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NASSAU COUNTY LOCAL ECONOMIC  
ASSISTANCE CORPORATION  
and  
NASSAU COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY

Board of Directors Meeting

Thursday, September 17, 2020 - 6:30 p.m.

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(Remotely taken via Zoom)

September 17, 2020  
6:30 p.m.

LOCAL ECONOMIC ASSISTANCE CORPORATION

- Richard Kessel, Chairman
- Anthony Simon, 2nd Vice Chairman (Excused)
- Timothy Williams, Secretary
- Amy Flores, Treasurer
- John Coumatos, Assistant Treasurer
- Christopher Fusco, Assistant Secretary
- Lewis M. Warren, Vice Chairman
- Harry Coghlan, Chief Executive  
Officer/Executive Director
- Anne LaMorte, Chief Financial Officer
- Thomas D. Glascock, Agency Counsel
- Andrew Komaromi, Bond/Transaction Counsel

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INDUSTRIAL DEVELOPMENT AGENCY

- Richard Kessel, Chairman
- Anthony Simon, 2nd Vice Chairman (Excused)
- Timothy Williams, Secretary
- Amy Flores, Treasurer
- John Coumatos, Assistant Treasurer
- Christopher Fusco, Assistant Secretary
- Lewis M. Warren, Vice Chairman
- Harry Coghlan, Chief Executive  
Officer/Executive Director
- 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, Administrative Assistant
- Thomas D. Glascock, Agency Counsel
- Andrew Komaromi, Bond/Transaction Counsel

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CEO COGHLAN: Good evening.  
My name is Harry Coghlan and I am  
the Chief Financial Officer of both  
the Nassau County local Economic  
Assistance Corporation and the  
Nassau County Industrial  
Development Agency, on behalf of  
our Chairman, members of the board  
and staff, I welcome you to today's  
open meetings of the Board of  
Directors. Today is September 17,  
2020 and the time is now 6:30 P.M.

Given the ongoing COVID-19  
public health crisis and related  
Executive Orders issued by Governor  
Andrew Cuomo, this public meeting  
is being conducted using telephone  
conference and video conference.  
Participants have accessed this  
public meeting through a Zoom  
registration or by watching the  
livestream on our YouTube channel.

If you are participating via  
Zoom, the agency encourages all

1  
2 interested parties to participate,  
3 and as such has reserved certain  
4 points in today's meeting for  
5 public comment. If you choose to  
6 make a comment you will do so by  
7 selecting the "Raise Hand" icon on  
8 your device. Once you select the  
9 "Raise Hand" icon, you will have  
10 the opportunity to speak when your  
11 name is announced. When  
12 commenting, it is requested that  
13 remarks be limited to three minutes  
14 per speaker, and please start by  
15 stating your full name with  
16 spelling and address for the  
17 record.

18 Please note that this is a  
19 moderated meeting and at times you  
20 may hear us speaking directly to  
21 our moderator, Catherine Fee, Chief  
22 Marketing Officer and Director of  
23 Business Development for the  
24 Agency.

25 Please note that this hearing

1  
2 is being both livestreamed and  
3 recorded.

4 In addition, we have a  
5 stenographer present who will be  
6 transcribing the meetings so we can  
7 add the transcripts of these  
8 meetings to the public record.

9 Interested parties may also  
10 submit written comments which will  
11 be included within the public  
12 meeting records. Written comments  
13 may be sent to my attention, Harry  
14 Coghlan, Chief Executive Officer at  
15 One West Street, 4th Floor,  
16 Mineola, New York 11501, or via  
17 email at [info@NassauIDA.org](mailto:info@NassauIDA.org).

18 At this time I ask that all  
19 attendees please mute your  
20 microphones until such time you  
21 need to comment.

22 Mr. Chairman, I now turn to  
23 you to commence the meeting of the  
24 Local Economic Assistance  
25 Corporation.

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CHAIRMAN KESSEL: Thank you,  
Harry, and I appreciate that.

First let's do a board roll  
call again. Again, I always say  
this for the public. This is a  
roll call for our Local Economic  
Assistance Corporation which is the  
sister agency to the IDA.

The IDA meeting will follow  
this meeting probably in around 15  
or 20 minutes.

So I'll do a roll call:  
Richard Kessel, present.

Lewis Warren.

VICE CHAIRMAN WARREN:  
Present.

CHAIRMAN KESSEL: Good  
evening, Lewis.

VICE CHAIRMAN WARREN: Good  
evening, Richie.

CHAIRMAN KESSEL: Good to see  
you.

Anthony Simon I know is not  
going to be attending this evening.

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Tim Williams.

SECRETARY WILLIAMS: Present.

CHAIRMAN KESSEL: Tim, good  
to see you.

Chris Fusco.

ASSISTANT SECRETARY FUSCO:  
Present.

CHAIRMAN KESSEL: Good. Hi,  
Chris.

ASSISTANT SECRETARY FUSCO:  
Hi, Rich.

CHAIRMAN KESSEL: Amy Flores.

TREASURER FLORES: Present.

CHAIRMAN KESSEL: Hi, Amy. I  
think it looks like you, me and  
Harry are in the same place.

John Coumatos will join us  
soon, he will join us soon. So we  
do have a quorum for LEAC and I do  
want to indicate that we will do  
the pledge and several other things  
at the beginning of the IDA meeting  
which will follow this.

So we did the roll call.

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Our first item of business is a preliminary presentation and its a preliminary resolution for the Portledge School and I ask if the Portledge School and their reps are on the call, that they make a presentation.

I do want to point out to the public that we did have a meeting, I think it was a Zoom meeting, with the Portledge School recently so this is something that was presented to us, initially to myself and the staff.

For the public's benefit, I do want to indicate that this is a preliminary resolution and we will have a short presentation by the Portledge School, the board will then ask any questions and there will be a vote whether to move the project forward. There will then be in the future a public hearing and an approval vote by the board



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if in fact we vote to go forward to review this project.

With that, I'll hand it over to the Portledge team and Andrew, maybe you want to bring them in.

MR. KOMAROMI: Absolutely, Richie.

So this is in front of the board, is a preliminary resolution for ultimately what would be a bond issuance by LEAC for tax exempt and possibly taxable bonds for the Portledge School, and as you will hear in the presentation, the bonding would relate to certain new capital expenditures as well as some refunding of existing debt.

And I will hand it over to Dan Froehlich who is acting as the placement agent for the school for this project.

MR. FROEHLICH: Good evening, everybody. Thank you, Andrew and thank you to everybody on the LEAC

1  
2 board. I appreciate the  
3 opportunity to present tonight.

4 There are representatives  
5 from the school as well on the call  
6 and they will be doing a brief  
7 presentation as well so I'll  
8 quickly work through the plan of  
9 finance and then I'll turn it over  
10 to the school to talk about the  
11 project.

12 As Andrew referenced, we are  
13 hoping to proceed with a tax exempt  
14 issuance through LEAC. The purpose  
15 would be to refinance an existing  
16 taxable loan which was used for  
17 capital projects on the campus and  
18 that is in the amount of about four  
19 and a half million dollars.

20 And the second use of the new  
21 financing would be to finance an  
22 athletic and wellness center on the  
23 campus. The representatives from  
24 the school will direct you to the  
25 map that you see on the screen and

1  
2 describe the project in more  
3 detail, but that cost is in the  
4 range of \$6 million.

5 The total request is for  
6 \$11 million and the difference  
7 would be for costs of issuance and  
8 other related costs.

9 So at this time we have a  
10 letter of intent from First  
11 National Bank of Long Island for  
12 \$11 million that the school and I  
13 have negotiated and we will be  
14 working with them and their counsel  
15 along with Andrew and the  
16 corporation to create documents for  
17 this transaction.

18 The refinancing is primarily  
19 motivated by achieving debt service  
20 savings which will help the school  
21 with its operating budget in the  
22 coming years. Essentially interest  
23 rates are quite low at this time  
24 and the school wants to take  
25 advantage of that.

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The new money component of course will fund construction of the athletic and wellness center and again, that's in the range of about \$6 million.

Our hope would be to have documents prepared and to close on this financing later in the fall; late October or in early November would be ideal, but of course we'll work with Andrew and the corporation on the exact timing.

So with that, Andrew, I would like to turn it over to the head of school to talk more about the project.

MR. KOMAROMI: Great. Thanks very much.

MS. MARGOLIN: So this is Betty Margolin, the CFO. Can you all hear me?

MR. O'DONOHUE: Yes.

MS. MARGOLIN: Okay. Fabulous. Thank you. I don't know

1  
2 if Mr. Simon Owens Williams is able  
3 to join us, he had intended to do  
4 so but it's a very busy time with  
5 the reopening of schools so I would  
6 not be surprised if he  
7 unfortunately got called away. So  
8 myself and Michael O'Donohue are  
9 available.

10 Mike is our project manager  
11 on this so he will help answer any  
12 questions if there are about the  
13 building. I can direct you to the  
14 map as was suggested.

15 So what you see on the screen  
16 is a map of the Portledge School.  
17 The land was deeded in 1960,  
18 approximately, for the sole purpose  
19 of a small, independent school  
20 which Portledge is and continues to  
21 be.

22 The new athletic and wellness  
23 center is that rectangle in the  
24 middle, essentially about the upper  
25 half of the page in the middle of

1  
2 the page on the vertical access, it  
3 says "NAWC." And this facility  
4 will allow us to provide more  
5 services to the students and to the  
6 community broadly with regard to  
7 athletics and wellness.

8 So we certainly do currently  
9 have a gymnasium but the new  
10 athletic and wellness center will  
11 have more offerings along the lines  
12 of yoga, studio and other sorts of  
13 wellness that the community and the  
14 students may be seeking in addition  
15 to sports.

16 What else can I answer for  
17 all of you in terms of the project?

18 CHAIRMAN KESSEL: Well are  
19 there any -- maybe you should just  
20 spend a couple minutes describing  
21 the school; what it does, then I'll  
22 ask any of the board members if  
23 they have any questions.

24 MS. MARGOLIN: Sure,  
25 absolutely, I'd love to. Thank you

1  
2 so much.

3 So as mentioned, deeded to be  
4 a small independent school which we  
5 are in Locust Valley in Nassau  
6 County and we have about 500 or so  
7 students on campus. Currently, of  
8 course, it's half as many at a time  
9 due to COVID-19. We are mostly on  
10 an A or B schedule where the  
11 students alternate, but we were  
12 thrilled to be able to open our  
13 doors in line with Governor Cuomo's  
14 policies.

15 The school services children  
16 from pre-nursery all the way  
17 through 12th grade. It is a  
18 college preparatory academy. We  
19 service 504 students, IEP students.  
20 We also have an International  
21 Baccalaureate program so, you know,  
22 I am really proud of the culture  
23 and the community at the school  
24 because we are able to provide a  
25 broad range of services and you

1  
2 know, the balance, right, with the  
3 other schools who are specialized  
4 and we are able to provide a broad  
5 range of services.

6 Let's see. I'll stop there.  
7 Again, I don't want to over talk  
8 it, right, and I don't know where  
9 your questions want to go, so thank  
10 you.

11 VICE CHAIRMAN WARREN: Betty,  
12 it's Lewis Warren.

13 How are you? We haven't met  
14 but you work with my wife.

15 In the spirit of full  
16 disclosure, my wife, Lisa Warren --

17 MS. MARGOLIN: Yes, I do.

18 VICE CHAIRMAN WARREN: -- is  
19 on the board of Portledge and  
20 involved in your project.

21 I also want to ask you to  
22 just spend a moment, because there  
23 is a safety aspect with your road  
24 project embedded in this athletic  
25 wellness center.



1  
2           Would you like to just spend  
3 a minute to just comment on that  
4 safety for the kids, teachers,  
5 et cetera, aspect of the project.

6           MS. MARGOLIN: Yes. Thank  
7 you for bringing it up because it's  
8 a significant consideration. We  
9 care very much about the road.

10           I do want to clarify for the  
11 board, Warren, that the financing  
12 is not intended to support the  
13 road. The financing is, as Dan  
14 described those three tranches, the  
15 middle one of which is the new  
16 athletic and wellness center.

17           This project is going forward  
18 contemporaneously with the road and  
19 the road solving certain safety  
20 issues with regard to pickup and  
21 drop-off and traffic flow on  
22 campus. The different ages are in  
23 different divisions so the lower  
24 school, the middle school and the  
25 upper school and they each have

1  
2 their own building and parents, if  
3 they have several children to pick  
4 up in the different divisions, all  
5 of them at, you know, 3:00 P.M. or  
6 what it might be, you can imagine  
7 that there is traffic flow  
8 considerations. So we do have a  
9 number of security guards on campus  
10 that help us monitor this but --  
11 but building a very well  
12 thought-out road without destroying  
13 the beauty of the campus because,  
14 again, with the deed and the land  
15 and the independent private school,  
16 that is part of the attraction,  
17 it's a very tranquil spot.

18 You know, I mentioned the  
19 broad range of students that attend  
20 Portledge, you can imagine maybe a  
21 student that has anxiety might be  
22 very comfortable at Portledge, it's  
23 very tranquil. So the road, as you  
24 can see, goes around the property,  
25 doesn't hinder the beauty and

1  
2 provides a lot of safety spots for  
3 drop-off and pick up.

4 VICE CHAIRMAN WARREN: Thank  
5 you, Betty. And thanks for  
6 clarifying that the road project  
7 the financing for that is not  
8 included in this bond project here.  
9 The three tranches here.

10 MS. MARGOLIN: That's  
11 correct, and we are building the  
12 building in mind with the safety of  
13 the road so, you know, one will not  
14 step on the toes of the other,  
15 shall we say.

16 VICE CHAIRMAN WARREN: Yes.  
17 Thank you.

18 CHAIRMAN KESSEL: Are there  
19 other questions or comments by the  
20 other board members or staff?

21 ASSISTANT SECRETARY FUSCO:  
22 Yes, Chairman, Chris Fusco, I have  
23 a question.

24 CHAIRMAN KESSEL: Yes, Chris?

25 ASSISTANT SECRETARY FUSCO:

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What are the hard construction costs of the project?

MS. MARGOLIN: So in the application that we posted, we quoted approximately 7 million, about, I think, so I'd like Michael O'Donohue to help me out here, but I believe about half of which is equipment and half of which is workers and of course we will abide by the wage rules of Nassau County, right, we have already talked to the attorneys about that, that's fine.

Do You have other questions besides how I answered? Because like I said, Mike is on the phone and he can help with the details as our project manager.

ASSISTANT SECRETARY FUSCO:  
Yes, I do have a few more questions.

MS. MARGOLIN: Sure.

ASSISTANT SECRETARY FUSCO:

1  
2 Is there a general contractor or a  
3 construction manager in place yet?

4 MR. O'DONOHUE: Mr. Fusco and  
5 board members, this is Michael  
6 O'Donohue.

7 I am a long-term educator and  
8 administrator in this nonprofit  
9 world. On behalf of Portledge, I  
10 do thank you for the consideration.

11 Mr. Fusco, specifically, no,  
12 we expect that the project will be  
13 about 22,000 square feet. We are  
14 figuring that it's between \$325 to  
15 \$350 a square foot, but until  
16 the -- until the building is  
17 designed in detail and we secure  
18 financing, we don't know the exact  
19 cost, as you can imagine. We have  
20 not sent it out to bid yet and  
21 won't until financing is secured  
22 and the building is designed.

23 ASSISTANT SECRETARY FUSCO:  
24 Okay. Thank you.

25 MR. KOMAROMI: Chris, this is

1  
2 Andrew.

3 We made the applicant aware  
4 of LEAC's prevailing wage policy  
5 and we provided the policy for  
6 their review.

7 ASSISTANT SECRETARY FUSCO:  
8 Thank you, Andrew.

9 CHAIRMAN KESSEL: Just to  
10 indicate that it's a desire of the  
11 LEAC board as well as the IDA board  
12 to make sure that the building  
13 trades and the other unions are  
14 included in the bidding process,  
15 and we urge you to reach out to  
16 them as soon as you're ready to  
17 do -- put out the project for bids  
18 so that they can participate in the  
19 process. That is something that I  
20 think is very important to the LEAC  
21 board.

22 MR. O'DONOHUE: We will be  
23 happy to do that.

24 Just on a personal note, my  
25 Uncle, John Sweeney was the head of

1  
2 the AFLCIO for a very long time and  
3 he taught us, he taught us well,  
4 that the function and the service  
5 created by the unions over the  
6 course of history have had a  
7 tremendously beneficial effect on  
8 New York City, Nassau County so we  
9 certainly are going to do that. We  
10 are going to send this out to bid  
11 as a union job and as a nonunion  
12 job, we'll see how it comes in.

13 ASSISTANT SECRETARY FUSCO:

14 Great. Thank you.

15 MR. O'DONOHUE: Thank you.

16 CHAIRMAN KESSEL: Are there  
17 any other board members who have  
18 any questions or comments?

19 VICE CHAIRMAN WARREN: I just  
20 wanted to comment that I know the  
21 school well, our son went to the  
22 school for two years, it's a  
23 fantastic school. It takes kids  
24 from as far away as Queens all the  
25 way into Suffolk County, really a

1  
2 special place. And I know this has  
3 been, the entire project, just as a  
4 comment or two, it has been  
5 something that's included in the  
6 school's master strategic plan over  
7 the last four or five years. I  
8 think one of the drivers originally  
9 is to have a better wellness or  
10 athletic facility but also for the  
11 comments that Betty made about the  
12 safety of the school and traffic  
13 flow as well.

14 So I also wanted to say that  
15 Michael, I honor you for your  
16 uncle's service as running the  
17 AFLCIO, so good for you because  
18 this board, both this board as  
19 Chairman Kessel said and the IDA  
20 board, we take our responsibilities  
21 to the citizens and taxpayers of  
22 Nassau County very, very seriously  
23 and we absolutely try to engage  
24 building trades and the unions as  
25 much as we can throughout the



1  
2 county and it's something that  
3 we're focused on, certainly during  
4 my tenure, so thank you, sir.

5 MR. O'DONOHUE: Sure.

6 CHAIRMAN KESSEL: Thank you,  
7 Lewis.

8 Anyone else on the board.

9 (No response.)

10 CHAIRMAN KESSEL: Hearing  
11 none, is there anyone from the  
12 public that wishes to comment on  
13 this?

14 MS. FEE: Chairman, there is  
15 no one in the queue.

16 CHAIRMAN KESSEL: There is no  
17 one in the queue? Okay. Thank  
18 you.

19 So we have before us a  
20 preliminary resolution for the  
21 Portledge School and its  
22 application.

23 Hearing no further comments,  
24 do I hear a motion to adopt the  
25 preliminary resolution.

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ASSISTANT SECRETARY FUSCO:

I'll make the motion, Mr. Chairman,  
Chris Fusco.

CHAIRMAN KESSEL: All right.

Chris Fusco moves it.

Is there a second.

SECRETARY WILLIAMS: Tim

Williams.

CHAIRMAN KESSEL: Tim

Williams seconds it.

Just to indicate before the  
vote that I know that you're doing  
business with a First National Bank  
of Long Island, they are a bank  
that I use personally. Obviously  
has nothing to do with Portledge  
School, I have nothing to do with  
them other than as a customer, I  
just want to put that on the  
record.

So I will now take a vote:

Tim Williams.

SECRETARY WILLIAMS: Yes.

CHAIRMAN KESSEL: Richard

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Kessel votes yes.

Lewis Warren.

VICE CHAIRMAN WARREN:

Chairman Kessel, a point of governance here, my wife is on the board of Portledge. I am supportive, I have been supportive for these LEAC projects for nonprofit schools to improve their building and plant like the Viscardi School, so I have been super supportive. So I will take your guidance here whether I should recuse myself. But as a point of governance, I did want to disclose that my wife, Lisa Warren, is involved in the project, super interested as a former Portledge parent and just has been a labor of love to try to take this project with Michael and Betty and the entire team, Simon Owens Williams, the entire team, to the next step. So I am supportive but I just want

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to get your guidance whether I  
should recuse or not.

CHAIRMAN KESSEL: Let me ask  
Andrew and/or Tom Glascock.

MR. GLASCOCK: I don't think  
there is a need for member Warren  
to recuse himself, Director Warren  
to recuse himself or abstain. He  
has made notice of his past  
relationship with the school, I  
think that suffices for disclosure  
purposes and allows him to now vote  
on the project.

VICE CHAIRMAN WARREN: Thank  
you, Tom.

With that I vote "yea."

Thank you.

CHAIRMAN KESSEL: Thank you,  
Lewis.

Chris Fusco.

ASSISTANT SECRETARY FUSCO:  
Yes.

CHAIRMAN KESSEL: Amy Flores?

TREASURER FLORES: Yes.

1  
2 CHAIRMAN KESSEL: Okay.

3 Thank you.

4 The resolution carries.

5 Thank you to the Portledge  
6 School team for your presentation.  
7 We look forward to working with you  
8 as we move forward.

9 As I indicated, at some point  
10 in the future there will be a  
11 public hearing by LEAC as well as a  
12 final vote following that hearing  
13 sometime in the next few months.

14 Thank you to the Portledge  
15 School team.

16 MR. O'DONOHUE: And our  
17 thanks to all of you for your  
18 service.

19 So long.

20 MS. MARGOLIN: Thank you.

21 CHAIRMAN KESSEL: Thank you.

22 With that, the other  
23 business, well, we have got the  
24 minutes from our July 9th meeting  
25 of LEAC.

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First of all, do I hear a motion to adopt.

SECRETARY WILLIAMS: Make the motion, Tim Williams.

CHAIRMAN KESSEL: Tim Williams.

I'll second it, Tim.

Are there any changes to the minutes, comments, omissions or additions.

(No response.)

CHAIRMAN KESSEL: Hearing none, I think we can do a voice vote: All those in favor indicate by saying aye.

Aye.

SECRETARY WILLIAMS: Aye.

TREASURER FLORES: Aye.

ASSISTANT SECRETARY FUSCO: Aye.

VICE CHAIRMAN WARREN: Aye.

CHAIRMAN KESSEL: Are there any opposed?

(No response.)

1  
2 CHAIRMAN KESSEL: Are there  
3 any abstentions?

4 (No response.)

5 CHAIRMAN KESSEL: Okay. The  
6 minutes carry.

7 Anne LaMorte --

8 CEO COGHLAN: Mr. Chairman --

9 CHAIRMAN KESSEL: -- please,  
10 the financial report for LEAC.

11 CEO COGHLAN: Mr. Chairman,  
12 before we go into the CFO report, I  
13 would like, as a matter of  
14 business, just to remind the board  
15 members of an update on two LEAC  
16 programs, if I may.

17 CHAIRMAN KESSEL: Okay.

18 CEO COGHLAN: They are the  
19 two COVID-19 business recovery  
20 programs that we have had. I think  
21 it's more fitting that I give the  
22 update in the LEAC meeting.

23 The first, of course, is the  
24 PPE give-aways. We have now  
25 sourced all secured kits, many are

1  
2 waiting in a warehouse, and we are  
3 having our next distribution on  
4 Friday, next Friday, the 25th from  
5 10:00 A.M. to 3:00 P.M. at Baldwin  
6 Park, working in partnership with  
7 the Town of Hempstead who has been  
8 a great partner.

9 And I also wanted to thank  
10 Member Flores along with the other  
11 Community Affairs teams as well as  
12 our Office of Economic Development,  
13 for the volunteers that they  
14 provide. It's critical to the  
15 success of the initiative through  
16 team effort and every board member  
17 will be joining us on the 25th if  
18 you have an interest in coming by  
19 and saying hello.

20 The second I would note is  
21 the BOOST Nassau New York forward  
22 loan program. Right immediately  
23 preceding the meeting I received an  
24 update on it and it's been very  
25 well, I guess, applied for or very



1  
2 well received to date. We received  
3 222 applications totaling \$15.5  
4 million in loans.

5 As a reminder, LEAC  
6 contributed \$250,000 in partnership  
7 with the county, the Office of  
8 Community Development who also put  
9 in \$250,000, which at a 2020  
10 leverage provided for \$10 million  
11 in loans. So at this point I am  
12 hearing we are oversubscribed;  
13 however after reviewing  
14 applications it's deemed that  
15 because many have already received  
16 PPE, they are not eligible and that  
17 brings us just back down below the  
18 \$10 million number, ten loans have  
19 been closed and funded totaling  
20 just over \$500,000. Nine of those  
21 were through MWBEs so I think that  
22 we could be proud of the success of  
23 this program. I want to thank our  
24 partners in both the county and NDC  
25 for what, again, is just another

1  
2 great team effort in support of our  
3 business community.

4 CHAIRMAN KESSEL: Thank you,  
5 Harry, and I want to thank you and  
6 the staff and of course County  
7 Executive Laura Curran and Evlyn  
8 Tsimis who was very helpful in  
9 putting these programs together,  
10 and of course Don Clavin and his  
11 team in the Town of Hempstead on  
12 the PPE kits. We've got many more  
13 to give out and we are working with  
14 the town and I know Harry, you and  
15 Catherine and our team have done a  
16 great job physically, emotionally,  
17 we all appreciate it and I know  
18 that I'm hearing from a lot of  
19 businesses how effective the PPE  
20 program is, so great job by the  
21 entire team. Thank you.

22 Anne, sorry, you can now give  
23 the financial report for LEAC.

24 MS. LaMORTE: Okay. Thank  
25 you, Chairman Kessel.

1  
2                   Good evening, board members.

3           If I may direct you to the dropbox  
4           to the CFO report, 8/31/20. Our  
5           last month, July, I did not give a  
6           report but the CEO touched base on  
7           it. We did close on a project. I  
8           can see by the large number there  
9           we also received the funds from the  
10          Town of Hempstead, the expenses we  
11          contributed to the loan program and  
12          we paid for all the PPE kits for  
13          the Town of Hempstead.

14                 If we move over to August, we  
15          have no revenues but we are  
16          anticipating one more closing and  
17          that should bring us up to just  
18          about our cash position that we  
19          started with in January.

20                 Expenses, we have the  
21          business development expenses that  
22          consists of production and radio  
23          advertising for the loan program  
24          and the PPE program.

25                 We also have an expense in

1  
2 there for transportation and  
3 expediting on the PPE program.

4 The Cash position is down  
5 below and that's about it.

6 Does anyone have any  
7 questions?

8 CHAIRMAN KESSEL: Thank you,  
9 Anne, we appreciate it, and just to  
10 indicate that there are several  
11 other LEAC projects that are in the  
12 pipeline, obviously, including  
13 Portledge and hope anticipating  
14 them closing before the end of the  
15 year. We'll keep the board posted  
16 on that as well.

17 Is there any other business  
18 before the LEAC board before I take  
19 a motion to adjourn the LEAC board  
20 meeting? Hearing none, do I hear a  
21 motion to adjourn the LEAC board  
22 meeting?

23 MEMBER WARREN: I'll make the  
24 motion, Chairman Kessel, Lewis  
25 Warren.

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CHAIRMAN KESSEL: Lewis  
Warren.

Is there a second?

MEMBER WILLIAMS: Tim  
Williams.

CHAIRMAN KESSEL: Tim  
Williams, thank you.

Voice vote, all those in  
favor -- in favor of adjourning the  
LEAC board meeting indicate by  
saying Aye.

(Simultaneous speakers  
saying, "Aye.")

CHAIRMAN KESSEL: Any  
opposed? Any abstentions? The  
LEAC board meeting is adjourned.

We're now going to go into  
the IDA meeting. Can we go right  
in or do we need to wait?

MS. FEE: You can go right  
in, Chairman.

CHAIRMAN KESSEL: Okay, so  
we're now into the LEAC board  
meeting. Again, just to clarify, I

1  
2 know some people are confused if  
3 you are tuning in or just tuned  
4 into the IDA board meeting, this is  
5 now the official meeting of the IDA  
6 board. I will first take a  
7 rollcall.

8 Richard Kessel, I'm here.

9 Lewis Warren?

10 MEMBER WARREN: Here.

11 CHAIRMAN KESSEL: Anthony  
12 Simon will not be present this  
13 evening.

14 Tim Williams?

15 MEMBER WILLIAMS: Present.

16 CHAIRMAN KESSEL: Thank you.

17 Chris Fusco?

18 MEMBER FUSCO: Present.

19 CHAIRMAN KESSEL: Amy Flores?

20 MEMBER FLORES: Present.

21 CHAIRMAN KESSEL: John  
22 Coumatos? All right, he's not  
23 joined us yet. I do expect him to  
24 join us very soon.

25 First I'd like to do the

1  
2 Pledge of Allegiance led by Amy  
3 Flores. Amy, please. Everyone can  
4 stand --

5 MEMBER FLORES: Surely.

6 CHAIRMAN KESSEL: -- and do  
7 that.

8 (Pledge of Allegiance  
9 recited.)

10 CHAIRMAN KESSEL: Thank you.

11 Over the last few months we  
12 have done a moment of silence for  
13 all of the victims and their  
14 families and friends who have  
15 passed away due to COVID-19. In  
16 addition to that, in the last few  
17 months, obviously, we've had a  
18 number of other tragedies including  
19 a number of people who passed away  
20 as a result of the fires in  
21 California, Oregon and several  
22 other western states. There also  
23 have been several other deaths  
24 caused by what I would categorize  
25 as some racial injustice incidents,

1  
2 and finally, one of our great  
3 staffers who has been with us for  
4 many years, Colleen Pereira, lost  
5 her mother yesterday. Colleen is a  
6 valued member of the team, and I  
7 did speak to her and sent  
8 condolences on behalf of the board  
9 and the staff, and so for those,  
10 Colleen's mom and all of the others  
11 pre-listed, I'd like to ask for a  
12 moment of silence. Thank you.

13 (Moment of silence.)

14 CHAIRMAN KESSEL: Thank you,  
15 everyone, I do appreciate that. I  
16 -- I have a very brief chair  
17 report. I have some comments on a  
18 couple of items on the agenda and  
19 I'll save that for when those items  
20 come up.

21 You know, I do want to  
22 indicate that despite the impact  
23 of COVID on almost everything we  
24 do, and the "we" is plural and  
25 collective, the IDA has been very



1  
2 active and involved not only in the  
3 programs that Harry listed through  
4 LEAC, the PPE giveaway, the loan  
5 program, but we have tried our --  
6 to continue operations in terms of  
7 larger projects. And so, you know,  
8 as an example, at our last meeting,  
9 which was a special meeting, we  
10 approved the Long Beach Superblock  
11 Project which was, obviously,  
12 something that was in the offering  
13 for almost four decades, and we  
14 have a number of very important  
15 projects to approve tonight  
16 including a new TV/movie production  
17 studio in Port Washington, Port  
18 Washington North, and we have a  
19 number of other projects that are  
20 coming before us, and I just think  
21 it's important. Interesting, I  
22 think Victor Ocasio from Newsday  
23 probably is listening but he -- he  
24 asked me the other day, you know,  
25 and it was a great question. What

1  
2 is -- what is, you know, "What is  
3 the status of the IDA during all of  
4 this?" And, you know, I indicated  
5 to him and then I thought a lot  
6 about it that -- and Harry  
7 mentioned this to me as well, that  
8 we're humming, we're keeping moving  
9 forward, and that is critically  
10 important in the current  
11 environment.

12 We -- we are tasked with  
13 helping development, job growth,  
14 job retention, expansion, bringing  
15 new business to the county, and  
16 while this is a very difficult  
17 economy right now, I think that the  
18 Nassau IDA has really shown through  
19 and that couldn't have been done  
20 without the efforts of this board,  
21 our staff and our team and, you  
22 know, some of the consultants that  
23 work with us on this. So I think  
24 it's important to note that despite  
25 the economic downturn and, you

1  
2 know, some of the challenges that  
3 everyone is facing, the IDA  
4 continues to operate. And I just  
5 want to encourage the business and  
6 development community to continue  
7 to come to us for help, to --  
8 especially to create new projects  
9 particularly in the area of housing  
10 and office buildings.

11 I -- I do believe that there  
12 is a great opportunity here for  
13 Nassau County to enhance our tax  
14 base, help stabilize it through  
15 attracting new businesses and that  
16 requires office space and housing,  
17 especially transit-oriented  
18 development housing, and we are  
19 constantly looking at ways to  
20 enhance that, and, you know, I did  
21 hear from someone from a large  
22 corporation who may be interested  
23 in opening up a major office here  
24 in Nassau County, and one of the  
25 things that he told me was that the

1  
2 Long Beach project, which he read  
3 about, is a very important type of  
4 project to employees that he might  
5 have here on Long Island in terms  
6 of where they would ultimately  
7 live. He actually asked me about  
8 the timing of the project and when  
9 the units might be available.

10 And then, you know, you --  
11 you go on Second Avenue in Mineola  
12 and you see the project that the  
13 Lalezarians are building and almost  
14 finished, and Harry and I and staff  
15 had an opportunity to visit there  
16 many months ago, you go by there  
17 now and it's almost done. It's  
18 beautiful. It's right at the  
19 Mineola train station, you can  
20 literally walk out the back onto  
21 the Long Island Rail Road platform,  
22 and so I think that, you know, it's  
23 important that we continue to focus  
24 on attracting businesses to come to  
25 Nassau County, to locate here, and

1  
2 there are a number of them that are  
3 interested.

4 And I think, again, we're not  
5 trying to poach any businesses from  
6 the city, but some of the city  
7 businesses may be interested in  
8 opening up satellite offices here.

9 A lot of their employees are  
10 working out here or want to work  
11 out here, and I think Nassau County  
12 is a great place. I think Laura  
13 Curran, our county executive,  
14 always used to say and continues to  
15 say, "It's a great place to live,  
16 work and play," and over the coming  
17 months we are going to develop a  
18 strategy and a campaign to try and  
19 attract new business.

20 I think Harry and Catherine  
21 took the lead on the magazine that  
22 we're going to be in, the insert  
23 that we're putting, and I think we  
24 can build on that. And I want to  
25 urge members of our board to work

1  
2 with us to come up with ideas, if  
3 there are companies that you think  
4 might be interested in coming to  
5 Nassau, opening up something new in  
6 Nassau, opening up a satellite  
7 office, now is the time. And I  
8 think over the next few years we  
9 have some great opportunities here.  
10 So I think that is going to be a  
11 major initiative and strategy that  
12 we're all going to seek as we move  
13 forward. I know that we are  
14 working with the other IDAs and the  
15 county executives and Discover Long  
16 Island to do that, and I think it's  
17 an effort that we should  
18 aggressively move on over the next  
19 few months as we go forward.

20 So I just wanted to indicate  
21 that to the board, as we go forward  
22 I think there are a lot of  
23 opportunities. I also want to  
24 indicate that there are several  
25 major corporations and/or projects

1  
2 that have come to me over the last  
3 week or two inquiring about the IDA  
4 and their interest in our services.  
5 I don't want to name them, I think  
6 that would be inappropriate. You  
7 would know the names of these  
8 companies. I have agreed to follow  
9 up with them over the next few  
10 weeks and then have our staff and  
11 board follow up with them, and I  
12 will keep the board posted as we go  
13 forward. I expect one or more of  
14 them to come to the IDA potentially  
15 as soon as next month. So it's  
16 something to really focus on  
17 because we're going to need to  
18 stabilize our tax base and help  
19 some of these small businesses.

20 You know, no matter how much  
21 the IDA does, and we do a lot,  
22 taxes are still very high out here.  
23 I think the county is making a  
24 great effort under the leadership  
25 of the County Executive Laura

1  
2 Curran to try and stabilize taxes.  
3 She had just issued a budget this  
4 week that does not increase  
5 property taxes. The new  
6 reassessment program hopefully will  
7 take hold and stabilize things. So  
8 I think we all have a role to play,  
9 and I think we can play that role  
10 carefully.

11 I'm always reminded that the  
12 IDA has some great power and we  
13 want to be very conservative in  
14 what we do and careful in what we  
15 do, and I want to thank all of the  
16 board members for their guidance  
17 and input on this. It's just so  
18 critically important.

19 Thank you very much, and with  
20 that, I'll turn it over to our CEO,  
21 Harry Coghlan, for the CE -- for  
22 the CEO report. Thank you.

23 CEO COGHLAN: Thank you,  
24 Mr. Chairman, and thank you on  
25 behalf of the staff for those kind



1  
2 words and the recognition. I knew  
3 our staff was focused and  
4 hardworking, I didn't think they  
5 could work any harder but the last  
6 six months they truly have risen to  
7 the challenge of COVID-19 and they  
8 are just a fantastic staff and I  
9 appreciate the kind words.

10 Now, I just want to start off  
11 with a quick staff rollcall. I  
12 have with me tonight our Chief  
13 Operating Officer, Danielle  
14 Oglesby; our Chief Marketing  
15 Officer, Catherine Fee; our Chief  
16 Financial Officer, Anne LaMorte;  
17 our Compliance Associate, Carlene  
18 Wynter; our Administrative  
19 Associate, Nicole Gil with our  
20 Administrative Director Colleen  
21 Pereira being absent this evening.

22 Members of the board, you  
23 will find my update in the IBO  
24 directory of the drop box over on  
25 the chief CEO report. It's a very

1  
2 brief update. I want to just start  
3 to show you the closing activity  
4 since the last meeting on October  
5 3 -- August 31st, excuse me, we  
6 closed the DBD Realty, One Old  
7 Country Road transaction, and with  
8 two weeks left in Q3 we do have a  
9 couple, although we're not set on a  
10 date, that are slated to close,  
11 1-800-Flowers, Home Depot and  
12 Cliffco, so it's good to see the  
13 closing activity.

14 Tomorrow morning I am meeting  
15 with counsel and the chairman to go  
16 over our status on all open  
17 projects with the hopes that we're  
18 going to see good activity in Q4  
19 which will be critical when we hear  
20 from our CFO, we will have the  
21 closing activity from the revenue  
22 perspective. I have every  
23 confidence we're going to see more  
24 activity in the Q4 than we have  
25 seen all year.

1  
2 We've had a number of  
3 meetings. As the chairman said,  
4 there's a lot of informal outreach  
5 to the agency, but business  
6 development update there about the  
7 formal meetings that we've had in  
8 the last few weeks. Also within  
9 your drop box folder, the chairman  
10 mentioned the mantra of live, work,  
11 play. He mentioned the Site  
12 Selector ad, this was funding that  
13 was approved to the agency in the  
14 last board meeting. I just want to  
15 see a finished product, so the  
16 advertisement is in that same  
17 folder, and the Site Selector  
18 Magazine is slated to come out  
19 probably within the next days or  
20 weeks, and when we have that, we  
21 will circulate it.

22 I do want to call out that  
23 one of our IDA colleagues here in  
24 the region, Bill Mannix, the  
25 executive director for the Town of

1  
2 Islip has retired. Bill was one of  
3 those folks when I came into this  
4 great community, he sort of  
5 mentored me a bit, he taught me the  
6 IDA world, he's a true gentleman  
7 and a true professional, we wish  
8 him well in his retirement. That  
9 also created an opportunity that  
10 the New York State Economic  
11 Development Council which asked the  
12 chairman and I, asked us if we  
13 would -- would be willing to take a  
14 board position to replace Mr.  
15 Mannix which we have done, and this  
16 agency was appointed to the board  
17 of the EDC on August 31st, so we're  
18 really looking forward to working  
19 with that great team over there.  
20 They did what we accomplished this  
21 year, although albeit virtually,  
22 but the program is very strong, and  
23 that was held on September 1st and  
24 2nd for those of us who attended.

25 So, Mr. Chairman, members of

1  
2 the board, that is my update. I  
3 will take any questions if there  
4 are any.

5 And just as a reminder,  
6 Mr. Chairman, as we go into the  
7 public comment period we do have a  
8 guest speaker today. We have with  
9 us Debra Markowitz who is the  
10 director of Nassau County Film  
11 Office, so whenever you're ready  
12 you can tell her she's ready to go.

13 CHAIRMAN KESSEL: Okay, why  
14 don't we ask Debra if she would  
15 like to address the board briefly.  
16 We obviously have a major studio  
17 project on the agenda for final  
18 approval later in the meeting, but,  
19 Debra, and she's done a great job,  
20 I think maybe now is the time for  
21 you to give a presentation, and  
22 then we'll see if anyone in the  
23 public would like to speak to the  
24 board.

25 MS. MARKOWITZ: Thank you,

1  
2           Richie, happy to be here today. So  
3           I run the Nassau County Film  
4           Office, so this studio, of course,  
5           is of particular interest to what I  
6           do. Just to give you an update of  
7           what's been going on, of course,  
8           it's been a very dry four and five  
9           months while the industry decided  
10          how it was going to deal with  
11          COVID, but now we're sort of back  
12          in full force. We have two major  
13          New York State approved soundstages  
14          out here which are Grumman Stages  
15          as well as Gold Coast Studios and  
16          they are both packed, and I've been  
17          getting calls from people who  
18          cannot get into either studio  
19          because there's just not the room,  
20          so we've been finding other  
21          buildings for them to be able to  
22          film at and other locations.

23                        This new studio, when it  
24                        happens in Port Washington, would  
25                        be a great boon to us because it's

1  
2 in the studio zone. We do need  
3 more space closer to the city, the  
4 more likely it's going to fill. We  
5 feel that there was always a sense  
6 of aquaphobia, that the studios in  
7 the city would have to fill up  
8 before they would come back here.  
9 Well, they are filled up because  
10 we're filled up out here as well.

11 I can tell you that things  
12 that are going on now, we have a  
13 couple of Apple programs, they  
14 don't really want their name to be  
15 told, a few Apple programs out here  
16 at the studios. We have just  
17 recently filmed on location in  
18 Nassau County not necessarily at  
19 the studios but NBC's The Good  
20 Fight, White House Plumbers, The  
21 Rev, Newark, The Marvelous  
22 Mrs. Maisel, FBI and currently we  
23 had Dickinson, which has been at  
24 Old Bethpage. We are still working  
25 also with The Guilded Age. Things

1  
2 that have been scouting out here  
3 include shows like Manifest,  
4 Halston, The Politician, Ray James.  
5 It's just been busy. Blue Bloods  
6 just -- just recently called and  
7 they're going to start filming  
8 soon, and they come out here a lot  
9 so it was good to hear that they're  
10 ready to start.

11 Everything is very different.  
12 I was speaking to a couple of  
13 friends from Blue Bloods which  
14 means being tested every single  
15 week, some crew members working  
16 different jobs so within a couple  
17 of days are tested a couple of  
18 times a day because they want to be  
19 that careful. They don't want to  
20 start something and then have to  
21 close down.

22 But we have a lot of  
23 locations out here that people are  
24 interested in, and if they film at  
25 the studios they're also going to



1  
2 film at our location, so that's  
3 another reason why we want them out  
4 here.

5 It's very cyclical.

6 Sometimes they're looking for the  
7 Gold Coast Mansion, sometimes it's  
8 Sands Point Preserve, sometimes  
9 it's Old Bethpage Village. Right  
10 now it seems like the very hotspot  
11 they're all looking for is Mitchel  
12 Field Stadium for some reason, so  
13 every other call seems to be that.  
14 They also film at our correctional  
15 center. That's on an as-needed  
16 basis. They decide if it's  
17 available, if they have the staff.  
18 Everybody's being a little more  
19 careful with COVID, however. We're  
20 doing whatever we can to  
21 accommodate them. For example,  
22 this one shoot that has 100 people,  
23 so they're going to station 50  
24 people at two different parts of  
25 the location to stay within what

1  
2 all the standards are. So one of  
3 the reasons that makes Nassau so  
4 attractive -- attractive is the  
5 fact that we are so close to the  
6 city, that we are mostly in the  
7 studio zone, that we have the  
8 beaches, mansions, correctional  
9 centers, historical village,  
10 preserves, studios, stadiums and we  
11 have a very large skilled labor  
12 force which is also very important.  
13 It would be a great boon for our  
14 industry. The more studios the  
15 better, and it's -- we're real  
16 happy with what's going on. We  
17 know we bring in at least \$150  
18 million in indirect economic  
19 impact, and I think with the new  
20 studio, I think it's going to end  
21 up being more than that, so it's --  
22 it's something we really are  
23 looking forward to bringing in and  
24 it's a very nontoxic industry,  
25 because they generally come here,

1  
2 they film, they leave and they  
3 leave their money here and we need  
4 that right now.

5 So I thank you so much for --  
6 for letting me speak here tonight.

7 CHAIRMAN KESSEL: Thank you,  
8 Debra, and we appreciate all of the  
9 efforts that you make, and I know  
10 we've been working with you and the  
11 county executive as well, and are  
12 there any questions on the board  
13 for Debra before we move on?

14 Okay, hearing none, thank  
15 you, Debra --

16 MS. MARKOWITZ: Thank you.

17 CHAIRMAN KESSEL: -- and we  
18 look forward to working with you.  
19 I just do want to indicate that  
20 Harry and myself as well as Tim and  
21 our other board members are  
22 available for casting.

23 MS MARKOWITZ: Sure.

24 CHAIRMAN KESSEL: Harry and I  
25 could play the role of Kojak, but

1  
2 thank you and very, very exciting  
3 and I do -- do want to say, and  
4 I'll repeat it again, that you  
5 mentioned the Gold Coast Studio and  
6 Grumman Studio and I want to  
7 commend the Lostrittos and Parvis  
8 for just -- it's great. I've gone  
9 on tour there with Harry, the  
10 county executive and her staff and  
11 it's just an incredible thing what  
12 goes on, and you're right, the jobs  
13 that these projects create, you  
14 know, all of the people that are  
15 working them, a lot of them go out  
16 to eat. You know, one of my  
17 favorite restaurants is The Orient  
18 over there. I know they get a lot  
19 of people from the studios in  
20 Bethpage and the delis over there,  
21 so that's a wonderful thing and I  
22 commend you for the work that  
23 you're doing.

24 MS. MARKOWITZ: Thank you.

25 CHAIRMAN KESSEL: Thank you.

1  
2 Now, is there any member of  
3 the public that wishes to comment  
4 generally at this time before we  
5 move into our resolutions?

6 MS. FEE: Chairman, at this  
7 time there is no one in the queue  
8 from the public.

9 CHAIRMAN KESSEL: All right,  
10 Catherine.

11 So we will now move onto our  
12 business. First, we have a one  
13 consent item. It's the consent of  
14 a PILOT benefit for MCRT Investment  
15 LLC. I'll ask Andrew Komaromi, one  
16 of our counsel, to explain this to  
17 the board.

18 Andrew?

19 MR. KOMAROMI: Sure,  
20 Mr. Chairman. So actually in front  
21 of the board is a consent  
22 resolution to authorize the  
23 assignment of PILOT benefits in an  
24 existing project to a new operator,  
25 and in brief, I believe the

1  
2 assignee's and the assignor's  
3 representatives are both present to  
4 make a short presentation. But  
5 just briefly, this -- these are two  
6 facilities that collectively  
7 received financial assistance from  
8 the IDA in 2017. These are housing  
9 facilities located in -- on Searing  
10 Avenue in Mineola, and the prior  
11 company that is seeking to sell  
12 this project and assign the  
13 benefits is MCRT Investment LLC,  
14 and the assignee is Fairfield Metro  
15 LLC who have, as you may recall,  
16 recently were also the assignees of  
17 none related to this project but  
18 other housing projects of the  
19 agency, particularly Fairfield  
20 Cornerstone and Fairfield  
21 Jefferson.

22 One note of importance in  
23 this assignment, that as staff of  
24 the agency reviewed the assignment  
25 request they contemplated possibly

1  
2 proposing to the board to ask for  
3 additional affordability within the  
4 project, but upon further review of  
5 the documents from 2017, that --  
6 that which documents were -- were a  
7 little bit different in an  
8 important point from the typical  
9 documents that the agency does in  
10 whereby they basically allow for an  
11 assignment for sale and assignment  
12 of the facility after the  
13 completion of the project where the  
14 agency's consent if sought needs to  
15 be basically granted without any  
16 further condition or delay and not  
17 to be -- not to be unreasonably  
18 withheld. So given these  
19 negotiated document points from  
20 2017, it appears that the prior  
21 applicant has -- basically, they  
22 are able to make this assignment  
23 without any further conditions to  
24 be -- to be created by the agency.

25 CHAIRMAN KESSEL: Thank you,

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Andrew.

MEMBER WILLIAMS: I'm sorry, Andrew, just for clarity so we all understand, they still need our consent to make the transfer.

MR. KOMAROMI: That is correct, so it is a consent not to be unreasonably withheld, conditioned or delayed.

MEMBER WILLIAMS: That's fine. Without any additional commitments because it started off with you saying about them potentially wanting more, coming for more?

MR. KOMAROMI: That is correct, so when the application came in the staff of the agency, I just wanted to note to the board, you know, diligently following prior discussions with board members on assignments that staff contemplated making additional requests but then upon further



1  
2 analysis of the documents and  
3 having seen what was negotiated in  
4 2017, we came to the conclusion  
5 that that will not be possible.

6 CHAIRMAN KESSEL: Andrew, you  
7 indicated a short presentation by  
8 the applicant?

9 MR. KOMAROMI: I believe and  
10 I'm asking if Gary Hisiger is  
11 available --

12 MR. HISIGER: Hi, Andrew.

13 MR. KOMAROMI: Hey, Gary.

14 -- who is counsel to the  
15 presumptive assignee who will make  
16 a short presentation.

17 MR. HISIGER: Sure. Thank  
18 you, Andrew, and thank you,  
19 Mr. Chairman and board members, for  
20 your time this evening.

21 My name is Gary Hisiger. I'm  
22 partner with Moore, Hack & Hahndorf  
23 and I am representing Fairfield  
24 Properties and their affiliated  
25 entity, Fairfield Metro LLC in this

1  
2 transaction.

3           Fairfield is a family-owned  
4 business. And I also on this video  
5 event is Gary Broxmeyer who is one  
6 of the operating partners of  
7 Fairfield and Ralph Cassata, Chief  
8 Financial Officer of Fairfield.

9 Fairfield is a family owned,  
10 longstanding business. The largest  
11 multi-family owner here on Long  
12 Island. And they welcome the  
13 opportunity to acquire this  
14 property. The Metro Modera project  
15 that the IDA provided benefits for  
16 last year was a significant transit  
17 oriented project in the Mineola  
18 area, providing needed housing  
19 stocks and Fairfield looks forward  
20 to acquiring this property and  
21 working with the Agency on a going  
22 forward basis. The submitted the  
23 application here for the  
24 assumption, and we look forward to  
25 closing the transaction in the near

1  
2 future and Fairfield continuing its  
3 investment in Nassau County and the  
4 housing stock on Long Island.

5 CHAIRMAN KESSEL: Thank you,  
6 Gary.

7 Are there any questions first  
8 from the board to either Gary,  
9 Fairfield or Andrew.

10 (No response.)

11 CHAIRMAN KESSEL: Okay.  
12 Hearing none, before we move the  
13 resolution, is there anyone from  
14 the public wishing to be heard on  
15 this consent item?

16 MS. FEE: No, chairman.

17 CHAIRMAN KESSEL: All right,  
18 Catherine, thank you.

19 So first, do I hear a motion  
20 to approve this consent resolution.

21 MEMBER WILLIAMS: Just a  
22 question maybe for Andrew can  
23 answer. I'll make the motion, but  
24 just a question. So Andrew, you  
25 know, and I'm sure -- how do I

1  
2 phrase this -- not relevant to  
3 this, I guess, transaction, or  
4 maybe it is, so Gary, when did your  
5 clients engage in an agreement to  
6 acquire this property? Was it at  
7 the time of conception or  
8 construction or recently?

9 MR. HISIGER: No, we signed  
10 the contracts -- I can look at the  
11 date specifically, but it was mid-  
12 to late August of 2020.

13 MEMBER WILLIAMS: Okay.

14 MR. HISIGER: Project was  
15 completed and stabilized.

16 MEMBER WILLIAMS: And  
17 obviously whether you are allowed  
18 to or not you will answer the next  
19 question: Any of their other  
20 properties that you can disclose do  
21 they have an agreement to acquire  
22 that would come before us again?

23 MR. HISIGER: There is not  
24 anything that I am aware of  
25 currently where we intend to come

1  
2 before the board in the near  
3 future.

4 MEMBER WILLIAMS: Okay, all  
5 right.

6 I'll make the motion.

7 CHAIRMAN KESSEL: Thank you,  
8 Tim. I'll second the motion.

9 Are there any further  
10 questions or comments from any of  
11 the other board members.

12 (No response.)

13 CHAIRMAN KESSEL: Hearing  
14 none, I think we can do a voice  
15 vote.

16 All those in favor indicate  
17 by saying "aye."

18 Aye.

19 SECRETARY WILLIAMS: Aye.

20 TREASURER FLORES: Aye.

21 ASSISTANT SECRETARY FUSCO:

22 Aye.

23 MEMBER WILLIAMS: Aye.

24 CHAIRMAN KESSEL: Are there  
25 any opposed?

(No response.)

CHAIRMAN KESSEL: Any  
abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. The  
consent resolution carries.

Thank you, Fairfield team and  
Gary. We appreciate it. Please  
say hello to the Broxmeyers for me.

MR. HISIGER: Thank you.  
Thank you for your time.

Have a nice evening  
everybody.

CHAIRMAN KESSEL: Yes. Thank  
you.

Now we have got, just for the  
public's edification, we now have  
three preliminary inducement  
resolutions. This is the first  
time that these projects are coming  
before the board, although myself  
and staff have met with the  
developers of these projects as we  
traditionally do. Each one will

1  
2 make a presentation on what they  
3 are seeking, what the project is.  
4 We will then decide whether to move  
5 forward on the project.

6 As I indicated with the LEAC  
7 board, if in fact we vote to go  
8 forward with a preliminary  
9 inducement, our staff will then  
10 work with the staff and legal team  
11 from the developer. At some point  
12 there would be a public hearing and  
13 after that the board would take  
14 this up again for a final vote.

15 So any vote on any of these  
16 three preliminary resolutions is  
17 only a vote to begin the process  
18 and to move forward, a final vote  
19 and a hearing will follow that.

20 And with that, I ask the  
21 Mitchel Field Senior Citizen  
22 Redevelopment team to make a  
23 presentation to the board on this  
24 project.

25 MR. DEEGAN: Good evening,

1  
2 Mr. Chairman. My name is Dan  
3 Deegan with the law firm of  
4 Forchelli, Deegan and Terrana on  
5 behalf of the applicant.

6 You can hear me.

7 CHAIRMAN KESSEL: Yes, Dan.

8 Thank you.

9 MR. DEEGAN: Okay. Good.

10 And I don't see on the screen but I  
11 should also have principals from  
12 the applicant on as well.

13 Can you guys see them.

14 MS. FEE: Yes, Dan, we can.

15 MR. DEEGAN: Okay. I guess I  
16 just can't see them.

17 So I am going to introduce  
18 from the applicant we have Denise  
19 Coyle, Russell Moore and Daniel  
20 Smith. The applicant which is  
21 Mitchel Field Senior Citizens  
22 Redevelopment Company is actually  
23 an affiliate of the Benjamin  
24 Organization which is a very  
25 well-known and well respected



1  
2 development and operation for  
3 housing across Nassau County and  
4 the larger region.

5 The applicant itself, the  
6 entity, is what's known as a  
7 redevelopment company that's  
8 organized pursuant to Article 5 of  
9 the Private Housing Finance Law.  
10 The project itself was constructed  
11 by the Benjamin Organization back  
12 in the late 70s and has been  
13 operated for the last 40 years as a  
14 senior citizen and supportive  
15 housing community. It's in East  
16 Meadow, New York and it's 100%  
17 affordable.

18 The project consists of 126  
19 rental units, 125 of them being  
20 affordable and one unit being for a  
21 superintendent.

22 It's important to note, and  
23 one of the reasons why we are  
24 before -- the main reason why we  
25 are before the IDA now is that

1  
2 since it was constructed in 1980  
3 the project has been under a  
4 40-year real property tax exemption  
5 and a PILOT agreement pursuant to  
6 Article 5 of the Private Housing  
7 Finance Law which is set to expire  
8 next year, early next year.

9 While recent management and  
10 documents review report which is  
11 mandated by HUD found that the  
12 project received, actually received  
13 an above average score for the  
14 operations and condition, the  
15 development is dated and is in need  
16 of some improvements.

17 The proposal -- well let me  
18 first talk about the actual  
19 individual project, so we can go to  
20 that slide, that's correct.

21 So the units are spread among  
22 14 residential buildings, 94 of the  
23 units are one-bedrooms for persons  
24 62 years of age and older, 20 of  
25 the units are two- and three

1  
2 bedrooms for families where the  
3 head of the household is disabled  
4 and eleven units are one-bedrooms  
5 for disabled individuals. The  
6 entire community is managed  
7 pursuant to a HAP Agreement, a  
8 Housing Assistance Payment  
9 agreement -- contract through HUD  
10 which insures that affordability  
11 criteria are met.

12 It's important to note that  
13 the average residency stay and  
14 length of the residents living in  
15 this facility for families is 15  
16 years, that's the average, and  
17 senior citizens, eight years. On  
18 average it's close to a ten-year  
19 average residency so these are  
20 permanent homes for people and what  
21 we're looking to do is ultimately  
22 invest another \$2.5 million for  
23 renovation on the project to make  
24 it a better place. It's already a  
25 very good place but in order to

1  
2 make it upgrade and updated, those  
3 renovations would include  
4 resurfacing of the roadways,  
5 replacement of windows, replacement  
6 of the exterior roofing and siding  
7 and the installation of various  
8 energy-efficient components.

9 As I indicated before, the  
10 current exemption schedule expires  
11 in June of next year. What we are  
12 looking to do is to extend, get an  
13 exemption from this IDA with a  
14 PILOT agreement that's consistent  
15 with what's in place now that would  
16 provide for annual escalators. We  
17 are looking for a 35-year period  
18 and in return there would be a  
19 commitment and obligation on behalf  
20 of the applicant to continue  
21 operating the property consistent  
22 with its current operations and  
23 historic operations; i.e., 100%  
24 affordable serving the residents  
25 that it does today.

1  
2 We are also seeking a sales  
3 tax exemption on the cost of those  
4 renovations on the materials.

5 We would like to point out to  
6 this board you have recently  
7 enacted a policy that is  
8 encouraging the preservation and  
9 creation of affordable housing and  
10 we would posit that this is exactly  
11 the type of project that the IDA  
12 should try and give assistance to.  
13 By granting a PILOT that stabilizes  
14 the current payments for the next  
15 35 years you are insuring  
16 continuity for the residents that  
17 live there. You are making it,  
18 basically making it a clear choice  
19 for the current owners and  
20 investors to continue to do so to  
21 keep the property the way it's been  
22 and not consider alternatives.

23 We think this is consistent  
24 with the IDA's policy, it's  
25 consistent with the policy of the

1  
2 County Executive to foster and  
3 encourage affordable housing and we  
4 would ask that the IDA consider  
5 giving assistance to this project.

6 CHAIRMAN KESSEL: Thank you,  
7 Dan.

8 Can everyone hear me?

9 (Whereupon all members  
10 responded in the affirmative.)

11 CHAIRMAN KESSEL: Okay.  
12 Good. Just to indicate that I'm  
13 very familiar with this project,  
14 it's near where I live, I pass it  
15 all the time both on Merrick Avenue  
16 and the Meadowbrook Parkway.

17 One of the -- and I think it  
18 is very important that we continue  
19 to allow for affordable housing,  
20 especially for our senior  
21 population. It is critical. I  
22 note just as a question that you  
23 are proposing a 35-year PILOT which  
24 is usually longer than what we  
25 would normally give and you have

1  
2 had a lot of experience, Dan, with  
3 a number of the other housing  
4 projects.

5 Are you doing that as part of  
6 this new policy is why you're  
7 seeking a longer than normal PILOT?

8 MR. DEEGAN: Yes. I mean I  
9 would say the property needs a  
10 PILOT in order to be operated at  
11 the economic levels that it's  
12 currently being operated. The  
13 private Housing Finance Law which  
14 encourages, which is another method  
15 for getting an exemption, talks  
16 about up to 40 years as an  
17 exemption period, this property has  
18 already had a 40-year exemption  
19 period with a commensurate PILOT  
20 agreement under that law and we are  
21 really looking for, we didn't say  
22 another 40 years, but 35 years  
23 gives longterm stability and  
24 predictability for the residents  
25 that live there, for the investors

1  
2 in the project, for HUD. HUD who  
3 also, you know, grants five, ten  
4 and 20-year HAP agreements, they  
5 are looking for long-term stability  
6 and you know, by basically  
7 continuing what's there today with  
8 an escalator, what we are saying is  
9 we will commit to have this  
10 property for another 35 years. So  
11 you know, you can look at it both  
12 ways; it's giving 35 years but it's  
13 also getting 35 years of commitment  
14 for a community that's really  
15 proven successful for the residents  
16 that live there.

17 CHAIRMAN KESSEL: Thank you.

18 Are there any other questions  
19 or comments by any of the board  
20 members.

21 SECRETARY WILLIAMS: So the  
22 HAP, the 40-year has been -- what's  
23 been the tax basis? It's been  
24 totally exempt for the entire --

25 MR. DEEGAN: No. It's



1  
2 totally exempt but it had a --  
3 technically it's exempt but there  
4 were payments called for and right  
5 now I believe the annual  
6 payments -- I had it on one of the  
7 slides there -- are about \$88,000  
8 is what the current payments are  
9 and what we are proposing is  
10 basically to have that number start  
11 going up by an escalator equivalent  
12 to the tax cap of like 1.8% which  
13 is this year's tax cap.

14 SECRETARY WILLIAMS: So based  
15 on the current number of 88, you  
16 want to start there, there  
17 obviously has not been an  
18 assessment in 40 years I assume,  
19 right?

20 MR. DEEGAN: There is a  
21 shadow assessment, I'm sure, but  
22 it's basically because it's been  
23 exempt it's been, you know,  
24 payments have been made pursuant to  
25 the agreement that was entered into

1  
2 with the County of Nassau itself  
3 under the Private Housing Finance  
4 Law 40 years ago. That's really  
5 what's dictating what the payments  
6 are. Once again, we are looking  
7 for stabilization, basically taking  
8 the existing numbers, escalate them  
9 in a predictable way and, you know,  
10 HUD likes to see that on their  
11 projects, they like to see that  
12 stability, they want to see the  
13 longterm commitment.

14 SECRETARY WILLIAMS: How long  
15 has your client owned the property?

16 MR. DEEGAN: The Benjamin  
17 Organization is the kind of the  
18 principals behind this, they  
19 constructed it back in, they were  
20 there from the beginning since  
21 1980, they constructed it and have  
22 operated it and plan on continuing  
23 to do so.

24 The two things that have  
25 really, you know, caused this

1  
2 current application is: Number  
3 one, the exemption is expiring  
4 which would cause a lot of upheaval  
5 if it were to do so; and number  
6 two, that there is a requirement to  
7 put more money into the building in  
8 order to upgrade and update for the  
9 residents that are there.

10 SECRETARY WILLIAMS: So the  
11 PILOT you are requesting is 35  
12 years starting at the cap rate with  
13 a baseline of 88,000 on the floor  
14 for payments.

15 MR. DEEGAN: That's correct.

16 SECRETARY WILLIAMS: Is it  
17 straight line for 35 years to  
18 actual or to what?

19 MR. DEEGAN: No, it's not --  
20 so basically the current base what  
21 we are suggesting is it will be  
22 increased by 1.81% a year on a  
23 fixed, you know, obviously  
24 compounding every year but it would  
25 be on a straight line, just a

1  
2 straight escalation every year  
3 percentage-wise.

4 SECRETARY WILLIAMS: Straight  
5 escalation from the base but not  
6 ultimately getting to what we  
7 would -- what our standard would be  
8 which would be kind of get you to  
9 what the tax basis would be. Which  
10 would be five years.

11 MR. DEEGAN: Right. On a  
12 100% affordable housing project  
13 like this, typically the standard  
14 is not to get it to full taxes  
15 because full taxes make properties  
16 as 100% affordable or not  
17 sustainable at full taxes, that's  
18 why they are given these  
19 exemptions, but 100% affordable  
20 housing projects, they typically  
21 are long-term, basically low-level  
22 taxes. It's really because HUD is  
23 giving a subsidy to the project,  
24 they look to see that the local  
25 districts are participating, local

1  
2 effected --

3 SECRETARY WILLIAMS: I am not  
4 disputing, I agree. I think as  
5 affordable, we need far more  
6 affordable housing than we do. My  
7 question is whether we are using  
8 the right starting number and I  
9 think, I intend to say yes in terms  
10 of personally to vote for it but I  
11 really want us to have a  
12 conversation about what the right  
13 starting number should be. I'm  
14 not -- I'm not in favor -- I'm in  
15 favor of the PILOT, I'm in favor of  
16 the project, I don't think I'm in  
17 favor of that being the starting  
18 number, but I think an inducement  
19 to go forward I think we should  
20 support it and go forward, but I  
21 don't think that that's -- that  
22 sounds -- I think we should have a  
23 conversation about it.

24 MR. KOMAROMI: If I may  
25 add -- I apologize -- so you know,

1  
2 this is a request. At this point  
3 the staff has no discussions or  
4 negotiations with the applicant on  
5 the level or length even of the  
6 PILOT and as with all housing  
7 PILOTS, the staff will involve a  
8 national development counsel to  
9 review the requested PILOT and help  
10 the agency staff to right size the  
11 PILOT that, you know, would allow a  
12 property of this type at its  
13 expense levels being analyzed and  
14 so on and so forth. You know,  
15 operate as they have been operating  
16 and then that would be, you know,  
17 once that proposal is reviewed by  
18 staff, that's what would come back  
19 to the board as a recommended PILOT  
20 for the board's approval.

21 SECRETARY WILLIAMS: I think  
22 that's fine. I hope what we can  
23 do, and this is to Richie, we  
24 probably need to have, you know, a  
25 conversation internally instead

1  
2 of -- because usually what happens  
3 is we get to see it in an e-mail  
4 with the board's, what the staff's  
5 recommendation is, and then to  
6 Richie's credit he will call folks  
7 and talk to everybody about stuff,  
8 but that's a couple days  
9 beforehand, before the vote is  
10 scheduled and then the real  
11 opportunity to discuss it is, you  
12 know, kind of live-time with the  
13 applicant in front of us. I'd hope  
14 for something like this we would be  
15 able to talk about it and make sure  
16 everybody understands before we  
17 even make the staff recommendation.

18 CHAIRMAN KESSEL: Tim, that's  
19 fine. In fact I will ask that our  
20 staff reach out to all the board  
21 members prior to the hearing so  
22 that you are well aware and you can  
23 have whatever input you desire on  
24 the length and also the base for  
25 starting whatever the length of the

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PILOT is.

Thank you.

Are there any other questions  
or comments from the board?

ASSISTANT TREASURER COUMATOS:

I have one. If you don't mind.

CHAIRMAN KESSEL: Welcome.

And I note for the record that my  
good friend who has challenged me  
to a game of horse and I have  
accepted is John Coumatos has  
joined our meeting.

John, good to see you.

ASSISTANT TREASURER COUMATOS:

How you doing? Dan, how you doing?

Question: Would you know, at  
the end of the 35 years if  
compounded at 1.8, where the figure  
would be, about.

MR. DEEGAN: I'm not -- I

don't know, Russ, would you know  
that?

MR. TISMAN: Approximately,

probably it would be about three



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times the current level.

ASSISTANT TREASURER COUMATOS:

So it is going to compound itself to a number, okay. Thank you.

MR. TISMAN: 35.

CHAIRMAN KESSEL: Thank you, John.

Are there any other questions or comments by the board.

TREASURER FLORES: Yes, I had a question.

Can you provide the percentage of the occupancy rate on all of the units; are all of them occupied or are some of them vacant.

MR. TISMAN: 100% occupied. As Dan had stated earlier in the meeting, we have, the average length of time for the set of rolls is about 15 years. We have very few vacancies that become available and if it is it's in the senior units and there is a large waiting

1  
2 list and typically they are  
3 absorbed within the next 15 days of  
4 availability.

5 TREASURER FLORES: Thank you.

6 ASSISTANT TREASURER COUMATOS:  
7 What was that area 40 years ago,  
8 before development?

9 MR. TISMAN: It's a little  
10 bit before my time but Dan may be  
11 able to answer, but I believe it  
12 was vacant land. It was vacant  
13 land that was purchased in the  
14 county but I was --

15 MR. SMITH: We used to ride  
16 our mini bikes through it and get  
17 to cut down when you get to the  
18 coliseum in the glory years.

19 MR. TISMAN: Dan was an East  
20 Meadow resident.

21 CHAIRMAN KESSEL: John, I  
22 would tell you that not only was it  
23 vacant land, and cross the street  
24 was one of my favorite restaurants  
25 at the time when I was growing up,

1  
2 Dave Shores. Great burger place  
3 across the street. Now there is a  
4 bank there, but that was a great  
5 area and a lot of people hung out  
6 there. One of my best friends that  
7 I grew up with lived a few blocks  
8 away and it was a great place.

9 And I just have to say I've  
10 been into some of those units and  
11 I've actually noticed some solar  
12 equipment, solar roofs. I mean  
13 this is ideal for solar over there  
14 and really, it's been a great  
15 success and I commend the Benjamin  
16 Group and the team that's running  
17 it because it's so important to a  
18 lot of people. I know a number of  
19 people who lived there in the past  
20 and it's a great place. I'm glad  
21 that we can help.

22 CEO COGHLAN: Mr. Chairman, I  
23 just wanted to answer Member  
24 Coumatos's question. I just did a  
25 quick little schedule. If my math

1  
2 is right, at the end of 35 years  
3 the annual payments will be about,  
4 approximately 165,000.

5 MEMBER WILLIAMS: By the way,  
6 Harry, I got the same thing as you.

7 CHAIRMAN KESSEL: That's the  
8 banker in Lewis.

9 Any there other questions for  
10 the applicant.

11 (No response.)

12 CHAIRMAN KESSEL: Is there  
13 anyone from the public that wishes  
14 to question or make a comment?

15 (No response.)

16 MS. FEE: No, Chairman.

17 CHAIRMAN KESSEL: Thank you,  
18 Catherine.

19 Okay. Do I hear a motion to  
20 adopt and approve the preliminary  
21 inducement resolution for Mitchel  
22 Field Senior Citizens  
23 Redevelopment.

24 MEMBER WILLIAMS: Chairman  
25 Kessel, I'll make a motion.

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TREASURER FLORES: I'll  
second.

CHAIRMAN KESSEL: Amy will  
second.

We'll do a vote: Richard  
Kessel, I vote aye.

Amy Flores.

TREASURER FLORES: I vote  
yes.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WILLIAMS: Yes.

CHAIRMAN KESSEL: John  
Coumatos?

ASSISTANT TREASURER COUMATOS:  
Yes.

CHAIRMAN KESSEL: Tim  
Williams?

SECRETARY WILLIAMS: Yes.

CHAIRMAN KESSEL: Chris  
Fusco?

ASSISTANT SECRETARY FUSCO:  
Yes.

CHAIRMAN KESSEL: Okay. The

1  
2 preliminary inducement resolution  
3 carries unanimously.

4 We look forward to working  
5 with you, and as I indicated, Tim,  
6 we will certainly go back to the  
7 board prior to any hearing or final  
8 vote by the board in the future.  
9 Thank you.

10 We have another housing  
11 application from Roslyn Plaza  
12 Housing Associates.

13 So I would ask them if they  
14 would like to make a presentation  
15 again. Just for the board's and  
16 the public's sake, we have met with  
17 them as well. When I say met, most  
18 of the meetings, not all, but most  
19 of the meetings are done by Zoom  
20 and/or telephone due to the current  
21 COVID situation.

22 Now like to hear from the  
23 applicant.

24 MR. DEEGAN: Yes. Good  
25 evening, Mr. Dan Deegan with

1  
2 Forchelli, Deegan Terrana for the  
3 record.

4 Do I also -- because I don't  
5 see them but they are supposed to  
6 be on, is Robert Pasucci on.

7 MR. FERRANTE: Yes, and John  
8 Ferrante.

9 MR. DEEGAN: Okay. You guys  
10 are together in the same room.

11 Good evening.

12 So this project is the  
13 applicants, Roslyn Plaza Housing  
14 Associates, this is an existing  
15 housing project that's in Roslyn,  
16 placed in the incorporated area of  
17 Roslyn over by Roslyn High School.  
18 The project is an existing IDA  
19 project. It is with the Nassau  
20 County IDA. It's, as we said, it  
21 is 100% affordable. There is 104  
22 residential units, 103 are the  
23 actual affordable housing units and  
24 one superintendent unit.

25 Similarly to the prior

1  
2 application, this project has been  
3 in operation since 1980. The  
4 project is geared towards low  
5 income, really, and moderate, it's  
6 very affordable as you can see from  
7 some of these numbers. 40% of the  
8 residents that move into the  
9 community must fall under the  
10 extremely low income limit which is  
11 no greater than 30% of the HUD  
12 median family income and, you know,  
13 family of four's income was capped  
14 at \$38,000 and \$63,000  
15 respectively, depending on the type  
16 of unit.

17 The residents that have lived  
18 at this facility have lived there,  
19 many of them for decades. This is  
20 a real community that's been there  
21 for a long time. There is a lot of  
22 stability there.

23 In 2017, similar to the past  
24 project, the Private Housing  
25 Finance Law exemption was burning



1  
2 off and was needed to be replaced.  
3 This IDA, Nassau County IDA granted  
4 a 15-year extension -- I'm sorry --  
5 a 20-year PILOT in 2017 which  
6 obviously we are still within that  
7 period of time right now.

8 What we are looking to do now  
9 is to refinance the current  
10 mortgage that's in place and to  
11 make a commensurate commitment to  
12 keeping the operation in a similar  
13 fashion of affordability. It is  
14 also operated under a HAP agreement  
15 with HUD. The mortgage that's been  
16 sought is a HUD assisted mortgage.  
17 HUD wants to see buy-in from the  
18 community in terms of continuing to  
19 provide a PILOT agreement.

20 The term of the loan is 35  
21 years and we are looking for the  
22 PILOT to run commensurate and  
23 co-terminus with that mortgage. As  
24 I say, we still have, you know, a  
25 number of years left on the 20-year

1  
2 but we are looking to extend from  
3 today so there is a total of a  
4 35-year term.

5 As part of this the prior IDA  
6 project there was a requirement and  
7 an investment made into the  
8 facility which is still in the  
9 process and nearing completion. As  
10 part of this application to the IDA  
11 we are proposing an additional  
12 \$500,000 of renovation which as you  
13 can see would include placement of  
14 electric panels, some  
15 beautification items, some  
16 porticos, installation of storm  
17 doors, energy efficient items,  
18 replacement of concrete sidewalks.

19 This project is generally  
20 known to be a very well maintained  
21 project so some of the work that we  
22 are talking about is really just  
23 beautification, all the normal  
24 maintenance is done in a very  
25 responsible way and I think that

1  
2 the community is proud to live  
3 there and I think just driving by  
4 you can see it's a well kept  
5 community.

6 It employs six individuals  
7 that work there now operating it.

8 Go to the next slide.

9 So as I indicated, the reason  
10 we are before you now is because we  
11 are looking for this HUD assisted  
12 loan and HUD in turn will look for  
13 continuation of the underlying  
14 PILOT.

15 We also need the PILOT, much  
16 like the prior project, in order  
17 for this project to continue to  
18 make sense to be operated at a 100%  
19 HAP-assisted project. There are,  
20 you know, investors in the property  
21 that need to see a return on  
22 investment. The property does  
23 provide an adequate return on  
24 investment put that's, in order for  
25 that to continue we need to have

1  
2 the PILOT in place.

3 Similar to the prior  
4 application, I would say we  
5 understand that the IDA will be  
6 engaging National Development  
7 Council as they do on all projects.  
8 This project, similar to the prior  
9 one, is also consistent with this  
10 IDA's recently adopted policy which  
11 encourages and incentivizes the  
12 preservation for affordable housing  
13 and creation. This is a  
14 preservation project. This is a  
15 long-term community that with the  
16 IDA's assistance we can continue  
17 for another 35 years and continue  
18 to improve the property.

19 So we are asking the IDA's  
20 assistance for a stabilization  
21 PILOT that basically takes the  
22 existing PILOT schedule and  
23 continues it on a similar  
24 trajectory as the current PILOT  
25 through a term of 35 years and also

1  
2 sales tax exemption on the  
3 materials and mortgage recording  
4 tax exemption on a mortgage.

5 CHAIRMAN KESSEL: All right.  
6 Dan, thank you.

7 Are there any questions from  
8 the board? I have several but I  
9 would ask board members if they  
10 have questions first.

11 ASSISTANT TREASURER COUMATOS:  
12 Andrew, what is the current rate  
13 they are under for the 20 year  
14 PILOT they came for?

15 MR. PASCUCCI: What do you  
16 mean by "rate"?

17 MEMBER COUMATOS: As we  
18 started, when you got your first  
19 IDA rate, what is the percentage  
20 you were paying on year to year, is  
21 it the same 1.8 or did it go up?

22 MR. PASCUCCI: I mean, Dan, I  
23 had the benefit of listening to the  
24 other hearings so I was doing a  
25 little math during it. We -- years

1  
2 ago we were paying, you know, 50,  
3 60, 70, \$80,000 in -- in PILOT  
4 payments that went up when we did  
5 the PILOT agreement in 2017. We  
6 have a PILOT schedule now that for  
7 the year 2019 is \$262,000. Now,  
8 coincidentally I looked at our net  
9 residential revenue for the year  
10 2019 and it's 2,648,000, so we're  
11 paying almost exactly 10 percent of  
12 our gross rent for our PILOT  
13 payment. The old PILOT payment had  
14 us doing a formula, calculating  
15 rent after the fact, reducing it by  
16 utility charges and what was done  
17 in 2017 was we came up with a  
18 direct formula, a number, a hard  
19 number that is continuing, so we're  
20 paying 200 -- well, this year  
21 \$267,000.

22 I did a quick calculation,  
23 and I would say by the end of the  
24 35-year period we will be paying  
25 approximately \$500,000 a year in

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PILOT payments.

MEMBER COUMATOS: Thank you.

CHAIRMAN KESSEL: Are there any other questions from board members?

I have a question maybe for Harry and for Andrew. The new policy that we adopted was to, and Dan has referred to it, I appreciate that, was to extend PILOTs for increased affordability. Harry, I think you and I had discussed this initially on this project. This project would obviously extend affordability into the future but not expand it. Do you see -- so how do you see that? Do you see this as part of that new policy even though we're not technically extending or increasing the affordability but we're extending it?

CEO COGHLAN: I think philosophically and spiritually

1  
2 it's in alignment with the policy,  
3 but there's not being an investment  
4 being made here to increase the  
5 footprint or anything of that  
6 nature, so to me, this is critical  
7 to maintaining the current level of  
8 affordability but we're not  
9 increasing but we're maintaining it  
10 for a long term.

11 CHAIRMAN KESSEL: Okay, thank  
12 you.

13 MR. PASCUCCI: And I would  
14 say similar to the other applicant,  
15 we -- we generally get two, three,  
16 four, five year HUD HAP renewal  
17 commitments. That's part of this  
18 process we have applied to HUD for  
19 a 20-year HAP which will 100  
20 percent lock in the affordability  
21 for the next 20 years and, frankly,  
22 with the PILOT agreement and with  
23 our current intentions, we intend  
24 to manage the property fully  
25 Section 8 HUD subsidized for the



1  
2 next 35 years. That being said, I  
3 am 70 years old this year, so I  
4 hope I'm around in 35 years to come  
5 back and renew it yet again. We'll  
6 see.

7 The other thing I wanted to  
8 say was we -- we are doing  
9 improvements for the property but  
10 we -- this will not impact the  
11 tenants' share of rent one penny.  
12 We're under the HUD Section 8  
13 program. This is a project-based  
14 Section 8 program. The tenants pay  
15 30 percent of their certifiable  
16 income. The tenants recertify  
17 their income every year and the  
18 Federal Government pays the rent,  
19 so it's very affordable.

20 And it's -- we've got a very  
21 stable community. We have  
22 school-aged children who go to  
23 Roslyn School, you know, less than  
24 a mile away. We have people -- we  
25 have families who have lived in the

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community for decades.

It's a very stable property,  
we are -- we're very proud of it,  
and we would welcome anyone to take  
a walk on the property at any time  
without making an appointment.

CHAIRMAN KESSEL: Thank you.  
I would also note, I think it was  
in, Dan, in your presentation, that  
if -- if -- if the PILOT were to  
fall away at any point that you  
would have to ultimately deal with  
that on the financial side?

MR. DEEGAN: That's correct  
and, you know, because our  
intention is to continue operating  
this way, you know, hopefully with  
the IDA's assistance, we don't want  
to, you know, when we say  
alternatives it sounds like threats  
but those are not our intentions.  
But obviously, there needs to be --  
it has to be financially feasible  
to continue.

1  
2 MR. KOMAROMI: Just one point  
3 of addition that in the event a  
4 Housing Assistance Program support  
5 is not extended as -- as -- as you  
6 heard, those don't necessarily run  
7 for 35 years, the agency's PILOT is  
8 granted for that duration brings  
9 with itself a regulatory agreement  
10 that, obviously, requires the  
11 project to be operated as fully  
12 affordable regardless of whether  
13 the HAP contract is extended or  
14 not. Of course, the expectation  
15 that that or whatever, you know, 28  
16 years from now will be the  
17 equivalent of it is in place,  
18 because it is understood that it  
19 would be difficult to operate the  
20 project at an affordable level  
21 without that.

22 But in any event, the  
23 agency's own regulatory agreement  
24 runs commensurate with any PILOT  
25 term.

1  
2 MR. DEEGAN: Right, so that's  
3 a good point, so what we are saying  
4 is that we are going to make an  
5 independent commitment to the IDA,  
6 through the IDA transaction  
7 documents under the regulatory  
8 agreement that the IDA would insist  
9 upon to operate the property this  
10 way in the anticipation that the  
11 HAP agreement will continue. You  
12 know, if it doesn't, you know,  
13 probably we all have bigger  
14 problems at that point, but right  
15 now there's no reason to think  
16 that's not going to happen.

17 CHAIRMAN KESSEL: Are there  
18 any other questions on behalf of  
19 the board?

20 MEMBER FLORES: Yes.

21 Can you provide the  
22 percentage of the occupancy rate  
23 for other units?

24 MR. PASCUCCI: We have been  
25 maintaining the property at about

1  
2 100 percent occupancy with a  
3 waiting list, which is HUD  
4 regulated. By the way, the entire  
5 project is HUD regulated, every  
6 aspect of the property is regulated  
7 by HUD. Our waiting lists are  
8 regulated by HUD, but we've been  
9 running at 100 percent occupancy.

10 MEMBER WILLIAMS: Do you  
11 have, you may not have it but maybe  
12 later, the demographic breakdown  
13 and as well as, Dan, for the prior  
14 project if you could, I think  
15 that's something that you have.

16 CHAIRMAN KESSEL: All right,  
17 I'm back. Sorry.

18 MR. DEEGAN: I think one of  
19 the things that Robert said, which  
20 is a very important point to this  
21 board, that this community, Roslyn,  
22 is a very desirable community  
23 generally and this is a family.  
24 There are families here with  
25 school-aged children that attend

1  
2 the Roslyn School District. In the  
3 past we've met with the district to  
4 discuss that, and I think it's  
5 something that they, you know, it  
6 gives, you know, it's a very good  
7 opportunity for people who may not  
8 have money to live in a district  
9 like this to live here and to avail  
10 themselves to the education that's  
11 offered in that system.

12 CHAIRMAN KESSEL: Okay, are  
13 there any further questions on  
14 behalf or comments on behalf of the  
15 board?

16 MEMBER WARREN: I just want  
17 to comment, Chairman Kessel. It's  
18 Lewis Warren. I think, you know,  
19 this is a model public/private  
20 partnership with HUD, with Nassau  
21 County, the developers here. The  
22 owners have done a fabulous job.  
23 It's -- it's -- it's good to --  
24 it's good to see that, at least  
25 from my perspective. It looks like

1  
2 a super stable community, well  
3 maintained. It -- it -- it's  
4 fabulous. Thank you. Thank you.

5 CHAIRMAN KESSEL: Thank you,  
6 Lewis. And I would point out that  
7 when, you know, you combine this  
8 with the Mitchel Field project, you  
9 know, this is an extensive  
10 commitment to affordable housing in  
11 Nassau County. And I think if the  
12 IDA could be a contributor to that  
13 that's a -- a very good, positive  
14 thing.

15 Hearing no further questions,  
16 is there anyone from the public  
17 that wishes to comment on this  
18 application?

19 MS. FEE: No, Chairman, not  
20 at this time.

21 CHAIRMAN KESSEL: All right,  
22 thank you, Catherine.

23 So with that, do I hear a  
24 motion to adopt a preliminary  
25 inducement resolution for Roslyn

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Plaza Housing Associates?

MEMBER WARREN: Chairman  
Kessel, it's Lewis Warren, I'll  
make a motion, sir.

CHAIRMAN KESSEL: All right,  
Lewis, thank you.

MEMBER FLORES: I'll second.

MEMBER FUSCO: I'll second,  
Chris Fusco.

CHAIRMAN KESSEL: All right,  
Chris Fusco seconds.

I think we'll do a rollcall  
vote.

Tim Williams?

MEMBER WILLIAMS: Yes.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WARREN: Yes.

CHAIRMAN KESSEL: Chris  
Fusco?

MEMBER FUSCO: Yes.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Yes.

CHAIRMAN KESSEL: John



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Coumatos?

MEMBER COUMATOS: Yes.

CHAIRMAN KESSEL: And I vote  
yes as well, Richard Kessel.

The preliminary inducement  
resolution carries unanimously.  
Thank you for -- to the applicant,  
Dan, and the team. We look forward  
to working with you as we develop  
the program.

As Tim indicated in the last  
presentation I will ask the board  
and myself to report back to the  
board well in advance of the  
hearing on what we've come up with  
so we can get the board's input  
prior to voting on this in the  
future.

MR. DEEGAN: Thank you very  
much.

MR. PASCUCCI: Thank you,  
Mr. Chairman.

CHAIRMAN KESSEL: Thank you.  
Thank you. We'll now go onto

1  
2 Cascelta Kravet Incorporated. We  
3 did have a meeting with them as  
4 well, and I would ask the Kravet  
5 team if they would now like to make  
6 a presentation to the IDA board?

7 MR. RUBENSTEIN: Yes,  
8 Chairman Kessel, we'd like very  
9 much to do so. I hope everybody  
10 can hear me, and I'm not sure if  
11 anyone can see me.

12 CHAIRMAN KESSEL: Yes, we  
13 can.

14 MR. RUBENSTEIN: Okay, this  
15 is Eric Rubenstein. I'm an  
16 attorney with Ruskin, Moscou,  
17 Faltischek. I'm here with my  
18 colleague, John Chillemi, on behalf  
19 of the applicant Cascelta & Kravet,  
20 Inc. This is -- I think our  
21 presentation will give a general  
22 discussion of the -- of the  
23 application, and Cary Kravet who is  
24 the president of Kravet, Inc. will  
25 give you the background about the

1  
2 company and its history, and then I  
3 can close up by telling everybody  
4 what we're looking for in terms of  
5 the application.

6 This application involves two  
7 properties. Although it is a  
8 coordinated acquisition it's  
9 possible that we may go forward  
10 with one and not both, but it's  
11 most likely we'll be closing on  
12 both properties which we are in  
13 contract on.

14 The first property is 220  
15 Crossways Park Drive West in  
16 Woodbury, and the second property  
17 is the nearby property at 420  
18 Crossways Park Drive in Woodbury.  
19 The description of the property,  
20 you see it on the outline, the size  
21 of the property and the intended  
22 use of the properties are -- are  
23 generally office space, new  
24 corporate headquarters, a new  
25 showroom and archive storage.

1  
2 I think it's a good  
3 opportunity now for, Cary, if  
4 you're available, to tell the board  
5 a bit about the -- about the  
6 company.

7 MR. KRAVET: Sure, can  
8 everyone hear me?

9 MR. RUBENSTEIN: Yes.

10 MR. KRAVET: Great. I hope  
11 you can see me.

12 Kravet is a fifth generation  
13 family business and it's owned and  
14 operated by my family. I'm the  
15 fourth generation. We've been in  
16 business for 102 years. It's run  
17 by me, my wife, my brother and my  
18 sister.

19 My wife and I live on Long  
20 Island, my brother lives in  
21 Georgia, my sister lives in Cape  
22 May, New Jersey, that area of New  
23 Jersey. We're all active in the  
24 business along with my two  
25 children, one in Boston, one in

1  
2 Manhattan and my brother's son  
3 who's also in Manhattan.

4 What we do is, very simply,  
5 we sell home furnishing products  
6 such as fabrics, furniture, wall  
7 coverings, carpets, trimmings and  
8 accessories primarily to what's  
9 called "the trade" who are interior  
10 designers, architects and it's used  
11 for primarily residential  
12 environments as well as some  
13 hospitality projects.

14 We operate out of 40,000  
15 square feet of office space in  
16 Bethpage; 20,000 square feet in  
17 Manhattan for our design studios;  
18 about 10,000 square feet of offices  
19 in Sherman, Chicago; 8,000 square  
20 feet in Mississauga, Canada; 6,000  
21 square feet in London, 50,000  
22 square feet in Poole, England; and  
23 150,000 square feet in South  
24 Carolina. We have 33 showrooms in  
25 the United States, Canada, England

1  
2 and France, and we have about 100  
3 employed as independent sales  
4 representatives in North America.  
5 We export to about 65 countries.  
6 We employ about, in North America,  
7 about 600 people, about 170 whom  
8 are primarily working out of our  
9 Bethpage offices. That's obviously  
10 shifted a bit since COVID and it  
11 may shift again post-COVID with  
12 people, some in New York City, some  
13 on Long Island. We'll see how that  
14 goes.

15 Our distribution center, and  
16 we have other offices in South  
17 Carolina and, as I said, in the UK.

18 Currently we are -- we are  
19 back in negotiations to buy a  
20 furniture company in North Carolina  
21 with an office and factory of about  
22 100,000 square feet.

23 The brands we sell under are  
24 not really brands that are known  
25 brands because we sell just to

1  
2 someone who then sells to  
3 consumers, so the designer might  
4 know our brands but the brands we  
5 sell under in case you've been  
6 decorating lately, are Kravet, my  
7 family name, Megelta, Brunswick,  
8 GP&J Baker and Tongia. We also do  
9 a lot of our own design work.

10 We have a very large archive,  
11 very well known archive of textiles  
12 going back, some of them go back to  
13 200 BC, and we warehouse that  
14 archive in two locations, in the UK  
15 and in Bethpage. And we want to be  
16 sure too that we preserve that  
17 because we use it quite a bit for  
18 our development of new designs and  
19 new products, and what's new is  
20 what was old, it's just redone,  
21 recolored, retextured. We have  
22 those design studios, both those  
23 research and design studios in New  
24 York City, London and in Bethpage.

25 The functions we're proposing

1  
2 for the new space are offices, to  
3 the trade showroom, product design  
4 and design archives, and I think  
5 that's -- that's what I had to tell  
6 you. Any questions about that?

7 CHAIRMAN KESSEL: Yeah, let  
8 -- let me ask a couple of  
9 questions. I know we spoke on the  
10 phone.

11 MR. KRAVET: Yes.

12 CHAIRMAN KESSEL: I think  
13 it's important to point out to the  
14 board that this -- this location  
15 where you currently are in Bethpage  
16 has been the subject of some  
17 attention due to the fact that the  
18 MTA has decided to move into that  
19 property and potentially condemn it  
20 and that's why you're looking for  
21 this particular space; is that  
22 pretty accurate, right?

23 MR. KRAVET: Correct, we --  
24 we sold it in June under, I guess  
25 the legal term is threat of



1  
2 condemnation, because they needed  
3 that property for the third rail  
4 project.

5 CHAIRMAN KESSEL: Right, and,  
6 of course, that's an important  
7 project to Long Island as well and  
8 so that's the reason.

9 You also mentioned that you  
10 got these two properties on the  
11 Crossways area, which I'm familiar  
12 with, but you did indicate that you  
13 may only take one of them. Where  
14 are you on that and how will that  
15 affect the timing of what we're  
16 looking to do at this particular  
17 point?

18 MR. KRAVET: It shouldn't  
19 affect the timing. It's really  
20 what we discover in due diligence  
21 will help us determine that.

22 CHAIRMAN KESSEL: And I  
23 assume you would do that before we  
24 formalize the negotiations and  
25 ultimately --

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MR. KRAVET: Absolutely.

CHAIRMAN KESSEL: -- the benefits?

MR. RUBENSTEIN: Chairman Kessel, we're -- we currently went into contract, we're in the due diligence period. They're both contracts that are basically the same agreement. We'll know during our due diligence and confirm we're going forward with the properties before the -- we ask for a final inducement.

CHAIRMAN KESSEL: Okay, one -- one final point that I think I did indicate to you in our meeting and that is, you know, I've heard of your company, been very successful --

MR. KRAVET: Thank you.

CHAIRMAN KESSEL: -- been very successful for many years. I commend you on that, and the fact that it's family run is really

1  
2           terrific. I -- I -- you did note  
3           in our call meeting the other  
4           locations. I just wanted to  
5           indicate that we'd love to see you  
6           move some of those locations and  
7           consolidate them in Nassau County.  
8           And I will tell you that in  
9           addition to this project, if there  
10          is an interest in moving some of  
11          that either from the UK or even  
12          from the Carolinas, give me a call,  
13          we'd love to have more of your  
14          operations here, and I think, if I  
15          remember, you indicated something  
16          that you potentially were looking  
17          at. I know you also indicated  
18          Chicago as well. We'd be glad to  
19          assist you in talking about moving  
20          some of your other operations here  
21          to the county.

22                   MR. KRAVET: Thank you. Yes,  
23                   since we spoke we did acquire a  
24                   company called Dahlia, so that's  
25                   interesting.

1  
2           And just as another note, in  
3           this park that we're looking at, we  
4           were the first occupants of that  
5           park, the first company to come  
6           into that industrial park in 1963,  
7           that other building called 110  
8           Crossways Park so I'm very familiar  
9           with it. I grew up there. It's  
10          very interesting.

11           CHAIRMAN KESSEL: Yeah, in  
12          fact, if I recollect, News 12 has a  
13          building at Crossways Park. I have  
14          been there on many, many occasions,  
15          although they're probably moving  
16          that studio to the Altice facility,  
17          Bethpage and the IDA was  
18          responsible for the Altice project  
19          and the new studio that's been  
20          built over there, so it's just a  
21          small world.

22           MR. KRAVET: It is. The 420  
23          building Cablevision is currently  
24          leaving that, so again, it's the  
25          same thing.

1  
2 CHAIRMAN KESSEL: That's  
3 interesting. Is that where News 12  
4 currently is?

5 MR. KRAVET: They're --  
6 they're in -- no, they're in One  
7 Media. They're in One Media which  
8 is around the corner.

9 CHAIRMAN KESSEL: Right,  
10 which is around the corner to it,  
11 okay, that's very, very  
12 interesting.

13 Are there any questions on  
14 the part of the board? I think --  
15 did you guys cover the IDA  
16 assistance that you're requesting?

17 MR. KRAVET: No.

18 MR. RUBENSTEIN: I was  
19 going -- I was just going to close  
20 up with that, Chairman Kessel.  
21 We're seeking a sales tax exemption  
22 on the construction, we're looking  
23 for mortgage tax exemption and  
24 we're looking for PILOT agreements  
25 for each of the buildings

1  
2 consistent with PILOT agreements  
3 the IDA has granted for similar  
4 projects. We're asking for a  
5 15-year PILOT with a 3 year fixed  
6 period and a 12-year period of  
7 gradual increases.

8 CHAIRMAN KESSEL: Thank you.  
9 Is there anything else you want to  
10 add before I ask the board for any  
11 further questions?

12 MR. RUBENSTEIN: No, I don't  
13 think so.

14 CHAIRMAN KESSEL: Okay.

15 Board members, any questions  
16 or comments?

17 MEMBER COUMATOS: I'd like to  
18 make a comment. I have no dealings  
19 with Kravet but being in Bethpage  
20 for the last 40 years I have to say  
21 their employees and they have been  
22 a part of this community and for  
23 them to leave not because they --  
24 they want to but basically because  
25 they have to, they're not the only

1  
2 business that is possibly eminent  
3 domain for certain reasons, so for  
4 them to move and still stay within  
5 our jurisdiction I think shows that  
6 they really care about Nassau  
7 County, and I think we should  
8 really think about what they're  
9 going to do.

10 CHAIRMAN KESSEL: Thank you,  
11 John.

12 Any other questions or  
13 comments from board members?

14 All right, hearing none,  
15 Catherine, is there anyone from the  
16 public that wishes to speak?

17 MS. FEE: No, sir.

18 CHAIRMAN KESSEL: Okay, so  
19 with that I'd like a motion from a  
20 board member to move the  
21 preliminary inducement for  
22 Cascelta & Kravet.

23 MEMBER COUMATOS: I do. I  
24 do.

25 CHAIRMAN KESSEL: Coumatos

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moves it. Is there a second one?

MEMBER WARREN: Lewis Warren,  
I -- I -- I second.

CHAIRMAN KESSEL: Thank you,  
Lewis.

Are there any other comments  
before we vote?

MEMBER WARREN: Chairman  
Kessel, I just want to pick up on  
John's great comments, and, Cary,  
for you and your family and, Eric,  
we -- we -- we do value you, you  
staying in Nassau County and think  
it's, you know, it's obviously our  
mandate to look across the board  
for -- for job creation and  
employment, but -- but we salute  
you and your family for 102 years,  
so that's fabulous.

I actually know, because I  
have some friends in the business,  
that your -- your product is  
considered top, top, top of the  
market product and really and it



1  
2 was fascinating to hear about your  
3 archives that you guys go back  
4 hundreds if not -- if not 2,000  
5 years, so that's fabulous. I  
6 salute you and your family.

7 MR. KRAVET: Thank you.  
8 That's very kind of you.

9 CHAIRMAN KESSEL: Thank you.  
10 Are there any other comments  
11 before we vote? Hearing none, I'll  
12 -- I'll take a vote now.

13 John Coumatos?

14 MEMBER COUMATOS: Yes.

15 CHAIRMAN KESSEL: Tim  
16 Williams?

17 MEMBER WILLIAMS: Yes.

18 CHAIRMAN KESSEL: Lewis  
19 Warren?

20 MEMBER WARREN: Yes.

21 CHAIRMAN KESSEL: Amy Flores?

22 MEMBER FLORES: Yes.

23 CHAIRMAN KESSEL: Chris  
24 Fusco?

25 MEMBER FUSCO: Yes.

1  
2 CHAIRMAN KESSEL: And I vote,  
3 Richard Kessel, aye. I do just  
4 want to indicate to the Kravet team  
5 that I was very serious about  
6 asking you to think about and then  
7 maybe come back to us about  
8 consolidating some of your  
9 operations in other parts of the  
10 country and I guess, slash, the  
11 world here in Nassau County. We'd  
12 be glad to work with you to find  
13 space to work with you in any way.  
14 It's not a condition of this  
15 particular project, but please  
16 think about it and pick up the  
17 phone and give us a call.

18 MR. KRAVET: Thank you for  
19 that very kind invite -- welcoming  
20 offer.

21 CHAIRMAN KESSEL: Thank you.  
22 We're done with this, and I want to  
23 thank you for joining us, wish your  
24 business well and thank you.

25 MR. RUBENSTEIN: Thank you to

1  
2 the chairman and the board and the  
3 staff and counsel, thank you.

4 CHAIRMAN KESSEL: Thank you.

5 MR. KRAVET: Bye-bye.

6 CHAIRMAN KESSEL: Okay, we'll  
7 now move to the two approval  
8 resolutions, the 101 Channel Drive  
9 and the Lunar Module Park. I'd  
10 like to, we can discuss them both  
11 together, but I'd like to actually  
12 take the 101 Channel Drive first,  
13 but I think that, Dan and Parvis,  
14 if you're there, if we can -- you  
15 can explain them both at the same  
16 time and then we can vote on them  
17 separately.

18 This is, in my view,  
19 something I'm very excited about  
20 and so I'll -- I'll hand it over to  
21 Dan and the team to make a brief  
22 presentation.

23 Just indicate for the public  
24 and a reminder to the board that we  
25 already did receive a presentation

1  
2 on this project and both of these  
3 projects quite a while ago, and we  
4 have been talking with the  
5 applicants and with local officials  
6 on these projects as well, and I  
7 think this is -- so this is a  
8 second presentation, but I just  
9 want to make sure the public  
10 understands that this was already  
11 presented and approved in a  
12 preliminary resolution sometime  
13 ago.

14 But with that, I'll hand it  
15 over to the -- to Dan and the team.

16 MR. DEEGAN: Thank you,  
17 Mr. Chairman. If everybody can  
18 hear me?

19 CHAIRMAN KESSEL: Yes.

20 MR. DEEGAN: Okay, good, so  
21 also with us we have Parvis  
22 Farahzad who is the principal of  
23 the applicants.

24 Parvis, are you there? I see  
25 him there. I don't know, he must

1  
2 be muted, but anyway, he's with us  
3 tonight.

4 MR. FARAHZAD: I am here.  
5 Can you hear me?

6 MR. DEEGAN: Yes, we can hear  
7 you.

8 So I don't want to repeat  
9 everything that Debbie Markowitz  
10 said at the beginning. I think  
11 that this board has, you know,  
12 through your actions and through  
13 talking with you guys appreciate  
14 the great economic value of the  
15 film industry and the studio  
16 business. This applicant and  
17 Parvis Farahzad has been the  
18 operator of the Grumman Studios  
19 property in Bethpage which has been  
20 a very big success, not without its  
21 challenges, but has been a very big  
22 success. It's been an IDA --  
23 Nassau County IDA project for many  
24 years.

25 The film industry, you know,

1  
2 despite COVID and despite other  
3 challenges, there's still a great  
4 demand for studio space because of  
5 a drive for content in the -- in  
6 the, you know, TV and movie  
7 industry. There is a lot of demand  
8 for it.

9 MR. DEEGAN: So I don't want  
10 to repeat everything that Debbi  
11 Markowitz said at the beginning. I  
12 think that this board has, you  
13 know, through your actions and from  
14 talking with you guys, appreciate  
15 the great economic value of the  
16 film industry and the studio.

17 As Debbi indicated, the  
18 Grumman Studios property is  
19 currently pretty much taken up  
20 right now by Apple filming a  
21 series, and I'm not sure how much  
22 detail we are allowed to go into in  
23 terms of what actually they are  
24 doing there, but suffice it to say  
25 there is a lot of activity going

1  
2 on.

3 So that, the Grumman Studios  
4 in Bethpage has been a tremendous  
5 success in terms of -- and just as  
6 Debbi mentioned, when these  
7 productions come into these  
8 facilities, it's a tremendous  
9 economic boost. There are hundreds  
10 of jobs, they are all union jobs,  
11 there is union electricians,  
12 carpenters, painters, riggers,  
13 plumbers, they build tremendous  
14 sets, they move tremendous amounts  
15 of materials and they come and they  
16 go and they come and they go and  
17 it's just a tremendous amount of  
18 labor that takes place in  
19 connection with these operations.

20 What we are here tonight to  
21 talk about and I'm going to try and  
22 keep it relatively brief is the  
23 Publisher's Clearing House  
24 property, formerly known as  
25 Publisher's Clearing House property

1  
2 in Port Washington.

3 This property previously had  
4 hundreds of jobs at Publisher's  
5 Clearing House and they moved their  
6 location. Thank goodness they  
7 stayed in Nassau County, but it  
8 left this property vacant, looking  
9 for a reuse or a new tenant.

10 The building, the property  
11 itself at 101 Channel Drive  
12 consists of two big buildings;  
13 100,000 square foot industrial  
14 building and a 60,000 square foot  
15 office building.

16 The proposal here is to  
17 convert those buildings and  
18 construct film production space  
19 basically, six studios in one  
20 building and having the other  
21 building as supplement and  
22 ancillary to support that business  
23 which has been the model that's  
24 taken place at the Bethpage  
25 property as well.



1  
2 We are talking about  
3 investing. The budget has  
4 increased and it's probably around  
5 \$20 million worth of investment in  
6 order to build that film studio.  
7 We are looking to -- the concept  
8 here is that we are going to  
9 mortgage the property at Bethpage.  
10 We should look at -- the board  
11 should look at these and certainly  
12 they are sister studios, so even  
13 though they have different names,  
14 they are ultimately under the  
15 umbrella of Parviz Farahzad and  
16 Grumann Studios operation.

17 So the concept is to obtain  
18 the financing for the construction  
19 of the Port Washington site by  
20 mortgaging the Bethpage site. We  
21 are looking at a mortgage of up to  
22 \$25 million in order to make the  
23 funds available to construct the  
24 Port Washington facility.

25 We have recently received the

1  
2 zoning approvals from the Village  
3 of Port Washington North which has  
4 been a process to go through but  
5 ultimately we received approvals  
6 and really, with the IDA's  
7 assistance here, we can start  
8 construction relatively soon.

9           There is a great demand for  
10 this, as I indicated, and the  
11 economic benefits are tremendous.  
12 We are looking for a PILOT  
13 agreement on the new facility  
14 that's a 15-year period. That  
15 basically takes the existing taxes  
16 and escalates those but then phases  
17 in the new taxes that are going to  
18 be created by this project. It  
19 will be a new incremental  
20 assessment that's created by this  
21 project and we are looking for that  
22 to be phased in after our  
23 construction period.

24           We are also looking to have  
25 the Bethpage PILOT agreement

1  
2 continued so that it's co-terminus  
3 with this so it's 15 years from  
4 today. There is still about 7  
5 years on the existing PILOT  
6 agreement. We are looking to  
7 basically continue that schedule  
8 and then have a tax cap type  
9 escalator on the balance. We are  
10 looking for sales tax exemption on  
11 the construction materials.

12 I don't know if anybody has  
13 any other questions. I think  
14 that's pretty much the high points.  
15 I don't think enough can be said  
16 for the type. We as the applicant  
17 typically commit to jobs, there is  
18 a relatively low-level job  
19 commitment from the applicant in  
20 terms of what it takes to actually  
21 just maintain these buildings, but  
22 the real economic driver here and  
23 the real employment and jobs driver  
24 is when these studios have  
25 productions at the space and that

1  
2 really, you know, creates a  
3 multiplier in terms of the spending  
4 of the people working there and the  
5 local community and the restaurants  
6 and the buying lumber, buying  
7 supplies and as I pointed out which  
8 I don't think can be stressed  
9 enough, is the high quality of  
10 skilled labor that goes into these  
11 productions.

12 CHAIRMAN KESSEL: Thank you,  
13 Dan.

14 Before I take any questions  
15 for either project, as you  
16 indicated they are both related to  
17 each other, you know, I remember  
18 sitting I think it was at the On  
19 Parade diner with Parviz, I don't  
20 know, when I first started at the  
21 IDA, I had met him and Laura Curran  
22 and I went on our first tour of  
23 Grumman Studios and were fascinated  
24 by, especially the storage of all  
25 of the equipment, most of it if I

1  
2 remember correctly, Parviz, for  
3 NBC. When you walk in a room and  
4 there are 100 wedding gowns and  
5 microwave ovens and all different  
6 kinds of lamps and costumes,  
7 refrigerators, you name it, it was  
8 there, and both County Executive  
9 Curran and I were so impressed with  
10 it and then I met with Parviz and I  
11 think Dan, you may have been there  
12 and we talked about the future and  
13 the Port Washington North project  
14 that we are looking at, the new  
15 studio, the Lunar Studio is part of  
16 that future. And I am so excited  
17 about this because as Deb Markowitz  
18 pointed out, this is a huge future  
19 potential for Nassau County and I  
20 kind of compare it to the Last Mile  
21 facilities that are currently being  
22 built, Home Depot, I am hoping the  
23 Amazon in Carle Place, I am hoping  
24 for maybe Amazon to come to Ciro  
25 Wire site, as being a real part of

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Nassau County's future. I believe that the TV and film industry is looking at Nassau County to be kind of the East Coast version of Hollywood. Yes, they do a lot of work in filming in studios in New York City. When I was at the New York Power Authority I know we worked with the Steiner Studios with low cost power, but as the world turns -- I'm not quoting a soap opera, necessarily -- but as the world turns, we are the next site for the future of production; whether it's movies, films, TV, you know, what they call blue screen productions, this is the site and I don't think there could be a better location in terms of all of the different advantages than Port Washington and Port Washington North. This is the future for Nassau County, and as you point out, Dan, it doesn't only create

1  
2 jobs at the site but you know,  
3 having witnessed Grumman Studios  
4 and yes, also kind of a shout out  
5 to Gold Coast as well over there,  
6 it produces hundreds of jobs. I  
7 remember meeting some of the  
8 program workers who are currently  
9 at Grumman Studios before they  
10 actually started production. The  
11 guys were telling me about, you  
12 know, the things that they  
13 patronize in Bethpage. I know  
14 that's important to John and to  
15 Anthony Simon and the whole county.

16 So this is a big future  
17 potential for Nassau County. I  
18 think ultimately could provide  
19 thousands of jobs, changing with  
20 different productions.

21 I also want to commend Parviz  
22 and Dan and your team for working  
23 with the Town of North Hempstead  
24 and the Village of Port Washington  
25 North, working with the community.

1  
2 I know there were some issues there  
3 that had to be worked out. We were  
4 kind of indirectly involved a  
5 little bit in working with some of  
6 the electeds there and I want to  
7 thank them as well for their  
8 cooperation in this.

9 I think this is so exciting  
10 and I am totally supportive of this  
11 as part of Nassau County's growth  
12 future. As they say in the  
13 industry, "roll em." I love this.  
14 Thank you.

15 Now I'll ask for any  
16 questions or comments from board  
17 members on either project, the Port  
18 Washington North, 101 Channel  
19 project or the Bethpage project at  
20 Grumman Studios.

21 (No response.)

22 CHAIRMAN KESSEL: Hearing  
23 none on either project, Catherine,  
24 is there anyone in the queue that  
25 wants to comment or raise any



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questions for either of these two projects?

MS. FEE: No, Chairman, not at this time.

CHAIRMAN KESSEL: Okay. So I guess ask Andrew or Tom Glascock -- and I do want to thank them as well. You know, the counsel don't get a lot of attention. I've discovered from them they don't want a lot of attention, but you know, Andrew Komaromi, Harris Beach, Tom Gary and Tom Glascock our counsel, do a tremendous job and a lot of work. I witness it all the time and I just want to thank them for all the work they do on all of these projects.

I assume that we want to take these separately just -- we can do the three of the SEQRA PILOT and approving for each one separately.

MR. KOMAROMI: That's right, Richie, so for each of these studio

1  
2 projects we have three resolutions,  
3 a SEQRA, a PILOT deviation and an  
4 approving resolution and these --  
5 with respect to the Port Washington  
6 project. It approves a 15-year  
7 PILOT, with respect to the other  
8 one a PILOT that increases the  
9 existing PILOT by nine years to  
10 basically bring the two PILOTS to  
11 run for the same period as the two  
12 portions or the two separate  
13 projects depend on each other; and  
14 also approving mortgage recording  
15 tax exemption and sales tax  
16 exemption, so it's two separate  
17 sets of three resolutions for each.

18 CHAIRMAN KESSEL: Thank you.  
19 Thank you.

20 I should just point out I did  
21 at the hearing, we did hold  
22 hearings on these the other day  
23 that as I've been doing, I did  
24 reach out, spoke to Supervisor  
25 Bosworth as well e-mailed with

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2           Legislator Delia DeRiggi-Whitton,  
3           also spoke to the mayor's office in  
4           the Village of Port Washington  
5           North, Mayor Weitzner, and also on  
6           Bethpage spoke to Brian Nevin of  
7           Supervisor Saladino's office about  
8           the site.

9                     It's important just to point  
10           out and put on the record that, you  
11           know, we don't ignore the public  
12           officials. We reach out to them,  
13           we let them know about the  
14           projects, the hearing dates,  
15           et cetera, so they are fully aware  
16           of these projects as well.

17                     So having said that, I'd like  
18           to move the 101 Channel Drive  
19           Project in Port Washington North.  
20           There are three resolutions, we can  
21           take them together, SEQRA, PILOT  
22           deviation and approving resolution.

23                     Is there a second?

24                     ASSISTANT SECRETARY FUSCO:

25           I'll second the motion. Chris

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Fusco.

CHAIRMAN KESSEL: Thank you,  
Chris.

I'll take a vote: Richard  
Kessel, I vote aye.

Chris Fusco.

ASSISTANT SECRETARY FUSCO:  
Aye.

CHAIRMAN KESSEL: John  
Coumatos.

ASSISTANT TREASURER COUMATOS:  
Aye.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WILLIAMS: Aye.

CHAIRMAN KESSEL: Amy Flores.

TREASURER FLORES: Aye.

CHAIRMAN KESSEL: Tim  
Williams?

SECRETARY WILLIAMS: Aye.

CHAIRMAN KESSEL: Thank you.

I'll now take a motion to  
adopt the Lunar Module Bethpage  
Grumman project.

1  
2 Again, there are three  
3 resolutions, we can take them  
4 together. The SEQRA resolution,  
5 the PILOT deviation resolution and  
6 the approving resolution.

7 Do I hear a motion to adopt?

8 ASSISTANT TREASURER COUMATOS:

9 I do.

10 CHAIRMAN KESSEL: John

11 Coumatos.

12 Is there a second.

13 TREASURER FLORES: I'll

14 second, Amy Flores.

15 CHAIRMAN KESSEL: Amy Flores

16 seconds.

17 I will take a vote: John

18 Coumatos.

19 ASSISTANT TREASURER COUMATOS:

20 Aye.

21 CHAIRMAN KESSEL: Amy Flores.

22 TREASURER FLORES: Aye.

23 CHAIRMAN KESSEL: Tim

24 Williams?

25 SECRETARY WILLIAMS: Aye.

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CHAIRMAN KESSEL: Chris  
Fusco?

ASSISTANT SECRETARY FUSCO:  
Aye.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WILLIAMS: Aye.

CHAIRMAN KESSEL: Richard  
Kessel, I vote aye.

The resolutions carry.

I see, by the way -- no,  
that's it. So we do have one other  
project which is LJ Services and  
affiliated real estate entity GCHO  
Realty -- the LJ of course stands  
for London Jewelers, a well-known  
company.

And with that, I will ask the  
London Jewelers team to make a  
brief presentation. Again for the  
public's benefit, this project came  
before us already, a full  
presentation was made, there was a  
public hearing the other day and

1  
2 this is just a brief second  
3 presentation followed by a board  
4 vote.

5 Thank you.

6 MR. DEEGAN: Thank you very  
7 much, Mr. Chairman and members of  
8 the board.

9 My name is Dan Deegan with  
10 Forchelli Deegan Terrana. We have  
11 representatives from the applicant,  
12 we have Scott Alpert and Tim  
13 Claire.

14 You guys are there.

15 Mark Udell is there as well.

16 Anyway, so thank you very  
17 much. So London Jewelers, as you  
18 mentioned, is a well known iconic  
19 Long Island company and brand. The  
20 project before you today is to have  
21 London Jewelers's corporate  
22 headquarters and back office  
23 operations to be consolidated into  
24 a building at 100 Mill Road in Glen  
25 Head. It would purchase the

1  
2 building and renovate it and  
3 consolidate their headquarters and  
4 back operations which are currently  
5 spread between three different  
6 facilities that have expiring  
7 leases.

8 The company services and its  
9 headquarters would service the  
10 retail operations. None of the  
11 benefits that we're talking about  
12 today would be going into the  
13 actual retail operations, but it's  
14 worth noting that there are six  
15 locations; two are in New York  
16 City, one is in New Jersey and the  
17 remaining ones are on Long Island.

18 Overall the organization is a  
19 great employer. As we mentioned  
20 earlier, it's an iconic brand.  
21 What we are looking for the IDA's  
22 assistance to do is to give us a  
23 PILOT agreement that -- a 20-year  
24 PILOT agreement that basically  
25 takes the existing level of



1  
2 payments that are being made today  
3 and phases them basically locks  
4 them in and let's an escalator be  
5 applied to it over the period of  
6 the term.

7 We are also looking for sales  
8 tax exemption and mortgage  
9 recording tax exemption to  
10 facilitate the project.

11 You know, this is a back  
12 office operation that really could  
13 be located anyplace. As I said, we  
14 have locations in another state, in  
15 New Jersey, but the commitment to  
16 Long Island and Nassau County is  
17 strong with this company and you  
18 know, with the IDA's assistance we  
19 would like to keep them here.

20 CHAIRMAN KESSEL: Thank you,  
21 Dan. I appreciate it.

22 Are there any questions from  
23 board members.

24 (No response.)

25 CHAIRMAN KESSEL: Okay. I do

1  
2 just want to indicate, you know, I  
3 think this is again another example  
4 of a major company, an iconic  
5 company known really far and wide,  
6 not only in the region but  
7 throughout the country, someone  
8 actually e-mailed or texted me when  
9 we first took this up, someone I  
10 didn't know from another state that  
11 was surprised that London Jewelers  
12 was locating in Nassau County and  
13 wanted to know where to get in  
14 touch with them.

15 You know, this is a very  
16 important company. We are thrilled  
17 that they decided to consolidate  
18 their operations and their  
19 corporate headquarters here in the  
20 county. As Dan indicated, they  
21 could have done this in another  
22 state, they chose Nassau County and  
23 we are really thrilled about that.  
24 We thank you.

25 Having no questions from the

1  
2 board, are there any questions from  
3 the public?

4 MS. FEE: No, Chairman.

5 CHAIRMAN KESSEL: Okay. Now  
6 as I understand this, there are  
7 four resolutions, we can take them  
8 all together, Andrew or Tom, if  
9 that's correct, we have a SEQRA  
10 resolution, a PILOT deviation  
11 resolution, an approving resolution  
12 and also a consent resolution to  
13 remove the facility from a prior  
14 straight lease and maybe Andrew or  
15 Tom you could just explain that  
16 last one?

17 MR. KOMAROMI: That is  
18 correct, Richie, I will take this  
19 one.

20 So the consent resolution  
21 relates to the termination of and  
22 the removal of one property and  
23 that being the subject property  
24 that London Jewelers is intending  
25 on acquiring from a prior

1  
2 transaction of the agency called  
3 the Long Island Industrial  
4 Management, LLC transaction that  
5 goes back to 2013 that involved the  
6 renovation and the adoptive reuse  
7 of 13 different facilities.

8 So that IDA transaction, that  
9 straight lease will continue. This  
10 is the only property that is being  
11 removed and the removal of it would  
12 not present a default because all  
13 other obligations under that 2013  
14 transaction have been discharged  
15 including the renovation back then  
16 of this facility.

17 And I think it's important to  
18 note that the PILOT for London  
19 Jewelers was very carefully  
20 reviewed by staff and in fact the  
21 remaining years what would have  
22 been the PILOT years for this  
23 property under the Long Island  
24 Industrial Management project stay  
25 in place. So in other words, it's

1  
2 that same amount will be paid for  
3 the first nine years of the PILOT  
4 and then the schedule goes into a  
5 two-year freeze and then continues  
6 in an escalation for the remainder  
7 years 13 through 20.

8 CHAIRMAN KESSEL: Thank you,  
9 Andrew.

10 I know I asked before if  
11 there were any questions and no one  
12 had any, but does anyone have any  
13 questions about this last component  
14 that Andrew just presented.

15 (No response.)

16 CHAIRMAN KESSEL: Okay.  
17 Hearing.

18 SECRETARY WILLIAMS: Sorry,  
19 just a quick question: The  
20 property that comes off the deal  
21 it's from, is there any -- are they  
22 still, without having this as part  
23 of their overall structure, are  
24 they still in compliance?

25 MR. KOMAROMI: Yes. So all

1  
2 the other properties are staying in  
3 that project and they are currently  
4 in compliance with the agency.

5 SECRETARY WILLIAMS: Minus  
6 this property, it won't affect  
7 their compliance in any way?

8 MR. KOMAROMI: That is  
9 correct.

10 SECRETARY WILLIAMS: Okay.

11 CHAIRMAN KESSEL: Are there  
12 any other questions?

13 (No response.)

14 CHAIRMAN KESSEL: Hearing  
15 none, do I hear a motion to adopt  
16 now, again, this is the four  
17 resolutions, SEQRA, PILOT  
18 deviation, approving and consent.

19 Do I hear a motion to adopt  
20 those four resolutions.

21 SECRETARY WILLIAMS: I'll  
22 make the motion.

23 CHAIRMAN KESSEL: Tim made  
24 the motion.

25 Lewis, will you second it.

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MEMBER WILLIAMS: Yes, I'll  
second it.

CHAIRMAN KESSEL: Okay. I'll  
take an individual vote: Tim  
Williams?

SECRETARY WILLIAMS: Yes.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WILLIAMS: Yes.

CHAIRMAN KESSEL: John  
Coumatos.

ASSISTANT TREASURER COUMATOS:  
Yes.

CHAIRMAN KESSEL: Amy Flores?

TREASURER FLORES: Yes.

CHAIRMAN KESSEL: Chris  
Fusco?

ASSISTANT SECRETARY FUSCO:  
Yes.

CHAIRMAN KESSEL: And I,  
Richie Kessel, vote yes as well.

And thank you, London  
Jewelers, we all look forward to  
having you in this new

1  
2 headquarters, really glad that this  
3 iconic company known, really,  
4 around the world has decided to  
5 have its headquarters here in our  
6 great county. Thank you.

7 MR. ADLER: Thank you,  
8 everybody.

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

11 CHAIRMAN KESSEL: Thank you.

12 Other business. If I am  
13 correct that we are now done with  
14 the approving resolutions, as well  
15 I should have indicated, so just  
16 for the record that on the London  
17 Jewelers I did reach out to Oyster  
18 Bay to Brian Nevin on behalf of  
19 Supervisor Saladino, and I also had  
20 a conversation with Legislator Josh  
21 Lafazan who -- I don't want to  
22 speak for him but he was very  
23 excited and supportive about this.  
24 I did tell him about the project  
25 and notified them of the hearings



1  
2 as well. I should have said that  
3 before but I just wanted to  
4 indicate that as well.

5 All right. So now we just  
6 have a few other items, first of  
7 all we have approval of our minutes  
8 from our August 25th meeting.

9 First, do I hear a motion to  
10 adopt those minutes?

11 ASSISTANT SECRETARY FUSCO:  
12 I'll make the motion to adopt the  
13 minutes, Chris Fusco.

14 CHAIRMAN KESSEL: Thank you,  
15 Chris Fusco.

16 I will second the motion.

17 Are there any changes to  
18 those minutes, corrects.

19 (No response.)

20 CHAIRMAN KESSEL: Hearing  
21 none, we can do by voice vote: All  
22 in favor indicate by saying aye.

23 Aye.

24 MEMBER WILLIAMS: Aye.

25 ASSISTANT SECRETARY FUSCO:

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Aye.

TREASURER FLORES: Aye.

ASSISTANT TREASURER COUMATOS:

Aye.

SECRETARY WILLIAMS: Aye.

CHAIRMAN KESSEL: Any

opposed?

(No response.)

CHAIRMAN KESSEL: Any

abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. The minutes carry.

Now we have got three other resolutions, a resolution to extend the term of audit services, IT services and media services in public relations.

I'll ask Harry to go through them.

CEO COGHLAN: Thank you, Mr. Chairman.

This is something that was before the board in the first

1  
2 quarter. We extended it through  
3 roughly the end of the first  
4 quarter on these three services  
5 with the intention of issuing RFPs  
6 then the world changed and this  
7 administrative matter just sort of  
8 fell to the side.

9 What we are asking for is an  
10 extension of all three -- a  
11 resolution to extend all three  
12 agreements to the end of this year  
13 with the commitment to issue an RFP  
14 to the beginning of next year.

15 CHAIRMAN KESSEL: Thank you.

16 Are there any questions from  
17 any of the board members to Harry  
18 on these extensions.

19 (No response.)

20 CHAIRMAN KESSEL: Okay. Can  
21 we take these all together, Tom?

22 MR. GLASCOCK: Yes, we can.

23 CHAIRMAN KESSEL: Do I hear a  
24 motion to adopt the resolutions to  
25 extend the terms of agreement for

1  
2 audit services, IT services, media  
3 services and public relations  
4 services?

5 SECRETARY WILLIAMS: I'll  
6 make the motion, just a point of  
7 clarity for Tom or Andrew: How do  
8 we do an audit extension without an  
9 audit committee vote?

10 MR. GLASCOCK: Well this is a  
11 vendor who has previously been  
12 approved by the audit committee  
13 pursuant to an RFQ and therefore  
14 you have already found it to be  
15 qualified. Obviously as  
16 Mr. Coghlan said previously, the  
17 commitment is to issue an RFP for  
18 next year so that we can go through  
19 this process and verify the vendor,  
20 basically collect the new series of  
21 qualified vendors and proceed with  
22 a new contract.

23 SECRETARY WILLIAMS: It's a  
24 procedural question, but I assume  
25 the audit committees both authorize

1  
2 at a specific time so I've never  
3 seen where the board had the right  
4 to extend that. There is no IT  
5 committee I believe or media  
6 services, I believe they are  
7 relevant to other committees, but  
8 specifically for accounting and  
9 audit services, I've never seen a  
10 board supersede the committee's  
11 authority. If you say we can do it  
12 then we can do it. I make the  
13 motion on the recommendation of  
14 counsel that it's within  
15 governance.

16 MR. GLASCOCK: Your point is  
17 well made. As I mentioned before,  
18 the audit committee is found to be  
19 qualified, it's authorized  
20 engagement --

21 SECRETARY WILLIAMS: My  
22 question isn't what the findings of  
23 the audit committee, is the scope  
24 of the approval granted by the  
25 audit committee?

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MR. GLASCOCK: Understood.

SECRETARY WILLIAMS: As long as -- my question really is: From the legal perspective, we are within governance to do it and you are saying we can?

MR. GLASCOCK: I think we can. If you feel more comfortable, we can move this until next month when there is --

SECRETARY WILLIAMS: No --

MR. GLASCOCK: When there will be an meeting.

SECRETARY WILLIAMS: Parliamentary inquiry that, you know --

MR. KOMAROMI: Also, if I may suggest, we can also have this ratified by the audit committee at the next board meeting just to save time. We can even call one out of the agenda now, but we can do ratification next time.

SECRETARY WILLIAMS: Again,

1  
2 it was a question about procedural,  
3 not a question of whether we should  
4 or should not do it.

5 MR. GLASCOCK: What I would  
6 suggest is we do anticipate having  
7 an audit committee in October as a  
8 quarterly meeting and that we  
9 address it at that time and perhaps  
10 ratify this resolution.

11 CHAIRMAN KESSEL: Wait a  
12 minute. You're indicating that,  
13 you know, in answer to Tim's  
14 question that we are able to do  
15 this as part of our governance so  
16 let's move ahead.

17 MR. GLASCOCK: Yes, Mr.  
18 Chairman.

19 CHAIRMAN KESSEL: Tim  
20 Williams moved the -- actually  
21 there are three resolutions but  
22 there are four services, right?

23 MR. GLASCOCK: The media  
24 services and public relations  
25 services are part of one agreement.

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SECRETARY WILLIAMS: All three or three or all four, however way you look at it.

CHAIRMAN KESSEL: Is there a second?

TREASURER FLORES: I'll second.

CHAIRMAN KESSEL: Amy Flores. I think we can do a voice vote on these three or four as Tim pointed out.

All those in favor of these resolutions indicate by saying aye. Aye.

MEMBER WILLIAMS: Aye.

ASSISTANT SECRETARY FUSCO: Aye.

TREASURER FLORES: Aye.

ASSISTANT TREASURER COUMATOS: Aye.

SECRETARY WILLIAMS: Aye.

CHAIRMAN KESSEL: Any opposed?

(No response.)



1  
2 CHAIRMAN KESSEL: Any  
3 abstentions?

4 (No response.)

5 CHAIRMAN KESSEL: All right.  
6 The abstention resolutions all  
7 carry.

8 We now have a report from  
9 Anne LaMorte, our Chief Financial  
10 Officer.

11 MEMBER LAMORTE: I'm muted.  
12 Sorry.

13 Thank you, Mr. Chairman.  
14 Okay, if you can go to the CFO  
15 report, Nassau County IDA 8/31/20?  
16 It's in the drop box under CFO  
17 Folder. We can take a look at the  
18 Revenues. As our CEO said, we had  
19 the closing of Old Country Road and  
20 we had consent for Nassau Events.

21 We move down to the Expenses,  
22 there's -- the negative number was  
23 we were refunded for the hotel  
24 conferences, the hotel for the  
25 conferences for this year and we

1  
2 have an economic development  
3 marketing. We have half of that is  
4 for our IDA re-branding and  
5 website, which is approximately 50  
6 percent done, I would say. Eric  
7 could elaborate on that better than  
8 I, but as far as billing, and then  
9 the others are regular marketing  
10 and advertising team, and if we  
11 move down below to the Cash we'll  
12 notice that we -- and thank you,  
13 Amy and John, members, for helping.

14 We opened up a new money  
15 market account because we got a  
16 better rate. Empire was at 30  
17 basis points and they sent us a  
18 letter saying that they were going  
19 to reduce it more. We called BNB,  
20 and I was begging for a half a  
21 point. So we moved the 1.7 over,  
22 and we are currently looking or  
23 been actively looking for a little  
24 bit better rate and we will come to  
25 the treasurer and assistant

1  
2 treasurer to talk about that and  
3 the board.

4 We also have budgets coming  
5 up so we anticipate getting them to  
6 you hopefully next week. We've  
7 reviewed them once, and that's  
8 about it from here.

9 Does anyone have any  
10 questions?

11 CHAIRMAN KESSEL: Thank you,  
12 Anne. I just do want to indicate  
13 that I want to thank Harry and the  
14 staff and Anne and also our Harris  
15 Beach team that we are going to  
16 be -- actually have a meeting  
17 tomorrow about closings because I  
18 want to, you know, we've got a  
19 number of projects that we approved  
20 in some instances a very long time  
21 ago that -- that haven't closed,  
22 and I'm expecting a number of them  
23 to close before the end of the year  
24 and that's fine, but one of the  
25 things that I do want us to take a

1  
2 look at and would welcome any input  
3 from the board to get in touch with  
4 me or -- or Harry and staff, is  
5 when we approve a project, should  
6 there be a time limit for a closing  
7 of the project? I understand we  
8 are in a very different world today  
9 and I certainly understand that,  
10 and -- and there always has to be  
11 exceptions and understanding the  
12 environment that surrounds us. At  
13 the same time I think, you know, I  
14 think that from my perspective,  
15 that when we do a final approval of  
16 a project, that there ought to be a  
17 reasonable time limit on the  
18 closing of that project, because in  
19 some instances, you know, we'll  
20 approve a project and, you know,  
21 you don't have a closing for a year  
22 or more and by that time you even  
23 forget about the project, and I --  
24 I, again, I'm not asking for  
25 anything at this point, but I -- I

1  
2 have -- I do want our -- our staff  
3 to look at it and -- and come back  
4 to the board with some  
5 recommendations, not on the  
6 specific closings, we're going to  
7 work on that, and a number of these  
8 will likely close before the end of  
9 the year, but for future policy  
10 whether we should require or have  
11 some standard for a time limit as  
12 to when a project closes after our  
13 final approval, something I think  
14 we should follow up on.

15 MEMBER WARREN: Chairman  
16 Kessel, it's Lewis Warren. I think  
17 you know the staff could also get a  
18 perspective of other New York IDAs  
19 to find out what -- what type of  
20 policy they have in place as well.  
21 It would be -- it would be nice and  
22 helpful to know that as well.

23 CHAIRMAN KESSEL: That's a  
24 great idea, Lewis, thank you.

25 MEMBER WILLIAMS: I also

1  
2 think they need to find out what --  
3 what's the biggest holdup. I think  
4 we might find out that other  
5 government agencies may be in many  
6 cases the problem and we'll then be  
7 penalizing for -- well, we're not  
8 necessarily directly a part of  
9 them, it could be government's  
10 fault, and I think you're going to  
11 find that in more than less cases,  
12 that it's a particular couple of  
13 agencies stopping progress. I  
14 don't mean that in a negative way  
15 of what they're doing, it just  
16 takes a long time to get through  
17 their process.

18 CHAIRMAN KESSEL: I totally  
19 agree with you, and, in fact, some  
20 of the projects that we've inquired  
21 about that's exactly what the  
22 problem is and maybe there's a way  
23 to intervene with some of these  
24 governments, because, you know, my  
25 expectation is that when we approve

1  
2 a project it has most, if not all,  
3 of its approvals. Sometimes that's  
4 not the case. I certainly think at  
5 the very least we needed to be made  
6 aware of that.

7 One of the reasons that I  
8 reach out to the public officials  
9 is because I find that out.  
10 Sometimes we don't. So that's a  
11 good point. I think it's just  
12 something we need to look at it and  
13 maybe come back to the board to  
14 discuss further. I think your  
15 point is well taken.

16 Is there any other business  
17 that any board member would like to  
18 bring up prior to adjournment?

19 I do want to indicate that  
20 our next board meeting is currently  
21 scheduled for October 22nd. I know  
22 we've had a number of back and  
23 forths about possibly doing that  
24 board meeting in person with a Zoom  
25 option, and, you know, we did do

1  
2 that for the superbloc hearings  
3 down in Long Beach, so Harry and I  
4 talked about that and we are going  
5 to explore that possibility so that  
6 if at all possible we can do the  
7 October 22nd meeting in person  
8 safely following all the state  
9 guidelines but with an option for  
10 those who want to participate  
11 remotely.

12 With that said, do I hear a  
13 motion to adjourn this meeting of  
14 the IDA?

15 MEMBER WILLIAMS: Make the  
16 motion.

17 CHAIRMAN KESSEL: Tim  
18 Williams moves the motion. Is  
19 there a second?

20 MEMBER FUSCO: I'll second  
21 it, Chris Fusco.

22 CHAIRMAN KESSEL: Thank you,  
23 Chris.

24 All those in favor, voice  
25 vote indicate by saying aye.



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(Simultaneous speakers  
saying, "Aye.")

CHAIRMAN KESSEL: Any  
opposed? Any abstentions?

All right, the meeting is  
adjourned. I want to wish everyone  
a safe time as we go forward and  
we'll be in touch. Thank you.

MS. FEE: Thanks, everyone.

(Time noted: 9:08 p.m.)

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C E R T I F I C A T E

STATE OF NEW YORK )

) ss.:

COUNTY OF NASSAU )

I, DIANA MITCHELL, a Notary Public within and for the State of New York, do hereby certify that the within is a true and accurate transcript of the proceedings taken on September 21, 2020.

I further certify that I am not related to any of the parties to this action by blood or marriage; and that I am in no way interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set my hand this 21st day of September, 2020.

-----  
GAIL NEUFELD

-----  
DIANA MITCHELL

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