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

Board of Directors Meeting  
Thursday, October 22, 2020 - 5:30 p.m.

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(Remotely taken via Zoom)

October 22, 2020  
5:30 p.m.

LOCAL ECONOMIC ASSISTANCE CORPORATION

- Richard Kessel, Chairman
- Anthony Simon, 2nd Vice Chairman
- Timothy Williams, Secretary
- Amy Flores, Treasurer
- John Coumatos, Assistant Treasurer
- Christopher Fusco, Assistant Secretary (Excused)
- 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
- Timothy Williams, Secretary
- Amy Flores, Treasurer
- John Coumatos, Assistant Treasurer
- Christopher Fusco, Assistant Secretary (Excused)
- 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,  
everyone. My name is Harry  
COGHLAN, I am the CEO of both the  
Nassau County Local Economic  
Assistance Corporation as well as  
the Nassau County Industrial  
Development Agency. Today is  
October 22nd, the time is now 5:30  
P.M.

Before we move into our  
formal board meetings we are going  
to hold a number of committee  
meetings.

One point of notation, please  
note during that these committee  
meetings we will not be taking  
public comment or question. You  
will instead be reserving that for  
the full board meetings.

So at this point in this time  
I am going to turn it over to our  
counsel, Mr. Thomas Glascock who is  
going to go to facilitate us through  
each of the committee meetings.

1  
2 MR. GLASCOCK: Thank you, Mr.  
3 COGHLAN.

4 What we would suggest doing  
5 tonight is having the Agency  
6 committees meet and then moving to  
7 the LEAC committees and we would  
8 start off with the finance  
9 committee.

10 I wish to note that the time  
11 is now 5:31 would ask that Chair  
12 Lewis Warren call the LEAC finance  
13 committee to order and that we have  
14 a roll call of its members.

15 VICE CHAIRMAN WARREN: Thank  
16 you.

17 MR. GLASCOCK: Chair Warren,  
18 you are present?

19 VICE CHAIRMAN WARREN:  
20 Present, yes, sir.

21 MR. GLASCOCK: Member Flores,  
22 you are present?

23 (There was no verbal response  
24 as Member Flores was having a  
25 technical difficulty.)

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VICE CHAIRMAN WARREN: I think Amy is on mute.

MR. GLASCOCK: Excellent.

And Member Williams is on the way.

I wish to note that we have two of the three members and pursuant to the bylaws we do have a quorum for the committee meeting.

I would like to note that minutes of the Agency's finance committee meeting from February 27th were circulated.

Are there any comments to the draft minutes.

(No response.)

MR. GLASCOCK: Hearing none, I would suggest and request that Chair Warren make a motion to approve the draft minutes.

VICE CHAIRMAN WARREN: Thank you, Tom.

For our finance committee I would like to make a motion to

1  
2 approve our meeting minutes from  
3 the May 28, 2020 finance committee  
4 meeting.

5 MR. GLASCOCK: It's actually,  
6 that's for LEAC, that  
7 February 27th, so we will be  
8 approving those as well.

9 Member Flores, can I ask you  
10 to second the motion.

11 TREASURER FLORES:

12 (Indicating.)

13 MR. GLASCOCK: Very good.

14 CHAIRMAN KESSEL: I'm not  
15 hearing Amy.

16 MS. FEE: I just reached out  
17 to Amy. I've let her know, I think  
18 she is having trouble with her  
19 audio, she's on mute, but through  
20 visual, she did confirm yes.

21 MR. GLASCOCK: Yes, I saw her  
22 indicate her confirmation.

23 If I could ask for a vote of  
24 the committee.

25 VICE CHAIRMAN WARREN: Lewis

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Warren votes yes, aye.

Amy, if you do a thumbs up.

MR. GLASCOCK: If you could  
do a thumbs up.

TREASURER FLORES:

(Indicating.)

MR. GLASCOCK: Very good. So  
I would like to note that the  
motion was carried.

And at this time I would like  
to turn the meeting over to Mr.  
COGHLAN and to our CFO, Anne  
LaMorte, to present the preliminary  
budget.

CEO COGHLAN: Good evening.

Before I even get started,  
just to make the board members  
aware, the committee members aware,  
we have two budgets to present to  
you tonight; one for LEAC, one for  
the IDA. The reason that we have  
this committee meeting tonight and  
the reason that we have a hearing  
for the budget is because it is due

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to the Authority's budget office by November 1st so hence the timing on seeing it tonight.

So with that I will turn it over to our CFO, Anne LaMorte for an overview of the budgets for 2021.

MS. LAMORTE: I would like to thank you for time and review of our preliminary draft budget for 2021. If you need a copy of the preliminary budget it may be found in the CFO folder, the file name is NCLEAC draft budget 2021.

I would be happy to take you through it. Roughly we started with the summary budget. Behind the summary budget is a detail budget and then notes to the budget.

We have a revenue schedule with the revenue assumptions used in calculating the revenues and then we have marketing and business



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development expenses. We do a comparison of what we spent this year and what we are projecting for next year.

And then we finish off with a five-year budget that will show a little bit of improvement over the next five years.

Without going into too much detail, does anyone have any questions?

CEO COGHLAN: One thing I just want to highlight for the members is the most difficult thing to project or estimate both with the corporation and the Agency is the closing fee income. As you know, each project is of a different size, nature, scope, and as such generates different levels of fees.

For the purpose of the corporation we are estimating two projects to close with an average

1  
2 fee of 75,000 each. So it's sort  
3 of keeps in line with the activity  
4 levels we have seen in the past for  
5 the corporation and then the Agency  
6 when we get to it we are estimating  
7 ten to twelve closings of varying  
8 sizes.

9 VICE CHAIRMAN WARREN: Thank  
10 you, Harry.

11 I guess, Anne, anything else  
12 you wanted to call out? I mean it  
13 all looked consistent with the 2020  
14 budget.

15 Anything on benefits? We  
16 talked about revenue, capital  
17 expenditures, anything else you  
18 would like to highlight for us.

19 MS. LAMORTE: The budget is  
20 actually showing a surplus and the  
21 last 2020 and 2019 were showing  
22 deficits.

23 I don't think -- everything  
24 else, really, we are just showing a  
25 small surplus for this year -- next

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year coming out.

CEO COGHLAN: Was your question with regards to LEAC or the IDA, just to clarify?

VICE CHAIRMAN WARREN: I was looking at the IDA and Anne was kind enough to send us the budget in advance so I was looking at the IDA, and IDA, just so I -- looking at the right thing -- had a slight deficit for 2021, right?

CEO COGHLAN: If I may, with Tom Glascock, are we in the LEAC finance committee or are we in both?

MR. GLASCOCK: We were actually in the Agency files.

CEO COGHLAN: Fine. I apologize.

MS. LAMORTE: We are on the Agency?

MR. GLASCOCK: Yes.

MS. LAMORTE: Oh, I am in the local budget and I apologize.

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MR. GLASCOCK: No worries.

MS. LAMORTE: We usually  
start with LEAC.

Okay. Moving to the IDA  
budget.

So sorry, Lewis, thank you  
for bringing that to my attention.

VICE CHAIRMAN WARREN: Not at  
all. I know historically we have  
started with LEAC. I think tonight  
we switched on you, Anne.

MR. GLASCOCK: Probably my  
fault. I apologize.

MS. LAMORTE: Okay. So yes,  
so the same format as LEAC, so we  
did start and we do have a deficit  
of 320,000. Yes, you're correct.

For the IDA, we do, you know,  
I know you've heard it before, but  
we do have a very significant,  
robust pipeline and we, for next  
year we anticipate the ten to  
twelve closings as Harry said,  
about an average of 100,000.

1  
2 We anticipate closing  
3 probably just shy of a million  
4 dollars, hopefully a little bit  
5 more than that this year.

6 So let me take you through  
7 the LEAC budget real quick -- or  
8 the IDA budget.

9 So we have proposed revenues  
10 and expenses, professional fees  
11 were standard, we have one thing  
12 out of the ordinary, we have agreed  
13 to do an energy plan which is about  
14 \$120,000 and we have trimmed the  
15 administrative expenses.

16 Travel expenses we have also  
17 trimmed. Rent, economic  
18 development and marketing, that's  
19 down to the consulting agreement.

20 Currently with the  
21 advertising agencies, it runs about  
22 17,000 a month and it we were kind  
23 of running in line, if not a little  
24 bit less than the actual loss in  
25 2019.

1  
2           So our biggest expense is the  
3 payroll and benefits and our  
4 economic development, development  
5 marketing expense.

6           VICE CHAIRMAN WARREN: This  
7 is helpful.           I appreciate the  
8 notes in your schedules as well.  
9 If there is nothing that stands out  
10 to me, I don't know, Amy, if you  
11 have any comments on first, the  
12 Agency, the IDA budget, and then  
13 how Anne started on the LEAC  
14 budget, but I didn't have any  
15 additional commentary or questions  
16 for Anne or Harry here.

17           TREASURER FLORES: Thank you,  
18 Anne for providing a thorough  
19 detailed report.

20           I also do not have any  
21 questions.

22           Thank you.

23           MS. LAMORTE: Nice for me.

24           It's the best way to learn is  
25 to get into the budget, so any

1  
2 insight you guys can give me, I  
3 appreciate it.

4 VICE CHAIRMAN WARREN: Only  
5 other comment, I will go to  
6 where Amy was, we appreciate the  
7 notes and I know you, Harry and  
8 team spent a lot of time  
9 deconsolidating the budget for  
10 2021. Taking a hard look at it  
11 given that we, you know, we are  
12 still likely to be in a COVID  
13 environment as we turn the calendar  
14 from 2020 to 2021, and I for one --  
15 and I think I speak for Amy --  
16 appreciate the detail and  
17 appreciate you sharing this in  
18 advance of tonight's meeting. So  
19 thanks for that.

20 MS. LAMORTE: Thank you for  
21 looking at it.

22 MR. GLASCOCK: Hearing that  
23 there are no further questions or  
24 comments, I ask Chairman Lewis  
25 Warren make a motion to approve the

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preliminary budget.

VICE CHAIRMAN WARREN: So let's make a motion from Committee approving the preliminary 2021 budget that we just heard from Mr. COGHLAN and Ms. LaMorte, make a motion.

Amy.

TREASURER FLORES: I'll second the motion.

MR. GLASCOCK: If I could have a vote?

VICE CHAIRMAN WARREN: Lewis Warren, Aye.

TREASURER FLORES: Amy Flores, Aye.

MR. GLASCOCK: I would like to note that the motion passed.

Is there any additional business that either your chair or Member Flores would like to discuss during this meeting.

TREASURER FLORES: Not at this time.



1  
2 MR. GLASCOCK: Hearing that  
3 there is no additional business, I  
4 would ask that Chair Warren make a  
5 motion to close out the meeting.

6 VICE CHAIRMAN WARREN: I  
7 would like to make a motion, Member  
8 Flores, to close out our finance  
9 committee meeting today,  
10 October 22nd.

11 TREASURER FLORES: I'll make  
12 a motion to close out the meeting.

13 MR. GLASCOCK: Second.

14 VICE CHAIRMAN WARREN: Can we  
15 have a vote as well?

16 Lewis Warren votes yes.

17 TREASURER FLORES: Yes.

18 MR. GLASCOCK: I would like  
19 to note that the meeting ended at  
20 5:43 and we were going into  
21 governance, but since we already  
22 dealt with issues that involve  
23 LEAC, I suggest we ad lib in  
24 handling -- going into the finance  
25 committee meeting for LEAC.

1  
2 If I could ask Chair Warren  
3 to -- for a roll call, you are  
4 present and Member Flores, I see  
5 that you are present, and Member  
6 Williams is not here but is on the  
7 way.

8 We had circulated minutes  
9 which you had noted during the  
10 Agency committee meeting for the  
11 LEAC finance committee meeting on  
12 May 28th; is there any comment --  
13 are there any comments or questions  
14 regarding the minutes.

15 (No response.)

16 VICE CHAIRMAN WARREN: Not  
17 from Member Warren. I think I can  
18 see Amy saying no as well.

19 TREASURER FLORES: No. Thank  
20 you.

21 MR. GLASCOCK: Hearing there  
22 are no comments or suggested  
23 changes, I would ask Chair Warren  
24 make a motion to approve the  
25 minutes.

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VICE CHAIRMAN WARREN: I would like to make a motion to approve the minutes of May 28, 2020 that was included in our package.

TREASURER FLORES: I will second the motion.

MR. GLASCOCK: If I could have a vote, please?

VICE CHAIRMAN WARREN: Member Warren votes yes.

TREASURER FLORES: Member Flores votes yes.

MR. GLASCOCK: I would like to note the motion carried.

I at this time would like to note that a presentation on the draft preliminary budget for LEAC was made just a few moments ago.

Are there any questions regarding the draft budget.

TREASURER FLORES: No questions at this time.

MR. GLASCOCK: Hearing none, I would ask if Chair Lewis Warren

1  
2 would make a motion to approve the  
3 preliminary budget.

4 VICE CHAIRMAN WARREN: Make a  
5 motion for us to approve as  
6 discussed a few moments ago, our  
7 preliminary draft budget for 2021  
8 for the Nassau County Local  
9 Economic Assistance Corporation.

10 Amy.

11 TREASURER FLORES: I'll  
12 second the motion.

13 MR. GLASCOCK: Without  
14 objection, I would like to note  
15 that the motion carried.

16 And at this time, Chairman  
17 Warren, if I could ask for a  
18 motion -- unless there are any  
19 other issues -- for a motion to  
20 close out this committee meeting.

21 VICE CHAIRMAN WARREN: I  
22 would like to make a motion to  
23 close out our committee meeting.

24 Did we vote, Tom, did we  
25 vote -- I guess that was our vote,

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Amy and I. Okay.

So I would like to make a motion to close our LEAC finance committee meeting tonight, Member Flores.

TREASURER FLORES: I'll second the motion.

MR. GLASCOCK: Without objection, I would like to note that the meeting has closed and the time is 5:46.

At this time I would ask that we open up our LEAC Governance Committee Meeting and that Chair Anthony Simon make a motion to call the meeting to order.

SECOND VICE CHAIRMAN SIMON: Yes. Thank you.

Yes, I would like to call the Governance meeting to order.

MR. GLASCOCK: For the record I would like to note that Chair Simon is here and that Member Kessel is here, that Member Flores

1  
2 is here and that member Fusco is  
3 excused.

4 At this time I would like to  
5 note that draft minutes of the LEAC  
6 finance committee meeting on  
7 February 27th was circulated to the  
8 committee.

9 Are there any comments or  
10 suggested changes to the draft  
11 minutes.

12 SECOND VICE CHAIRMAN SIMON:  
13 I have none.

14 MR. GLASCOCK: Hearing none,  
15 I would ask that Chair Simon make a  
16 motion to approve the draft  
17 minutes.

18 SECOND VICE CHAIRMAN SIMON:  
19 I would like to make a motion to  
20 approve the draft minutes.

21 MR. GLASCOCK: Can I have a  
22 second?

23 CHAIRMAN KESSEL: I'll second  
24 it.

25 MR. GLASCOCK: Can I have a

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vote?

(Whereupon all members responded in the affirmative.)

MR. GLASCOCK: I would like to note that the motion carried unanimously.

At this time I would like to turn the meeting over to Mr. COGHLAN and to Andrew Komaromi, our counsel, to describe a proposed Governance resolution.

CEO COGHLAN: Tom, I just want to clarify, I believe we are in the LEAC.

MR. GLASCOCK: I'm sorry, you are right, that is for the next meeting.

So at this time unless there are any additional issues, I would ask that Chair Simon make a motion to adjourn this committee meeting.

SECOND VICE CHAIRMAN SIMON: I would like to make a motion to adjourn the LEAC.

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MR. GLASCOCK: Can I have a second?

CHAIRMAN KESSEL: I'll second.

MR. GLASCOCK: Without objection, vote?

(Whereupon all members responded in the affirmative.)

MR. GLASCOCK: I would like to note that the motion carried and the committee meeting is ended at 5:48.

At this time I ask that Chair Simon call the Agency committee meeting to order, the Governance committee meeting for the Agency.

SECOND VICE CHAIRMAN SIMON:  
At this time I am calling the Governance Committee Agency meeting to order.

MR. GLASCOCK: And I would like to note that Chair Simon is present and Member Kessel is present and Member Flores is



1  
2 present. Member Fusco was excused  
3 for the meeting.

4 At this time I would like to  
5 note that minutes from the Agency's  
6 July 9th committee meeting has been  
7 circulated to the committee.

8 Are there any questions or  
9 suggested changes to the minutes?

10 SECOND VICE CHAIRMAN SIMON:  
11 I have none.

12 MR. GLASCOCK: Hearing none I  
13 would request that Chair Simon make  
14 a motion to approve the minutes.

15 SECOND VICE CHAIRMAN SIMON:  
16 At this time I would like to make a  
17 motion to approve the minutes from  
18 July 9th.

19 MR. GLASCOCK: Can I have a  
20 second?

21 TREASURER FLORES: I second.

22 MR. GLASCOCK: Can I have a  
23 vote on the motion?

24 (Whereupon all members  
25 responded in the affirmative.)

1  
2 MR. GLASCOCK: I would like  
3 to note that the motion carried.

4 And at this time I would like  
5 to turn the meeting over to Harry  
6 COGHLAN, Mr. COGHLAN and Andrew  
7 Komaromi to describe the proposed  
8 governance resolution.

9 CEO COGHLAN: Thank you. I  
10 will just give a quick overview of  
11 why this resolution is before you  
12 and then I will ask Mr. Andrew  
13 Komaromi to just walk through some  
14 of the details of it.

15 As you recall in a recent, I  
16 believe it was in June, Agency  
17 board meeting we approved a new  
18 housing policy thereby allowing us  
19 the opportunity to open existing  
20 projects, to provide enhanced  
21 benefits in exchange for increased  
22 affordability.

23 During that approval it was  
24 approved unanimously, but during  
25 that approval session there was

1  
2 some discussion around the  
3 corporation of fair housing  
4 language. So this policy has been  
5 amended so we are seeking approval  
6 for an amended policy which now  
7 incorporates fair housing and  
8 nondiscrimination language.

9 I am going to ask Andrew  
10 Komaromi to just provide an  
11 overview on the language that was  
12 incorporated.

13 MR. KOMAROMI: Sure. So  
14 there is really, so as the CO  
15 explained this policy, in terms of  
16 its substance does not change  
17 except with respect to creating  
18 fair housing and nondiscrimination  
19 requirements that some board  
20 members were interested to see the  
21 policy.

22 And we really have three  
23 changes in the policy so the  
24 criteria pursuant to which this  
25 additional assistance is evaluated

1  
2 now includes fair housing and  
3 nondiscrimination compliance.

4 Secondly it requires an  
5 applicant who puts into an  
6 application for enhanced benefits  
7 to provide certification of its  
8 continuing compliance with the  
9 Agency's existing fair housing and  
10 nondiscrimination requirements that  
11 are resident in the Agency's  
12 application.

13 And most existing housing  
14 projects were already under these  
15 requirements and were required to  
16 provide these certifications at the  
17 time of their application. Here we  
18 are asking them to do a bring down  
19 certification.

20 And thirdly, the last aspect  
21 of the changes is to the extent a  
22 project comes back in front of the  
23 Agency to seek additional  
24 assistance but the project predates  
25 the Agency's inclusion of fair

1  
2 housing and nondiscrimination  
3 compliance in the application then  
4 now the policy requires this  
5 applicant to make those  
6 representations and to enter into  
7 those commitments that are in line  
8 with any other applicants that  
9 other applicants would have to do  
10 pursuant to the updated, more  
11 recent application of the Agency.

12 So again, it tests, it allows  
13 the Board to test compliance, it  
14 requires certification with  
15 existing compliance; and lastly, to  
16 the extent an application that  
17 comes back predates those  
18 compliance requirements, now those  
19 requirements are freshly imposed.

20 MR. GLASCOCK: Are there any  
21 comments or questions regarding the  
22 proposed policy?

23 CHAIRMAN KESSEL: I certainly  
24 support the policy. I know it was  
25 brought up by Tim Williams, but I

1  
2 do think it's an appropriate thing  
3 to do.

4 In light of the Newsday  
5 series on housing discrimination  
6 and some of the hearings that have  
7 been held and the legislation  
8 that's been adopted by the state  
9 legislature, I think this puts us  
10 in line with making sure that  
11 developers who come in for housing  
12 assistance understand that the IDA  
13 will not tolerate any kind of  
14 discrimination whatsoever.

15 So I fully support this and I  
16 want to thank Harry, Andrew, I know  
17 Tom has been working on it and the  
18 staff for putting this together.

19 CEO COGHLAN: Thank you.

20 I just want to conclude with  
21 the approach that we elected to  
22 take was just to maintain  
23 consistency across our application  
24 as well as this policy.

25 Should any board member upon

1  
2 further review wish to discuss  
3 further or for any other further  
4 edits or inclusions, we are  
5 certainly happy to do that, but at  
6 least for the moment we are  
7 consistent across all our  
8 documentation.

9 VICE CHAIRMAN WARREN: And I  
10 think, Mr. COGHLAN, I think  
11 Chairman Kessel said it best, I  
12 appreciate the bring down language  
13 on behalf of Mr. Williams. I think  
14 it's important for us to have the  
15 vast in belt and suspenders and so  
16 I as a Governance matter, I  
17 appreciate the consistency in  
18 bringing down the policy and  
19 recognizing that for the projects  
20 that the Nassau County IDA  
21 supports, we want firm adherence to  
22 these fair housing policies.

23 Thank you.

24 MR. GLASCOCK: Hearing no  
25 additional comments, I would ask

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that Chair Simon make a motion to approve the amended policy.

MR. GLASCOCK: You're muted but for the record I would like to note that we can indicate you made that motion.

Could I ask for a second.

TREASURER FLORES: I'll second it.

MR. GLASCOCK: Could I ask, a motion has been made and seconded, I ask for a vote of the committee.

(Whereupon all members responded in the affirmative.)

MR. KOMAROMI: And just to this clarify, Tom, that this vote is to recommend this policy to the Board for approval.

MR. GLASCOCK: Yes. Yes, during the -- it's anticipated that there will be a committee report during the board meeting and that they will note that the policy was presented to them and recommend its



1  
2 approval by the Board.

3 I would like to note for the  
4 record and this committee that the  
5 motion has been approved at this  
6 time. Unless there is additional  
7 business that any member would like  
8 to raise, I would ask that Chair  
9 Simon make a motion to close the  
10 meeting.

11 SECOND VICE CHAIRMAN SIMON:

12 I would like to make a motion to  
13 close the governance out.

14 MR. GLASCOCK: Could I have a  
15 second?

16 TREASURER FLORES: I'll  
17 second the motion.

18 MR. GLASCOCK: Can I have a  
19 vote of the committee on the  
20 motion?

21 (Whereupon all members  
22 responded in the affirmative.)

23 MR. GLASCOCK: I would like  
24 to note for the record that a  
25 motion was approved unanimously and

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the time is now 5:56, our meeting is -- the committee meeting is closed.

CEO COGHLAN: Tom, I just would like to call out that it appears Member Williams has joined us.

If I could just confirm that you are with us, sir.

SECRETARY WILLIAMS: Yes, I'm here.

CEO COGHLAN: Good to see you this evening.

So just to catch you up, we have done the committee meetings of finance for both LEAC as well as the IDA and Governance for both LEAC and the IDA so your timing is perfect in that at this point in time unless there is a need to move into Executive Session immediately at 6 o'clock, we can take up the audit committee meetings as well.

Chairman Kessel, is that

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acceptable to you.

CHAIRMAN KESSEL: Absolutely.

CEO COGHLAN: Thank you.

Tom, I'll turn it back to you.

MR. GLASCOCK: Very good. I would like to note the time is 5:57.

I would ask Mr. Williams to call the meeting on the LEAC committee to order.

SECRETARY WILLIAMS: Calling the LEAC committee to order.

Roll call: John Coumatos.

ASSISTANT TREASURER COUMATOS: Here.

SECRETARY WILLIAMS: Anthony Simon.

SECOND VICE CHAIRMAN SIMON: Here.

MR. GLASCOCK: Chris Fusco is absent, he is excused.

I would like to note at this time that minutes of the April 7th

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LEAC audit committee meeting has  
been circulated to the board.

Are there any comments and/or  
questions.

(No response.)

MR. GLASCOCK: Hearing none,  
Chair Williams, can I ask that you  
make a motion to approve the  
minutes?

SECRETARY WILLIAMS: I will  
make a motion we approve.

Is there a second.

ASSISTANT TREASURER COUMATOS:  
I'll second.

SECRETARY WILLIAMS: All in  
favor?

(Whereupon all members  
responded in the affirmative.)

SECRETARY WILLIAMS: Any  
opposed, any abstentions?

(No response.)

SECRETARY WILLIAMS: Motion  
carried.

MR. GLASCOCK: Yes. I would

1  
2 like to note that a preliminary  
3 budget was described previously  
4 during the finance committee  
5 meeting.

6 Are there any questions at  
7 this time regarding the preliminary  
8 budget, any comments that either  
9 CEO COGHLAN or Anne LaMorte would  
10 like to make.

11 CEO COGHLAN: I would just  
12 like to provide Member Williams the  
13 opportunity if he would like to  
14 give an overview as he was unable  
15 to attend the finance committee  
16 meeting, we are happy to do a brief  
17 overview for your purposes of the  
18 LEAC 2021 budget.

19 SECRETARY WILLIAMS: Harry,  
20 thank you. I did read the  
21 budget in detail. I don't have any  
22 direct concerns. I just, maybe a  
23 general question for our CFO: Is  
24 there anything that you feel needs  
25 to be highlighted for attention,

1  
2 for direct attention and is there  
3 anything that is out -- what you  
4 would call out of sync?

5 VICE CHAIRMAN WARREN: Member  
6 Williams, before Anne answers, I  
7 just want for the record to let you  
8 know, we did ask that question  
9 earlier, both questions, any things  
10 you want to highlight on both LEAC  
11 and the Agency and anything out of  
12 the ordinary, but I will invite  
13 Anne to respond directly to you.

14 MS. LAMORTE: Not at this  
15 time, Member Williams, I don't have  
16 anything that jumps out. It's a  
17 little bit lower. We are actually  
18 showing a surplus instead of a  
19 deficit which we showed, we have  
20 for this year and 2019 and it's in  
21 sync with the other budgets just a  
22 little less.

23 SECRETARY WILLIAMS: I  
24 appreciate it.

25 MS. LAMORTE: Thank you.

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VICE CHAIRMAN WARREN: That was Member Williams, I was channeling you so I did ask your questions --

SECRETARY WILLIAMS: I appreciate that.

VICE CHAIRMAN WARREN: -- earlier.

SECRETARY WILLIAMS: Okay. Great.

Tom, what's next.

MR. GLASCOCK: If there is no further comments or questions regarding the preliminary budget, I would ask Chair Williams if you would make a motion to approve the preliminary budget for LEAC.

SECRETARY WILLIAMS: I will make the motion.

MR. GLASCOCK: Is there any second?

SECOND VICE CHAIRMAN SIMON: I'll second it.

MR. GLASCOCK: All in favor?

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

4 SECRETARY WILLIAMS: Any  
5 opposed, any abstentions?

6 (No response.)

7 SECRETARY WILLIAMS: The  
8 motion is carried.

9 CHAIRMAN WILLIAMS: Is there  
10 anything that you feel needs to be  
11 highlighted for attention, for  
12 direct attention and is there  
13 anything that is out, what you  
14 would call out of sync?

15 MEMBER WARREN: Chairman  
16 Williams, it's Lewis Warren.  
17 Before Anne answers, I just want  
18 to, for the record, to let you know  
19 we did ask that question earlier.

20 CHAIRMAN WILLIAMS: But I --

21 MEMBER WARREN: I mean both  
22 questions. Anything that she  
23 wanted to highlight on both LEAC  
24 and the Agency and anything out of  
25 the ordinary, but I'll invite Anne



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to respond directly to you.

CFO LAMORTE: Not at this time, Member Williams. I don't have any -- anything that jumps out. It's a little bit lower. We're actually showing a surplus instead of a deficit which we showed we have for this year and 2019. And it's, you know, in sync with the other budgets just a little less.

CHAIRMAN WILLIAMS: I appreciate it. Thank you.

MEMBER WARREN: That was Chairman Williams. It's Lewis. I was channeling through. So I did ask your question earlier.

CHAIRMAN WILLIAMS: I appreciate that. That was great. All right.

Tom, what's next.

MR. GLASCOCK: If there's no further comments or other questions regarding the preliminary the

1  
2 budget, I'd ask Chair Williams if  
3 he would make a motion to approve  
4 the preliminary budget.

5 CHAIRMAN WILLIAMS: I'll make  
6 the motion. Is there a second?

7 MEMBER SIMON: I'll second  
8 it.

9 CHAIRMAN WILLIAMS: All in  
10 favor?

11 (Chorus of ayes.)

12 CHAIRMAN WILLIAMS: Any  
13 opposed? Any abstentions? The  
14 motion is carried.

15 MR. GLASCOCK: Is there any  
16 additional business that any member  
17 would like to raise during our  
18 committee meeting?

19 CHAIRMAN WILLIAMS: I don't  
20 think so.

21 MR. GLASCOCK: Hearing none,  
22 I'd ask if, Chair Williams, if you  
23 could make a motion to close out  
24 our LEAC audit committee meeting.

25 CHAIRMAN WILLIAMS: I make a

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motion we adjourn.

MR. GLASCOCK: Yes.

CHAIRMAN WILLIAMS: Is there  
a second?

MEMBER COUMATOS: I'll  
second.

CHAIRMAN WILLIAMS: All in  
favor?

(Chorus of ayes.)

CHAIRMAN WILLIAMS: Okay.  
We're adjourned.

MR. GLASCOCK: I'd like to  
note the time is 6:01. At this  
time I'd ask that Chair Williams  
call the Agency audit committee  
meeting to order.

CHAIRMAN WILLIAMS: Okay. I  
call this meeting to order of the  
Nassau County Industrial Agency  
Audit Committee.

MR. GLASCOCK: I'd like to  
note for the record that we did a  
roll call just a moment ago in  
that -- that member or

1  
2 Chair Williams, Member Coumatos,  
3 and Member Simon are present. And  
4 at this time I'd like to note that  
5 minutes of the Agency's audit  
6 committee meeting on April 7th have  
7 been circulated to the committee.

8 Are there any comments and/or  
9 questions regarding the minutes.

10 CHAIRMAN WILLIAMS: No.

11 MR. GLASCOCK: Hearing none,  
12 I'd ask that Chair Williams make a  
13 motion to approve the minutes.

14 CHAIRMAN WILLIAMS: All in  
15 favor of approving the minutes --  
16 I'm sorry. I make a motion we  
17 approve.

18 Is there a second.

19 MEMBER SIMON: Second.

20 CHAIRMAN WILLIAMS: All in  
21 favor?

22 (Chorus of ayes.)

23 CHAIRMAN WILLIAMS: Any  
24 objections or abstentions? Okay.

25 MR. GLASCOCK: I'll make a

1  
2 note the motion carried.

3 We, just a moment ago,  
4 discussed the preliminary budget  
5 briefly regarding the agency, but  
6 at this time I'd like to turn the  
7 meeting over to CEO Coghlan and to  
8 CFO Anne LaMorte to see if they  
9 have any additional comments  
10 regarding the Agency's preliminary  
11 budget.

12 CEO COGHLAN: Thank you.

13 Just to reiterate, the budget  
14 is due for posting to the authority  
15 budget office by November 1st;  
16 hence, the timing of this review to  
17 this committee. As we did give an  
18 overview previously to the finance  
19 committee, Member Williams, I want  
20 to once again give you an  
21 opportunity to ask any questions  
22 direct to our CFO if you have any.

23 CHAIRMAN WILLIAMS: No, I  
24 appreciate that. I think we've  
25 covered everything and I assume

1  
2 that everything is in sync, so I  
3 think we can move forward. Thank  
4 you for your efforts.

5 MR. GLASCOCK: Then I'd ask  
6 that if Chair Williams would make a  
7 motion to approve the preliminary  
8 budget.

9 MEMBER WILLIAMS: So I make a  
10 motion that we approve the budget  
11 for the Nassau County Industrial  
12 Development Agency.

13 Is there a second.

14 MEMBER COUMATOS: I'll  
15 second.

16 CHAIRMAN WILLIAMS: All in  
17 favor?

18 (Chorus of ayes.)

19 MEMBER WILLIAMS: Any opposed  
20 or abstentions? Motion carries.

21 MR. GLASCOCK: At this time  
22 is there any additional issues that  
23 or business anyone would like to  
24 bring before the committee?

25 MEMBER WILLIAMS: No.

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MR. GLASCOCK: Hearing none, I'd ask that Chair Williams make a motion to adjourn the committee meeting.

MEMBER WILLIAMS: I make a motion we adjourn. Second?

MEMBER COUMATOS: Second.

CHAIRMAN WILLIAMS: All in favor?

(Chorus of ayes.)

CHAIRMAN WILLIAMS:  
Adjourned.

MR. GLASCOCK: The time is 6:04. I'd like to note that the audit committee meeting of the agency is adjourned.

CEO COGHLAN: At this point, Chairman Kessel, we will move to open the board meeting of the IDA, the agency. We'll take a roll call and then if you have, you have the opportunity to go into executive session.

CHAIRMAN KESSEL: Yes. Okay.

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Thank you.

I want to call this meeting of the Nassau Community IDA board to order. I'd like to just take attendance.

Richard Kessel, I'm here.

Lewis Warren.

MEMBER WARREN: Here.

CHAIRMAN KESSEL: Anthony Simon?

MEMBER SIMON: Here.

CHAIRMAN KESSEL: Tim Williams?

MEMBER WILLIAMS: Here.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Here.

CHAIRMAN KESSEL: And John Coumatos?

MEMBER COUMATOS: Here.

CHAIRMAN KESSEL: Okay. And just to indicate for the record, Chris Fusco will not be attending the board meeting tonight. He's fine. We've been speaking all week



1  
2 and we miss him. I told him I will  
3 certainly say on the record that we  
4 miss Chris and appreciate all of  
5 his input.

6 Just for the public's purpose  
7 what we're going to do is the board  
8 is going to go into a brief  
9 executive session and it's  
10 important that we're going to  
11 temporarily adjourn this IDA board  
12 meeting to go into that executive  
13 session to discuss the status of  
14 certain projects and personnel  
15 items.

16 And so I'll make that motion  
17 to go into executive session. Is  
18 there a second.

19 MEMBER WILLIAMS: Second.  
20 Tim Williams.

21 CHAIRMAN KESSEL: Who is  
22 that? Tim?

23 MEMBER WILLIAMS: Yes.

24 CHAIRMAN KESSEL: Okay.

25 Thank you, Tim. Welcome aboard.

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Good to see you.

MEMBER WILLIAMS: Same here.

CHAIRMAN KESSEL: Is there a second for that motion to go into executive session?

MEMBER SIMON: I'll second.

CHAIRMAN KESSEL: Who was that? Anthony?

MEMBER SIMON: Yes.

CHAIRMAN KESSEL: Okay. Anthony second.

We can take a verbal vote. All those in favor, indicate by saying aye.

(Chorus of ayes.)

CHAIRMAN KESSEL: Any opposed? Any abstentions? All right. The motion carries. We're going to go into an executive session.

CHAIRMAN KESSEL: Harry, are we good to start?

CEO COGHLAN: It appears so.

CHAIRMAN KESSEL: Okay, so I

1  
2 want to call the meeting of the  
3 Nassau County IDA back in session  
4 from our executive session which  
5 lasted approximately 20 minutes or  
6 so. I thank the public for  
7 cooperating with us on executive  
8 session.

9 I want to indicate that the  
10 purpose of the executive session  
11 was primarily, as I indicated  
12 previously, to discuss the status  
13 of certain projects, and while I'll  
14 ask Harry or counsel to report, I  
15 think it's important to note that,  
16 you know, while we're all doing  
17 okay, that there are a number of  
18 companies, clients of the IDA who  
19 are, you know, having some  
20 difficulty paying the PILOT  
21 payments and other payments that  
22 might be due. And as we do  
23 routinely every year, we review  
24 them and we, you know, decide what  
25 actions to take.

1  
2 While I'll let Harry or our  
3 counsel explain what -- what we're  
4 going to do, I think it's important  
5 to convey to the board and to the  
6 public on behalf of the board that  
7 we are very sensitive to the  
8 environment that we're in right  
9 now. Obviously, with COVID we're  
10 all struggling in all different  
11 ways, and many of our great  
12 businesses in Nassau County, large  
13 and small, are challenged right  
14 now, and we have over the last few  
15 months been discussing internally  
16 making sure that the businesses  
17 that we serve are given flexibility  
18 and compassion and some latitude on  
19 their payments, and I think that's  
20 so important right now.

21 You know, again, I think  
22 these are highly unusual times. We  
23 are in a very challenging  
24 environment. You know, we are --  
25 while the numbers on Long Island

1  
2 have come down and are very good  
3 and I think the public and, you  
4 know, our political leaders,  
5 especially our County Executive  
6 Laura Curran and Steve Bellone  
7 have -- there are some warning  
8 signals ahead. There are  
9 predictions that this may be a very  
10 challenging winter, you know,  
11 starting after Thanksgiving --  
12 starting after Halloween and  
13 through Thanksgiving through a  
14 number of months so I think the one  
15 thing I wanted to indicate publicly  
16 is that while we have to protect  
17 the financial integrity of the IDA  
18 and the county itself, I think we  
19 need to extend ourselves as much as  
20 we can to show compassion and  
21 understanding about where  
22 businesses are right now especially  
23 with this COVID environment.

24 And with that I hand it over  
25 to Harry or one of our counsel to

1  
2 just go a little bit further than  
3 that.

4 CEO COGHLAN: Mr. Chairman,  
5 as is our procedure and our policy,  
6 when a company receives taxpayer  
7 benefits or incentives that this  
8 agency provides, the covenant to  
9 certain aspects such as job  
10 creation and investment levels and  
11 the like, we review projects and  
12 such covenants, and as such, the  
13 board of directors has given the  
14 CEO and staff the latitude to deal  
15 directly with those companies to  
16 resolve those deficiencies, if any.

17 CHAIRMAN KESSEL: Okay, does  
18 anyone on the board want to say  
19 anything before we go back into  
20 regular session?

21 Okay, hearing none, I would  
22 call us back into regular session.

23 Just to be appropriate, that  
24 was the report out of the executive  
25 session. No other actions were

1  
2 taken during the executive session.

3 What I'm going to do now, I  
4 know this is a little confusing,  
5 but I think I have it down, is we  
6 are going to adjourn on a temporary  
7 basis the IDA meeting so that we  
8 can go into our Local Economic  
9 Assistance Corporation for a brief  
10 meeting, then we will adjourn that  
11 and go back into the IDA.

12 So I will move to adjourn the  
13 IDA meeting at this time. Is there  
14 a second?

15 MEMBER WARREN: Chairman  
16 Kessel, I'll second, Member Warren.

17 CHAIRMAN KESSEL: Thank you,  
18 Lewis.

19 A voice vote, all those  
20 indicate by saying aye.

21 (Simultaneous speakers,  
22 "Aye.")

23 CHAIRMAN KESSEL: Any  
24 opposed? Any abstentions? Okay,  
25 the IDA board meeting is adjourned.

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We're now going to go right into the Local Economic Assistance Corporation meeting of the board, and I'd like to take a rollcall. Richard Kessel, I'm present.

Amy Flores?

MEMBER FLORES: Amy Flores, present.

CHAIRMAN KESSEL: Lewis Warren?

MEMBER WARREN: Lewis Warren, present.

CHAIRMAN KESSEL: Anthony Simon?

MEMBER SIMON: Anthony Simon, present.

CHAIRMAN KESSEL: Tim Williams?

MEMBER WILLIAMS: Tim Williams, present.

CHAIRMAN KESSEL: John Coumatos?

MEMBER COUMATOS: Present.

CHAIRMAN KESSEL: And again,



1 Chris Fusco is not with us tonight.

2 And with that, I want to --  
3 we now have a quorum for the Nassau  
4 County LEAC organization and our  
5 committee, so I want to -- first,  
6 we've got routine approval of the  
7 minutes from our September 17th  
8 Local Economic Assistance  
9 Corporation. First, do I hear a  
10 motion to adopt those minutes?  
11

12 MEMBER SIMON: I'll make a  
13 motion.

14 CHAIRMAN KESSEL: Okay,  
15 Anthony Simon. I'll second that  
16 motion.

17 Are there any changes to  
18 those minutes or corrections that  
19 anyone has? Okay, hearing none, I  
20 think we can do a voice vote. All  
21 those in favor of adopting the  
22 minutes indicate by saying aye.

23  
24 (Simultaneous speakers,  
25 "Aye.")

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CHAIRMAN KESSEL: Any  
opposed? Any abstentions? Okay,  
the minutes carry.

Now we've got a committee  
report from LEAC.

I should just explain to the  
public who's watching, that LEAC is  
our sister agency and it is not the  
actual IDA, but the IDA board and  
the LEAC board are one and the  
same, so if anyone's confused I  
apologize for that. I just want to  
explain that LEAC deals with mostly  
non-profits and other entities and  
has a slightly different mission  
but certainly united with our IDA.

So we've got committee  
reports from the LEAC committee.

Audit committee, Tim  
Williams?

MEMBER WILLIAMS: Yes.  
Sorry, I'm here, okay.

CHAIRMAN KESSEL: I see you.

MEMBER WILLIAMS: So we're

1  
2 going to call our audit committee  
3 together. I'll take the rollcall,  
4 John Coumatos?

5 MEMBER COUMATOS: Here.

6 MEMBER WILLIAMS: Anthony  
7 Simon?

8 MEMBER SIMON: Here.

9 MEMBER WILLIAMS: And Chris  
10 Fusco is out. So we're going --  
11 this is just to refer to the --

12 MR. GLASCOCK: Just to report  
13 to the board that we just had a  
14 committee meeting and the actions  
15 at the meeting.

16 MEMBER WILLIAMS: So the  
17 committee met today and reviewed  
18 the budget, and we're prepared to  
19 make a recommendation to the full  
20 board to accept the budget as  
21 presented.

22 CHAIRMAN KESSEL: Okay, thank  
23 you, Tim.

24 I guess we can do the three,  
25 Tom, right, just the three reports?

1  
2 MR. GLASCOCK: Well, it's  
3 only finance committee that would  
4 be reporting at this meeting, and  
5 Director Warren could do a similar  
6 report.

7 MEMBER WARREN: I call the  
8 finance committee of LEAC together,  
9 Tom, or can I just go ahead?

10 MR. GLASCOCK: Yes.

11 MEMBER WARREN: I'm sorry?

12 MR. GLASCOCK: Yes.

13 MEMBER WARREN: Let me call  
14 the finance committee of LEAC  
15 together. Lewis Warren, Amy  
16 Flores?

17 MEMBER FLORES: Amy Flores,  
18 present.

19 MEMBER WARREN: And Tim  
20 Williams?

21 MEMBER WILLIAMS: Present.

22 MEMBER WARREN: Excellent.

23 So we would like to report  
24 out to the full LEAC Board that the  
25 finance committee of LEAC met

1  
2 earlier this afternoon. We  
3 recommend and concluded in our  
4 finance committee meeting to accept  
5 the board resolution approving the  
6 2021 preliminary budget.

7 MR. GLASCOCK: Very good,  
8 thank you.

9 CHAIRMAN KESSEL: Thank you,  
10 Lewis, and appreciate the finance  
11 committee doing that as well.

12 What I'd like to do now is,  
13 Tom, should we do a governance  
14 committee report?

15 MR. GLASCOCK: There's  
16 nothing for them to specifically  
17 report at this meeting. They will  
18 have a report from the agency at  
19 the IDA meeting.

20 CHAIRMAN KESSEL: Okay, so  
21 thank you for those reports.

22 So we have a resolution for  
23 LEAC to adopt a preliminary budget  
24 for 2021. First, do I hear a  
25 motion to adopt that preliminary

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budget?

MEMBER WILLIAMS: Tim  
Williams.

CHAIRMAN KESSEL: Tim  
Williams says yes.

Is there a second?

MEMBER WARREN: I'll second,  
Member Warren.

CHAIRMAN KESSEL: Lewis  
Warren seconds it.

Are there any comments about  
the -- that budget? It should be  
noted, for the record, that the  
budget was described by our CFO and  
our CEO during these committee  
meetings, so this is just after we  
reviewed the budget and discussed  
it in those committee meetings.

Are there any questions or  
further questions by any of the  
board members of LEAC? Hearing  
none, all those in favor -- well,  
let me call the names, just for the  
record. I think that is important.

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Tim Williams?

MEMBER WILLIAMS: Yes, I vote  
yes.

CHAIRMAN KESSEL: John  
Coumatos?

MEMBER COUMATOS: Aye.

CHAIRMAN KESSEL: Anthony  
Simon?

MEMBER SIMON: Yes.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WARREN: Lewis Warren,  
yes.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Amy Flores,  
yes.

CHAIRMAN KESSEL: Richard  
Kessel, I vote aye.

The budget for 2021, the  
preliminary budget, is adopted.

Now, we do have a resolution  
on procurement. Tom, do you want  
to explain that?

MR. GLASCOCK: Sure, this is

1  
2 a resolution to approve additional  
3 funds that needed to be spent for  
4 the transportation and storage of  
5 PPE, a specific vendor which  
6 utilized in that.

7 And again, this is a motion  
8 to approve additional expenses of  
9 not greater than \$50,000 for the  
10 transport and storage of PPE in  
11 conjunction with the PPE program  
12 that was previously approved by the  
13 -- by the corporation for  
14 distribution to members for  
15 distribution to residents of Nassau  
16 County.

17 MEMBER WILLIAMS: Tom, this  
18 is a ratification, did they  
19 previously come before us for  
20 approval?

21 MR. GLASCOCK: It did not.  
22 As it turned out because of  
23 circumstances the agency needed to,  
24 unexpectedly needed, to incur  
25 expenses on storage and



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transportation so that's why it's brought to you --

MEMBER WILLIAMS: So the amount we're approving has already been paid to them?

MR. GLASCOCK: It is approximately \$24,000 has been spent, additional funds are -- additional costs are expected so this is asking for approval of up to \$50,000 and engagement, official engagement, of the -- of the vendor as might be necessary.

CEO COGHLAN: And just to clarify, Member Williams, this is so we could satisfy a vendor because they have already provided services or continued to provide? We are, however, seeking reimbursement of these funds to Care As Act funding through our various partners in this program which is to be determined. However, at this point in time we

1  
2 just need to satisfy the vendor  
3 while we work through that  
4 reimbursement scenario.

5 CHAIRMAN KESSEL: Harry, I  
6 would just add that we are talking  
7 with the Town of Hempstead about  
8 this matter. I want to publicly  
9 thank Supervisor Clavin and, you  
10 know, working with County Executive  
11 Curran and the IDA, you know, we  
12 have given out thousands of these  
13 kits with a new program using the  
14 kits we have left hopefully in the  
15 works in the next few weeks, but  
16 I've had several discussions with  
17 Supervisor Don Clavin and those  
18 will continue. Harry has  
19 communicated with the town as well  
20 so that hopefully we can get  
21 reimbursed for the -- for these  
22 expenses.

23 MR. GLASCOCK: And as the  
24 chairman explained, thousands of  
25 businesses have received PPE kits,

1  
2 so at a very positive and very  
3 significant impact on the county  
4 and on its business members.

5 CHAIRMAN KESSEL: Yeah, I  
6 have to just say, you know, I've  
7 heard from so many businesses, the  
8 county executive, Don Clavin,  
9 Supervisor of the Town of Hempstead  
10 all tell me that of all the  
11 programs out there this venture is  
12 the most important to businesses  
13 because it's putting something  
14 right in their hands. They don't  
15 have to wait, they don't have to go  
16 out and do this or do that. You  
17 know, I think I mentioned last week  
18 we had a very successful  
19 distribution to mostly daycare and  
20 childcare entities at Baldwin Park,  
21 and it was unbelievable. I was  
22 there, County Executive Curran and  
23 Don Clavin, Supervisor, were there  
24 and the cars were lined through the  
25 entire park out onto Grand Avenue

1  
2 going north. It's an astounding  
3 thing.

4 So, you know, this is, you  
5 know, just about storage, but in  
6 order to be able to distribute this  
7 material, you have to be able to  
8 store it, obviously, but I just  
9 wanted to say, again, I said it  
10 before, A, the great job that our  
11 staff, Harry and the whole crew  
12 did. I was there. I did lift a  
13 few boxes. I tried to do the  
14 lighter boxes as Harry knows, but,  
15 you know, it's a very  
16 labor-intensive job and our staff  
17 were there for hours, Town of  
18 Hempstead and their people were  
19 there, and I thank them as well.  
20 You know, it's a very  
21 labor-intensive process, but the  
22 end result of giving PPE to all --  
23 thousands of businesses in our  
24 county and in our Town of Hempstead  
25 is just a huge accomplishment, and

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I think -- I thank the board for being supportive of this from the very beginning.

All right, we have to vote. So do we have a motion to adopt the -- this procurement resolution?

MEMBER WARREN: I'll make a motion, Chairman Kessel, Member Warren.

CHAIRMAN KESSEL: All right, Lewis, I'll second it. I'll take a quick vote here. Richard Kessler votes aye.

Lewis Warren?

MEMBER WARREN: Votes aye. Lewis Warren votes aye.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Amy Flores votes aye.

CHAIRMAN KESSEL: Anthony Simon?

MEMBER SIMON: Anthony Simon, aye.

CHAIRMAN KESSEL: Tim

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Williams?

MEMBER WILLIAMS: Yes.

CHAIRMAN KESSEL: John

Coumatos?

MEMBER COUMATOS: Aye.

CHAIRMAN KESSEL: Okay, the resolution carries. I can now ask for a CFO report from Anne LaMorte, following that we will adjourn LEAC and go into the IDA meeting. Thank you.

Anne?

MR. GLASCOCK: You're on mute, Anne.

MEMBER LAMORTE: Catherine muted me.

Thank you, Mr. Chairman. Good evening, members. If I can refer you to the CFO folder. The CFO report is Nassau County LEAC CFO report September 2020, and if we could just go over the revenues real quick. We don't have any closings. We did receive an

1  
2 application for September for --  
3 from London Jewelers, right? No.  
4 No, Portledge, I'm sorry. I'm in  
5 the wrong company. Okay, it was  
6 Portledge.

7 Little deficit. They set up  
8 the checking, the escrow account  
9 that we use for the Town of  
10 Hempstead as an interest-bearing  
11 account. They did -- they took  
12 back the interest, that's why it's  
13 a little, it's minus \$10.

14 We go to the, let's see, we  
15 have the expenses of admin is DNO  
16 and the computers we have servicing  
17 expenses. We -- the IDA billed the  
18 LDC for closing fees for the two  
19 schools that we closed on this  
20 year, approximately 25 percent  
21 closing costs, closing fees.

22 And then the marketing, the  
23 business development expenses was  
24 an expediter fee and a ZE fee of  
25 \$2,500 for public service

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announcements.

If I can direct you to the Cash below? As you can see we finished the escrow account and that's our cash balance. We are anticipating two closings for the year, 90 percent on one of them we heard today from our attorney which would be about \$180,000 if we close on two, so that would bring us well above our budget, our anticipated, budget number, so that's about it from LEAC.

Is there any questions?

MEMBER WILLIAMS: Quick question, what was the expediter for?

MEMBER LAMORTE: So the expediter is just for what you approve for, so that's for storage and transportation from the warehouse to the Baldwin Park.

MEMBER WILLIAMS: Okay.

MR. GLASCOCK: It's not, per



1  
2 se, an expediter service, that just  
3 happens to be the name.

4 MEMBER WILLIAMS: Okay.

5 CHAIRMAN KESSEL: Any other  
6 questions for Anne from any members  
7 of the board? All right, seeing  
8 none, thank you, Anne.

9 At this time I think we have  
10 a motion to adjourn and go into our  
11 IDA board meeting. So do I hear a  
12 motion to adjourn the LEAC meeting?

13 MEMBER WARREN: Lewis Warren  
14 makes a motion to adjourn, Chairman  
15 Kessel.

16 CHAIRMAN KESSEL: Okay, is  
17 there a second?

18 MEMBER SIMON: Lewis Simon  
19 seconds it.

20 CHAIRMAN KESSEL: Okay, thank  
21 you. I think we could do a voice  
22 vote. All those in favor of  
23 adjourning the LEAC meeting  
24 indicate by saying aye.

25 (Simultaneous speakers,

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"Aye.")

CHAIRMAN KESSEL: Any  
opposed? Any abstentions? Okay,  
the LEAC meeting carries and is  
adjourned.

We're now going to go into  
the board -- IDA board rollcall.  
First, and I don't know if we have  
this but it doesn't really matter,  
we can do the Pledge of Allegiance.  
And do we have a flag tonight?

CEO COGHLAN: We do.

CHAIRMAN KESSEL: Oh, great.  
So I would like everyone to stand  
and if we could do a Pledge of  
Allegiance led by our CEO Harry  
Coghlan that would be great?

(Pledge of Allegiance  
recited.)

CHAIRMAN KESSEL: Thank you,  
Harry. Thank you, board members.

Also, you know, we have been  
doing a moment of silence for those  
individuals here in Nassau on Long

1  
2 Island, in New York and throughout  
3 the country and, obviously,  
4 throughout the world who have  
5 passed away due to COVID-19, and I  
6 would ask for that moment of  
7 silence now.

8 (Moment of silence taken.)

9 CHAIRMAN KESSEL: Thank you,  
10 everyone, I appreciate that very  
11 much.

12 MR. GLASCOCK: Chairman, if I  
13 can recommend a motion to reconvene  
14 the IDA meeting? We had a motion  
15 to adjourn it, so I would recommend  
16 a motion to reconvene it and then  
17 continue with your report.

18 CHAIRMAN KESSEL: Okay.

19 MEMBER SIMON: I'll make a  
20 motion.

21 CHAIRMAN KESSEL: Who is  
22 that, Anthony?

23 MEMBER SIMON: Yes.

24 CHAIRMAN KESSEL: All right.  
25 I'll second it, Anthony.

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I think I should do it by  
voice vote.

All those in favor of  
recommencing the IDA board meeting  
say aye.

(Simultaneous speakers,  
"Aye.")

CHAIRMAN KESSEL: Any  
opposed? That would be  
interesting. Any abstentions?  
Okay, thank you.

To go into the chair report.  
First of all, I just, you know, I  
indicated before but I think it's  
important to note that, you know,  
our staff is doing an extraordinary  
job, and I want to thank them very  
much. You know, we're conducting a  
lot of business and not just, you  
know, some of the things that you  
see tonight, some of those projects  
we've done, like the Long Beach  
Superblock and others, we're taking  
up several major projects tonight,

1  
2 but also being out there and  
3 helping small business, and I think  
4 that's a critical part of our  
5 agenda. You know, I said this  
6 before, but I want to thank our  
7 County Executive Laura Curran and  
8 also Senator Todd Kaminsky, State  
9 Senator Todd Kaminsky, for working  
10 with the state to allow us to help  
11 small businesses going forward, and  
12 as we move forward and we get some  
13 closings done, we are going to be  
14 looking at ways that we can  
15 continue to help small businesses.

16 As Harry knows, and others,  
17 we have a surplus of PPE kits now.  
18 You know, we've probably given out  
19 between 2 and 3,000 of them, and we  
20 are working with the Town of  
21 Hempstead on another joint program  
22 that hopefully by the next board  
23 meeting will begin. Very exciting.  
24 And my expectation is in the end,  
25 we won't have many kits left.

1  
2           And again, I just think it's  
3           important to emphasize that doing  
4           that is so important to these small  
5           businesses and could become more  
6           important if things worsen. We're  
7           hoping for the best, we pray for  
8           the best, but we have to be  
9           prepared.

10           CHAIRMAN KESSEL: Second, I  
11           just want to indicate generically  
12           that Harry and I and our staff and  
13           counsel -- and I want to mention  
14           Danielle too -- I don't see her in  
15           my pictures here, she is probably  
16           hiding from me -- but you know, the  
17           entire staff is just so dedicated  
18           and extraordinary in the things  
19           that they do.

20           Again, pulling off some of  
21           these events, not just, you know,  
22           getting ready to do these projects  
23           where you really for the most part  
24           can't do meetings in person, you've  
25           got to do them virtually, it's

1  
2 challenging, but we figured out,  
3 our staff has figured out how to  
4 accomplish that and I couldn't be  
5 more thrilled with the performance  
6 of Harry, Danielle, Anne, the whole  
7 staff and I, you know, Harry has  
8 worked out a schedule where our  
9 staff is kind of in, one half one  
10 day then they work from home the  
11 next day, and I'm in the office a  
12 couple of days a week and I see  
13 physically, you know, how dedicated  
14 the staff is; they come in early,  
15 they stay late, you know, we  
16 conduct hearings and meetings.

17 So despite COVID, we are  
18 fully operational and I think  
19 that's due to the dedication of our  
20 staff and also the input from board  
21 members who have been so helpful  
22 and cooperative, and I want to  
23 thank our board members, each and  
24 every one of you, you all become  
25 friends and colleagues at the same

1  
2 time and, you know, I think we are  
3 dedicated to continuing to move  
4 forward both in the area of  
5 projects and in the area of helping  
6 small businesses and I think that's  
7 important.

8 I also just want to indicate  
9 one other thing, we discuss it  
10 constantly, and that is that some  
11 of the projects that we approve are  
12 a little slower than expected in  
13 getting closed. Again, it's mostly  
14 to due to the environment that we  
15 are in with COVID. The banks are a  
16 little slower, they're overwhelmed.  
17 Sometimes, you know, we approve  
18 something and the business will  
19 say, you know, we're going to close  
20 next month and they can't, and it's  
21 certainly not the fault of the  
22 businesses or our staff, it's the  
23 environment that we find ourselves  
24 in. And I said, I happen to be  
25 chairman of a nonprofit board, the



1  
2 EAC, and you know, we're finding at  
3 the EAC that many of the government  
4 agencies out there are slow in  
5 paying contract expenditures and a  
6 lot of the nonprofits as well as  
7 municipalities are going through  
8 very challenging times right now  
9 and the IDA is part of that. I am  
10 pleased to report that we are okay,  
11 we are hanging in there. I think  
12 Harry -- and I want to also thank  
13 our counsel, Tom Gary, Tom Glascock  
14 and Andrew Komaromi. We had a  
15 meeting today, we go through every  
16 project that's pending to be  
17 closed; where is it, when is it  
18 going to be closed and we follow  
19 this very closely.

20 But to be where we are in  
21 this challenging environment I  
22 think is a great success story and  
23 I am expecting a number of closings  
24 before the end of the year, but  
25 also a number of closings in the

1  
2 first quarter of 2021 and I just  
3 think that we are going to continue  
4 to bird dog this and work hard at  
5 it. I think it's important we are  
6 in constant communication with the  
7 developers and their attorneys. I  
8 speak to them all the time and I  
9 think that that is an important  
10 point.

11 One final point and I'll hand  
12 it over to Harry for his CEO's  
13 report, actually two quick points:  
14 One, I do want to indicate that our  
15 staff and myself, and I  
16 particularly want to thank  
17 Catherine Fee does a great job by  
18 the way of just putting these  
19 meetings together. You know, this  
20 is very complicated, it's not that  
21 simple so I thank Catherine for  
22 that, but we have been working  
23 closely on the offshore wind  
24 projects with the County Executive  
25 and her staff and her team. There

1  
2 were a number of awards that were  
3 granted about a year ago and some  
4 of the offshore wind companies have  
5 submitted bids in the last few days  
6 and several of them for the first  
7 time are looking to locate and  
8 connect into Nassau County.

9 Obviously not on land, the wind  
10 turbines would be well out into the  
11 ocean, but we have met with a  
12 number of bidders who have  
13 indicated to us that they are  
14 planning -- planning and now have  
15 submitted bids on these offshore  
16 wind projects. A number of them  
17 are proposed connecting here into  
18 Nassau County and we have had  
19 extensive meetings with them  
20 chaired by the County Executive and  
21 Harry and I and Catherine have  
22 participated in a number of them  
23 where we discuss with them what's  
24 in it for Nassau County, what are  
25 the benefits that we are going to

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get; jobs, you know, physical presence in the county, et cetera, and we are continuing to work on that. I will have more to say on this probably at our November meeting, but I think it's important just to say that, you know, I'm a big supporter of offshore wind. I actually proposed the first major offshore wind project when I was at LIPA many years ago and I'm thrilled that we are finally moving in that direction and it's exciting, it's clean and green with no emissions, but it's also an economic driver. It provides jobs not just in the construction but in the running and the operation and maintenance of these projects. And I think I speak for the County Executive as well that we want some of those economic development benefits and jobs to come here right into Nassau County and we are

1  
2 working to see that happen. And I  
3 will tell you without going into  
4 specifics that a number of the  
5 companies that have submitted bids,  
6 especially in the second round from  
7 NYSERDA have particularly talked  
8 with us and in their bid have  
9 talked about what they are prepared  
10 to do to promote economic  
11 development in our county.

12 I think it's, you know, the  
13 only offshore wind projects, most  
14 of them are off of New England.  
15 There is only one off of Long  
16 Island, believe it or not,  
17 physically, but they are all -- the  
18 power from these wind turbines are  
19 coming from these projects into the  
20 grid on Long Island, here into  
21 Nassau County.

22 And the fact that these  
23 companies are now interested and  
24 initiating talks with us about  
25 economic development is very

1  
2 exciting and I'll leave it at that  
3 and now turn it over to Harry for  
4 his CEO report.

5 Thank you.

6 CEO COGHLAN: Thank you,  
7 Mr. Chairman.

8 And on behalf of the staff,  
9 thank you for the recognition for  
10 their efforts, they are certainly  
11 well deserving of the accolades and  
12 I thank them for their efforts as  
13 well.

14 Members of the Board, good  
15 evening.

16 As always, you'll find an  
17 activity report in the dropbox  
18 under IDA folder number three.  
19 I'll be very brief in my remarks.

20 Activity since  
21 September 17th, the date of the  
22 last board meeting, we executed one  
23 closing for Cliffco and we have a  
24 number of projects slated for  
25 closing in Q4. As chairman said,

1  
2 we spent some time with counsel  
3 today going through full pipeline  
4 and tracker.

5           These six projects that are  
6 listed here are forecasted at a 90%  
7 or better probability of closing  
8 within the quarter and the pipeline  
9 for the first quarter is as robust  
10 as it is for the fourth quarter.  
11 So I think it's important just to  
12 note that as we go into the later  
13 CFO report, we are looking at  
14 closing fee income, current cash  
15 flow, we expect it to be  
16 replenished to a large degree when  
17 these projects come to close in the  
18 quarter.

19           You've already heard about  
20 the PPE kit distribution. We  
21 conducted one on September 25th  
22 where we gave an astounding  
23 700-plus kits. As the Chairman  
24 said, the line stretched for miles  
25 out to Grand Avenue out of Baldwin

1  
2 Park which is a large park in and  
3 of itself so it was quite the line.  
4 And again I thank the town, our  
5 staff, I am going to thank Member  
6 Flores for once again providing  
7 volunteers from the Office of  
8 Hispanic Affairs and our partners  
9 in the Office of Minority Affairs  
10 and Asian Affairs as well. True  
11 team effort once again and I  
12 appreciate you providing some staff  
13 to assist us in that effort. It  
14 really is a great deal of help.

15 You've had a number of  
16 meetings from a business  
17 development standpoint which are  
18 listed here. The Chairman has  
19 already covered the offshore wind  
20 proposers and suppliers. From a  
21 marketing and awareness  
22 perspective, if you've seen it,  
23 Newsday published an editorial on  
24 September 22nd, downside of IDA  
25 deals. I want to call out and



1  
2 thank our partners in economic  
3 development, Kyle Strober at the  
4 ABLI and Mitch Pally at LIBI for  
5 their joint op ed in response in  
6 support of not only IDA's but  
7 economic development and the  
8 importance of it on Long Island in  
9 general. Newsday published that on  
10 October the 8th. And again,  
11 another great partner, my  
12 counterpart at the Suffolk IDA,  
13 Tony Catapano, he and I together,  
14 Newsday published our joint letter  
15 of response on October 14th. So I  
16 really appreciate Newsdays allowing  
17 us to respond and clarify a number  
18 of points from their editorial.

19 We had a press event on  
20 October the 6th for, again, our  
21 Economic Development Collective  
22 which is all eight IDAs partner  
23 together and the time was right for  
24 this precedent because Long Island  
25 was included in Site Selector

1  
2 Magazine which goes out to 48,000  
3 C-level executives as well as Site  
4 Selectors and consultants who do  
5 location selection. And that Long  
6 Island Intelligence Report was  
7 included in their most recent  
8 publication.

9 It really came out very well.  
10 I appreciate everybody's  
11 contribution to that. The press  
12 event was highly successful. I  
13 think the report, if you haven't  
14 seen it, was also very well done if  
15 you would like we can make sure you  
16 receive a copy of it.

17 So unless there are any other  
18 questions, we can move on to the  
19 public comment period.

20 Mr. Chairman, before we do  
21 that, I do just want to read some  
22 notes for the public before they  
23 make comment.

24 CHAIRMAN KESSEL: Yes, of  
25 course.

1  
2 CEO COGHLAN: So if you are  
3 participating via Zoom and you wish  
4 to make public comment, we ask that  
5 you use the raised hand icon. You  
6 will be placed into the queue and  
7 you will be able to speak at the  
8 point in time in which your name is  
9 called.

10 This is a moderated meeting  
11 and you will hear us speaking  
12 directly with Catherine Fee, our  
13 moderator who is our Chief  
14 Marketing Officer and Director of  
15 Business Development at the IDA.

16 The hearing is being  
17 livestreamed and recorded. We also  
18 have a stenographer present who  
19 will be transcribing these meetings  
20 so we can add the transcripts of  
21 these meetings to the public  
22 record.

23 If you don't wish to make  
24 public comment today in this  
25 meeting you are more than welcome

1  
2 to send written comments. You can  
3 send them to my attention, Harry  
4 COGHLAN, Chief Executive Officer of  
5 the Industrial Development Agency  
6 at One West Street, fourth floor,  
7 Mineola, New York 11501, or please  
8 send us comment via e-mail to  
9 info@NassauIDA.org.

10 Mr. Chairman, I will turn it  
11 back to you for the public comment  
12 period.

13 CHAIRMAN KESSEL: Thank you,  
14 Harry.

15 Just to indicate to the  
16 public, this is a general public  
17 comment period. This is not a  
18 hearing per se but we will give  
19 anyone that wants to say anything  
20 that's on their mind three minutes  
21 to speak. You will have an  
22 opportunity to ask a question or  
23 raise a hand before the several  
24 items that are coming up later on,  
25 so very much like a government

1  
2 entity like the county legislature  
3 or a town board meeting. This is  
4 kind of like just an open public  
5 session.

6 So if anyone would like to  
7 speak, now is your opportunity on  
8 general matters relating to the  
9 IDA.

10 So I'll ask Catherine at this  
11 point, is there anyone that wishes  
12 to speak at this point of the  
13 hearing.

14 MS. FEE: Yes, Chairman, we  
15 have Mattie Aracich.

16 Mattie, are you with us.

17 MR. ARACICH: I am.

18 CHAIRMAN KESSEL: Okay. Hi,  
19 Mattie.

20 MR. ARACICH: Hello, Chairman  
21 Kessel, members the board. Thank  
22 you for the community to go ahead  
23 and give me have a couple minutes.

24 I want to make a comment on  
25 the offshore wind piece. Sitting

1  
2 on the Climate Jobs New York and  
3 also councils with Offshore Wind on  
4 Long Island, this is one of the  
5 most interesting and exciting  
6 things that are going to happen for  
7 Long Island.

8 But I want to let you know  
9 that it's aside from what's going  
10 on with these particular vendors  
11 which is Vineyard Wind, Equinor or  
12 whether it be Orsted, there is  
13 also another component which is the  
14 National Offshore Wind Training  
15 Institute which is being formed in  
16 Long Island. It is supposed to be  
17 a national institute which is to  
18 give the ability to train those  
19 people that would work offshore and  
20 work on a maintenance component of  
21 all of these offshore wind  
22 facilities.

23 So these are the  
24 opportunities that we look to  
25 increase such as diversity to give

1  
2 opportunities to middle class  
3 income and to make sure that those  
4 people who have the education can  
5 actually remain on Long Island  
6 instead of taking their skills and  
7 their education elsewhere. So  
8 that's one of the most important  
9 things. And I went ahead and I  
10 speak with this idea all the time  
11 to everyone but just to hear it  
12 come on this IDA is something that  
13 is most important for everyone.  
14 The reason is because it really is  
15 happening and it's happening right  
16 now.

17 So thank you for mentioning  
18 this and I'll be on the meeting  
19 later on.

20 Thank you.

21 CHAIRMAN KESSEL: Thank you,  
22 Matt. I appreciate your comment  
23 and your input.

24 Anyone, Catherine, anyone  
25 else that wishes to speak on the

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general public comment period?

CEO COGHLAN: Mr. Chairman,  
we do have one other member of the  
public wishing to speak. I do want  
to just request, please, that when  
you do make comments you state your  
name and spelling as well as your  
location, your address to the  
extent that you want to give it and  
also please keep your comments to a  
maximum of three minutes.

Mr. Chairman, we have  
Mr. Kevin McKenna waiting to speak.

CHAIRMAN KESSEL: Okay.  
Mr. McKenna, you have three  
minutes. Nice to see you or hear  
you, but welcome.

MR. MCKENNA: Thank you. Can  
you hear me?

CHAIRMAN KESSEL: Yes.

MR. MCKENNA: Okay. Kevin  
McKenna, Syosset, New York.

Thank you guys for all you  
do. I'm a little confused why



1  
2 you're not -- why you're not  
3 allowing the public to attend a --  
4 to attend this meeting in light of  
5 the fact that the public is allowed  
6 into, you know, town meetings  
7 Hempstead, Town of Oyster Bay. I'm  
8 just wondering why you're not  
9 allowing the public to have a real  
10 meeting.

11 But more importantly, I was  
12 under the impression that tonight  
13 you were going to have Amazon on  
14 the agenda.

15 CHAIRMAN KESSEL: Well,  
16 that's correct. But not for a  
17 hearing or anything, just to make a  
18 preliminary presentation.

19 MR. MCKENNA: Okay. Well I  
20 just want to make a suggestion that  
21 you really should have the public  
22 comment after the presentation  
23 because I don't know -- we don't  
24 know what you're going to talk  
25 about. So the comments should come

1  
2 after the presentation, but be that  
3 as it may, I just want to provide  
4 you with information that you might  
5 not be aware of.

6 Mr. Kessel, I read your -- I  
7 read your advocacy in Newsday for  
8 the project in Syosset and I would  
9 like to hear back from you as to  
10 whether you have spoken to the  
11 community or the school district  
12 before you advocated for the  
13 project, number one.

14 And what I want to tell  
15 everybody is that as far as I know  
16 right now, the DEC, the Department  
17 of Environmental Conservation, they  
18 are still awaiting the remediation  
19 plan from the owners of the  
20 property and Amazon, and it's not  
21 as simple as it's being made to  
22 sound in the papers.

23 The DEC has to accept their  
24 remediation plan and the reason  
25 that the remediation plan is very,

1  
2 very important is because two,  
3 three months ago the DEC came out  
4 with the report after they tested  
5 the soil last year and they have --  
6 they have found that there is  
7 cyanide, there is cyanide, heavy  
8 metals and many other contaminants  
9 that I can't even pronounce right  
10 now and the CDC -- and this was  
11 reported in Newsday by Ted Phillips  
12 after the DEC report came out --  
13 the CDC has stated that exposure --  
14 exposure to those chemicals can not  
15 only cause sickness but can cause  
16 death.

17 So the remediation plan is  
18 extremely important because the  
19 land, if the land is disturbed  
20 those, contaminants that I just  
21 talked about will go airborne and  
22 there are two elementary schools  
23 right near the property.

24 So, and I guess my question  
25 is: Why would -- why would you

1  
2 spend time taking an application on  
3 this when this is a major hurdle  
4 that needs to be gotten through.

5 I would suggest that you hold  
6 off on starting an Amazon  
7 application at least until after  
8 the DEC accepts the remediation  
9 plan.

10 That's all I have.

11 CHAIRMAN KESSEL: Thank you,  
12 Kevin. We appreciate your  
13 comments.

14 Just a couple of points on  
15 what you raised initially which,  
16 you know, I hear you about doing an  
17 in-person meeting.

18 We tried very hard to do this  
19 meeting in person. We actually did  
20 do one of our public hearings on  
21 the Long Beach Superblock in person  
22 down in the City of Long Beach. We  
23 actually had two hearings on that  
24 project. And I think all of us on  
25 the board and staff wanted to do

1  
2 this meeting in person. And the  
3 problems were both capacity limits,  
4 we typically do our meetings in the  
5 ceremonial chambers in the Theodore  
6 Roosevelt Executive Building in  
7 Mineola.

8 MR. MCKENNA: Right.

9 CHAIRMAN KESSEL: The  
10 capacity in that room is somewhere  
11 around 20 people and with the Board  
12 and all our staff and, you know,  
13 the clients that were coming before  
14 us and their attorneys, we just  
15 couldn't handle it. We thought  
16 about, you know, whether there was  
17 a waiting room and as we had at the  
18 Alegria, but there is none. And  
19 then we kind of said well can we do  
20 a meeting both in combination with  
21 Zoom and it raises a lot of  
22 technological questions. So we  
23 made --

24 MR. MCKENNA: At the Town of  
25 Hempstead, the Town of

1  
2 Hempstead quite officially --

3 CHAIRMAN KESSEL: Kevin,  
4 you've spoken and I'm answering and  
5 we're going to move on.

6 But we are, we want to meet  
7 in person. All of our board  
8 members want to meet in person and  
9 we are looking at some other  
10 alternatives and I'm hopeful that  
11 we can meet in person in the next  
12 couple of months, either November  
13 or December. But I think it's  
14 important to indicate that public  
15 safety is very important, and the  
16 other thing is we wouldn't want to  
17 be in a position where for instance  
18 you couldn't come inside to the  
19 meeting and you couldn't stay  
20 outside because of capacity limits  
21 in the building and so you would be  
22 left out and no one would want to  
23 see you left out. So I think, and  
24 you mentioned the Town of Hempstead  
25 and Oyster Bay, I have been in

1  
2 those hearings rooms many teams,  
3 they are much larger than what we  
4 have in the county but we are  
5 looking at alternatives and I am  
6 hoping that either in November or  
7 December, we do plan to have  
8 meetings in both of those months  
9 that we can have an in-person  
10 meeting.

11 So thank you very much.

12 MR. MCKENNA: Could you  
13 address my important topics?

14 CHAIRMAN KESSEL: Your time  
15 is up. We need to move on.

16 MR. MCKENNA: Can you respond  
17 to my questions?

18 CHAIRMAN KESSEL: I will when  
19 I'm ready.

20 I'm not talking about Amazon  
21 now. But I am totally supportive  
22 of the project.

23 MR. MCKENNA: Don't you  
24 think -- don't you think the  
25 comments should be after? Don't

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you think the public comments should be after your hearings?

CHAIRMAN KESSEL: No. I think that I guarantee you that we will not do anything that doesn't have a full consent and approval of the DEC in New York State. That I can absolutely assure you.

Okay. Is there anyone else, Harry or Catherine, that want to speak in this part of the program?

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

CHAIRMAN KESSEL: Okay. So with that we will end the public comment period and go into new business.

The first is an approval resolution for Engel Burman at Bethpage. I just want to indicate again for Kevin and some of the other members of the public that this project was already presented to the Board previously. There was



1 a complete and full presentation.  
2  
3 As a result of that there were  
4 ongoing negotiations between the  
5 developer and our staff and so what  
6 we were -- what tonight is, it's a  
7 final approval which means there  
8 will be a brief presentation of the  
9 project, we will then -- if there  
10 is anyone that wants to comment  
11 further they are welcome to do so  
12 and then we will vote on whether or  
13 not to approve this project.

14 But it's just important to  
15 point out to people who aren't  
16 familiar with the IDA that this is  
17 a project that we have been looking  
18 at for a significant amount of time  
19 and when we initially moved forward  
20 on this project there was a full  
21 presentation made.

22 With that, I would like to  
23 ask if representatives of Engel  
24 Burman at Bethpage are present and  
25 would like to make a brief

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presentation.

MR. CURRY: Hey, Mr.  
Chairman.

Mr. Peter Curry, Farrell,  
Fritz, PC, 400 RXR Plaza,  
Uniondale, New York.

I am here with Steven Krieger  
and David Burman from the Engel  
Burman Group and as you know, you  
asked for a brief presentation, I  
will try to be brief, but as this  
board is aware, Engel Burman is one  
of the largest employers on Long  
Island. It employs approximately  
2,500 personnel throughout its  
executive offices and its various  
communities through Nassau, Suffolk  
Counties, New York City and New  
Jersey as well as Westchester  
County.

This agency has a long  
history with the Engel Burman  
Group. The second assisted living  
community that Engel Burman ever

1  
2 did in Westbury this agency  
3 approved in 1999. Agency also  
4 approved a community in North Hills  
5 in 2002; Massapequa in 2004; Lake  
6 Success which was a complete  
7 dementia unit building in 2015;  
8 magnificent project in Jericho in  
9 2017; and two projects in Uniondale  
10 in 2018.

11 The current application is  
12 for a project located at 1055, 1065  
13 Stewart Avenue in Bethpage. You  
14 can see the rendering in front of  
15 you. There is currently a parking  
16 lot so it's four acres of asphalt  
17 with nothing else on it and the  
18 intention is to place a building of  
19 approximately 33,000 square feet  
20 with approximately 150 units of  
21 which 40 would be dedicated to  
22 seniors with a level of dementia.

23 As this agency is aware from  
24 our prior applications and from  
25 everything else you read in the

1  
2 news, there is increasing need to  
3 provide dementia units and the  
4 original Engel Burman applications,  
5 we actually had smaller dementia  
6 areas but now this need is there  
7 and Engel Burman is there to  
8 respond to it.

9 In fact, Engel Burman is  
10 partnered with North Shore/LIJ in  
11 pioneering programs that are meant  
12 to study the condition of the  
13 various types of dementia and to  
14 try to respond to it and maybe  
15 provide a cure or at least a way to  
16 deal with the issue.

17 This building is the subject  
18 of a recent Newsday article as a  
19 consequence of a recent public  
20 hearing it had in the Town of  
21 Oyster Bay. That article which we  
22 felt was a very well-written  
23 article highlighted the various  
24 measures that Engel Burman is  
25 taking -- undertaking to combat the

1  
2 current pandemic. So this is a  
3 developer that is not only  
4 responding to the various needs but  
5 is also able to -- it's a nimble  
6 organization that's able to change  
7 its programs in order to respond to  
8 changes such as the pandemic.

9 And as a consequence of that,  
10 we feel that the future of senior  
11 housing will benefit those  
12 developers who can take this type  
13 of holistic approach to the  
14 physical and emotional needs of  
15 their residents and also the  
16 families and the people who visit  
17 them.

18 In this particular building,  
19 15% of the units are to be rented  
20 to those individuals who are  
21 earning 80% or less of the adjusted  
22 median income. This project as you  
23 can see will also feature dining,  
24 recreational, reading, movie, other  
25 amenity areas. It's a full-service

1  
2 project. It is meant not only for  
3 the residents, it's meant to keep  
4 them active, youthful and  
5 responsive.

6 And it's also intended to  
7 keep residents on Long Island who  
8 otherwise might leave and go some  
9 other place. The idea is to keep  
10 them with their families and keep  
11 them in the area that they spend so  
12 much time at.

13 The estimated acquisition and  
14 construction costs of this project  
15 exceed \$50 million and the company  
16 is covenanting -- the applicant is  
17 covenanting for 80 full-time  
18 equivalent employees.

19 It's my understanding the  
20 Board has received a Camoin report,  
21 so in addition to all the social,  
22 psychological and physical needs  
23 that this facility will respond to,  
24 the economic impact of the  
25 construction and operation of this

1  
2 facility of this community are  
3 enormous.

4 The construction employment,  
5 Camoin, we feel, conservatively  
6 calculates at 90 full-time  
7 employees plus 53 indirect  
8 construction employees resulting  
9 from construction. And that would  
10 result in, during the construction  
11 period, \$12.1 million of  
12 direct/indirect and induced  
13 earnings. The overall construction  
14 impact in Nassau County alone will  
15 exceed \$31 million.

16 The operational employment  
17 which is, again, direct and  
18 indirect jobs of 90 jobs with two  
19 and a half million dollars of  
20 annual earnings and the annual  
21 impact, operational impact of the  
22 operation of this community will be  
23 approximately \$10.7 million. The  
24 overall benefits in taxing  
25 jurisdictions will be almost

1  
2 \$10 million over the current taxes  
3 on this property during the PILOT  
4 period.

5 So I think credit needs to be  
6 given to Engel Burman for  
7 proceeding with this project during  
8 a pandemic. A lot of other  
9 developers have been scared away  
10 from initiating new projects. This  
11 is a developer that sees an  
12 opportunity, is not about to let  
13 what it considers to be a  
14 short-term issue cause it to slow  
15 down, and I think it deserves the  
16 approval of this Board.

17 We are seeking an abatement  
18 of sales tax, a partial abatement  
19 of mortgage tax on the project and  
20 a 20-year PILOT agreement and I  
21 would like to open up the floor for  
22 any questions that the board may  
23 have.

24 CHAIRMAN KESSEL: Thank you,  
25 Peter. And, Steve, it's good to



1  
2 see you as well again.

3 And I just wanted to ask a  
4 couple of questions and just make a  
5 comment, but could you tell me a  
6 little bit more about the COVID  
7 aspect and how that impacts this  
8 project? Not necessarily in the  
9 construction but upon completion.

10 MR. KRIEGER: Let's first  
11 talk about COVID from an employee  
12 standpoint. From an employee  
13 standpoint, we're testing each and  
14 every one of our employees right  
15 now on a weekly basis. That means  
16 every single employee that works  
17 for us comes into the building,  
18 gets tested and gets their test  
19 results. Anybody found to have  
20 positive tests will be sent home,  
21 will not be allowed back into the  
22 building until they have two  
23 negative tests within three to four  
24 days of each other.

25 That's the first thing we're

1  
2 doing on the employee front.  
3 Everybody walks into the building,  
4 has their temperature taken.  
5 Everybody that walks into the  
6 building, fills out a form that  
7 talks about where they've been for  
8 the last 14 days, who they've been  
9 in contact with for the last 14  
10 days, how they're feeling for the  
11 last 14 days. We take their  
12 temperature and we have them sign  
13 an attestation as to the facts as  
14 to what they have said.

15 So everybody who walks into  
16 the building, we've having very  
17 limited contact with any outside  
18 vendors into the building. Outside  
19 vendors are dropping off all of  
20 their food, all of their deliveries  
21 outside of the building and our  
22 employees are then moving all of  
23 that food and securing all of that  
24 food and bringing it into the  
25 building; supplies the same thing.

1  
2           One of the things that we've  
3 done at Engel Burman for all our  
4 communities right now is we have  
5 PPE -- we have PPE supplies in  
6 every one of our buildings right  
7 now for four months. Okay.  
8 Something that we did, God forbid  
9 there's a second wave of this, we  
10 have PPE in every one of our  
11 buildings for four months.  
12 Something that I don't think  
13 anybody else on Long Island is  
14 doing right now.

15           So from a standpoint of  
16 taking care of our employees,  
17 making sure that our residents are  
18 safe, those are some of the things  
19 that we're doing.

20           I could talk about if you'd  
21 like, you know, what we've done in  
22 the buildings. We've added a  
23 separate -- we've added a third --  
24 we had ready to go. We had plans  
25 that were finished on this

1  
2 building. We changed everything  
3 around with COVID.

4 We added a third elevator.  
5 In order to be able to move our  
6 residents -- it's a three-story  
7 building -- in order to move our  
8 residents freely in the elevator  
9 giving them the opportunity to come  
10 down for meals, which is very  
11 important to them. We now have an  
12 elevator right now for which  
13 elevator capacity which is second  
14 to none in this building.

15 And we've also -- we've also  
16 built on every one of our floors  
17 now what we call a wellness area.  
18 So that all of our residents can be  
19 given their medication, because we  
20 have medication monitoring going on  
21 in the buildings, and we have a  
22 wellness person on each one of our  
23 floors right now checking our  
24 residents on a regular basis.

25 We're doing a tremendous

1  
2 amount of monitoring of our  
3 residents on a regular basis and  
4 also are testing our residents on a  
5 regular basis, so we've really  
6 stepped it up.

7 We have cleaning companies.  
8 Not only are we doing the protocol  
9 for cleaning, not only have we  
10 increased the filters and put in  
11 MERV filters in all of our  
12 buildings, we have ionization in  
13 all of our buildings, we have  
14 special ionization equipment in all  
15 of our HVAC units in the building  
16 right now.

17 And we have an outside  
18 cleaning company, in addition to  
19 our cleaning protocol, which has  
20 been stepped up with additional  
21 employees, we have an outside  
22 cleaning company coming into the  
23 building to make sure that all of  
24 touch points, every single touch  
25 point in our building is being

1  
2 taken care of on a regular basis.

3 MR. CURRY: So I think in  
4 further response to that, not only  
5 will the new building have all of  
6 the new MERV requirements, but this  
7 is a company that's going back and  
8 going through its existing  
9 building, many of which have  
10 benefited from the Nassau County  
11 IDA and upgrading them and bringing  
12 the latest technology to each of  
13 its communities. And it will  
14 continue to respond.

15 As we all know this is an  
16 area that is changing rapidly over  
17 the course of time. This is an  
18 applicant that's, you know, it's  
19 the gold standard. So they will be  
20 retrofitting all of their buildings  
21 to continue to meet upgraded  
22 standards as we go along.

23 MR. KRIEGER: One of the  
24 things that David Burman just  
25 mentioned to me was we've also

1  
2 redesigned our memory care wing, so  
3 that we have memory care pods right  
4 now. So in case there -- in case  
5 there is a resident in the dementia  
6 care wing, we can separate them and  
7 put them into a separate pod and  
8 we've designed those pods, so they  
9 can be a little bit more  
10 independent.

11 CHAIRMAN KESSEL: I want to  
12 thank you for answering my  
13 questions and I want to commend you  
14 and I know we've discussed this in  
15 the past for (A), for the care and  
16 concern that you're showing to your  
17 current residents and some of the  
18 things that you've had to do and  
19 also for taking on a project like  
20 this in this environment.

21 I know that this is important  
22 housing needs on Long Island and I  
23 think that this new facility will  
24 complement some of the other  
25 facilities here in Nassau County

1  
2 and, you know, I think it's  
3 important not to just now, but  
4 going down years from now because  
5 we do see an increasing need for  
6 senior living and also for people  
7 who are people are dementia or who  
8 have other impairments, so I  
9 commend you for all of that.

10 Do any board members have any  
11 questions.

12 CEO COGHLAN: Mr. Chairman,  
13 I'd like to make one comment for  
14 the board.

15 CHAIRMAN KESSEL: What was  
16 that?

17 CEO COGHLAN: I'd like to  
18 make one comment for the board's  
19 information. There was one  
20 important aspect of the  
21 negotiations with Engel Burman and  
22 staff, that Mr. Curry neglected to  
23 mention and I think it's important  
24 to note, it's the affordability  
25 component.



1  
2 I want to mention that and  
3 I'll ask Mr. Curry to please just  
4 confirm my understanding is  
5 correct. There is a 16 percent,  
6 one six, affordability component  
7 which will be eight units each at  
8 the AMI levels of 80 percent, 70  
9 percent, and 60 percent.

10 Mr. Curry, do you concur.

11 MR. CURRY: That is accurate,  
12 yes.

13 CEO COGHLAN: I want to  
14 commend Engel Burman. It was a  
15 lengthy negotiation process. That  
16 is an improvement over their  
17 original application of 10 percent  
18 of units, all at 80 percent AMI.  
19 So they increased, not only the  
20 level of affordability, the  
21 percentage of affordable units but  
22 also deeper affordability, and I  
23 think that should be noted.

24 CHAIRMAN KESSEL: Thank you,  
25 Harry. It's a good point.

1  
2 I think it's also important  
3 to note from your presentation,  
4 Engel Burman presentation, that,  
5 you know, there's a misnomer out  
6 there that IDA projects raise  
7 everyone else's taxes and it's  
8 actually contrary to that.

9 In fact, this project, as an  
10 example, it won't pay more in  
11 payments in lieu of taxes than if  
12 the project weren't built on that  
13 particular property, significant  
14 millions of dollars more. And that  
15 is true with almost every project  
16 we do, so I think that's an  
17 important point.

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

21 MEMBER WILLIAMS: Yes. Tim  
22 Williams.

23 CHAIRMAN KESSEL: Yes.

24 MEMBER WILLIAMS: In the  
25 absence of Chris, as always a good

1  
2 question, have you guys reached out  
3 to the Nassau County Building  
4 Trades? I know Matty is kind of  
5 with us. We heard him speak  
6 before, but have you guys talked to  
7 them about your contract? And I do  
8 know that you guys have a good  
9 relationship with the labor groups.

10 MR. KRIEGER: Yes, so our  
11 construction team is constantly in  
12 contact with Matty and once again,  
13 our construction team will continue  
14 to be in contact with Matty  
15 regarding this project.

16 MEMBER WILLIAMS: Great.

17 MR. CURRY: There's a lot of  
18 your other applicants in that  
19 they're constantly doing projects  
20 and constantly interacting with  
21 organized labor.

22 MEMBER WILLIAMS: I know you  
23 guys have a good relationship with  
24 all members of the labor group.

25 CEO COGHLAN: Member

1  
2 Williams, I just want to call your  
3 attention -- you can't see it --  
4 but, Mr. Aracich is still with us  
5 and he has raised his hand. So it  
6 might be an appropriate segue to  
7 allow Mr. Aracich a couple of  
8 moments.

9 MEMBER WILLIAMS: Before you  
10 do that, I just want to say I think  
11 it's a good project. I'm happy  
12 that we're doing -- you're doing  
13 more properties like this, but I do  
14 think you guys in this product type  
15 that you have as part of your  
16 portfolio is an incredible, you  
17 know, just good thing for Nassau  
18 County and for Long Island. It  
19 says something about the way we  
20 care for our seniors.

21 It says something about that  
22 so many people want to move into  
23 your facilities and I do think they  
24 are noteworthy as, you know,  
25 landmarked on Long Island for many

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decades, so I congratulate you.

MR. CURRY: Thank you,  
Mr. Williams.

CHAIRMAN KESSEL: Thank you,  
Tim.

Are there any other board  
members that wish to ask questions  
or make any comments before we go  
to the public.

MEMBER WARREN: Chairman  
Kessel, it's Lewis Warren. I just  
wanted to comment on a couple of  
thoughts here. First, I applaud  
Engel Burman and our staff for  
their work here. I appreciate the  
increase in the units that are  
affordable, that 16 percent of the  
units will be affordable. That's  
important.

I echo Member Williams's  
comment about our need for  
assisted-living facilities on Long  
Island. I think it's absolutely  
fantastic that more families can

1  
2 keep their loved one close to them  
3 on Long Island.

4 I applaud Engel Burman for  
5 the great reputation that you  
6 rightly enjoy for building quality  
7 units and doing it in a first class  
8 fashion and just wanted to comment,  
9 I think the permanent jobs, the  
10 construction jobs are all  
11 consistent with our mandate,  
12 economic development, retention of  
13 jobs, and an increase in jobs.

14 And I guess the last comment  
15 I would say, I applaud you for  
16 being forward thinking through this  
17 pandemic because we certainly as  
18 Chairman Kessler has led the way.  
19 We certainly want to lean into the  
20 opportunities for additional jobs  
21 and additional facilities, high  
22 quality facilities like this, that  
23 offer families to be able to keep  
24 their loved ones close by.

25 So I think for those reasons

1  
2 it's -- it's absolutely -- as  
3 Chairman Kessel started saying,  
4 it's absolutely first rate for  
5 Nassau County, for Suffolk County,  
6 and for Long Island.

7 MR. CURRY: Thank you.

8 CHAIRMAN KESSEL: Any other  
9 questions on comments by board  
10 members?

11 MEMBER COUMATOS: I have one  
12 if you don't mind.

13 CHAIRMAN KESSEL: Sure, John.

14 MEMBER COUMATOS: All right.  
15 I think it's a great project and  
16 guys are doing great. I'm just  
17 going to ask you once again that  
18 you guys are very good at  
19 negotiating and keeping peace and  
20 talking to people.

21 In our town of Bethpage, if  
22 we're not one of the biggest or the  
23 biggest having seniors in our town,  
24 which puts a big, as you know the  
25 Bethpage Fire Department along with

1  
2 Plainview, Hicksville and bordering  
3 towns. We have a critical  
4 situation during the daytime and  
5 it's one of the biggest issues we  
6 have.

7 I know you've reached out to  
8 Bethpage and I hope you guys can  
9 make a deal because the only issue  
10 I have is the there's not enough  
11 workers during the day to take care  
12 of what's going on right now and  
13 with your help, and maybe you guys  
14 sitting down and getting your think  
15 tank together it's something not  
16 only in Bethpage, but volunteer  
17 fire department during the day  
18 these guys have to work nowadays.  
19 So there's fewer and fewer guys in  
20 towns just like Long Beach,  
21 Bethpage, anywhere you go.

22 I appreciate what you're  
23 doing are I just ask that you reach  
24 out to Bethpage and in neighboring  
25 towns because there are mutuals



1  
2 during the day and sometimes it  
3 takes a little while to get  
4 somebody to answer a call. Thank  
5 you.

6 CHAIRMAN KESSEL: Thank you,  
7 John. And just to indicate that to  
8 your input, I communicated that  
9 issue to Steve Krieger and I know  
10 that they have been in touch with  
11 the Bethpage fire officials and if  
12 there are other officials that on  
13 the fire end that you think they  
14 should be in touch with, please let  
15 us know and let them know. I  
16 appreciate Steve and your team  
17 reaching out to those fire  
18 departments.

19 MEMBER COUMATOS: Thank you.

20 CHAIRMAN KESSEL: Are there  
21 any other questions or comments  
22 from the board members? All right.

23 Hearing and seeing none,  
24 Catherine or Harry, is there anyone  
25 from the public that wishes to

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    speak on this.

    MS. FEE: Yes. We have Matty Aracich. Matty, are you with us?

    MR. ARACICH: I am.

    CHAIRMAN KESSEL: Hi, Matty.

    MR. ARACICH: Once again, thank you very much for giving me the opportunity here. My name is Matthew Aracich, president of the Building Trades for Nassau and Suffolk Counties.

    Earlier there was a comment which is if they are the gold standard for this assisted care or retirement communities and I will tell you they're selling themselves short and the reason is definitely have to upgrade yourselves to platinum.

    And I'll tell you why. You see, when we're talking about situations at this point where you're looking at something, not today, but you're looking at

1  
2 something 18 months and 2 years  
3 from now, so that when the pandemic  
4 is done, you know, these will be  
5 the facilities that are the  
6 pinnacle of performance for the  
7 elderly, for those who want  
8 assisted living and for those who  
9 need this help.

10 And I will tell you that the  
11 conversations that I've had with  
12 Engel Burman have been nothing  
13 short of spectacular. We're moving  
14 in the right direction. In fact,  
15 it's even beyond that.

16 What happens is they're  
17 actually seeing the value of what  
18 we bring to the table where they  
19 can actually see the savings  
20 firsthand. One of the reasons is  
21 because they do the development  
22 themselves. They don't have to  
23 wait for contractors to go ahead  
24 and pass along the savings.  
25 They'll see these things.

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My comments with Scott Burman -- in fact, I spoke with him today -- are exactly the reason why we actually see this partnership working with Engel Burman and the IDA. These are opportunities that everybody benefits from.

But more than anything, it's something that if you're looking at a position where a group is actually trying to benefit the people who live on Long Island, we should give them as much help as they can and let us do the things we do to help even more. So thank you very much for your time.

MR. CURRY: Thank you, Mr. Aracich.

CHAIRMAN KESSEL: Thank you, Matt. Appreciate it.

Catherine, anyone else.

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

CHAIRMAN KESSEL: Okay. Just

1  
2 for the record, I failed to  
3 indicate that we did hold a public  
4 hearing about this several days ago  
5 and in anticipation of that hearing  
6 and this meeting, I personally  
7 reached out to County Legislator  
8 Laura Schaefer, who represents this  
9 district, as well as to the Town of  
10 Oyster Bay, and let them know about  
11 the hearing and the project which  
12 is something we do traditionally.

13 And I think it's also  
14 important to point out that this  
15 project, along with all of our  
16 projects are on the agenda, that is  
17 on the IDA website. So you can  
18 always check the IDA website close  
19 to our meetings and see exactly  
20 what's going to be discussed.

21 Thank you.

22 We have three resolutions to  
23 vote on. I assume Tom or Andrew --  
24 sorry I'm a little hoarse -- that  
25 we can vote on them all at the same

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time.

MR. KOMAROMI: Richard, that is, that is correct. Just before the Board takes a vote, I would like to, as we always, do quickly summarize the benefits.

CHAIRMAN KESSEL: Just hold off a second. So what we're going to do is we're going to get a summary of the benefits and then we'll take up the SEQRA Resolution, the PILOT Deviation Resolution, and the final approving resolution in one vote, if that's okay.

Andrew, do you want to describe the benefits and then we can do that.

MR. KOMAROMI: Absolutely.

The benefits for consideration here consists of mortgage recorded tax exemption benefits of \$303,000 sales and use tax benefits of \$2,190,000.

And a PILOT, with a duration

1  
2 of 21 years, that consists of a  
3 base PILOT that starts with current  
4 taxes escalated at 1.81 percent  
5 inflationary rate compounded  
6 throughout the term of the PILOT  
7 and an increment over the  
8 incremental increase in value of  
9 the improvements to the project  
10 that kick in year seven of the  
11 PILOT and are phased in over the  
12 next 15 years through year 21 on a  
13 straight line basis.

14 CHAIRMAN KESSEL: Andrew, do  
15 you want to just explain what that  
16 means?

17 MR. KOMAROMI: Sure.

18 So the incremental value that  
19 is created by building the  
20 structure on the now vacant land  
21 creates basically an additional tax  
22 base that is -- that has an  
23 estimated tax value of what full  
24 value would be upon construction  
25 and this -- this full value taxed

1  
2 at current rates is basically  
3 phased in over a period of 15 years  
4 starting in year seven.

5 So the straight line phase,  
6 is essence, means that the  
7 initial -- the initial payment on  
8 the increment in year seven starts  
9 at 6 percent and then continues  
10 with 13, 19, 25, 31 and so on and  
11 so forth, all the way up to  
12 94 percent in year 21 of the PILOT.

13 CHAIRMAN KESSEL: Thank you.

14 Are there any questions of  
15 Andrew from any board members on  
16 the explanation of the benefits?  
17 Okay. Seeing none, so we're going  
18 to take up three resolutions on  
19 Engel Burman Bethpage -- SEQRA,  
20 PILOT Deviation and approving.

21 Do I hear a motion to adopt  
22 those three resolutions.

23 MEMBER WILLIAMS: Tim  
24 Williams.

25 CHAIRMAN KESSEL: Tim William



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approves it. Is there a second?

MEMBER SIMON: Anthony Simon  
seconds it.

CHAIRMAN KESSEL: Anthony  
Simon seconds it. I'll take a  
regular vote here. Richard Kessel,  
I vote aye.

Tim Williams.

MEMBER WILLIAMS: Aye.

CHAIRMAN KESSEL: Anthony  
Simon?

MEMBER SIMON: Aye.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Aye.

CHAIRMAN KESSEL: Lewis  
Warren?

MEMBER WARREN: Lewis Warren  
votes aye.

CHAIRMAN KESSEL: John  
Coumatos?

MEMBER COUMATOS: Aye.

CHAIRMAN KESSEL: Thank you.  
The resolutions carry. I  
appreciate it very much.

1  
2 Next we've got two  
3 preliminary.

4 MR. CURRY: On behalf of --  
5 Mr. Chairman, before you do that.  
6 Mr. Chairman, on behalf of the  
7 applicant I'd like to thank the  
8 board for its consideration of this  
9 application.

10 MR. KRIEGER: Yes, and on  
11 behalf of Engel Burman, I'm  
12 standing, I'm here with David  
13 Burman, my partner. I know that  
14 Jan Burman is on listening. Scott  
15 Burman and Jon Weiss on behalf of  
16 all of us, we appreciate the  
17 confidence this board has in us and  
18 once again we will build another  
19 Engel Burman Bristol development  
20 here.

21 I also want to just say that  
22 we also appreciate the confidence  
23 that M&T Bank has in us. M&T Bank  
24 has been our partner in a lot of  
25 these deals and has supported us

1  
2 and they've told us again, they're  
3 going to support us on this  
4 development, so just want to thank  
5 them also, so thank you all.

6 CHAIRMAN KESSEL: Thank you,  
7 Steve. We appreciate it.

8 Our next -- we have two  
9 preliminary resolutions. Again,  
10 these are -- this is not a hearing  
11 on these projects. It's just a  
12 preliminary presentation. Let me  
13 explain the first one, Cascelta  
14 Kravet. They were before us  
15 previously for a preliminary  
16 presentation.

17 One circumstance has changed  
18 in terms of the building that they  
19 are acquiring, so I think they can  
20 be brief. It really is more like a  
21 change of address on a project that  
22 was already presented to us.

23 So I'd ask the applicants if  
24 they would just briefly refresh the  
25 board on what you're doing. We did

1  
2 take this up at the last meeting  
3 and the plan is just to give us a  
4 new address and what you're doing  
5 and then we will have a hearing  
6 going forward in November and we  
7 will take this up again for final  
8 approval at a future meeting  
9 hopefully.

10 With that, I'll hand it over  
11 to my friends over at Kravet and we  
12 can go from there.

13 MR. RUBENSTEIN:

14 Mr. Chairman, this is Eric  
15 Rubenstein. Can anybody hear me  
16 and see me okay?

17 MEMBER SIMON: Yes, we can  
18 hear you.

19 MR. RUBENSTEIN: All right.  
20 Thank you.

21 I'm an attorney with Ruskin  
22 Moscou Faltischek, along with my  
23 colleague, John Chillemi. We're  
24 presenting this application for  
25 Cascelta slash Kravet, Inc. And

1  
2 the chairman is correct, we were  
3 with you not too long on a very  
4 similar application for the  
5 acquisition of 220 and 420  
6 Crossways Park Drive in Woodbury.

7 And during the due diligence  
8 of that contract we were presented  
9 unexpectedly with an opportunity to  
10 acquire 250 Crossways Park Drive in  
11 Woodbury, which is a better  
12 property for our headquarters,  
13 which Cary Kravet, the president of  
14 Kravet can explain.

15 And I think I will after Cary  
16 makes his presentation and reminds  
17 the board of how great Kravet is, I  
18 can explain what benefits we're  
19 seeking today.

20 CHAIRMAN KESSEL: Okay.  
21 Cary, just briefly, because we  
22 already got this presentation,  
23 where you're moving to and what  
24 you're doing. Thanks.

25 MR. KRAVET: It's very

1  
2 simple. We're really moving a few  
3 buildings down from what we had  
4 proposed. We needed to acquire  
5 about 60,000 square feet of space  
6 and we had it in two different  
7 buildings. This is an opportunity  
8 to be altogether, all of our  
9 functions together in one building.

10 It's much more efficient for  
11 us. It's -- it's just a much  
12 easier transition. It doesn't  
13 present any of the problems of  
14 operating at multiple locations,  
15 albeit those locations were close  
16 together.

17 We're here presenting on  
18 September 17th, and I can go  
19 through what I presented then, but  
20 I don't know whether you want me to  
21 do that.

22 CHAIRMAN KESSEL: I don't  
23 think you need to unless the board  
24 wants it. The presentation was  
25 already made to us.

1  
2 Any members of the board want  
3 a repeat presentation.

4 MEMBER SIMON: I'm good.

5 CHAIRMAN KESSEL: Okay. So  
6 why don't you just give us the  
7 details about what you're seeking.

8 MR. KRAVET: Yes. John, do  
9 you want to do that? Or Eric? No.  
10 It's -- do you guys want to do that  
11 or you want me to?

12 It's really the sales tax  
13 exemptions, as you see there, the  
14 mortgage tax exemption and the  
15 PILOT, the PILOT, I think the -- it  
16 would be a stable tax for three  
17 years than no more than at  
18 1.8 percent increase thereafter for  
19 the next 17 years.

20 MR. CHILLEMI: That's  
21 correct. Sorry, I was on mute.

22 CHAIRMAN KESSEL: I assume  
23 I'm correct in pointing out that,  
24 as I did earlier, that this is just  
25 really a change of address. You're

1  
2 going into a building that better  
3 suits your business. Is that  
4 correct?

5 MR. KRAVET: Yes, absolutely.  
6 And it's -- it's about ten  
7 buildings closer to where we  
8 started on Long Island 60 -- 63  
9 years ago. So it's a much -- it's  
10 a better location for us in a  
11 better building, yes. It's one  
12 building. Other than that, it's  
13 really just a change of address.

14 CHAIRMAN KESSEL: Okay. Do  
15 any board members have any  
16 questions on this project? Again,  
17 just for the public sake this was  
18 already considered in substance  
19 absent the change of address at our  
20 last meeting.

21 Hearing none, do I have a  
22 motion to adopt a preliminary  
23 inducement for this particular -- I  
24 should have -- sorry. I apologize.  
25 Does anyone from the public wish to



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be heard.

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

CHAIRMAN KESSEL: Thank you.

Do I hear a motion to grant a preliminary inducement to move forward with consideration of this project at this time.

MEMBER WARREN: Chairman Kessel, Member Warren will make a motion.

CHAIRMAN KESSEL: Okay. Thank you.

Is there a second.

MEMBER SIMON: Anthony --

MEMBER FLORES: Amy Flores.

MEMBER SIMON: Sorry, Amy.

MEMBER FLORES: Sorry.

CHAIRMAN KESSEL: Okay. Amy seconds it.

Any further discussion or questions? Hearing none, all those in favor indicate -- well, let me do this by voice just to be sure.

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Richard Kessel, I vote aye.

Anthony Simon.

MEMBER SIMON: Aye.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Aye.

CHAIRMAN KESSEL: Lewis

Warren?

MEMBER WARREN: Lewis Warren

votes aye.

CHAIRMAN KESSEL: Tim

Williams?

MEMBER WILLIAMS: Aye.

CHAIRMAN KESSEL: And John

Coumatos?

MEMBER COUMATOS: Aye.

CHAIRMAN KESSEL: Okay. The preliminary resolution carries. I thank you.

MR. KRAVET: Thank you.

CHAIRMAN KESSEL: We have one. Yes?

MR. KRAVET: I was saying thank you very much.

CHAIRMAN KESSEL: Okay.

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You're welcome.

MR. RUBENSTEIN: Oh, I'm  
sorry. I was disconnected for a  
bit. It's Eric Rubenstein. So I  
apologize for that.

CHAIRMAN KESSEL: Okay.  
We're finished. So thank you and  
we appreciate that.

I want to now move onto  
Amazon and the Syosset Park  
Development, LLC, and before I say  
anything, let me call upon the  
litigants, Amazon and/or their  
representatives, to make a  
representation.

Again, as I indicated before,  
this is a preliminary presentation  
only. It is not a public hearing,  
and the process is if the IDA votes  
to move forward there will be a  
public hearing and a further  
consideration in the future about  
this and it will have to come back  
to the board for another hearing

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and a final approval later on.

With that, I will ask Amazon and/or their representatives if they would like to make a presentation. Thank you.

MR. DEEGAN: Thank you, Chairman Kessel. Can you hear me?

CHAIRMAN KESSEL: Yes.

MR. DEEGAN: Chairman Kessel, counsel, members of the board, thank you very much. My name is Dan Deegan with the law firm Forchelli, Deegan, Terrana, the attorney for the applicant. We also have with us today, Brad Griggs, who is the senior manager of economic development for Amazon.

Brad, are you there?

MR. GRIGGS: Yes, good evening, Mr. Chairman and IDA board.

MR. DEEGAN: So this project is a very exciting project. We have co-applicants here, one is

1  
2 amazon.comservicesllc, which will  
3 be the proposed tenant for the  
4 project, and then the co-applicant  
5 is Syosset Park Development, LLC,  
6 which is the owner of the land.

7 Amazon, which is obviously a  
8 well-known company, the applicant  
9 is a subsidiary of amazon.cominc,  
10 which is a multinational technology  
11 company with a focus on E-commerce.  
12 The applicant operates a North  
13 American fulfillment network as  
14 comprised of multiple facilities  
15 that are responsible for fulfilling  
16 customer orders.

17 The co-applicant, Syosset  
18 Park Development, is a joint  
19 venture between Simon Property  
20 Group and Castagna Realty. The  
21 property at issue here is a very  
22 well known piece of property as  
23 well as the applicants here. It's  
24 a 39-acre site which is located at  
25 305 Robbins Lane, which is the

1  
2 northeast corner of Robbins Lane  
3 and Miller Place, Syosset, New  
4 York, the former Cerra Wire project  
5 which has received tremendous press  
6 over the decades.

7 The project that we're  
8 proposing would be the construction  
9 of a 204,000 square foot one-story  
10 distribution facility which  
11 represents an investment of  
12 potentially \$71 million in Nassau  
13 County.

14 The site has been vacant  
15 since Cerra Wire ceased operations  
16 there in the mid 1980s.

17 The site has a legacy, a  
18 well-known legacy, of visual  
19 blight, of environmental issues.  
20 It's a brown field, low real estate  
21 taxes, no jobs and past failed --  
22 past failed development proposals  
23 which have within (Zoom audio  
24 distortion) when a failure of this  
25 property has meant in the past

1  
2 efforts.

3 With that background I want  
4 to turn it over to Brad to describe  
5 what the proposal is for this  
6 project and the benefits that we  
7 see this project bringing into  
8 Nassau County.

9 So, Brad?

10 MR. GRIGGS: Thanks Dan.

11 So as you can see here what  
12 we're discussing as part of the  
13 proposed project is a last mile  
14 delivery station as part of our  
15 overall North American fulfillment  
16 network. The proposed site would  
17 facilitate the last stop before our  
18 packages would hit the doorsteps of  
19 businesses and our customers around  
20 Nassau County and the greater Long  
21 Island area.

22 We're looking at investing  
23 potentially over \$70 million to  
24 develop the site alongside of our  
25 partners there, and we would --

1  
2 part of that last mile distribution  
3 and delivery station would be the  
4 installation of interior conveyance  
5 systems, IT equipment, office  
6 furniture as well as the  
7 construction of the site itself.

8 What I'd like to do for the  
9 board and for -- for Chairman  
10 Kessel is to talk through a day in  
11 the life of the delivery station  
12 here. What you have before you is  
13 the proposed site plan for the  
14 development there at the old Cerra  
15 Wire site.

16 On the left-hand side in red  
17 is the proposed loading dock area  
18 where the 18-wheeler tractor  
19 trailers would come onto the site.  
20 Those trucks would come in during  
21 predominantly the overnight period.  
22 It's anticipated about 90 percent  
23 of the trucks coming in between  
24 roughly 8 to 10 p.m. in the evening  
25 until 6 a.m. in the morning. Those



1  
2 trucks would be bringing Amazon  
3 packages, prepackaged, ready for  
4 delivery.

5 In yellow on the right-hand  
6 side of the site we have our Amazon  
7 associate parking. That area is  
8 where our full-time, part-time and  
9 seasonal workforce would be  
10 arriving onto the site also  
11 predominantly during the overnight  
12 period. They would come into the  
13 site, they would unload the tractor  
14 trailers using the conveyance  
15 system. They would stage the  
16 packages using baker's racks and  
17 large-scale duffel bags that are  
18 rollable along the site for the two  
19 staging areas, as you can see along  
20 both sides of the building.

21 We would, beginning at about  
22 9:45 in the morning, the van  
23 drivers, which are third-party  
24 independent contractors, would come  
25 onsite. These are our delivery

1  
2 service partners. They're  
3 logistics companies, entrepreneurs,  
4 small businesses in the area that  
5 we can track with to handle our  
6 delivery capacity that would  
7 operate out of this site alongside  
8 with the Amazon associates. That  
9 is the upper left-hand corner of  
10 the site, the yellow parking area  
11 there. The delivery van drivers  
12 park their personal vehicles. They  
13 are then walking into the blue area  
14 where the vans are staged the  
15 evening before. They get into the  
16 vans, they drive into the green  
17 loading zone, and then over the  
18 course of about 20 to 30 minutes  
19 each driver would load, alongside  
20 one associate, their delivery van  
21 for their delivery route for that  
22 day.

23 A little after 10 a.m. the  
24 second wave of drivers would drive  
25 on to the site, they would park,

1  
2 they would get into the van and  
3 then drive into one of the two  
4 purple areas. One at the top of  
5 the site plan there and one along  
6 the left-hand side.

7 They'd park their vehicles  
8 and wait for staging to then drive  
9 into the green loading zones. A  
10 little after 10 a.m. we would  
11 anticipate the vans heading out of  
12 the site and beginning their ten  
13 hour delivery route from this  
14 location, at which point the vans  
15 would cycle through the location,  
16 we anticipate roughly 4 to 6 waves  
17 of vans every 20 to 30 minutes  
18 concluding the day's van capacity  
19 at roughly 12 or 1 p.m. heading out  
20 of the site at which point the site  
21 would go quiet until the afternoon.

22 The remaining 10 percent of  
23 the trucks would come in during the  
24 daytime. That facilitates Prime  
25 same-day service, so packages that

1  
2 would able to be delivered the same  
3 day that they're ordered, and we  
4 utilize our Amazon Flex program to  
5 facilitate those orders. Those are  
6 personal vehicle drivers similar to  
7 Uber or Lyft but for packages  
8 instead of personal transportation.

9 They sign out via the Amazon  
10 Flex app. They are registered  
11 drivers with proof of insurance,  
12 and they've taken the online safety  
13 training course to become Amazon  
14 Flex registered drivers. Then they  
15 drive onsite, work alongside an  
16 Amazon associate to pack their  
17 vehicle and then they deliver  
18 packages via their personal vehicle  
19 to help us with our capacity needs  
20 at the location.

21 On average, those Amazon Flex  
22 drivers tend to earn approximately  
23 between 22 and \$25 per hour to  
24 complete an Amazon Flex delivery  
25 route.

1  
2           The Amazon full-time  
3 associates working on the site will  
4 all make at least \$15 an hour with  
5 comprehensive benefits starting day  
6 one. We would anticipate about 150  
7 of the full-time positions, 25  
8 being the hourly and -- or 125  
9 being hourly and 25 being  
10 management.

11           The 25 management positions  
12 would all be at least \$60,000 with  
13 the same comprehensive benefits as  
14 the hourly workforce that are full  
15 time. Again, comprehensive  
16 medical, dental, 401(k), life,  
17 disability insurance.

18           If you could head back to the  
19 site plan one slide before?

20           At which point the -- again,  
21 the -- the Flex drivers, they head  
22 out of the site from the green  
23 zone, at which point at the end of  
24 the day the van drivers, again, the  
25 third-party independent

1  
2 contractors, which are indirect  
3 employment-opportunity generated by  
4 our delivery station sites would  
5 return to the site at roughly 7  
6 p.m. in their same waves. They  
7 would go through a safety check and  
8 then park their van, get in their  
9 personal vehicle and exit the site,  
10 and we would anticipate that  
11 concluding at roughly 10 p.m. each  
12 evening, and then the cycle would  
13 repeat itself each day.

14 So the workforce component,  
15 as I mentioned, we had full time,  
16 part time and seasonal workforces.  
17 As part of this project we'd be  
18 looking to create at least 150  
19 full-time jobs as we showed on the  
20 next slide where it's 25 management  
21 positions making at least \$60,000 a  
22 year with comprehensive benefits  
23 day one as well as 125 hourly  
24 positions, again, comprehensive  
25 benefits at at least \$15 an hour

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per position.

So with that additionally, you know, as a result of this project, we would -- the -- our partners, our development partners, anticipate creating at least 200 to 250 construction jobs should the project be able to move forward.

MR. DEEGAN: Thank you, Brad. This is Dan. Let me take back over.

So, you know, the reason we're before the IDA is that, you know, it's pretty well documented that the high cost -- that construction would cost a lot of money in Long Island and in general. On this site in particular has some challenges that resulted in very high construction costs. It is a necessity for environmental remediation steps that was alluded to earlier. There is the volatility of Nassau County

1  
2 property taxes which is pretty well  
3 publicized.

4 What we're looking for is  
5 stability and predictability going  
6 forward and a phase-in of a new tax  
7 base to be created by constructing  
8 this building.

9 Without the financial  
10 assistance requested, we'd have  
11 difficulty justifying the level of  
12 investment required for this  
13 historically challenged site.

14 There are alternatives to  
15 doing this project, whether  
16 utilizing other correct or  
17 further -- or future last mile  
18 delivery stations already in place  
19 where third-party companies such as  
20 the Postal Service, UPS, those are  
21 other options that could be brought  
22 to play here, but this is an  
23 opportunity to make Amazon's  
24 business more efficient to create a  
25 new employment base.



1  
2           The employees that we're  
3 talking about with the IDA are the  
4 onsite jobs. Those other  
5 independent contractors are all in  
6 addition to that and separate but  
7 not part of this project, per se,  
8 but certainly an ancillary  
9 multiplier effect that will take  
10 place. This is the preferred  
11 option, so with the IDA's help we  
12 could make it possible.

13           What we're looking for is a  
14 sales tax exemption on the  
15 construction materials and the  
16 furniture, fixture, equipment to  
17 build out the facility; mortgage  
18 recording tax exemption on the  
19 necessary construction and  
20 permanent financing, and we're  
21 looking for a 15 year PILOT  
22 agreement, but the concept is  
23 generally to create a new tax base  
24 and phase in that new tax base over  
25 that period of time.

1  
2           It should be noted, you know,  
3           the construction jobs, obviously,  
4           are a very important economic  
5           immediate benefit that would, you  
6           know, be created by this project  
7           should it go forward. We've  
8           reached out to the Nassau-Suffolk  
9           Building Trades, Matt Aracich. We  
10          have continuing dialogue which will  
11          continue to make sure that the  
12          opportunities are given for -- for,  
13          you know, union trades that are  
14          intended for the project and  
15          hopefully to include as many as  
16          possible.

17                 We've reached out to the  
18                 Syosset School District and we have  
19                 a meeting being set up now meeting  
20                 with the superintendent to bring  
21                 them up to speed on the project.

22                 The project is currently  
23                 going through the land use approval  
24                 process with the Town of Oyster  
25                 Bay. You know, that's been

1  
2 reported in the paper.

3 The reason we're at the IDA  
4 now, it's important to come to the  
5 IDA early in the process before all  
6 the approvals are in place and  
7 everything else has been determined  
8 because we need to know that we  
9 have a partner in the Nassau County  
10 IDA in trying to make this property  
11 economically feasible and this  
12 project economically feasible.

13 You know, it was referenced  
14 earlier, the DEC, you know, that's  
15 an ongoing process. Obviously,  
16 nothing's going to be built here  
17 unless the Town of Oyster Bay signs  
18 off on it, the DEC signs off on it  
19 and everything -- and is safe.

20 So with that being said, you  
21 know, I open it up for questions  
22 from the board or from the  
23 chairman.

24 CHAIRMAN KESSEL: Thank you,  
25 Dan and Brad. We appreciate this.

1  
2 A couple of questions from me and  
3 just a couple of points. On the  
4 environmental issue that was  
5 mentioned before by Mr. McKenna,  
6 it's my understanding that nothing  
7 can be built on this Cerra Wire  
8 site without DEC formally giving it  
9 the green light, and I, from what I  
10 understand, and I have had some  
11 conversations with Brad Griggs,  
12 and, Brad, I appreciate that, I  
13 think it's important to note that  
14 before Amazon or most entities come  
15 to us, we have preliminary talks  
16 with them on these projects and  
17 asked a lot of questions, but I --  
18 I assume that you guys are heavily  
19 engaged with the DEC and that at  
20 some point the DEC will give us the  
21 green light and the fact that it  
22 passes all of the various  
23 environmental issues from that  
24 site.

25 MR. DEEGAN: That's correct,

1  
2 and they're working on ultimately  
3 the end result would be a remedial  
4 action plan which would dictate  
5 what needs to be done at the site  
6 in order to be protective of the  
7 public at large, you know, local  
8 community and certainly the people  
9 that are going to work on the site,  
10 so that's first and foremost. That  
11 has to be done before anything can  
12 be built here.

13 CHAIRMAN KESSEL: Good, and  
14 that's going to be very important.  
15 I know I talked to a couple of  
16 board members, especially John  
17 Coumatos, about the DEC's role  
18 there and that's a very important  
19 milestone as far as we're  
20 concerned.

21 Second -- second of all, I  
22 appreciate, Brad, you reaching out  
23 to the building trades. I have  
24 heard from a number of building  
25 trades representatives and from my

1  
2 good friend in addition to Matt  
3 Aracich, from John Durso from the  
4 Long Island Federation of Labor,  
5 and they've indicated to me that  
6 you guys have been reaching out to  
7 them. We had a very good  
8 discussion, I think it was last  
9 Friday evening, about the  
10 involvement of the unions.

11           Especially in these times we  
12 want to see as many Long Island  
13 union workers working on  
14 constructing this project, assuming  
15 that we go forward and vote to go  
16 forward with it and it gets its  
17 final approval, and I want to  
18 emphasize that is very important to  
19 us, and I do appreciate the fact  
20 that you've already begun those  
21 discussions with the trades.

22 That's a very important point.

23           Third thing is on taxes and,  
24 Dan, you alluded to this before,  
25 it's my understanding based on the

1  
2 information that I've seen that  
3 there are significant revenue  
4 benefits from this project to  
5 the -- to the town and to the  
6 school district and as well as to  
7 the county based on the fact that,  
8 you know, this land has been vacant  
9 for decades. Do you just want to  
10 briefly address that?

11 MR. DEEGAN: Well, yeah, so,  
12 you know, because of the fact that  
13 it's been vacant, because of the  
14 fact that it has environmental  
15 issues, the value of the property  
16 undeveloped and in its current  
17 condition has been reduced over the  
18 years to the point where, you know,  
19 it's been drilled to below given  
20 the size of the property, and this  
21 is an opportunity to add value to  
22 that property by creating a new  
23 building which, obviously, is going  
24 to have a high tax rateable tax to  
25 it and no matter how you slice it,

1  
2 that's going to be a positive.

3           What we're looking for from  
4 the IDA is to take that, make it  
5 tax rateable and phase in on a --  
6 on a smooth basis so that it's, you  
7 know, predictable for us and it  
8 makes the project financially  
9 feasible, but there is no doubt  
10 it's all going to be very cash-flow  
11 positive to the affected taxing  
12 jurisdictions even with an IDA  
13 PILOT in place.

14           CHAIRMAN KESSEL: Okay, thank  
15 you. Now, just a couple of points  
16 from my perspective. You know,  
17 obviously there's still some work  
18 to be done here, but, you know,  
19 this is a site that has been vacant  
20 and very controversial for decades,  
21 I think almost 35 years. It  
22 reminds me a little bit of the  
23 Superblock and the challenges over  
24 there, and I think to make use of  
25 this site in a -- in a good,



1  
2 positive way, have the  
3 environmental issues and challenges  
4 eliminated and cleaned up and the  
5 revenues that this will generate  
6 and the jobs that this will  
7 generate, particularly now when so  
8 many people are out of work, makes  
9 this a very attractive project,  
10 and, you know, I certainly support  
11 moving forward with the -- with the  
12 preliminary approval.

13 Obviously, we have a number  
14 of discussions to have in terms of  
15 the negotiations.

16 I want to indicate also that,  
17 you know, obviously, there are some  
18 community concerns out there. That  
19 site is like a magnet and it does  
20 attract concerns but they're  
21 legitimate concerns, and I wanted  
22 to -- I appreciate, Brad, your  
23 willingness and commitment to me in  
24 the discussion we had to be able to  
25 reach out to the people who have

1  
2 concerns so that we can alleviate  
3 them and answer all of their  
4 questions, you know, one on one or  
5 one on three, however it ultimately  
6 works. And I look forward to  
7 talking with you next week about  
8 how we might accomplish that as  
9 well.

10 I also understand that the  
11 Suffolk IDA today, during  
12 preliminary approval to a facility  
13 -- a similar type facility out in  
14 Suffolk at Gabreski Airport.  
15 People say, "What's Gabreski?" He  
16 was the former president of the  
17 Long Island Rail Road. I knew him,  
18 I used to battle with him all the  
19 time when I urged commuters to  
20 strike. That's a whole other  
21 story. That was in the early '80s,  
22 but Mr. Gabreski was quite an  
23 individual, so you're talking in  
24 one day about having two  
25 significant job-creating,

1  
2 revenue-creating facilities for  
3 Long Island, one in each county and  
4 I think that's extraordinary. We  
5 need jobs, and, again, there are a  
6 lot of issues. We need to address  
7 all those issues, but this is a --  
8 a significant job creator and  
9 exciting.

10 I think in -- in terms of the  
11 -- some of the experiences you had  
12 to our west, you know, I think  
13 you'll find that on Long Island we  
14 want Amazon and we want you to  
15 thrive and survive and grow and  
16 grow jobs out here as well, so I'm  
17 very excited about this and  
18 about -- I look forward to working  
19 with you and, again, I appreciate  
20 your willingness to sit down with  
21 the community and the building  
22 trades and the school districts and  
23 elected officials so that we have  
24 all of their questions answered.  
25 Very excited.

1  
2 Now, are there any board  
3 members that have any questions or  
4 comments of either Dan or Brad?

5 MEMBER SIMON: Chairman  
6 Kessel, Anthony Simon, I have a  
7 couple of comments to make and then  
8 a question.

9 CHAIRMAN KESSEL: Sure.

10 MEMBER SIMON: Obviously,  
11 this is a big project, long overdue  
12 for jobs at a time now when jobs  
13 are so needed. It also helps, in  
14 my opinion, as being so close to  
15 the rail road station, as you  
16 mentioned, the railroad, and the  
17 ridership is down right now which  
18 is at 28 percent which is  
19 absolutely terrible.

20 So in the bigger picture of  
21 ridership in getting people to work  
22 being close the station and jobs, I  
23 commend you for that.

24 I ask, Dan, you know the  
25 questions, you've been talking to

1  
2 Matty, your relationship with Matty  
3 from the building trades obviously  
4 has grown tremendously, and we've  
5 made some missteps along the way  
6 only from miscommunication, not out  
7 of wanting to do that.

8 I'd ask that, I don't know,  
9 Brad, if you specifically spoke to  
10 Matty because I was speaking to  
11 Matty, and I think he spoke mainly  
12 to you, Dan, I would ask you, Brad,  
13 to have a conversation or a cup of  
14 coffee with Matty and discuss it  
15 personally one on one with him so  
16 that you can see that Matty is all  
17 about jobs, all about making this  
18 work as well for the county, for  
19 yourself and your business venture  
20 as well. So if you could do that  
21 and give a commitment to us that  
22 you would speak to the building  
23 trades president, that would be  
24 helpful. This would leave, like,  
25 the middleman out and just go right

1  
2 to the source and then you and  
3 Matty can build that relationship.  
4 And he's been very, very helpful in  
5 all these projects moving forward  
6 so I ask you if you could do that?

7 MR. DEEGAN: Anthony, let me  
8 just point out, so certainly I've  
9 spoken to Matt, but the real  
10 conversations have been going on  
11 between Scannell Properties, who is  
12 the developer of the property, so  
13 there is the owner of the property  
14 and there's the tenant, which  
15 Amazon is, and then the company  
16 that's been hired to actually build  
17 the building, that's Scannell  
18 Properties, and that's the entity  
19 and the individuals there have been  
20 interfacing with Matt Aracich  
21 because that's probably the best  
22 place interfacing because they're  
23 going to be controlling the  
24 contracts, etcetera.

25 MEMBER SIMON: I'll touch

1  
2 base with Matty. I was just in a  
3 conversation with him and I think  
4 he's on, but his willingness to  
5 speak to anybody that could be  
6 helpful for the building trades,  
7 Brad, is only, not putting you in a  
8 position here, just to, you know,  
9 relationships build, so just to try  
10 to do that, I'd ask you to do that.

11 CHAIRMAN KESSEL: Thank you,  
12 Anthony.

13 Any other board members that  
14 have questions or comments?

15 MEMBER WILLIAMS: Yes, it's  
16 Tim Williams.

17 Dan, is there a timeline for,  
18 and I know it's going to be a  
19 general timeline because I know  
20 there are tons of steps that still  
21 need to take place, but if you had  
22 to ballpark it, what would you  
23 think it be in terms of getting the  
24 approvals, going through the  
25 process, waiting for whatever

1  
2 appropriate environmental and other  
3 area? I assume you got to do  
4 traffic studies and all that good  
5 stuff. How long do you think all  
6 this is going to take?

7 MR. DEEGAN: Well, let's  
8 start out with the fact that we are  
9 trying to start, and if we could  
10 put a shovel in the ground tomorrow  
11 we would.

12 We've been going through the  
13 process with the town, you know, if  
14 everything goes smoothly and  
15 everything comes together we can  
16 address all the concerns. We're  
17 hoping to, you know, get started in  
18 the first quarter of next year.

19 MEMBER WILLIAMS: And I know  
20 a lot of people, I think Richie  
21 said it, everybody said it, a lot  
22 of folks that have a lot of issues,  
23 right. This is a noted property, a  
24 lot of background, a lot of  
25 history, everybody could read about



1  
2 it, and I think it's great to have  
3 somebody coming in willing to take  
4 on the burdens of all the -- that  
5 goes with touching a blighted or --  
6 or kind of an  
7 environmentally-sensitive property,  
8 so can you tell us what you guys  
9 are going to do for community  
10 outreach, you know, just  
11 conversations? You said you dealt  
12 with the school district and  
13 probably some of the other ones but  
14 just tell everybody what you're  
15 going to do to engage the  
16 community, give them an opportunity  
17 to be heard and then not just be  
18 heard but you guys address their  
19 concerns so they can feel like  
20 they've become a partner in the  
21 process?

22 MR. DEEGAN: Right, so  
23 there's kind of two different  
24 things going on here. One is this  
25 IDA application, and certainly, you

1  
2 know, one of the reasons we reached  
3 out to the school district and have  
4 a meeting that's being scheduled  
5 right now is to discuss the IDA  
6 implications, but also and  
7 hopefully, you know, positive  
8 economic impacts of this project  
9 but the school district also has  
10 two schools in the vicinity of the  
11 property so they have some concerns  
12 related to that as well.

13 The other tract besides the  
14 IDA is the town process, and  
15 certainly the town has asked us to,  
16 as has Chairman Kessel, and we had  
17 planned anyway to reach out to the  
18 various local stakeholders. And I  
19 think, you know, one of the other  
20 things, you know, certainly the  
21 town supervisor has suggested some  
22 people to meet with. I think  
23 Chairman Kessel has suggested some  
24 people and we have a meeting next  
25 week with Chairman Kessel to get

1  
2 his guidance on who he sees as some  
3 of the stakeholders. But I think  
4 the local groups have been very  
5 active in, you know, giving their  
6 opinions, rightly so, and concerns  
7 about, you know, past development  
8 proposals, and, you know, we see  
9 ourselves reaching out to those  
10 same groups who have identified  
11 themselves as concerned with the  
12 future of this property.

13 MEMBER WILLIAMS: Can I  
14 suggest, my opinion, one, that I  
15 support what you guys are doing, I  
16 support the project. Obviously,  
17 subject to learning the whole  
18 everything about it, but can I  
19 suggest that I think one of the  
20 biggest mistakes people in Queens  
21 and throughout the state made the  
22 last time Amazon looked at this was  
23 they got a lot of bad information.  
24 They were just, you know, it became  
25 a talking-head conversation.

1  
2           Everybody became famous Facebook,  
3           you know, just experts. And most  
4           of the information that was  
5           provided was cryptic, incorrect and  
6           it resulted in the region losing an  
7           incredible partner and an  
8           incredible opportunity for jobs and  
9           as a job, you know, engine.

10                   I think it would be really  
11           helpful if you guys would put  
12           together your own, outside of our  
13           process, outside of the town's  
14           process, just engage the community  
15           in a public fashion and talk  
16           directly to them outside of the  
17           constraints of -- of, let's call it  
18           the political arena, because I also  
19           can say a lot of what comes to a  
20           lot of those meetings is more about  
21           local politics than it is about  
22           learning about the actual project  
23           itself and it's about issues that  
24           people have with other issues, and  
25           it gets -- the project gets lost in

1  
2 those issues. I think this is  
3 important enough and that people,  
4 give them an opportunity to just  
5 talk to you.

6 That is not something,  
7 obviously, that's mandated, it's  
8 just my recommendation, but I think  
9 it would be a good community  
10 reach-out perspective and engage  
11 everybody at that level and try to  
12 silence, you're not going to do it  
13 all, but, you know, get away from  
14 the -- the Facebook posts. That  
15 just is bad misinformation that is  
16 the true version of fake news and  
17 really allow people to get real,  
18 honest input from the source,  
19 correct information.

20 You're not going to make  
21 everybody happy, but at least  
22 people -- I don't want anybody to  
23 say they've not been given an  
24 opportunity to be heard.

25 MR. DEEGAN: Yup, I think

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that's a very good idea.

CHAIRMAN KESSEL: Very good idea and we'd be glad to work with you and assist with that.

CHAIRMAN KESSEL: Yes. Very good idea and we would be glad to work with you to assist in that. I think the more questions that are answered, the more outreach you do, the better we will all be.

Thank you, Tim very thoughtful idea.

Anyone else wish to ask questions or make any comments.

VICE CHAIRMAN WARREN: Chairman Kessel, an observation -- given the history of this Cerro wire site, given the back and forth, I don't think I have, I think Dan will have the information at hand, but within the last ten years the site was designated, there were some developers who wanted to do a big retail mall type

1  
2 of, type of development which was  
3 not viewed favorably, you know,  
4 from retail. There is a lot of  
5 retail on Long Island so I just  
6 wanted to comment that I, given  
7 Mr. Williams's and Anthony Simon's  
8 comments, the Chairman's comments,  
9 I think there is a real positive  
10 opportunity to reframe the debate;  
11 one of economic, you know, economic  
12 development on a site that is  
13 literally, you know, empty today  
14 and needs the environmental  
15 remediation.

16 So I just think there is --  
17 it feels to me as someone who  
18 doesn't live far from this site, I  
19 think there is a real recognition,  
20 an open-minded recognition that for  
21 economic development, for jobs, for  
22 the remediation, the site is  
23 tailor-made for the use that Amazon  
24 and Syosset Park is focused on. I  
25 mean it's right beside the highway.

1  
2 The jobs, you know, the specific  
3 jobs or the project, the  
4 development and then those  
5 ancillary jobs. So I really think  
6 that the community is open-minded  
7 and this is an opportunity to sort  
8 of to relaunch the process which is  
9 why I echo the Chairman's,  
10 Mr. Simon and Mr. Williams'  
11 comments as well. You know, in  
12 terms of how you go about it really  
13 engaged the public here and I know  
14 the Town of Oyster Bay will do  
15 that, Syosset School, you know,  
16 Syosset will do that and we can be  
17 helpful as well so whatever we can  
18 do, I think the Chairman is  
19 committed for us to be as helpful  
20 as possible in this process.

21 Thank you.

22 CHAIRMAN KESSEL: Thank you,  
23 Lewis.

24 Anyone else on the board.

25 ASSISTANT TREASURER COUMATOS:



1  
2 I might as well finish, if you  
3 don't mind.

4 Mr. Deegan, I appreciate you  
5 guys coming, but I'm going to be  
6 honest with you, I am on the other  
7 side of the fence right now but I  
8 am open-minded. I think everything  
9 discussed here has to be discussed,  
10 we have to take our time. I get  
11 the problem with the soil as a  
12 water commissioner in one of the  
13 biggest plumes in the United  
14 States, I get that part of it and  
15 that part is a great part to get  
16 that fixed.

17 However as a small business  
18 guy, I tend to think, and look, I'm  
19 going to be open-minded, I would  
20 like to go with the chairman to all  
21 the meetings and everything else to  
22 try and change my vote, by us  
23 opening Amazon, we gave a tax  
24 break, I live in Nassau County, I  
25 live in the Town of Oyster Bay we

1  
2 already gave Amazon a tax break.

3 Do they need it? Maybe to fix the  
4 soil remediation? I get it.

5 However I want to see what we can  
6 do. I don't think there is enough  
7 people working per square foot  
8 making enough money at this space.

9 I think it's competition. Every  
10 time you open up a mile store like  
11 one of these Amazon stores, they  
12 are taking a bigger piece of the  
13 pie where the small business guy  
14 cannot get to like a prime, has to  
15 pay for a delivery, has to wait two  
16 or three days for a delivery.

17 So nobody on this board would  
18 not rubber stamp and we never will  
19 be. I would like to sit down and  
20 talk to everybody. I would like to  
21 go the process, I want to see what  
22 goes on at meetings and I just want  
23 to state my opinion that way.

24 Thanks.

25 CHAIRMAN KESSEL: Thank you,

1  
2 John.

3 MEMBER FLORES: I also  
4 wanted to mention a couple of  
5 comments. Hearing everyone speak  
6 of, you know, this project and  
7 looking at the importance of job  
8 creation and economic development  
9 which is what we are here for, but  
10 also looking at the factors of the  
11 environmental aspect as well which  
12 we know is very important, not only  
13 for us but for the community at  
14 large.

15 I wanted to just also  
16 emphasize not only the jobs, the  
17 importance of the jobs, but when  
18 you're looking at Amazon you're  
19 looking at a whole spectrum of what  
20 their system entails, right?  
21 You're looking at a fulfillment  
22 center, you're looking at  
23 deliveries, you're looking at the  
24 packaging. Everything that goes  
25 into just Amazon and the whole

1  
2 warehouse, you're looking at so  
3 many opportunities for jobs and we  
4 know that right now this is  
5 something that is truly needed for,  
6 you know, the community, especially  
7 during these unprecedented times.

8 But I do want to also stress  
9 the importance of having those  
10 conversations with the building  
11 trades. We know that there is not  
12 only construction opportunity, but  
13 also looking at things such as the  
14 conveyor system, the packaging,  
15 what else can we look at that can  
16 create more opportunities for the  
17 people here in Nassau County; the  
18 local families, the people that are  
19 looking to just, just survive, you  
20 know. We are in unprecedented  
21 times right now.

22 So I just want to reemphasize  
23 the importance of going back to  
24 what our goal is which is creating  
25 economic development, job retention

1  
2 and helping grow here in Nassau  
3 County.

4 So with everything that  
5 everyone else has said, I just want  
6 to just reemphasize just taking it  
7 back, not only what our goals are  
8 but also looking at the bigger  
9 picture of what Amazon is and also  
10 what we are here locally in Nassau  
11 County.

12 Thank you.

13 CHAIRMAN KESSEL: Thank you,  
14 Amy.

15 I think we have hit every  
16 board member. I appreciate all the  
17 questions and comments from the  
18 Board.

19 Just to indicate, there are a  
20 couple of people who want to speak,  
21 we'll call on you. There is a  
22 three-minute time limit and we are  
23 going to stick to that, and if  
24 you've already spoken about this,  
25 if we have time, we'll call on you

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as well.

I would like to first call my good friend, Legislator Arnie Drucker.

Arnie, are you there.

MR. DRUCKER: I am here and I want to thank you, Chairman Kessel, very much for this opportunity. I want to thank all of the board members and your staff for having this meeting, it's very, very important.

I do also want to start out by stating that I commend the IDA for doing such a great job, promoting economic development, Nassau County, especially during these difficult times that we are experiencing and I personally fully and passionately support economic development here in Nassau County.

But economic development always is, and I'm sure you all are mindful of, must be sensible

1  
2 development, must be considerate of  
3 the quality of life of the  
4 residents. And you know, with that  
5 being said, I do have a lot of  
6 concerns about this particular  
7 project. I have grown up in this  
8 area, this particular site has been  
9 a blight and a vacant area for  
10 generations. I can recall riding  
11 my bike there with my friends as a  
12 kid, that's how long it's been that  
13 way. And the community there is a  
14 very, very strong community that is  
15 very, very deliberate in expressing  
16 their opinions about development  
17 there and as I'm sure you are all  
18 aware, there have been a number of  
19 projects over the years that have  
20 been thwarted. Litigation has been  
21 sued that lasted many, many years.  
22 There was a most recent project by  
23 Syosset Park for a multiuse project  
24 there that had a lot of positive  
25 benefits in that the entire

1  
2 community would be able to enjoy it  
3 and it had a mixed use type of  
4 development project which was, you  
5 know, I thought was worthwhile to  
6 pursue. But that, because of the  
7 opposition by the community, that  
8 was also scuttled.

9 So this particular project,  
10 and I know the IDA is not here to  
11 listen to and consider all of the  
12 merits of this particular project,  
13 you are considering the financial  
14 component and all of the members  
15 that have spoken except for  
16 Mr. Coumatos, who I'm glad to hear  
17 there is someone I am like-minded  
18 with here, but be that as it may,  
19 you know, you are considering the  
20 financial component of this.

21 First thing I would like to  
22 address is Mr. Williams, you know,  
23 the Amazon project in Long Island  
24 City and other Amazon projects are  
25 not proposed on highly toxic sites,



1  
2 Superfund sites, brown fields that  
3 have been a problem for decades.  
4 DEC took three years to finish  
5 their research there and their  
6 testing and they finally came out  
7 with results that disclosed that  
8 there are high contamination there,  
9 levels of contaminants that are  
10 possibly toxic. But you know, they  
11 are not at a point where it  
12 infiltrates the drinking water so  
13 that's not a concern for this type  
14 of project. But nonetheless, any  
15 development of this project is  
16 going to result in disturbing the  
17 ground there and nobody knows,  
18 nobody knows; the developer doesn't  
19 know yet what that entails in terms  
20 of these contaminants becoming  
21 airborne.

22 There are two elementary  
23 schools right in the vicinity.  
24 There are many, many houses right  
25 in the vicinity and this has to be

1  
2 considered. This is not just an  
3 economic boom for the town but, you  
4 know, there is a word -- there is a  
5 word in Yiddish, I don't know how  
6 many of you know Yiddish, there is  
7 a word calledchutzpah. Chutzpah,  
8 when you hear, you have a company  
9 like Amazon who, by the way, a year  
10 to date, year to date, I believe  
11 Amazon has made a revenue,  
12 \$164 billion year-to-date, up 33.5%  
13 from a year ago. Their net income  
14 of \$7.78 billion is an increase of  
15 25% for the same period a year ago.  
16 Amazon is the number one company in  
17 the country right now. They need a  
18 tax break? What is going to be the  
19 cost margin here, the profit margin  
20 if they don't have the tax break?  
21 I would like to hear the numbers on  
22 that. Is it going to be so cost  
23 prohibitive that they can't do the  
24 project?

25 In addition, they have three

1  
2 other locations in Nassau County I  
3 believe; two at least in Nassau,  
4 Carle Place and Bethpage. Neither  
5 of those last mile distribution  
6 centers have they asked for a  
7 PILOT. Why here? Is it only  
8 because of the remediation factor?  
9 Well, if it's only because of the  
10 remediation factor, it's not  
11 enough. Amazon can afford it and,  
12 you know, you're talking about  
13 labor.

14 I read the application.  
15 There is no commitment. Yes, they  
16 are engaging with labor, organized  
17 labor, but there is no commitment  
18 that they are going to, the  
19 permanent jobs there, 150 permanent  
20 jobs. I don't believe those  
21 permanent jobs are going to be  
22 labor, organized labor and you  
23 know, why are we getting so excited  
24 about \$15 an hour jobs? Minimum  
25 wage jobs. That's the best Amazon

1  
2 can do here? And you have a  
3 management, a management positions,  
4 25 management positions at \$60,000.  
5 Why are we getting so excited  
6 manager making \$60,000 a year?  
7 Amazon can't do better.

8 There is a lot that they can  
9 do better. Most importantly here,  
10 as a legislator, I look at these  
11 projects with a mutual greater lens  
12 than the IDA does. The IDA is  
13 looking through this as a lens with  
14 a financial component. I have to  
15 look at it through a lens of what  
16 the community needs, what they  
17 want.

18 By the way, I have spoken to  
19 the Syosset school board, they are  
20 against this project. They have  
21 written a letter to the Town of  
22 Oyster Bay expressing their  
23 dissatisfaction and opposition to  
24 this project.

25 The community is against this

1  
2 project. Why? You have 32 18  
3 trailer -- 18 wheelers barreling  
4 down Robbins Lane in the middle of  
5 the night when you have houses  
6 right over there. That's  
7 something --

8 CHAIRMAN KESSEL: I have to  
9 ask you to wrap up for a time.

10 MR. DRUCKER: I will wrap up,  
11 no problem.

12 I am just saying you have 18  
13 wheelers that are going to be  
14 barreling down the road there.  
15 That is an invasion and it's  
16 intrusive on the quality of live  
17 there.

18 So we need to be concerned  
19 about that and I hope the IDA, I  
20 understand what tonight's  
21 preliminary inducements involves  
22 but, you know, I really hope the  
23 IDA really pumps the breaks a  
24 little bit on this project.

25 Thank you very much.

1  
2 CHAIRMAN KESSEL: Thank you  
3 very much.

4 SECRETARY WILLIAMS: Richie,  
5 can I -- only because he  
6 mentioned -- I just want to say,  
7 Legislator, I understand your  
8 concerns and my comments weren't  
9 intended to suggest that anybody is  
10 entitled to tax breaks for one  
11 reason or another. I think that  
12 properties that are environmentally  
13 blighted warrant an additional  
14 focus on.

15 I can't imagine that any plan  
16 that would be put forth or approved  
17 by the DEC or anybody would not  
18 include a remediation plan that  
19 requires a specific plan about how  
20 the remediation is done. In all of  
21 the large projects I have done all  
22 over the country, I have yet to see  
23 an approved DEC or Environmental  
24 Protection Agency plan that doesn't  
25 specifically list what they are

1  
2 required to do during the  
3 remediation. And I would expect  
4 that the applicant and the owners  
5 or whoever it would be needs to  
6 take those to the appropriate  
7 parties and have them review it in  
8 the appropriate way.

9 So I think that they have got  
10 a lot of homework to do and I'm  
11 glad you guys do look at it from a  
12 large perspective and I think there  
13 are a lot of other groups and  
14 agencies that are going to be  
15 looking at this and weighing in and  
16 they should take all those things  
17 into consideration that you raised.

18 MR. DRUCKER: Thank you. I  
19 agree.

20 CHAIRMAN KESSEL: Thanks,  
21 Tim.

22 Arnie, just two points quick  
23 because we are coming to an end to  
24 the meeting and one, I am going to  
25 ask Brad Griggs and the Amazon team

1  
2 to sit with you, when I say sit  
3 with, I don't know how you define  
4 that these days whether it's in  
5 person, by phone or by Zoom, I will  
6 let you guys work that out. I  
7 think you are an important person  
8 to be heard and I want to get all  
9 of your questions answered.

10 I also want to indicate from  
11 my perspective alone, I don't think  
12 the IDA's consideration is limited  
13 just to financial issues. I think  
14 we go way beyond that and maybe  
15 some IDAs, you know, do it like  
16 that, we don't. And I am not  
17 speaking for anyone else but I  
18 speak to our board members all the  
19 time. We look at, you know, the  
20 whole picture and not just the  
21 financial issues and certainly  
22 issues that you raised like the  
23 environment are things that we are  
24 going to look at because ultimately  
25 it's our job to help stabilize the



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tax base which right now is  
obviously in deep trouble.

So I want to assure you of  
that and I will, if you're  
interested, I'm sure you will be,  
arrange that meeting and I would be  
glad to be there if you would like.

Again, I don't know what that  
means physically but we will figure  
it out.

MR. DRUCKER: I am grateful  
for that opportunity, Chairman.  
Thank you so much.

CHAIRMAN KESSEL: Thank you,  
Arnie. Always good to hear from  
you.

MR. DRUCKER: Likewise. Same  
here.

CHAIRMAN KESSEL: Okay. Is  
there anyone else, Catherine or  
Harry? I don't know who I ask but.

MS. FEE: Yes.

MR. DRUCKER: Chairman, we  
have Mr. Kevin McKenna again.

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CHAIRMAN KESSEL: Mr. McKenna, we are going to let you speak for two minutes. You have already spoken on this issue but you are welcome to speak for an additional two minutes if that's what you'd like.

I don't know if you heard me. Are you there.

MR. MCKENNA: Yes, I'm here.

CHAIRMAN KESSEL: Okay. Thanks.

MR. MCKENNA: If I would have known that I was able to speak after this presentation I wouldn't have been so persistent earlier. That's what I was asking you.

Anyway, I want to thank Tim and Legislator Drucker and I am sure Legislator Ducker will attest to what I'm going to say now, I have spent the last two, two and a half years helping to educate Legislator Drucker's office and he

1  
2 has been very, very helpful in  
3 getting to understand the  
4 environmental issues on the site.

5 Now I want to let you know  
6 that I am the original -- and I'm  
7 speaking right now directly to  
8 Mr. Deegan and Brad from Amazon --  
9 my main concern, I helped to form  
10 the opposition to Syosset Park, LLC  
11 and my main concern was the  
12 environmental issues. The  
13 communities, they have their  
14 opinions about the development or  
15 no development. But I'm going to  
16 tell you right now that you have a  
17 community right now that's main  
18 concern is the environmental issues  
19 and I want you to know I am in  
20 regular contact with the DEC and  
21 what was not said a little while  
22 ago is that once the DEC receives  
23 Syosset Park and Amazon's  
24 remediation plan, once they receive  
25 it, and if they approve it, the DEC

1  
2 is going to have -- they are  
3 telling me, the DEC is telling me  
4 that they are going to have the  
5 public hearing with the community.

6 And I want to make this offer  
7 to everybody listening right now:  
8 I have a Facebook page with 12,000,  
9 I have 12,000 followers. That if  
10 you want a message to go out to the  
11 community, I have the access to  
12 12,000 people in the community and  
13 I offer you, I offer you my access  
14 to them and I strongly suggest, I  
15 strongly suggest that you do not  
16 depend upon the Town of Oyster Bay  
17 to reach the community. That is  
18 the problem Syosset Park had. Town  
19 of Oyster Bay, I can help you reach  
20 the community. I'll give you  
21 access to the community, but do  
22 yourselves a favor, do not depend  
23 upon the Town of Oyster Bay.

24 The problem that the Syosset  
25 Park deal got shot down is because

1  
2 Supervisor Saladino made a promise  
3 to the community to perform  
4 independent testing. He actually  
5 used that as a way to delay the  
6 project. He used that independent  
7 testing, he had no intentions on  
8 doing it.

9 So I am willing to help you  
10 as long as you guys are straight  
11 and you talk to the community, and  
12 I'll give you access through the  
13 community and I'll work with  
14 Legislator Drucker on making that  
15 happen.

16 And I agree with everything  
17 that Legislator Drucker said except  
18 for one thing: The toxins have  
19 contaminated the aquifer. The  
20 toxins have gone down into the  
21 aquifer, and that's why the Jericho  
22 Water District is having to borrow  
23 millions and millions of dollars to  
24 set up a water treatment plant over  
25 in Jericho.

1  
2           Legislator Drucker has my  
3 contact information and I'd be more  
4 than willing to help you in any way  
5 that I can.

6           Thank you.

7           CHAIRMAN KESSEL: Thank you,  
8 Mr. McKenna.

9           And we will take you up on  
10 some of that and I will ask Amazon  
11 and their reps to reach out to you  
12 directly to have a discussion.

13           I thank you for your  
14 participation.

15           Catherine, we are trying to  
16 end the meeting in about ten  
17 minutes. So is there anyone else  
18 that wants to say a quick word?  
19 Because we still have three consent  
20 items that we need to go through.

21           MS. FEE: No, Chairman, there  
22 is nobody in the queue at this  
23 time.

24           CHAIRMAN KESSEL: Okay. So  
25 what we have here is a preliminary

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inducement resolution.

Do I hear a motion to adopt  
the preliminary inducement.

SECRETARY WILLIAMS: Tim  
Williams.

CHAIRMAN KESSEL: Tim  
Williams. I will second it.

I'll do a voice vote. I  
apologize.

Richard Kessel, I vote aye.  
Tim Williams.

SECRETARY WILLIAMS: Aye.

CHAIRMAN KESSEL: Amy Flores?

TREASURER FLORES: Aye.

CHAIRMAN KESSEL: Anthony  
Simon.

SECOND VICE CHAIRMAN SIMON:  
Aye.

CHAIRMAN KESSEL: John  
Coumatos.

ASSISTANT TREASURER COUMATOS:  
I am going to vote aye.

CHAIRMAN KESSEL: I think  
that's it.

1  
2 Lewis Warren, sorry, Lewis,  
3 you disappeared from my screen.  
4 Are you there.

5 VICE CHAIRMAN WARREN: I am  
6 here. I vote aye, Chairman Kessel.

7 CHAIRMAN KESSEL: Okay. So  
8 the resolution passes and Amazon,  
9 Dan and Brad, let's catch up early  
10 next week and start working on a  
11 plan.

12 I would like Tim Williams's  
13 idea, let's try to figure out how  
14 we can do some kind of information  
15 session, I think that's a great  
16 idea; and Legislator Drucker and  
17 Kevin McKenna, we will be in touch.  
18 Or the applicant will be in touch,  
19 certainly.

20 Thank you.

21 We have got three consents,  
22 let me move through them quickly:  
23 I'll have Andrew go through them  
24 quickly, they are pretty simple.

25 First, an amendment for Lunar



1  
2 Module Park, LLC.

3 MR. KOMAROMI: Mr. Chairman,  
4 this amendment relates to the two  
5 resolutions approved for the Lunar  
6 Movie studios at the last board  
7 meeting and these relate to  
8 additional financial assistance for  
9 both the Port Washington and the  
10 Bethpage facilities.

11 With respect to Port  
12 Washington, it is \$99,750 worth of  
13 sales tax benefits; and with  
14 respect to the Bethpage project, it  
15 is an additional \$97,500 of  
16 mortgage recording tax benefits.

17 Basically the project costs  
18 were larger than initially  
19 understood by the applicant. The  
20 applicant amended the application.  
21 The cost benefit analysis has been  
22 accordingly amended.

23 The PILOTS are not effected  
24 because each application the  
25 additional assistance is under

1  
2 \$100,000, no public hearing was  
3 necessary to be held.

4 CHAIRMAN KESSEL: Are there  
5 any questions on behalf of the  
6 board?

7 (No response.)

8 CHAIRMAN KESSEL: For Lunar  
9 Module Park, I guess we should take  
10 them separately, Andrew?

11 MR. KOMAROMI: Yes. I mean  
12 you can take the two, these are two  
13 separate resolutions, you can take  
14 them together because they relate  
15 to two projects but they  
16 integrated.

17 CHAIRMAN KESSEL: Why don't  
18 we try both amendments, the Lunar  
19 Module and 101 Channel Drive.

20 First, are there any  
21 questions from board members on  
22 what we are seeking in these  
23 consents.

24 (No response.)

25 CHAIRMAN KESSEL: Hearing

1  
2 none, do I hear a motion to  
3 adopt the two amendments for Lunar  
4 Module and 101 Channel Drive?

5 SECOND VICE CHAIRMAN SIMON:  
6 Anthony Simon makes a motion.

7 CHAIRMAN KESSEL: Okay.  
8 Anthony, I'll second it.

9 All those in favor, I think  
10 we can do these by voice vote.

11 Indicate by saying aye.

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

14 CHAIRMAN KESSEL: Any  
15 opposed?

16 (No response.)

17 CHAIRMAN KESSEL: Okay. Any  
18 abstentions?

19 (No response.)

20 CHAIRMAN KESSEL: Okay. The  
21 motions, plural, carry.

22 And this one is consent for  
23 Steel, if Andrew, you wanted to  
24 explain that.

25 MR. KOMAROMI: So this is a

1  
2 consent resolution that relates to  
3 a prior transaction of the agency  
4 Steel 02, LLC from 2011.

5 Here the applicant is seeking  
6 to obtain a bank credit line in the  
7 amount of \$59 million and the  
8 security in this transaction that  
9 is being proposed is a pledge of  
10 the membership interests of the  
11 entity to the bank by the members.

12 This, under the IDA  
13 documents, would create, if it  
14 happened without the agency's  
15 consent, that is not to be  
16 unreasonably withheld would be in  
17 default so the applicant came to  
18 the agency to ask for this  
19 permission.

20 It is important to note that  
21 in their application for this  
22 waiver, the applicant recognizes  
23 that in the event there was a  
24 foreclosure of this pledged  
25 membership interest, that would or

1  
2 could result in another default  
3 under our documents because then  
4 the landing entity would basically  
5 come into ownership and control of  
6 the entity that is contracting with  
7 the IDA and there is, at this time  
8 at least, no waiver is being sought  
9 for that eventuality. It is  
10 recognized to the extent it  
11 happened, the IDA's documents would  
12 control and, you know, that would  
13 be a default.

14 MEMBER WILLIAMS: Is the bank  
15 acknowledging that in the event --  
16 and I don't expect this would ever  
17 happen with these, with Steel --  
18 but in the event of such a default,  
19 in the event that they execute the  
20 stock powers, that they are then  
21 subject to all the terms and  
22 conditions of our agreement?

23 MR. KOMAROMI: Well at that  
24 point they wouldn't be subject  
25 because that would become an

1  
2 immediate default under our  
3 documents.

4 So if that happened, we would  
5 call a default on that transaction  
6 because our documents prohibit the  
7 change of control in ownership.

8 So they have two levels of  
9 prohibitions. They prohibit the  
10 pledge, pledging in and of itself  
11 would be default. Right now we are  
12 waiving that, but if there was a  
13 foreclosure on the pledge, in a  
14 sense taking the equity interest,  
15 at that point there would be a new  
16 default under the IDA documents and  
17 we would terminate and foreclose or  
18 negotiate with the bank to see if  
19 the bank wants to continue  
20 providing the jobs and potentially  
21 being availed of benefits.

22 SECRETARY WILLIAMS: Okay.  
23 Bunch of technical questions but  
24 not worth talking about now, I  
25 guess.

1  
2 CHAIRMAN KESSEL: Any other  
3 questions from board members?

4 (No response.)

5 CHAIRMAN KESSEL: Just to  
6 indicate for the record that this  
7 consent was -- there were some  
8 other issues kind of unrelated to  
9 this but related to the company at  
10 another project and Anthony, Chris  
11 and I were very engaged, it  
12 involved some union issues and I'm  
13 glad that those issues were  
14 resolved.

15 Do I hear a motion to adopt  
16 the consent for Steel.

17 SECOND VICE CHAIRMAN SIMON:  
18 I'll make a motion, Rich.

19 CHAIRMAN KESSEL: Anthony  
20 Simon.

21 Is there a second.

22 TREASURER FLORES: I'll  
23 second it.

24 CHAIRMAN KESSEL: Thank you,  
25 Amy.

1  
2 All those in favor indicate  
3 by saying aye.

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

6 CHAIRMAN KESSEL: Any  
7 opposed?

8 (No response.)

9 CHAIRMAN KESSEL: Any  
10 abstentions?

11 (No response.)

12 CHAIRMAN KESSEL: Okay. We  
13 have a few more items.

14 We have approval of the  
15 minutes from our September 17th  
16 meeting.

17 First of all, do I hear a  
18 motion to adopt those minutes.

19 SECRETARY WILLIAMS: Tim  
20 Williams.

21 CHAIRMAN KESSEL: Tim  
22 Williams moves it, I'll second it.

23 Are there any corrections,  
24 changes or additions to those  
25 minutes.



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(No response.)

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

(Whereupon all members  
responded in the affirmative.)

CHAIRMAN KESSEL: Any  
opposed?

(No response.)

CHAIRMAN KESSEL: Any  
abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. We  
have got the committee reports. At  
this point we can move through  
these quickly.

Tim on audit committee.

SECRETARY WILLIAMS: So the  
audit committee met today.

We need to do a quick roll  
call: John Coumatos.

ASSISTANT TREASURER COUMATOS:  
Here.

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SECRETARY WILLIAMS: Anthony  
Simon?

SECOND VICE CHAIRMAN SIMON:  
Here.

SECRETARY WILLIAMS: The  
audit committee met today and is  
making a full recommendation to the  
Board to approve the proposed 2021  
budget.

CHAIRMAN KESSEL: Okay.  
Thank you.  
How about finance committee,  
Lewis.

VICE CHAIRMAN WARREN: I  
would like to report that -- well,  
first let me take a roll call:  
Member Flores and Member Williams?

SECRETARY WILLIAMS: Present.

TREASURER FLORES: Present.

VICE CHAIRMAN WARREN:  
Excellent.

We would like to report out  
that we met earlier today and that  
we recommend that the Board approve

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the preliminary budget as presented  
by our CEO and CFO which we  
approved in committee for 2021.

CHAIRMAN KESSEL: Thank you,  
Lewis.

And Anthony, Governance.

SECOND VICE CHAIRMAN SIMON:  
We will take a roll call for  
the Governance committee.

Anthony Simon.

Rich Kessel.

CHAIRMAN KESSEL: Here.

SECOND VICE CHAIRMAN SIMON:  
Amy Flores.

TREASURER FLORES: Here.

SECOND VICE CHAIRMAN SIMON:  
And Chris Fusco is not with us this  
evening.

Governance had a resolution  
to adopt and amend a restated  
policy to provide for a strategic  
additional enhanced financial  
assistance for qualifying rental  
housing projects of the agency that

1  
2 commit to increased additional or  
3 improved affordability.

4 CHAIRMAN KESSEL: Thank you.  
5 We appreciated that.

6 Now just to come out of the  
7 committee meetings or the committee  
8 reports, we have got two  
9 resolutions; one is to adopt upon  
10 recommendations of the finance and  
11 audit committee a preliminary  
12 budget for 2021.

13 Do I hear a motion.

14 VICE CHAIRMAN WARREN: I'll  
15 make a motion, Chairman Kessel.  
16 Lewis Warren.

17 CHAIRMAN KESSEL: Okay,  
18 Lewis.

19 Is there a second.

20 SECOND VICE CHAIRMAN SIMON:  
21 Anthony Simon.

22 CHAIRMAN KESSEL: Okay.  
23 Anthony seconded it.

24 Are there any further  
25 comments about the preliminary

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budget for 2021 that any board member has.

(No response.)

CHAIRMAN KESSEL: Hearing none, I will have a roll call vote: Tim Williams?

SECRETARY WILLIAMS: Aye.

CHAIRMAN KESSEL: Anthony Simon?

SECOND VICE CHAIRMAN SIMON:

Aye.

CHAIRMAN KESSEL: Amy Flores.

TREASURER FLORES: Aye.

CHAIRMAN KESSEL: Lewis Warren.

VICE CHAIRMAN WARREN: Aye.

CHAIRMAN KESSEL: John Coumatos.

John, you are on mute.

ASSISTANT TREASURER COUMATOS:

Aye.

CHAIRMAN KESSEL: Okay.

Thanks.

And on the Governance

1  
2 resolution to adopt and amend a  
3 policy providing for strategic  
4 enhanced financial assistance that  
5 commit to increase additional or  
6 improved affordability as we  
7 discussed.

8 First, do I hear a motion to  
9 adopt.

10 SECOND VICE CHAIRMAN SIMON:  
11 Anthony Simon.

12 CHAIRMAN KESSEL: Okay.  
13 Anthony Simon.

14 Is there a second.

15 TREASURER FLORES: Amy  
16 Flores.

17 CHAIRMAN KESSEL: Amy Flores.  
18 Are there any comments from  
19 any of the board members.

20 (No response.)

21 CHAIRMAN KESSEL: Seeing  
22 none, we will do a vote again:  
23 Voice vote, Richard Kessel, I vote  
24 aye.

25 Amy Flores.

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MEMBER FLORES: I vote aye.

CHAIRMAN KESSEL: Anthony  
Simon.

SECOND VICE CHAIRMAN SIMON:  
Aye.

CHAIRMAN KESSEL: Tim  
Williams.

SECRETARY WILLIAMS: Aye.

CHAIRMAN KESSEL: Lewis  
Warren.

VICE CHAIRMAN WARREN: Aye.

CHAIRMAN KESSEL: John  
Coumatos.

You are on mute.

ASSISTANT TREASURER COUMATOS:  
Aye.

CHAIRMAN KESSEL: Wondering  
what's going on in the  
background over there. I think I  
know.

Thank you. The resolution  
passes.

Anne, can you just give a  
very brief financial report and

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then we can adjourn, announce the next meeting and adjourn.

MS. LAMORTE: Okay. My report is in the CFO folder, Nassau County IDA CFO report for September 2020.

Does any of the members have any questions.

(No response.)

CHAIRMAN KESSEL: Anne, just important to point out that this was discussed at a public meeting, committee meetings earlier this evening.

MS. LAMORTE: Yes. The budget was discussed and the CFO report, just in an effort to save time I thought I would just ask if there was any questions.

Happy to go through it.

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

(No response.)



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CHAIRMAN KESSEL: Okay.

Hearing none, before we adjourn I do want to indicate that our next meeting is currently scheduled for November 19th, Thursday night, back to the normal time of 6:30.

We appreciate that, as I said earlier to Mr. McKenna, we will once again attempt to see if we can do it in person. Danielle, Harry and I have talked about maybe figuring out ways to do that, but in any event we want everybody to stay safe and healthy.

And with that I will make the motion to adjourn.

Is there a second.

SECRETARY WILLIAMS: Tim Williams.

CHAIRMAN KESSEL: Tim Williams seconds it.

All those in favor.

(Whereupon all members responded in the affirmative.)

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CHAIRMAN KESSEL: Any  
opposed?

(No response.)

CHAIRMAN KESSEL: Any  
abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. Be  
safe, everyone. I look forward to  
talking with all of you as we go  
forward.

Good night.

(Time noted: 9:05 p.m.)

C E R T I F I C A T E .

STATE OF NEW YORK )

) ss.:

COUNTY OF NASSAU )

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

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

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

IN WITNESS WHEREOF, I have  
hereunto set my hand this 22nd day of  
October, 2020.

-----  
GAIL NEUFELD

-----  
KAREN APPEL

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DIANA MITCHELL



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