
9 property sticks out like a sore
10 thumb, and that's been a problem a
11 decade -- decades in the making.

12 The plan is that a major
13 renovation and investment would
14 attract high paying quality
15 tenants. Obviously, that works to
16 the landlord's advantage if they
17 can pull that off, but it also
18 works to Nassau County's advantage.
19 This is going to provide new space
20 that is going to, you know, be up
21 to code and up to people's modern
22 expectations which it's not right
23 now which is going to ultimately
24 lead to quality tenants.

25 There very well may be an

1
2 exodus of some sort or a shifting
3 from New York City, from people
4 that are in the city to come out to
5 Long Island, and there's hopefully
6 going to be a demand going forward
7 for a space out here. Long Island
8 and Nassau County has to be ready
9 for that with marquee space, and
10 this building is an opportunity
11 for -- for the county.

12 The renovation itself will
13 create at least 50 much needed
14 construction jobs. We are ready to
15 go right away with those
16 construction jobs. You know, I
17 mentioned the work that needs to be
18 done. That is something that is
19 desperately needed in these times
20 to, you know, have people going to
21 work right away would be a very big
22 boost.

23 It's important to note that
24 the applicant, we're not looking to
25 reduce the current property taxes.

1
2 While they have been coming down on
3 their own because of the, you know,
4 deterioration of the building and
5 the current condition, they're
6 still very high. You know, \$1.3
7 million is a lot of benefit. You
8 know, obviously, the school
9 district gets the majority of that
10 right now, and there are no
11 school-age children so this is part
12 commercial base of the county and
13 for the school district.

14 What we're looking to do to
15 and this building is a unique
16 building. It needs help more so
17 than any other. And there really
18 is not a similar situated building
19 because it's such high profile and
20 such bad condition. What we're
21 looking for is a, you know, a PILOT
22 that's going to help stabilize
23 those taxes. Without the financial
24 assistance, we cannot justify the
25 level of investment in order to

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2 bring this into a class A status.
3 The history has been that the
4 owners come in, they all of a
5 sudden get confronted with the
6 tremendous challenges that this
7 building in particular has
8 presented because of its age and
9 condition, they end up defaulting
10 on their mortgage and they walk
11 away. We don't plan on defaulting
12 on our mortgage. We don't plan on
13 walking away, but there is an
14 option always that if we cannot get
15 the IDA's assistance that we have
16 to consider other options such as,
17 you know, doing, you know, having a
18 continuing and marginalized
19 situation or, you know, possibly
20 flipping it to somebody else. That
21 is not what we want to do. We want
22 to have a plan with the IDA as a
23 partner in order to bring this
24 property into this century. It's
25 really last century's building. We

1
2 need to bring it into the 21st
3 century at a tremendous investment.

4 The assistance that we're
5 requesting is sales tax exemption
6 on the construction materials and a
7 mortgage recording tax exemption
8 for the renovation financing and a
9 tax stabilization PILOT is what I
10 call it. We're looking for a 20
11 year PILOT schedule which would
12 freeze the existing taxes for ten
13 years and then escalate those taxes
14 at 1.81 percent thereafter. We
15 believe that this is a unique
16 situation because of the cycles of
17 failure at this building that have
18 really proved insurmountable by
19 probably, you know, six or seven
20 prior owners. The Abiris and
21 this applicant have the resources
22 to make this a reality. They have
23 the commitment.

24 You know, they started
25 looking at this before the COVID

1
2 virus crisis. We've had many
3 discussions about what their plans
4 are as they are willing to stay the
5 course and continue to this
6 commitment if we can get the IDA's
7 partnership on this project.

8 With that being said, you
9 know, we'd take any questions that
10 you guys might have.

11 MEMBER SIMON: Chairman
12 Kessel, can I ask Dan questions?

13 CHAIRMAN KESSEL: Sure.

14 MEMBER SIMON: Dan,
15 obviously, you know where I'm going
16 and the questions I am going to be
17 more concerned about now more than
18 ever with local jobs. You've
19 mentioned 50 construction jobs but
20 I didn't hear anything about local
21 labor, which I'm sure you've
22 already been on top of, and to talk
23 to them about, you know, getting in
24 touch with building trades.
25 Building trades and other labor

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2 organizations right now are,
3 obviously, local residents who are
4 in pain as well with this COVID as
5 we keep mentioning it, and they're
6 going to help stimulate the economy
7 since they're local residents. So
8 what is the plan for discussing
9 labor in this whole build out? Or
10 I know the building needs the work.
11 You have just pretty much destroyed
12 the building in your own words
13 saying how bad it was, so, you
14 know, while larger companies, right
15 now we're concerned about these
16 larger companies looking to cut
17 heads and save their own bottom
18 line. We'd like to see that the
19 local residents here or the local
20 labor or construction people here
21 get the work or at least get a shot
22 at it.

23 MR. DEEGAN: So actually I
24 know Matt Aracich, which I believe
25 is not at the meeting tonight, but

1
2 I did speak to him today and we did
3 have a good conversation. We
4 talked a little bit about the
5 project and, you know, I assured
6 him and after speaking to the
7 clients that we have every
8 intention that as we're looking to
9 have this work done that we're
10 going to give the opportunity for
11 the trades to be competitive on the
12 project, and we're going to engage
13 in communication to make sure that
14 that -- that every opportunity is
15 given to them to work with them.
16 It's financially challenging but
17 certainly every intention is to
18 have local labor, and to the extent
19 that, you know, we can facilitate
20 that with the communication with
21 the trades in order to give them
22 the opportunity to be competitive,
23 we have every intent of doing so.

24 And Matt Aracich, I'm not
25 speaking for him, but he seemed

1
2 satisfied with and happy with the
3 discussion today.

4 MEMBER SIMON: Okay when was
5 that communication? The last thing
6 I want to see is outside people
7 coming in as we've had previously
8 on other jobs, especially at this
9 particular time, outside out of the
10 state coming in when we need it
11 staying here in Nassau County and
12 Suffolk County or whatever we can
13 do, so I know you want to fast
14 track it and it needs to be fast
15 tracked, but let's not miss that
16 beat 'cause we've been doing so
17 well, you, yourself have been doing
18 with your clients as well so well.
19 I'd like to stay the course more so
20 now than ever before.

21 MR. DEEGAN: Okay.

22 MEMBER SIMON: Thank you,
23 Dan.

24 MEMBER COUMATOS: Hey Dan?

25 CHAIRMAN KESSEL: Are there

1
2 other questions by the board?

3 MEMBER COUMATOS: Yeah, I
4 have one, Dan, and I think it's a
5 great project and I actually think
6 that Nassau County, we should take
7 credit for where we live and how we
8 are compared to the United States,
9 and I think sometimes we have to
10 take a chance and we have to talk
11 to our lawyer here, but I think
12 sometimes in some -- some
13 businesses that are empty, that we
14 have to put it out there to the
15 rest of the world that we have
16 availability for people to move to
17 Long Island because we have the
18 colleges, we have the skills for
19 people to come and take these jobs
20 if we could put them out there.

21 Sometimes we have to vote on
22 something that is a month or two or
23 a year away. When I think as an
24 IDA sometimes, I don't know how we
25 go about it that we should have

1
2 some of these businesses that are
3 going south or we have space open
4 that we go out and attract people
5 to come to Long Island. We can
6 compete with anybody in the United
7 States, and this is a new world
8 we're going into. Today is today
9 and we should start and what a
10 better way that if it doesn't work
11 with Dan that he brings the
12 business out, there's a drawback to
13 maybe what goes on, but he's taking
14 a chance with his business, his
15 guys to come out and do something
16 that's good for Long Island. And
17 I, so long as it works with the
18 unions and he brings employees to
19 Long Island, we're going through a
20 pandemic and it's a perfect
21 situation for what we do and that's
22 what we're made to do right here.
23 That's what I got to say.

24 CHAIRMAN KESSEL: Thank you,
25 John. I appreciate it.

1
2 Any other board members with
3 comments or questions for Dan.

4 SECRETARY FUSCO: Yes, Mr.
5 Chairman. Chris Fusco.

6 CHAIRMAN KESSEL: Hey, Chris.

7 SECRETARY FUSCO: Is there a
8 construction manager or general
9 manager in place yet?

10 MR. DEEGAN: I don't believe
11 so. We have been dealing -- we are
12 in the planning stage of
13 determining what needs to be done
14 to the building. We have
15 identified some of the areas. I
16 mean it's mostly, as you heard,
17 interior work but also, you know,
18 some of the elevator work, garage
19 work. So, you know, I don't know
20 there is going to be a general
21 contractor per se, although you can
22 correct me if I am wrong.

23 SECRETARY FUSCO: Well, who
24 would organize the trades then if
25 there is no general contractor or

1
2 construction manager in place?

3 MR. DEEGAN: Well I believe
4 the owner is going to be you know,
5 letting the contractors directly
6 for the various components as
7 designed. It's a renovation
8 project, you know, it's not a new
9 construction project so there is
10 definitely identified areas that
11 need to be, you know, construction
12 has to be done by a particular
13 areas, you know, I don't want to
14 call them trades but businesses,
15 the elevator, for instance, the
16 facade so, you know, we did have --
17 I did have a conversation with Matt
18 Aracich and you know, we said we
19 are going to, you know, make sure
20 he provides us with companies that
21 are going to be available to do
22 this type of work so that we can
23 get them engaged in the process.

24 SECRETARY FUSCO: Is there an
25 architectural firm involved yet?

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MR. DEEGAN: Debra, Dr.

Abiri, do you have --

MS. ABIRI: Hi, Debra Abiri here. Thank you.

Firstly, I'd like to say a lot of the trades, certain trades have not been finalized yet with moving on with this process. We have a project manager under DBD Realty that will be managing all the different trades because it's a multi-level project.

We do have an architect, James Gadis from Long Island who is working on this building. He had previously worked on the building before, years ago, from many different owners and we brought him back on. He is familiar with the building and he is working with us to bring it back up to speed.

SECRETARY FUSCO: Okay. And \$13 million investment.

How much of that is the

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renovation cost? Or is that the renovation cost.

MR. DEEGAN: That is the renovation cost.

SECRETARY FUSCO: That is the renovation cost.

MR. DEEGAN: All of that, yes.

SECRETARY FUSCO: Okay. Thank you.

CHAIRMAN KESSEL: Thank you, Chris.

Are there any other comments or questions by board members.

(No response.)

CHAIRMAN KESSEL: All right. Before we vote, just to amplify Chris --

MR. KOMAROMI: Mr. Chairman, I apologize.

Just one question to Dan: On the application there is a certain employment commitment indicated that I understand that this is an

1
2 adaptive reuse type project.

3 After this stage, is it
4 contemplated that the applicant
5 would negotiate an additional job
6 commitment based on filling up the
7 building.

8 MR. DEEGAN: Yes, I would say
9 so. I know we have done that in
10 other situations. Obviously, you
11 know, the job commitments in the
12 application are the jobs that would
13 be directly employed by the
14 building itself. Obviously this
15 IDA would not get involved in the
16 project in order to, you know,
17 facilitate those particular jobs.
18 You know, it's not enough. The
19 real job, you know, initiative here
20 is to fill this space and attract
21 companies into a class A space so,
22 you know, hopefully there will be
23 hundreds of employees there again.

24 We would anticipate -- while
25 we don't actually -- we are not

1
2 going to be the direct hires, you
3 know, the direct employers of those
4 people, certainly we would
5 understand there would be some
6 level of commitment.

7 MR. KOMAROMI: Great. And
8 that, assuming that this resolution
9 moves forward, it would be
10 negotiated with the agency staff
11 and reported back to the Board at
12 the final approval stage; is that
13 correct?

14 MR. DEEGAN: Yes.

15 MR. KOMAROMI: Thank you.

16 CHAIRMAN KESSEL: Thank you.

17 Are there any other questions
18 or comments by board members.

19 (No response.)

20 CHAIRMAN KESSEL: Just a
21 couple of points: You know we did
22 meet previously with Debra and her
23 dad when we were talking about One
24 Old Country Road and the 1800
25 FLOWERS situation.

1
2 I've been in that building
3 numerous times over the years and
4 it's continually deteriorated. I
5 think John makes a good point that,
6 you know, it could be a very
7 attractive investment to lure
8 people and companies that are
9 operating in the city and in other
10 places to set up operations or
11 remote operations or satellite
12 offices in Nassau County and that
13 is a great spot for it.

14 That is an iconic building.
15 It's been there for a long time.
16 It's had its share of problems and
17 it's right in the central part of
18 the county adjacent to Mineola, our
19 county's capital, so seeing that
20 building improve I think would have
21 a great public benefit. I do think
22 it's going to be important, as
23 Andrew just pointed out, to have a
24 job commitment overall with the
25 notion that if those commitments

1
2 aren't made and those tenants don't
3 come there would be some claw back
4 agreement between the owners and
5 the IDA, but, you know, I go to
6 Mineola frequently and the first
7 thing that catches my eye is that
8 building and it needs a lot of
9 work.

10 So if we can assist in that
11 and protect the taxpayers at the
12 same time by bringing in what
13 ultimately would be additional tax
14 revenues, I think that's something
15 we should consider.

16 I just also want to add, I
17 have one question, Dan, and that is
18 I know we are not sure about
19 schedule, but assuming the IDA
20 gives a final approval, do you
21 expect construction to begin
22 immediately thereafter, is there a
23 time lag in that? Do you know.

24 MR. DEEGAN: We still have to
25 identify the contractors doing the

1
2 work but -- and there is still
3 permitting being done and planning,
4 but relatively soon, yes, almost
5 immediately. I mean there is no
6 delay of funding or anything like
7 that, it's more just getting the
8 pieces, identifying the priorities
9 of what has to be done. It's
10 probably going -- it's going to be
11 a multi-year renovation, probably
12 two years to get everything done,
13 that needs to get done but it would
14 start right away.

15 CHAIRMAN KESSEL: And to
16 build on Anthony Simon's point, you
17 know, and, you know Tim Williams
18 who couldn't be with us tonight
19 made this point I think at our last
20 board meeting and has made it to
21 me, it will be very important that
22 local labor and the trades are
23 heavily involved in the renovation
24 of that building and I think it's
25 going to be important as you

1
2 negotiate with staff, assuming we
3 go forward with this, that you lay
4 out the plan on timing; what you
5 need to get done and when this work
6 can be done.

7 And the only reason I'm
8 saying that is because as we come
9 out of the pause and into the
10 various phases over the summer, it
11 would be very attractive, I think
12 to myself and to the board, if we
13 knew that some of these
14 construction jobs could start over
15 the summer because that would
16 employ people who right now are out
17 of work and so I think it's going
18 to be important as you meet and
19 negotiate with our staff that there
20 is a timeline in terms of what
21 additional approvals you need and
22 when based on that you think you
23 can get shovels into the
24 building -- I guess not in the
25 ground -- so that we can get some

1
2 of our unions trades and other
3 workers from Nassau and Long Island
4 to work over the summer.

5 So that's going to be an
6 important component to this.

7 MR. DEEGAN: Understood.

8 CHAIRMAN KESSEL: With that,
9 is there anyone from the public
10 that's listening that wishes to
11 comment on this?

12 MS. FEE: No, chairman.

13 CHAIRMAN KESSEL: Okay. So
14 ask for a preliminary inducement
15 resolution to begin the process
16 here.

17 Do I hear a motion.

18 ASSISTANT TREASURER COUMATOS:
19 I'll move.

20 VICE CHAIRMAN WARREN: I'll
21 second John Coumatos's motion.

22 CHAIRMAN KESSEL: John moves
23 it, Lewis Warren seconds it.

24 All those in favor, I will do
25 a roll call vote this time.

1
2 (Whereupon all members
3 responded in the affirmative.)

4 CHAIRMAN KESSEL: Okay. So
5 it unanimously passes and we thank
6 you, Dan and Debra and I think I
7 saw.

8 DR. ABIRI: Thank you.

9 MR. DEEGAN: Thank you very
10 much, everybody for this project.

11 CHAIRMAN KESSEL: We now have
12 minutes, we need to approve the
13 minutes from our May 7th meeting.

14 First do I hear a motion to
15 approve those minutes.

16 SECOND VICE CHAIRMAN SIMON:
17 I make a motion.

18 TREASURER FLORES: I second.

19 CHAIRMAN KESSEL: Amy Flores
20 seconds.

21 Any changes or additions to
22 those minutes.

23 (No response.)

24 CHAIRMAN KESSEL: Hearing
25 none, on a voice vote, all those in

1
2 favor of adopting the minutes
3 indicate by saying aye.

4 (Whereupon all members
5 responded in the affirmative.)

6 CHAIRMAN KESSEL: Any
7 opposed?

8 (No response.)

9 CHAIRMAN KESSEL: Any
10 abstentions?

11 (No response.)

12 CHAIRMAN KESSEL: Now we have
13 got Anne LaMorte, our Chief
14 Financial Officer with a report on
15 the IDA's finances.

16 MS. LaMORTE: Thank you,
17 Chairman Kessel.

18 As the month is not finished
19 for May yet we are going to defer
20 the May closing statement to our
21 next board meeting in June.

22 And then I can report that
23 there has been no substantial or
24 material changes or unexpected
25 expenses for the month since our

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last meeting.

That's about all, nothing exciting.

CHAIRMAN KESSEL: All right. Are there any questions by board members to Anne?

(No response.)

CHAIRMAN KESSEL: All right. Hearing none, is there any other business that any board member would like to bring up at this time?

(No response.)

CHAIRMAN KESSEL: Okay.

VICE CHAIRMAN WARREN:

Chairman, I just want to -- I have reflected on our conversations tonight and I just want to for the public record make a note that this Board cares deeply about labor, the building trades in Nassau County. We care deeply about the projects that we support, that, you know, we are in an emergency economic

1
2 situation just given this pandemic,
3 and to this that I want to -- I
4 know our staff is fabulous and they
5 talk to developers, they talk to
6 building owners, they talk to
7 businesses about our firm support
8 of our local Long Island labor and
9 this, you know, Nassau and Suffolk
10 County labor and the building
11 trades, and I want to underscore,
12 that we have to be even, you know,
13 continue to be relentless about
14 this topic in this pandemic so I
15 appreciate Anthony's, Chris's,
16 John's comments tonight around that
17 topic but I think we just have to
18 be as relentless as we can be as we
19 go forward with the projects that
20 we support with giving
21 opportunities to local Long Island,
22 Nassau and Suffolk labor and to the
23 trades.

24 So I just wanted to make that
25 point, Chairman Kessel.

1
2 CHAIRMAN KESSEL: Thank you,
3 Lewis, much appreciated.

4 Any other comments or
5 business from any of the board
6 members.

7 ASSISTANT TREASURER COUMATOS:
8 I guess I am going to speak again.

9 I just want to thank you guys
10 for helping the small businesses
11 out today. Listen, no project is
12 too small, no project is too big.

13 We are together in this.

14 Bi-partisan, this is a great group
15 of guys that we have, the workers
16 that work for us are great. We are
17 going to do a great job and we are
18 equal with everybody going forward
19 so let's start going and let's
20 build Nassau County up. I'm game,
21 small business is game, we just
22 need support and that's all we ask
23 and I thank you tonight. Thank
24 you.

25 CHAIRMAN KESSEL: Thank you,

1
2 John.

3 Anyone else on the board.

4 (No response.)

5 CHAIRMAN KESSEL: All right.

6 Hearing none, just to report that
7 our next board meeting, and it will
8 be obviously anticipated both a
9 LEAC and an IDA board meeting will
10 be on Thursday, June 25th starting
11 at 6:30 in the evening.

12 You know, I'm hopeful that we
13 can figure out a way to do that
14 board meeting in some form in
15 person. Obviously don't know where
16 we are all going to be four weeks
17 from tonight but I want to ask, you
18 know, Harry and our staff if we can
19 kind of start thinking creatively
20 about how we can accomplish that.
21 You know it's great that we can do
22 these Zoom virtual board meetings
23 but being together in person, there
24 is nothing better than that and so
25 we are going to try to work on

1
2 that.

3 And I do want to indicate
4 without getting into details, I am
5 expecting several major projects to
6 be dealt with at the June meeting
7 and we are going to have to be very
8 creative about how we move those
9 projects forward in the context of
10 the pandemic you know the need for
11 social distancing but also the need
12 to be transparent and to make sure
13 that the interested public has an
14 opportunity to participate so we
15 will get more details to you as we
16 approach the June meeting. I hope
17 that everyone who is listening, our
18 board, our staff stay healthy and
19 safe.

20 Do I hear a motion to
21 adjourn?

22 SECOND VICE CHAIRMAN SIMON:
23 Nobody wants to leave. I'll make a
24 motion.

25 TREASURER FLORES: I'll

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second the motion.

SECRETARY FUSCO: Second it.

CHAIRMAN KESSEL: Anthony
moves. Amy Flores second.

On a voice vote, all those in
favor?

(Whereupon all members
responded in the affirmative.

CHAIRMAN KESSEL: Okay we are
adjourned. Have a great evening
and I'll be in touch. Thank you,
everyone.

(Time noted: 8:18 P.M.)

C E R T I F I C A T E

STATE OF NEW YORK)

) ss.:

COUNTY OF NASSAU)

I, GAIL NEUFELD and DIANA MITCHELL, a Notary Public within and for the State of New York, do hereby certify:

That the public hearings hereinbefore set forth is a true record of the testimony given.

I further certify that we are not related to any of the parties to these proceedings by blood or marriage; and that I am in no way interested in the outcome of these matters.

IN WITNESS WHEREOF, I have hereunto set my hand this 28th day of May, 2019.

DIANA MITCHELL

GAIL NEUFELD

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