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

Board of Directors Meeting
Thursday, March 18, 2021 - 6:30 p.m.

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(Remotely taken via Zoom)

March 18, 2021
6:30 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
- 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
- Lewis M. Warren, Vice Chairman
- Harry Coghlan, Chief Executive
Officer/Executive Director
- Danielle Oglesby, Chief Operating
Officer/Deputy Executive Director
- Anne LaMorte, Chief Financial Officer
- Catherine Fee, Director of Business
Development/Chief Marketing Officer
- Colleen Pereira, Administrative Director
- Carlene Wynter, Compliance Assistant
- Nicole Gil, Administrative Assistant
- Thomas D. Glascock, Agency Counsel
- Andrew Komaromi, Bond/Transaction Counsel

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CEO COGHLAN: Good evening.
My name is Harry Coghlan and I am
the Chief Executive Officer of both
the Nassau County Local Economic
Assistance Corporation and the
Nassau County Industrial
Development Agency.

On behalf of our Chairman,
Members of the Board and staff, I
welcome you to today's open meeting
of the Board of Directors. Today
is March 18, 2021 and the time is
now 6:30 P.M.

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

1
2 If you are participating via
3 Zoom, the Agency encourages all
4 interested parties to participate,
5 and as such, has reserved certain
6 points in today's meeting for
7 public comment. If you choose to
8 make a comment, you will do so by
9 selecting the raised hand icon on
10 your device. Once you select the
11 raised hand icon, you will have the
12 opportunity to speak when your name
13 is announced.

14 Remarks are limited to three
15 minutes per speaker, and to insure
16 that each attendee has an
17 opportunity to speak, each attendee
18 has one opportunity to speak per
19 agenda item. Please start your
20 comment by stating your full name
21 with spelling and address for the
22 record.

23 Please note that this is a
24 moderated meeting and at times you
25 may hear us speaking directly to

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our moderator, Catherine Fee, Chief Marketing Officer and Director of Business Development for the IDA.

Please note that this hearing is being both livestreamed and recorded. In addition, we have a stenographer present who will be transcribing the meetings so we can add the transcripts of these meetings to the public record.

Interested parties may also submit written comments which will be included within the public meeting records. Written comments may be sent to my attention, Harry Coghlan, Chief Executive Officer at One West Street, fourth floor, Mineola, New York 11501 or via e-mail to info@NassauIDA.org.

At this time I ask that all panelists please mute your microphones until such time you wish to comment.

Before commenting the full

1
2 board meetings this evening, we
3 first must hold a few committee
4 meetings. I will now turn the
5 meeting over to General Counsel,
6 Thomas Glascock, to commence the
7 meetings.

8 MR. GLASCOCK: Thank you, Mr.
9 Coghlan.

10 Scheduled for this evening
11 are the Audit Committees, the
12 Finance Committees and Governance
13 Committees for each of LEAC and for
14 the Agency. The principle items
15 under consideration and reviewed at
16 the meetings are presentation by
17 Brian Petersen of PKF O'Connor
18 Davies, Accountants and Advisors,
19 that's the outside accounting firm
20 for both LEAC and for the Agency
21 and he will be reviewing both the
22 2020 Audited -- the draft 2020
23 Audited Financial Statements for
24 each entity.

25 We will also review, do an

1
2 inner review of the Mission
3 Statement for each organization
4 adopting -- reviewing and
5 potentially adopting the 2020
6 Operations and Accomplishments and
7 Performance Measurement reports for
8 each entity as well as
9 consideration of meeting minutes
10 from prior committee meetings.

11 At this time I would suggest
12 that we open up -- we are going to
13 do a combined meeting for the Audit
14 Committees and for the Finance
15 Committees.

16 I suggest at this time,
17 Mr. Williams, if you make a motion
18 to open up the Audit Committee
19 Meetings for LEAC and for the
20 Agency.

21 SECRETARY WILLIAMS: Okay.

22 And just to be clear, are
23 we doing combined -- I'm going to
24 chair the Finance as well. Are we
25 doing them combined?

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MR. GLASCOCK: Yes.

SECRETARY WILLIAMS: So the motion is for both. We are going to call to order --

MR. GLASCOCK: We will do a combined meeting.

SECRETARY WILLIAMS: We are going to call to order -- okay -- so we are going to call to order both our Audit Committee for LEAC as well as our Audit Committee for the Nassau County IDA.

We are also going to call to order the LEAC Finance Committee as well as the LEAC Finance Committee for -- sorry, the Finance Committee for the Nassau County IDA. The members being present at both, all the members of both committees should please vote in all votes so that it's recorded for each respective group that you are in.

John Coumatos, would you

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second the opening.

ASSISTANT TREASURER COUMATOS:

I second.

SECRETARY WILLIAMS: Amy,
would you second the opening for
the Finance Committee?

TREASURER FLORES: Amy Flores
seconds.

SECRETARY WILLIAMS: All in
favor?

(Whereupon all members
responded in the affirmative.)

SECRETARY WILLIAMS: Any
opposed?

(No response.)

SECRETARY WILLIAMS: Any
abstentions?

(No response.)

SECRETARY WILLIAMS: So the
Finance and the Audit Committee
being both open.

First item on our agenda is a
review and approval of our minutes.
If anybody has any comments or

1
2 changes to the minutes for both the
3 Audit and the Finance, for both the
4 LEAC and for the IDA, I am going to
5 ask that you submit them to the
6 committee.

7 Amy, would you -- I'll make a
8 motion for both. Amy, would you
9 second for the Finance.

10 TREASURER FLORES: Amy Flores
11 seconds.

12 SECRETARY WILLIAMS: And
13 John, would you second for the
14 Audit?

15 ASSISTANT TREASURER COUMATOS:
16 Aye. I'll vote aye.

17 SECRETARY WILLIAMS: All in
18 favor?

19 (Whereupon all members
20 responded in the affirmative.)

21 SECRETARY WILLIAMS: Any
22 opposed?

23 (No response.)

24 SECRETARY WILLIAMS: Any
25 abstentions?

1
2 (No response.)

3 SECRETARY WILLIAMS: All
4 right. What's our next item? The
5 agenda went away.

6 MR. GLASCOCK: At this time I
7 would suggest turning the meeting
8 over to Brian Petersen -- well
9 actually turning it over to CEO
10 Harry Coghlan and to CFO Anne
11 LaMorte as well as Brian Petersen
12 to review the finances.

13 SECRETARY WILLIAMS: Harry.

14 CEO COGHLAN: Thank you,
15 Mr. Glascock. I am going to
16 introduce Brian Petersen, partner
17 at PKF O'Connor Davies. PKF
18 O'Connor Davies has completed their
19 year-end audit of the 2020
20 financial statements for both the
21 Corporation and the Agency as well
22 as a special single audit for the
23 federal contribution and a
24 distribution of associated Personal
25 Protective Equipment kits.

1
2 So at this time point in time
3 I would like to introduce Brian.

4 MR. PETERSEN: Good evening,
5 Board and Audit Committee members.

6 In part of your package you
7 had received the auditor's
8 communications with those charged
9 with governance. In this
10 communication we specify the
11 following: We have audited the
12 financial statements of the Nassau
13 County Local Economic Assistance
14 Corporation, a component unit of
15 Nassau County, New York as of and
16 for the year ending December 31,
17 2020. Professional standards
18 require that we provide you with
19 about our responsibilities under
20 auditing standards generally
21 accepted in the United States of
22 America, uniform guidance as well
23 as certain information related to
24 planning skills at the time of the
25 audit.

1
2 That was communicated to you
3 in our engagement letter dated
4 October 22nd, 2020. Our
5 responsibility is to inform and
6 express an opinion about whether
7 the financial statements which are
8 the responsibility of management
9 are presented fairly in all
10 material respects in conformity
11 with US GAAP. Those individuals
12 charged with governance of the
13 corporation are responsible for the
14 oversight of the financial
15 recording process and our audit
16 does not relieve management and
17 those charged with governance of
18 those respective responsibility.

19 In connection with our audit
20 we test -- we performed tests of
21 the Corporation's compliance with
22 certain provisions of laws,
23 regulations, contracts and grants.
24 In our compliance with which could
25 have a direct and material effect

1
2 on the determination of financial
3 statement amounts.

4 However, providing an opinion
5 on compliance with those provisions
6 was not the objective of our audit.

7 Also in accordance with
8 uniformed guidance, our single
9 audit guidance, we examine on a
10 test basis evidence about the
11 Corporation's compliance with the
12 type of compliance requirements
13 described in the Uniform Guidance
14 applicable to each major federal
15 program for the purpose of
16 expressing an opinion on the
17 Corporation's compliance with those
18 programs.

19 While our audit provided a
20 reasonable basis for our opinion,
21 it does not provide a legal
22 determination on the Corporation's
23 compliance with those requirements.
24 The counting estimates made by
25 management are an integral part of

1
2 the financial statements and are
3 based on management's knowledge and
4 experience about past and current
5 events and assumptions about future
6 events. Actual results could
7 differ from those estimates.

8 We encountered no
9 difficulties in dealing with
10 management related to the
11 performance of the audit.
12 Professional standards require us
13 to accumulate all known and likely
14 misstatements identified during the
15 audit other than those that we
16 believe are trivial, and
17 communicate them to the appropriate
18 level of management. We are
19 pleased to report that there were
20 no misstatements detected as a
21 result of our audit procedures. No
22 disagreements with management arose
23 during the course of the audit. We
24 had requested certain
25 representation from management in a

1
2 separate letter dated March 1,
3 2021.

4 As for the audit, we have
5 issued an unmodified opinion for
6 the Nassau County Local Economic
7 Assistance Corporation also known
8 as a "clean opinion" on the
9 financial statement. We have
10 issued our report on internal
11 control over financial recording
12 and our compliance and other
13 matters based on an audit of
14 financial statements performed in
15 accordance with governmental
16 auditing standards.

17 In that report we specify
18 that during our audit, we did not
19 identify any deficiencies in
20 internal control and that are tests
21 disclosed no instances of
22 noncompliance or other matters that
23 are required to be reported under
24 Governmental Auditing Standards.

25 As the Board is aware, the

1
2 Corporation was required to receive
3 a single audit this year due to the
4 federal funds received and utilized
5 during 2020. I am pleased to
6 report that we have issued an
7 unmodified opinion, clean opinion
8 on the Schedule of Expenditures of
9 federal awards. We have issued our
10 report on compliance for major
11 federal programs and on internal
12 control over compliance required by
13 Uniformed Guidance. In that report
14 we specify that the Corporation
15 complied in all material respects
16 with the compliance requirements
17 that could have a direct and
18 material effect on its major
19 programs for year ending
20 December 31, 2020.

21 Also in the report we state
22 that we do not identify any
23 deficiencies in internal control or
24 the compliance and -- for the major
25 federal programs.

1
2 In connection with our audit,
3 nothing also came to our attention
4 that caused us to believe that the
5 Corporation failed to comply with
6 its own investment guidance. The
7 New York State Comptrollers
8 Investment Guidance or Section 2925
9 of the New York Public Authorities
10 Law. Overall this was a clean
11 audit.

12 A few items to note on LEAC's
13 financial statement: Cash as of
14 December 31 2020 was approximately
15 \$170,000; total assets decreased as
16 compared to prior year primarily
17 due to decrease in cash. This
18 decrease is primarily due to the
19 current year operating loss. Total
20 revenues increased by \$2.4 million
21 as compared to 2019. The reason
22 for that increase was due to more
23 project closings in 2020 compared
24 to 2019, and obviously, the grant
25 revenue that was received in 2020.

1
2 Operating expenses increased by
3 \$2.8 million as compared to 2019.
4 This increase is due to the
5 increase in costs for the PPE kits
6 in accordance with the grant terms,
7 the contribution to the Boost
8 Nassau program and the marketing
9 initiatives. Most of these
10 expenses will not repeat in 2021.
11 For 2020, expenses exceeded
12 revenues resulting in a 75%
13 decrease in net position.
14 Management and the Board should
15 continue to monitor expenses and
16 revenues and adhere to the budgeted
17 amounts.

18 So that completes my
19 presentation for the Corporation,
20 LEAC, and at this time does anybody
21 on the Audit Committee or the Board
22 have any questions related to
23 LEAC's financial statements.

24 SECRETARY WILLIAMS: Are you
25 going to present for the IDA as

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well, right?

MR. PETERSEN: Yes, I am going to do that right now.

SECRETARY WILLIAMS: Okay. Any Committee Members have any questions, for both finance and the audit?

(No response.)

SECRETARY WILLIAMS: Go right ahead, Brian.

MR. PETERSEN: So that's accounting for the Industrial Development Agency.

You had also received, again, as part of your Auditors' Communication with those charged with Governance. So our responsibility, again, is to form and express an opinion about whether the financial statements or responsibilities of management are presented fairly in all material respects in conformity with US GAAP. Those individuals charged

1
2 with governance of the agency are
3 responsible for the oversight of
4 the financial reporting process and
5 our audit does not relieve
6 management of those for those
7 charged with governance of their
8 respective responsibilities.

9 Accounting estimates made by
10 management are an integral part of
11 the financial statements and are
12 based on management's knowledge and
13 experience about past, current
14 events and assumptions in future
15 events. Actual results could
16 differ from those estimates.
17 Certain accounting estimates are
18 particularly sensitive because of
19 their significance to the financial
20 statements and their susceptibility
21 to change.

22 The most sensitive estimates
23 effecting the IDA's financial
24 statements were as follows: We
25 have management estimates for other

1
2 post employment benefits which is
3 actuarially actually determined.
4 We have management's estimates for
5 liability for compensated absences.
6 We have the estimate of the
7 Agency's proportionate share of Net
8 Pension Liability for the New York
9 State and Local Employee Retirement
10 System which is provided to us by
11 the state.

12 So we evaluated the key
13 factors and assumptions used to
14 develop these estimates in
15 determining that they are
16 reasonable in relation to the
17 financial statements as a whole.
18 We encountered no difficulties,
19 again, in dealing with management
20 related to the performance of the
21 audit. Professional standards
22 require us to accumulate all known
23 and likely misstatements identified
24 during the audit other than those
25 that we believe are trivial and

1
2 communicate them to the appropriate
3 level of management.

4 I am pleased to report that
5 we have identified no misstatements
6 for the IDA. No misstatements
7 arose during the course of the
8 audit. Again, we had requested
9 representations from management in
10 a separate letter as of today's
11 date.

12 As for the audit for the IDA,
13 we have issued an unmodified, clean
14 opinion also.

15 SECRETARY WILLIAMS: I am
16 going to ask everybody -- I'm
17 sorry, Brian -- to mute your
18 phone -- mute your computers.

19 Go ahead, Brian.

20 MR. PETERSEN: As for the
21 audit of the IDA, we have issued an
22 unmodified opinion also known as a
23 clean opinion on the financial
24 statements. We have also issued
25 our report on internal control over

1
2 financial reporting and our
3 compliance and other matters based
4 on an audit of financial statements
5 performed in accordance with
6 governmental auditing standards.
7 In that report we specified during
8 our audit, we did not identify any
9 deficiencies in internal control,
10 and that our tests disclosed no
11 instances of noncompliance or other
12 matters that are required to be
13 reported under Government Auditing
14 Standards.

15 Also in connection with our
16 audit nothing came to our attention
17 that caused us to believe that the
18 Agency failed to comply with its
19 investment guidelines, the New York
20 State Comptrollers Development
21 Guidelines or Section 2925 of the
22 New York State Public Authorities
23 Law. Overall, again, this was a
24 clean audit.

25 A few items to note on the

1
2 financial statements. So cash as
3 of December 31, 2020 was
4 approximately \$2.2 million
5 representing a year of operating
6 costs. Total assets decreased as
7 compared to prior year primarily
8 due to the decrease in cash. This
9 decrease is primarily due to the
10 current year operating loss. Total
11 liabilities increased as compared
12 to prior year due to the increase
13 in other post employment benefit
14 liabilities and the Net Pension
15 Liability. These increases in
16 these liabilities are primarily due
17 to the decrease in the discount
18 rates used to calculate the present
19 value of these. An increase in
20 staff levels compared to prior year
21 which also resulted in a higher
22 liabilities being calculated.
23 Overall revenues increased 46% as
24 compared to 2019 but this was still
25 less than 2018's operating revenue.

1
2 The reason for this increase was
3 due to more project closings in
4 2020 compared to 2019. Even with
5 COVID, the IDA and its management
6 was able to increase revenues.

7 Operating expenses increased
8 15% as compared to 2019. This
9 increase was due to the increased
10 costs for the other post-employment
11 benefits and the Pension Liability
12 as well as the marketing
13 initiatives that the IDA embarked
14 on in 2020.

15 The 2020 expenses exceeded
16 revenues resulting in a 53%
17 decrease in their position.
18 Management and the Board should
19 continue to monitor expenses and
20 particular revenues to insure that
21 they meet their budgeting goals for
22 this year.

23 So that completes my
24 presentation for the IDA, and
25 then if there is any questions,

1
2 please feel free to ask.

3 SECRETARY WILLIAMS: To
4 just -- a general question. In
5 addition to your comments in the
6 presentation, is there anything
7 else that the Audit Committees for
8 the LEAC or for the Agency need to
9 be made aware of or any concerns
10 that are not reflective of your
11 written or the oral presentation
12 you just gave?

13 MR. PETERSEN: I can tell you
14 from all the IDAs that I have seen
15 so far this year, obviously there
16 have been operating losses running
17 through a lot of the IDAs on the
18 Island for various reasons, mostly
19 due to program costs, initiatives,
20 things likes that to try to keep
21 things moving along. And, you
22 know, you did have a significant
23 decrease in your net position so
24 that's something that you should
25 definitely look at going forward.

1
2 We have had discussions with
3 management and what their views --
4 we did take a look at your 2021
5 budget and it looks very, very
6 reasonable, and we think that you
7 guys can achieve that.

8 So it's just a matter of
9 making sure that you are taking a
10 look at those monthly reports and
11 comparing that with the budget to
12 make sure that you are meeting your
13 revenue objectives.

14 SECRETARY WILLIAMS: Great.

15 Any other questions by Audit
16 or Finance Committee Members or
17 anyone? Any question for Harry or
18 Anne.

19 (No response.)

20 MR. PETERSEN: If I could
21 just add one more thing, I just
22 want to make sure the Board, the
23 Audit Committee is -- can reach out
24 to me at any time.

25 SECRETARY WILLIAMS: Thank

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you.

All right. With that, then we will -- for both the Audit and the Finance, for LEAC and the Agency, we are going to entertain a motion to advance and recommend accepting the Audit findings as presented by Brian and the staff.

So Anthony, would you -- I'll make the motion for both. Anthony, would you second it for the Audit Committee.

SECOND VICE CHAIRMAN SIMON:
Yes, I will second it, Tim, for the Audit Committee.

SECRETARY WILLIAMS: And Amy for the Finance Committee?

TREASURER FLORES: Yes, I'll second for both.

SECRETARY WILLIAMS: So for both committees, for LEAC and the Agencies, recommendation to advance the report to the full Board.

All in favor.

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

4 SECRETARY WILLIAMS: Any
5 opposed?

6 (No response.)

7 SECRETARY WILLIAMS: Any
8 abstentions?

9 (No response.)

10 SECRETARY WILLIAMS: Okay.
11 Thank you, Brian. Thank you very
12 much.

13 So what's our -- I can't see
14 the -- I don't have two screens so
15 I am relying on you guys.

16 What's the next agenda item,
17 Tom.

18 MR. GLASCOCK: Thank you,
19 Director Williams.

20 If there are no are issues or
21 additional business to be addressed
22 at the meeting, I would recommend
23 that you make a motion to adjourn
24 the meeting.

25 SECRETARY WILLIAMS: As

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before, I will make a motion that we adjourn for both and Chris, will you second for the audit?

SECRETARY FUSCO: I will second to adjourn the Audit Committee meeting.

SECRETARY WILLIAMS: And Amy for the Finance Committee.

TREASURER FLORES: Amy Flores seconds.

SECRETARY WILLIAMS: All in favor?

(Whereupon all members responded in the affirmative.)

SECRETARY WILLIAMS: Any opposed?

(No response.)

SECRETARY WILLIAMS: Any objections?

(No response.)

SECRETARY WILLIAMS: So both committees are closed.

MR. GLASCOCK: Then I note for the record that the Committee

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Meetings ended at 6:50.

At this time I recommend that Chair Simon make a motion to open up the Governance Committee meetings for both LEAC and for the Agency.

SECOND VICE CHAIRMAN SIMON:
I will make a motion to open up the Governance Committee.

Can I have a second.

SECRETARY FUSCO: Chris Fusco seconds the opening.

SECOND VICE CHAIRMAN SIMON:
Chris, thank you.

And at this time the Governance Committee is open.

When we do both, legal, you want me to go into it for --

MR. GLASCOCK: I think we can do a combined meeting like we just did for the Audit and the Finance Committee meetings.

SECOND VICE CHAIRMAN SIMON:
Great.

1
2 So the Governance Committee
3 earlier this evening and recommends
4 that LEACs Board and the IDA Board
5 of Directors readopt the
6 Corporation's Mission Statement and
7 adopt the 2020 Operations and
8 Accomplishments and Performance
9 Measurement report.

10 Do I have a second.

11 CHAIRMAN KESSEL: I'll second
12 it.

13 SECOND VICE CHAIRMAN SIMON:
14 Richie Kessel seconds it.

15 All those in favor.

16 (Whereupon all members
17 responded in the affirmative.)

18 SECOND VICE CHAIRMAN SIMON:
19 Any opposed?

20 (No response.)

21 SECOND VICE CHAIRMAN SIMON:
22 Abstentions?

23 (No response.)

24 SECOND VICE CHAIRMAN SIMON:
25 Motion carries.

1
2 MR. GLASCOCK: I would just
3 like to note for the record that a
4 draft copy of the 2020 Operations
5 and Accomplishment and Performance
6 Measurement Reports for each of
7 LEAC and the Agency were previously
8 submitted to the committee members
9 for their review and that is what
10 we just voted on.

11 And with that vote, the
12 recommendation then, I also
13 recommend a vote to approve the
14 minutes from the February 25th
15 meetings of each of LEACs and the
16 Agency's Governance Committee
17 meetings.

18 SECOND VICE CHAIRMAN SIMON:
19 I will make that motion.

20 Can I have a second.

21 TREASURER FLORES: Amy Flores
22 seconds.

23 SECOND VICE CHAIRMAN SIMON:
24 Amy Flores seconds.

25 All those in favor.

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(Whereupon all members responded in the affirmative.)

SECOND VICE CHAIRMAN SIMON:

Opposed?

(No response.)

SECOND VICE CHAIRMAN SIMON:

Abstentions.

(No response.)

SECOND VICE CHAIRMAN SIMON:

Motion carries.

MR. GLASCOCK: Are there any questions? Are there any additional issues that any committee member would like to address?

(No response.)

MR. GLASCOCK: Hearing none, then I would recommend a motion to adjourn the committee meeting.

SECOND VICE CHAIRMAN SIMON:

Can I have a motion -- I will make the first motion to adjourn.

Amy, can I have a second.

TREASURER FLORES: Second.

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Amy Flores.

SECOND VICE CHAIRMAN SIMON:

Thank you.

All those in favor.

(Whereupon all members responded in the affirmative.)

SECOND VICE CHAIRMAN SIMON:

Any opposed?

(No response.)

MR. GLASCOCK: I would like to note for the record the Governance Committee meetings adjourned at 6:53 P.M. and at this time we can move on to LEAC board meeting.

CHAIRMAN KESSEL: Okay.

Thank you, Tom and Anthony and Tim and members of the various committees. Really appreciate your work and input on all of these matters.

I'm calling to order the regular meeting of the Local Economic Assistance Corporation

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Board. Let me do a roll call
first: Richard Kessel, present.

Amy Flores?

TREASURER FLORES: Amy
Flores, present.

CHAIRMAN KESSEL: Anthony
Simon?

SECOND VICE CHAIRMAN SIMON:
Anthony Simon, present.

CHAIRMAN KESSEL: Tim
Williams?

SECRETARY WILLIAMS: Present.

CHAIRMAN KESSEL: Chris
Fusco?

SECRETARY FUSCO: Present.

CHAIRMAN KESSEL: John
Coumatos?

ASSISTANT TREASURER COUMATOS:
Present.

CHAIRMAN KESSEL: I don't
think Lewis has joined us at this
moment. I am expecting Lewis to
join us in a few minutes so we'll
let you know when he joins us.

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2 Just for the public, I always
3 say this, this is a meeting of our
4 Local Economic Assistance
5 Corporation. It is not the meeting
6 of the IDA. For those people who
7 are online or waiting for the IDA,
8 following the brief agenda of LEAC
9 we will adjourn and go into the IDA
10 meeting. So I just wanted to
11 explain that to people.

12 I would like to start, first
13 of all we have a Preliminary
14 Inducement Resolution. The
15 Roosevelt Children's Academy
16 Charter School is going to make a
17 brief presentation.

18 I do want to indicate to the
19 Board that we met with them
20 yesterday. I also want to indicate
21 that I had the pleasure of touring
22 the charter school probably about a
23 year and a half ago and it really
24 is quite an institution here in
25 Nassau County and I want to welcome

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them.

They are going to make a presentation and a request to the LEAC Board for assistance and then we can open it up to any questions that Board Members have.

MR. CHAN: Thank you, Mr. Chair.

This is Eddie Chan. I am the Managing Director of Amerprise Financial Group. We are serving as fund underwriter to underwrite the bond on behalf of Roosevelt Children's Academy to be issued by Nassau County LEAC.

We are happy to join with you today with a longstanding neighbor of yours in Nassau County in the Town of Roosevelt. It's a 20-year institution, Roosevelt Children's Academy is a charter school that is housing about 700 kids now that for the most part have been based on their need, capacity needs, they

1
2 out-of-state. This is a school
3 that has done well in the
4 community. Their test scores are
5 above average compared with the
6 school district and we are seeking
7 financing for up to \$28.1 million
8 of bonds to build and construct a
9 new school adjacent to their
10 current lower school to accommodate
11 more kids.

12 Roosevelt has a need right
13 now to grow its student body from
14 700 to about 950 students for which
15 they want to construct a
16 three-story building encompassing
17 about 50,000 square feet and they
18 will connect this building one of
19 their other schools.

20 The location of the building
21 is 115 Pleasant Avenue. It is on a
22 piece of land that they own right
23 now. They are actually doing demo
24 work on it right now and it's
25 expected to be built hopefully by

1
2 next school year. So the financing
3 will encompass the construction
4 costs as well as buying classroom
5 furniture, classroom (inaudible)
6 and putting in resources for
7 financing.

8 So I am joined with CFO and
9 CEO of the school, Philip Leconte
10 is on the phone, I believe, and one
11 of the Board Members John Chen, if
12 you have any questions.

13 Thank you.

14 MS. FEE: Chairman, sorry,
15 you were muted.

16 CHAIRMAN KESSEL: Okay. We
17 want to talk a little bit about
18 what you're seeking, Ed?

19 MR. CHAN: Yes. For
20 consideration, we are proposing an
21 up to \$28.1 million tax exempt bond
22 to be issued by Nassau County LEAC
23 of which the school will contribute
24 some equity which will go towards
25 construction costs of the school

1
2 now estimated to be \$22.6 million;
3 buying certain classroom furniture
4 about \$1.2 million, putting in a
5 reserve for the interest of the
6 bonds for about one year and a debt
7 that will be sized at \$2.2 million
8 for the life of the bond and also
9 the balance for the cost addition.

10 So overall, \$28.1 million of
11 bonds that will be issued by Nassau
12 County LEAC on behalf of the
13 school.

14 CHAIRMAN KESSEL: Thank you.

15 I think that I'll open up the
16 floor for any questions that Board
17 Members might have.

18 I just want to thank you, Ed,
19 I don't see my good friend, Reggie
20 Tuggle, Reverend Tuggle, but I know
21 he is on the Board and affiliated
22 with the school. We have been
23 longtime friends, and as I said,
24 I'm very familiar with the school.
25 I've been there both as Chairman of

1
2 the IDA but also prior to that. I
3 think it's one of the first, if I
4 remember correctly, one of the
5 first charter schools in the State
6 of New York and really is an
7 impressive campus that is doing a
8 great job of educating, you know,
9 hundreds of young people around the
10 County, and I want to commend you
11 for that as well.

12 With that, I'll open up the
13 floor. Any Board member that wants
14 to ask a question?

15 MEMBER FUSCO: I'm sorry,
16 Chairman, I have a question.

17 Sorry, Tim.

18 How far along in the process,
19 in the construction process, are
20 you?

21 MR. CHAN: They have retained
22 a local architect that has
23 permitted full drawings and
24 applications for permits which we
25 expect to be issued sometime this

1
2 year. They've already started demo
3 work on the site. So it's pretty
4 long.

5 It is really what we think
6 is, by the time we close, we should
7 be sufficient to start construction
8 hopefully in the next month or two.

9 MEMBER FUSCO: So is there a
10 general contractor or a
11 construction manager in place?

12 MR. CHAN: I'll defer to the
13 school. I don't know if, Bill, you
14 want to talk about what you've done
15 before, but typically what the
16 school does is they put out bids
17 once they are in a position to bid
18 out the job and they will get at
19 least three bids and give it to the
20 lowest bidder once we make the
21 selection, then we'll start the
22 process.

23 MR. KOMAROMI: If I may chime
24 in? I apologize. It's Andrew
25 Komaromi, the insurance bonds

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2 counsel. This is just a reminder
3 that the insured has a construction
4 wage policy and this project being,
5 you know, one with construction
6 costs in excess of \$5 million would
7 be -- be subject to that policy.
8 That is also referred to in the
9 application.

10 MEMBER WILLIAMS: So just to
11 be clear, and, Andrew, that was
12 going to be my question. That
13 means that this has to be a
14 union-based job?

15 MR. KOMAROMI: That's right,
16 or -- or -- or we are going to, you
17 know, full discussion of the -- of
18 the requirements of the policy,
19 basically yes or -- or -- or
20 satisfy the requirements of the
21 policy and/or any other possible
22 way.

23 MEMBER WILLIAMS: Okay, and
24 I'll suggest that only because it's
25 been a very long time for many of

1
2 us and even for me, before the last
3 two years I didn't serve on the
4 LEAC Board. I think it'd be
5 helpful that whether it be today or
6 since this is a preliminary
7 inducement, it doesn't have to be
8 today, but at some point, Andrew,
9 if you could give the Board a
10 refresher course on that, on -- on
11 explaining that policy for some of
12 us who this may be our first
13 transaction for that?

14 MR. KOMAROMI: Absolutely,
15 we'd be happy to do that.

16 MEMBER FUSCO: Andrew, I have
17 a question for you. So -- so what
18 you're saying is that it would be a
19 prevailing-wage project then,
20 correct?

21 MR. KOMAROMI: That's right.
22 So you have the other policy in
23 place, it requires prevailing wages
24 but it allows -- the policy can be
25 satisfied in a few different ways.

1
2 I don't want to shoot from the hip,
3 but it -- it also, you know, allows
4 to enter into a PLE where there are
5 a few other ways to go about it,
6 but yes, this project would be
7 subject to that.

8 MEMBER FUSCO: Okay, thank
9 you, Andrew.

10 MR. KOMAROMI: And the reason
11 being because the construction
12 costs in a single location exceeds
13 \$5 million, that would be bond
14 financed.

15 MEMBER WILLIAMS: Andrew, for
16 continued clarification on another
17 point, is there but for a question
18 test that needs to be answered?
19 While I can understand the legal
20 need for the fact that they own the
21 property and already are in
22 construction, how do we address
23 that?

24 MR. KOMAROMI: Sure, it's not
25 an independent requirement for the

1
2 project. It is something that is
3 resident within the IDA Act, but
4 the act is -- is formed
5 differently, so there is no but for
6 type requirement, and it's
7 important to understand that the --
8 the -- the assistance that is being
9 sought is two types. It is
10 basically exemption from, you know,
11 that the insurance of tax exempt
12 bonds that -- that essentially
13 enjoy the -- the exemption of being
14 able to borrow at a somewhat lower
15 rate as well as a mortgage recorded
16 tax exemption with respect to any
17 mortgage security offered by the
18 borrower to secure the financing.

19 MEMBER WILLIAMS: Mr. Chan,
20 is this a for profit or non for
21 profit?

22 MR. CHAN: This is a non for
23 profit.

24 MR. KOMAROMI: It is a
25 non-for-profit organization, and

1
2 that's the only reason why LEAC
3 would be able to issue and act as a
4 conduit insurer in taxes and bonds
5 for it.

6 MEMBER WILLIAMS: Is there --
7 is there a -- is it 100 percent
8 501c3 or is there such a bonus that
9 is a for-profit component of it?

10 MR. CHAN: It is 100 percent
11 not for profit, but, you know,
12 there is no for profit involved.

13 MR. KOMAROMI: And, Board
14 Member Williams, it is also
15 important that not only is it
16 priority 3 but this is also a
17 charter school that is -- that is
18 chartered by the State of New York.

19 MEMBER WILLIAMS: Is there
20 any assistance or any part of this
21 coming from the Dormitory Authority
22 or this is just you're just using
23 the school construction funds?

24 MR. CHAN: There's no
25 involvement with DAS.

1
2 MR. KOMAROMI: So the
3 financing for the -- so the bond
4 financing would be -- would be
5 through -- through LEAC, and, of
6 course, you know, there are many
7 other steps before it would come
8 back for your final approval,
9 including the necessary DEFRA
10 hearing and approval, but there is
11 certainly no -- no involvement, to
12 my knowledge, by the Dormitory
13 Authority.

14 MEMBER WILLIAMS: And about
15 the school specifically, can you
16 tell us, give us a breakdown on
17 where the students come from? You
18 know, the percentage basis?

19 MR. CHAN: Sure, Phil, you
20 want to talk about that?

21 MR. LECONTE: Yes.

22 Could you guys hear me?

23 MR. CHAN: Yes.

24 MR. LECONTE: Okay, 80 -- 80
25 percent of the student population

1
2 comes from Hempstead and Roosevelt,
3 and the other 20 percent comes from
4 19 school districts in Nassau
5 County and Suffolk.

6 MEMBER WILLIAMS: Okay.

7 CHAIRMAN KESSEL: Are there
8 any further questions? I have just
9 a quick one. What is your
10 schedule, when do you want to have
11 the -- this new building up and
12 ready to go for the additional
13 students?

14 MR. CHAN: I'll propose the
15 timeline is to try to close this
16 finance as quickly as possible,
17 because subject to DEFRA approval
18 as well as the legal documents that
19 need to be drafted, but, you know,
20 for us maybe by early summer would
21 be the -- the goal.

22 CHAIRMAN KESSEL: You had
23 explained, if I recollect,
24 yesterday that ultimately this will
25 enable you to increase the student

1
2 population by about 250 to go from
3 like around 700 students to 950 and
4 that you have a waiting list that
5 would likely then, once this is
6 done, you'd be able to admit to the
7 school; is that correct?

8 MR. CHAN: That's right.
9 Currently the student body is
10 roughly about 711 students. The
11 new facility could accommodate up
12 to 250 additional students, which
13 is allowed under the current
14 charter that is already approved,
15 so the expectation is that at
16 the -- at full capacity in the
17 building they would have about 950
18 students which would also increase
19 their abilities to social distance
20 and have other amenities that the
21 schools lack right now, like a new
22 auditorium, some additional outdoor
23 space, things like that.

24 CHAIRMAN KESSEL: Okay,
25 thanks, Ed.

1
2 Are there any other questions
3 on -- waiting list of over 400
4 students. I just wanted to add
5 that.

6 CHAIRMAN KESSEL: So you'll
7 actually have -- continue to have a
8 waiting list even after this is
9 built?

10 MR. LECONTE: That's correct.

11 MEMBER FUSCO: Mr. Chairman,
12 I just have one comment. I would
13 make the suggestion that Mr. Chan
14 reach out to Matthew Aracich of the
15 Nassau Suffolk Building Trades
16 Council for help with the
17 prevailing-wage issues and the
18 construction.

19 MR. CHAN: We will. Thank
20 you for that recommendation.

21 MEMBER FUSCO: You're
22 welcome.

23 CHAIRMAN KESSEL: Yes and no,
24 I think that's a very good and
25 important point, so I agree with

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that. Thank you.

Are there any other questions
or comments?

MEMBER WARREN: Chairman
Kessel, can you hear me? It's
Lewis Warren.

CHAIRMAN KESSEL: Go ahead,
Lewis.

MEMBER WARREN: Hi.

CHAIRMAN KESSEL: Hi.

MEMBER WARREN: I just wanted
to add a comment that -- that I
really like the project, the
charter school and the -- and the
fact that most of the kids will be
coming from the local communities,
Roosevelt, Hempstead, Freeport. I
-- I -- I think that's tremendous,
and the fact that you have a
waiting list demonstrates that, in
fact, there's -- there's a critical
need, so kudos. I just wanted to
add my -- my thoughts and kudos for
the -- for the project.

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CHAIRMAN KESSEL: Thank you,
Lewis and welcome aboard. Good to
have you.

I'll make a motion to adopt
the preliminary inducement
resolution for our staff moving
forward.

MEMBER SIMON: I'll make a
motion, Anthony Simon.

CHAIRMAN KESSEL: Anthony
Simon, is there a second?

MEMBER FUSCO: I'll second
it.

CHAIRMAN KESSEL: All right,
Chris, thank you. Chris Fusco
seconds it.

Are there any further
comments or questions? Hearing
none I'll do a voice vote. All
those in favor indicate by saying
aye.

(Whereupon, all Board members
responded in the affirmative.)

CHAIRMAN KESSEL: Are there

1
2 any opposed? Are there any
3 abstentions? Okay, the resolution
4 carries, and Ed and the officials
5 from the school will get together
6 and work this out and then, you
7 know, obviously, we'll come back to
8 the Board at some time in the
9 future so we can consider it for
10 final approval.

11 I also want to indicate for
12 the Board that I -- I -- I've been
13 to the school and Harry and I and
14 Danielle, we want to go back and
15 tour them again. If any Board
16 members are interested, just let us
17 know and when we do tour the
18 school, you'd be welcome to join
19 us. It's really an incredible
20 school. It's a campus enclosed.
21 It's an awesome part of our County
22 that people aren't really aware of
23 unless they work or attend that
24 school. So anyone on the Board
25 that would like to do that, just

1
2 let me or Danielle or Harry know
3 and we'll take you along.

4 Thank you and thank you, Ed
5 and company, for your participation
6 in this.

7 MR. CHAN: Thank you,
8 Mr. Chair.

9 CHAIRMAN KESSEL: Thank you.
10 Goodnight.

11 MR. CHAN: Thank you.

12 CHAIRMAN KESSEL: All right,
13 we move on with the agenda. We've
14 got approval of the minutes from
15 our February 25, 2021 meeting, and
16 first do I hear a motion to adopt
17 those minutes?

18 MEMBER WILLIAMS: I make a
19 motion, Tim Williams.

20 CHAIRMAN KESSEL: Tim
21 Williams moves. Is there a second?

22 MEMBER FLORES: I'll second,
23 Amy Flores.

24 CHAIRMAN KESSEL: Okay, Amy
25 Flores seconds.

1
2 Are there any changes to
3 those minutes, omissions or
4 corrections that anyone has?
5 Hearing none, I think we can do a
6 voice vote. All those in favor
7 indicate by saying aye.

8 (Whereupon, all Board members
9 responded in the affirmative.)

10 CHAIRMAN KESSEL: Any
11 opposed? Okay, any abstentions?
12 Okay, the minutes are adopted.

13 Now we've got committee
14 reports. I think that we can, Tom
15 Glascok, unless you disagree, I
16 think we can do the Audit and
17 Finance Committee reports together?

18 MR. GLASCOCK: Yes.

19 CHAIRMAN KESSEL: Okay, so
20 I'll call on Tim to report on those
21 committees.

22 MEMBER WILLIAMS: Thank you.
23 The audit of the Finance Committee
24 for the LEAC met earlier today, and
25 we're making the following

1
2 recommendation that the Board
3 accept the 2020 audit as presented
4 by our auditors and senior staff.

5 CHAIRMAN KESSEL: Okay, thank
6 you. So you're moving that, Tim?

7 MEMBER WILLIAMS: Well, okay,
8 yes, I'll -- I'll make a motion
9 that it's accepted. I don't know
10 if you need to do with Governance
11 but I'll make a motion to accept
12 the recommendation on both
13 committees.

14 MR. GLASCOCK: Yes, we can
15 move forward on that.

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

18 MEMBER SIMON: I'll second,
19 Lewis Warren.

20 CHAIRMAN KESSEL: Okay, Lewis
21 Warren. So we're just doing the
22 audit and finance now. All right,
23 is there any further discussion
24 about the audit before we adopt the
25 audited financial statements?

1
2 Hearing none, all those in favor, I
3 think we can do a voice vote,
4 indicate by saying aye.

5 (Whereupon, all Board members
6 responded in the affirmative.)

7 CHAIRMAN KESSEL: Any
8 opposed? Any abstentions?

9 Okay, we also want to report
10 from the Governance Committee.
11 Anthony?

12 MEMBER SIMON: Yes, the
13 Governance Committee met earlier
14 this evening and recommends to the
15 LEAC Board and directors to readopt
16 the Corporation's mission statement
17 and 2020 operations and
18 accomplishments and performance and
19 measurement reports. Do I have a
20 second?

21 MEMBER FUSCO: Chris Fusco on
22 second.

23 MEMBER SIMON: All those in
24 favor? Any opposed? Motion
25 carries.

1
2 CHAIRMAN KESSEL: Okay, so it
3 would actually be the whole LEAC
4 Board that votes on it.

5 MR. GLASCOCK: Mr. Chairman,
6 I think you can consider that a
7 first and second. I also put it up
8 for the Board to vote on it.

9 CHAIRMAN KESSEL: Does anyone
10 on the LEAC Board have any
11 questions for the Governance
12 Committee or Anthony? All right,
13 hearing none, all those in favor
14 indicate by saying aye.

15 (Whereupon, all Board members
16 responded in the affirmative.)

17 CHAIRMAN KESSEL: Any
18 opposed? Any abstentions? Okay,
19 the motion carries.

20 Now we've got a LEAC Chief
21 Financial Officer report, Anne
22 LaMorte, thank you.

23 MEMBER LAMORTE: Thank you,
24 Mr. Chairman. Good evening, all.
25 My report is in the drop box under

1
2 the CFO file. It is for January
3 and February 2021. If we can take
4 a look Revenues, we have no closing
5 fee revenue yet but it is coming
6 and you can see that we received
7 all of our annual administration
8 fees, 100 have been collected.

9 If you move down to the
10 Expenses, we have under Business
11 Development, we have the last of
12 the PPE transportation and storage
13 fee charge. Professional fees are
14 the audit fees and everything else
15 is normal.

16 And if you go down to the
17 bottom you'll see the Cash
18 Position. Does anyone have any
19 questions?

20 CHAIRMAN KESSEL: Okay,
21 hearing none, Anne, thank you for
22 that. Is there any other business
23 that anyone wants to bring up on
24 the LEAC Board before we adjourn?
25 All right, hearing none, I will

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move to adjourn the LEAC Board meeting. Is there a second?

MEMBER FLORES: I second, Amy Flores.

CHAIRMAN KESSEL: All right, Amy, thank you.

All those in favor, indicate by saying aye.

(Whereupon, all Board members responded in the affirmative.)

CHAIRMAN KESSEL: Any opposed? Any abstentions? All right, the LEAC Board is adjourned. Thank you.

Now we're going to go right into the IDA Board meeting. Thank you all for your patience, we appreciate it. I will do a roll call first. Richard Kessel, present.

Lewis Warren? Lewis? All right, I know he was there. Lewis, is that you?

MS. FEE: No, I think Lewis

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hopped off.

CHAIRMAN KESSEL: Okay, we'll
come back.

Anthony Simon?

MEMBER SIMON: Anthony Simon,
present. Present.

CHAIRMAN KESSEL: Tim
Williams?

MEMBER WILLIAMS: Present.

CHAIRMAN KESSEL: Chris
Fusco?

MEMBER FUSCO: Chris Fusco,
present.

CHAIRMAN KESSEL: Amy Flores?

MEMBER FLORES: Present.

CHAIRMAN KESSEL: John
Coumatos?

MEMBER COUMATOS: John
Coumatos, present.

CHAIRMAN KESSEL: Okay, so
we've got six, and I do expect
Lewis to rejoin us shortly.

I'd like to ask everyone to
stand up and do a Pledge of

1
2 Allegiance to the Flag. Chris
3 Fusco, if you would lead us? Thank
4 you.

5 MEMBER FUSCO: My pleasure.

6 CHAIRMAN KESSEL: Thank you.

7 (Pledge of Allegiance.)

8 CHAIRMAN KESSEL: Thank you,
9 everyone, thank you, Chris,
10 appreciate it.

11 As we have been doing, you
12 know, it's amazing to think that we
13 haven't met in person now for a
14 year. I'm hoping that when Harry
15 and I and Danielle discussed it
16 that I'm keeping our fingers
17 crossed if things continue to move
18 in the right, positive direction
19 that we can do our meetings in
20 person again hopefully starting in
21 May. That's what our plan is.
22 We'll have to see how things are.

23 But obviously in the year
24 it's been a very difficult,
25 challenging year for the whole

1
2 world and we've lost a lot of
3 people here in -- in Nassau County,
4 on Long Island, in New York State,
5 in the US and the world. And in
6 honor to them, people we've lost
7 and to their families who have
8 experienced those losses, I'd now
9 like to ask for a moment of
10 silence.

11 (Moment of silence.)

12 CHAIRMAN KESSEL: Thank you.
13 Thank you. I'm now going to give a
14 brief report, a couple of -- a
15 couple of items. And just for
16 people who are listening and are
17 watching, we will get to the
18 resolutions shortly so that's
19 important I think for everyone to
20 know.

21 First I want to indicate to
22 you that today I went with the
23 County Executive Laura Curran to
24 400 West John Street in Hicksville.
25 You may remember on the Board that

1
2 several years ago we took a chance
3 on something, and it was to build a
4 warehouse in Hicksville on West
5 John Street on spec. There were no
6 tenants and we all -- the purpose
7 was to, obviously, to bring jobs to
8 the area and hopefully we left it
9 to the Sanders Equity Company that
10 we were working with to find
11 tenants for that building, and I'm
12 proud to report to the Board
13 tonight that that building is now
14 not only completed but it is
15 operating and it is full.

16 There were two tenants
17 including Walmart and Weinstock
18 Brothers. There are over 40 people
19 working there right now. I had the
20 opportunity to go with the -- our
21 County Executive and Catherine and
22 the Sanders people, Art and Jordan
23 Sanders, and we toured the site.
24 It really is a great
25 accomplishment.

1
2 I kind of followed that, you
3 know, obviously, you know, there
4 were some issues that Chris and
5 Anthony helped out, and thank you
6 always for that. In terms of the
7 construction, it all worked out.

8 The -- the warehouse is an
9 incredibly impressive building. It
10 really adds to the character of
11 that industrial, commercial area.
12 There are people working there.
13 Some of the workers spoke to myself
14 and County Executive and are so
15 appreciative of the opportunity to
16 work. So where there once was
17 nothing, there's now a modern
18 warehouse, extremely tall buildings
19 and -- and -- and over 40 people
20 working at the site from two
21 companies that -- that rented it.
22 This was a great success, and I
23 know that, you know, we discussed
24 at length the notion of approving a
25 project without tenants, and I -- I

1
2 think that was the right thing to
3 do in terms of being very careful
4 in doing something like this.

5 In this particular instance,
6 thank you to the support of the
7 Board and the contributions from
8 every Board member. It's a
9 success. People are working there,
10 and, you know, I happen to notice
11 that there are -- there's a deli
12 almost right next door, there's a
13 couple of stores there and people
14 from 400 West John Street that are
15 working there are -- are
16 patronizing those stores. It's a
17 great thing to see, and I think
18 it's a great accomplishment on the
19 part of the IDA Board because that
20 in the end is what it's all about,
21 it's all about, you know, creating
22 jobs, creating revenues, helping
23 other businesses and, obviously,
24 promoting the County of Nassau. So
25 I just want to let the Board know,

1
2 you know, that I am very, very
3 excited, and I just want to thank
4 all of the Board members for their
5 contributions on this particular
6 project. It's a success story, and
7 we are looking for successes all
8 the time, and I just, I'm just
9 thrilled that this worked out well
10 for the County and, obviously, for
11 Hicksville.

12 I do want to indicate that
13 Hicksville is, obviously, going
14 through a huge planning process and
15 I am expecting over the next few
16 months to report to the Board about
17 a number of significant projects
18 in -- in Hicksville that will
19 revitalize the downtown area in --
20 in that great community of
21 Hicksville.

22 Now, I -- I've been on the
23 Vision Long Island Board now for, I
24 don't know, probably over a decade
25 and worked very closely with Eric

1
2 Alexander, Lionel Chitty, who is my
3 good friend and former head of
4 Hicksville Chamber of Commerce,
5 very involved in the redevelopment
6 of Hicksville's downtown, and I'm
7 very excited about the IDA being
8 part of the redevelopment of
9 Hicksville. I think it's a great
10 opportunity for us, and I would
11 tell you that in a few months we're
12 going to be talking about a number
13 of exciting projects in Hicksville,
14 and that's a great thing to do. So
15 again, more to come on Hicksville
16 as well.

17 Obviously, I'll defer my
18 comments on Amazon until we take
19 that up in -- in a few minutes, and
20 I also wanted to take a moment to
21 thank the Board. I always do, but,
22 you know, I know a number of you
23 had other -- you see, this Board
24 meeting was originally scheduled
25 for next week. It was rescheduled

1
2 for tonight and I know it presented
3 some challenges for some of the
4 Board members, and I want to thank
5 you all of the Board for attending
6 and particularly those board
7 members who did have other
8 obligations and they were able to
9 change things around or accommodate
10 us so they could participate in the
11 Board tonight. I really do
12 appreciate it.

13 And that's a public service.
14 We are not -- we're not paid, you
15 know. The Board is not paid, it's
16 a volunteer and I -- I appreciate
17 that very much.

18 I also want to indicate that
19 a couple of weeks ago we held a
20 Minority and Women Owned Business
21 affair. Unfortunately, we couldn't
22 do it in our Eisenhower Park like
23 we've done in the past, but, you
24 know, thanks to the efforts of our
25 staff, particularly Catherine,

1
2 Harry, Danielle, it was a great
3 success, there were over 100 people
4 and they participated in it. I
5 spoke, a number of the County
6 executives spoke and there were a
7 number of presentations, and the
8 followup was spectacular.

9 I personally heard from a
10 number of people who are -- are
11 looking and utilizing opportunities
12 from that conference to benefit
13 their companies and to do business
14 here in the County of Nassau. I am
15 very hopeful that a year from now
16 we can do it in person again.

17 Obviously, things that you
18 could do in person are -- are a lot
19 better, and I guess one of the
20 things that we've learned from
21 COVID and all the restrictions and
22 shutdowns is that, you know, maybe
23 we didn't appreciate enough just
24 the normal things in life like a
25 conference like that where you

1
2 could go and mingle and connect and
3 network and talk to people. But
4 operating under what we had to
5 operate under, that -- that
6 conference was a huge success, and
7 again, Harry, Catherine, Danielle,
8 our staff, Colleen, I want to thank
9 everyone for helping to put that
10 together. I thought it was a great
11 success and I really appreciate it.
12 I know a number of Board members
13 participated, tuned into it and
14 that was a great thing to do.

15 I will end my report at this
16 point and call on Harry, our CEO,
17 to make his report, and then we'll
18 go into the business part of the
19 agenda.

20 Harry?

21 CEO COGHLAN: Mr. Chairman,
22 members of the Board, good evening
23 again. As always you will find my
24 report under the IDA folder in the
25 drop box in the CEO folder. I'll

1
2 be very brief in my remarks this
3 evening. I've listed out for you
4 anticipated closings for the second
5 quarter for both the Agency and the
6 Corporation.

7 I call those out to respond
8 to Mr. Brian Peterson's comments
9 about a conservative budget. He
10 has every confidence that we should
11 make it based on those quotes and I
12 anticipate that we will make budget
13 for both the Agency and the
14 Corporation within the year.

15 And I just want to make one
16 mention as to what Mr. Chairman
17 said.

18 CEO COGHLAN: I call those
19 out to respond to Mr. Brian
20 Petersen's comments about a
21 conservative budget. He has every
22 confidence that we should make it
23 based on those closings I
24 anticipate we will make the budget
25 for both the Agency and the

1
2 Corporation within the year.

3 And I just want to make one
4 mention, as to Mr. Chairman said,
5 the Minority -- Office of Minority
6 Affairs was a great partner, the
7 Nassau County Office of Minority
8 Affairs in the minority business
9 resource webinar, so I want to
10 thank them for their continued
11 partnership in pulling that off.

12 Also I just want to give a
13 very strong thank you to Member
14 Warren for joining us on that day
15 and making a presentation on the
16 Agency itself. So very much
17 appreciate your attendance and your
18 time, Member Warren, and that will
19 conclude my remarks. I said I
20 would be brief.

21 CHAIRMAN KESSEL: Thank you,
22 Harry.

23 Are there any questions on
24 the part of the Board for either
25 myself or Harry or any additional

1
2 things in general that you would
3 like to address members of the
4 Board.

5 (No response.)

6 CHAIRMAN KESSEL: Okay.

7 Well, thank you.

8 Now we are going to go on to
9 a couple of Consent Resolutions.
10 First, SLC Development, LLC
11 Consent.

12 Andrew, do you want to
13 briefly describe this consent.

14 MR. KOMAROMI: Absolutely.

15 Mr. Chairman, this is a
16 simple consent to extend the time
17 to close on the project to May 31,
18 2021 pursuant to a Request Letter
19 of the applicant to the Agency.

20 They are, at this point we
21 understand are almost ready to go
22 forward with the closing process
23 and their financing is almost in
24 place. So this is more an out of
25 abundance of caution type request.

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They want to make sure they don't run out of time so this is a simple consent to allow the closing to happen before May 31st of 2021.

CHAIRMAN KESSEL: Thank you, Andrew.

Are there any questions on behalf of the IDA Board for Andrew.

(No response.)

CHAIRMAN KESSEL: All right. Hearing none, I'll move to adopt this consent for SLC Development.

Is this a second.

SECRETARY WILLIAMS: Tim Williams.

CHAIRMAN KESSEL: Tim, thank you.

I think we could do a voice vote.

All those in favor indicate by saying "aye."

(Whereupon all members responded in the affirmative.)

CHAIRMAN KESSEL: Are there

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any opposed?

(No response.)

CHAIRMAN KESSEL: Are there
any abstentions?

(No response.)

CHAIRMAN KESSEL: Okay.
Thank you.

So that's the only consent
resolution that we have.

I now want to go to the
Gesher Center in Great Neck. I do
want to indicate just to remind the
Board that this proposal initially
came before us last week, it was
tabled.

Tom, I don't think we have to
un-table it, we just go through a
new Preliminary Inducement
presentation; am I correct.

MR. GLASCOCK: Correct yes,
sir.

CHAIRMAN KESSEL: So with
that, I want to hand it over to
John Farrell and the Gesher Center

1
2 representatives to make a
3 preliminary presentation to the IDA
4 Board.

5 Thank you.

6 MR. FARRELL: Thank you,
7 Mr. Chairman.

8 As you mentioned, we were
9 here last month. There were a
10 couple of questions regarding the
11 project. I'll just refresh the
12 Board's recollection: This is a
13 60-unit apartment complex on the
14 southeast corner of Middle Neck
15 Road and North Road in the Village
16 of Great Neck. There's a public
17 art gallery space of 4,100 square
18 feet. We will have 93 parking
19 spaces. In the facility we will
20 also have amenities for the tenants
21 of the facility; so there is a
22 lounge, a library, gym, conference
23 room and there is storage for
24 tenants, you know, things they
25 can't fit in their apartment.

1
2 Overall, we think this is
3 going to be a significant
4 improvement to this corner. This
5 is a part of Great Neck where the
6 buildings, the commercial buildings
7 are largely underutilized and are
8 in various states of disrepair.
9 Even the ones that are still, you
10 know, functional have a lot of
11 vacancy.

12 So as part of this project we
13 would be seeking a 20-year PILOT
14 with straight lease transaction, a
15 mortgage recording tax exemption --
16 a mortgage recording tax exemption
17 and a sales tax exemption.

18 Since our last meeting, we
19 have met, we had a telephone
20 conference with our general
21 contractor, Shelter Rock
22 Development and Matt Aracich from
23 the Building Trades Council.
24 Mr. Aracich is -- you know, now
25 knows about the project. He gave

1
2 us a little insight into what they
3 can provide and we told him
4 basically what we would be looking
5 for. We are going to have further
6 discussions once we have final
7 plans and specs all drawn up.

8 Also since the last meeting
9 we received our site plan approval
10 from the Village Board of Appeals.
11 We also have all our variances in
12 place. At this point the only
13 discretionary approval that's left
14 would be Architectural Review with
15 the Board of Trustees. But the
16 Board of Trustees essentially
17 designed this building for us so we
18 are pretty confident that by the
19 first week in April we should have
20 all our discretionary approvals
21 from the Village in place to move
22 forward with this project.

23 A couple points I didn't
24 mention at our last meeting as
25 well, this job, this project will

1
2 have a full-time doorman and a
3 full-time maintenance man so there
4 will be jobs generated as a result
5 of this complex. The doorman will
6 be 24/7 so there will always be
7 somebody on-site to take care of
8 the building.

9 Also I forgot to mention that
10 my client, Geshar Center, the
11 principle of Geshar Center, Yosef
12 Shemtov is a Rabbi and he also
13 lives in the community. He lives
14 about two blocks away from this
15 facility. So he is going to be
16 very hands-on with the development.
17 He is not somebody who is from out
18 of town who is just looking to make
19 a buck. He has invested in this
20 community, he lives in this
21 community and we think he is going
22 to do a phenomenal job with this
23 project.

24 On the call tonight we also
25 have the general contractor in case

1
2 the Board has any questions for
3 him. So if the Board has any
4 questions for him he is here to
5 answer them.

6 So with that, I think that
7 sums up, you know, where we are at
8 this point.

9 CHAIRMAN KESSEL: Okay.
10 Thank you Mr. Farrell.

11 SECRETARY FUSCO: Chairman, I
12 would like to speak to the general
13 contractor.

14 Chairman, I would like to
15 speak to the general contractor.

16 CHAIRMAN KESSEL: Yes, Chris.

17 SECRETARY FUSCO: Whom I
18 speaking to? Whom I speaking to
19 from the general contractor?

20 MR. FARRELL: I don't know if
21 he was let into the meeting with my
22 client.

23 Catherine, is he let into the
24 meeting, Mr. Shemtov.

25 MS. FEE: Yes, Mr. Shemtov is

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here.

RABBI SHEMTOV: Hi. Good evening. I was muted.

Mr. Park should be online. He is the GC. Mr. Alan.

(No response.)

MS. FEE: Mr. Shemtov, was he joining this evening? Because I don't have him in attendance.

SECRETARY WILLIAMS: I see there is, as an attendee, there is an Alen Paknuosh who is here.

RABBI SHEMTOV: Yes, but he needs --

SECRETARY WILLIAMS: He is listed as an attendee right now.

MS. FEE: Okay. Alen, are you with us?

(No response.)

MS. FEE: Alen, you may have to unmute.

MR. PAKNUOSH: Hello, can you hear me?

MS. FEE: Yes, we can.

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MR. PAKNUOSH: Can everybody see me?

MS. FEE: Yes.

MR. PAKNUOSH: Okay. My name is Alen Paknuosh. I am the presenting GC for the Gesher Center, LLC.

Hi, everyone.

SECRETARY FUSCO: Okay. So you're from Shelter Rock; am I correct?

MR. PAKNUOSH: Correct, yes.

SECRETARY FUSCO: Okay. So how far along are you in the bidding process?

MR. PAKNUOSH: Bidding process with?

SECRETARY FUSCO: With the project.

MR. PAKNUOSH: We -- I think as of now we hired by the Gesher to do the work.

MR. FARRELL: Mr. Fusco, we still don't have our financial

1
2 construction plans complete at this
3 point so we haven't started to bid
4 out the project yet. That was the
5 conversation that we had with
6 Mr. Aracich last week.

7 SECRETARY FUSCO: Okay. So
8 you are no further with the project
9 than you were last month as far
10 as --

11 MR. FARRELL: That's correct.

12 We just got our final site
13 plan approval, you know, right
14 after the last meeting, so about a
15 week and a half ago and we still
16 have to go through Architectural
17 Review so before we did the final
18 construction documents and bidding,
19 we wanted to have all those
20 approvals in place.

21 SECRETARY FUSCO: Okay.

22 Well, we are no we are no further
23 up the road than we were last month
24 with the same question so --

25 MR. FARRELL: So is it the

1
2 Board's position that you won't
3 make a decision on this, on a
4 Preliminary Inducement unless we
5 have our final construction plans
6 and we are ready to go start
7 building? Because I don't
8 believe --

9 SECRETARY FUSCO: No.

10 SECRETARY WILLIAMS: I don't
11 think that's what Chris is saying.
12 I think what he is asking you is
13 specifically about your process,
14 the process you're going to go
15 through and the bidding,
16 specifically the bidding process.
17 And I understand you met with Matt,
18 and we always want to hear that
19 you've done that, but in addition
20 to that, what is going to be your
21 bidding process to insure that all
22 of the trades have a fair and even
23 opportunity to participate in the
24 bids?

25 MR. FARRELL: Alen, can you

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address that please?

MR. PAKNUOSH: Yes. I guess we talked to, to talk, you know, we talk and we said as soon as we know what's going to, obviously have our own trade, but he said that he is going to recommend like, you know, we were talking to him for maybe more than one hour. This is like, let's say we want to do a plumbing in the building, we could, you know, we put the project on the bid and then everybody going to bid on it and then we will see if which one is the best and we will pick the one and --

SECRETARY WILLIAMS: So Alen, because you said you have your own trade, I assume that means you plan to use most of your --

MR. PAKNUOSH: No because what we -- I'm sorry to interrupt you -- but we have a long discussion like, you know, with the

1
2 plumber, he recommend couple of
3 people, obviously, you know, when
4 you are in this type of a line of,
5 you know, business, you are always
6 looking for the better people, you
7 know, what they do, you know, how
8 they going to run and so I don't
9 see any issue not to use the, you
10 know, union people or, you know,
11 the people that he is going to
12 recommend. If they, you know, if
13 they are accurate with what we are
14 going to do, I don't see any reason
15 not to take him then.

16 I mean, I just, you know, he
17 was very convincing. He said that
18 he has more than a lot of people in
19 the trade that he is going to
20 recommend and I don't see why not
21 we shouldn't use them. If he wants
22 the right number, what is it not to
23 use them.

24 SECRETARY FUSCO: The plumber
25 is only one trade you're

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speaking of.

MR. PAKNUOSH: I am just saying for the example. You know, we had the steelworker, we need to do the excavation, we need to do, you know, so many trades. We have to do, you know, it's a lot of, you know, a lot of different trades that is going to -- this is a big project, it's not a small one or two, you know, this is a big, big project.

SECRETARY FUSCO: We are well aware of that. Well aware of that.

MR. PAKNUOSH: Yes.

SECRETARY FUSCO:
Mr. Chairman, I think Matt Aracich is in the queue and would like to comment.

CHAIRMAN KESSEL: Yes, he is. I wanted you to finish it and Matt, or Catherine, if you could let Matt in, he could answer some of the questions since he had this

1
2 discussion with Gesher and the GC.

3 Matt -- Catherine, you let
4 Matt in.

5 MS. FEE: He is here.

6 MR. ARACICH: Good evening.
7 Thank you very much for the
8 opportunity. My name is Matthew
9 Aracich. I am the President of the
10 Building and Construction Trades
11 Council for Nassau and Suffolk
12 Counties.

13 Mr. Farrell is correct, I had
14 an extensive conversation with
15 Rabbi Yosef Shemtov and was
16 pleasantly surprised that we were
17 to open and helpful. One of the
18 things he found is that the
19 reaction was that we are trying to
20 go ahead and honor his request; we
21 are going to be both fair and we
22 are going to look forward to make
23 sure that we have the ability to
24 make opportunities for him that
25 work.

1
2 The idea was once the plans
3 and specs are in place and once
4 they are approved as well as
5 getting the Architectural Review,
6 we will meet again to have a
7 conversation with Mr. Paknuosh and
8 advance the scope of the project.

9 Alen had said that, you know,
10 he was intending on using a certain
11 trade or whatever and I explained
12 it very clearly. We are someone
13 who is at your disposal which means
14 that we can go ahead and provide
15 you with a multitude of contractors
16 in every type of trade that's out
17 there. So you will have aggressive
18 bidding and you'll have competitive
19 numbers. We will explain from the
20 very beginning that each one of
21 these jobs to each one of these
22 contractors is of a primary concern
23 so the Nassau County IDA and the
24 Village of Great Neck, the Building
25 Trades and the County can all work

1
2 together to create middle class
3 jobs.

4 I will tell you that Rabbi
5 Shemtov, who is actually very
6 pleasant, he says I understand
7 exactly what you are saying and why
8 wouldn't I want to use you if we
9 can get to the terms that we are
10 talking about and advance
11 everything, because next time is if
12 we want to build another project,
13 we go to you first.

14 I will let you know as well
15 that these people were actually --
16 they called me directly. I didn't
17 know about the project. So they
18 made the initial contract. For
19 that I am extremely grateful and I
20 express that concern as well.

21 So thanks to them and thank
22 you for the IDA forgiving me the
23 opportunity to speak.

24 CHAIRMAN KESSEL: Thanks,
25 Matt. We appreciate it. I do know

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that you are convincing. I heard that word used.

MR. ARACICH: Thank you.

CHAIRMAN KESSEL: Thanks.

MR. FARRELL: Thank you very much, Mr. Aracich.

CHAIRMAN KESSEL: Does anyone else on the Board have any questions?

I do, but I'll take anyone else on the Board that has any questions.

SECRETARY WILLIAMS: Just a quick question for a refresher: What was the affordable component of this?

MR. FARRELL: So the last time we were in the, I believe we said it would be around 12%. We have increased that number to 15%, so nine units out of the 60. We hope that the Board finds that satisfactory.

VICE CHAIRMAN WARREN: What's

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the standard you're using for that?

MR. FARRELL: I believe it was 120% AMI and it would be 33% of the income.

TREASURER FLORES: I have a quick question.

CHAIRMAN KESSEL: Go ahead, Amy.

TREASURER FLORES: The additional units that you added, are those one-bedroom, can you provide --

MR. FARRELL: It will be mix of the one- and two-bedroom units.

TREASURER FLORES: Thank you.

CHAIRMAN KESSEL: What's your schedule in terms of construction, start, estimate and completion?

MR. FARRELL: So we expect the Board of Trustees to grant our Architectural Review the beginning of April. I would expect, assuming there are no lawsuits or anything that would prevent us from going

1
2 forward with construction, I would
3 expect that we would pull building
4 permits within 30 to 60 days if
5 that was the schedule. I would
6 defer to Mr. Paknuosh and Rabbi
7 Shemtov on that.

8 RABBI SHEMTOV: Yes, that's
9 correct. Yes.

10 CHAIRMAN KESSEL: So what is
11 your -- currently what is your
12 estimated completion date?

13 MR. FARRELL: Eighteen months
14 from July, so probably, you know,
15 2022, early 2022 -- I'm sorry,
16 2023.

17 CHAIRMAN KESSEL: Right.
18 Okay. Thank you.

19 Are there any other questions
20 from the Board.

21 MR. KOMAROMI: Mr. Chairman,
22 not from the Board, but just one
23 small comment that the
24 affordability point that applicant
25 counsel just made. I want to make

1
2 sure that it is clear that it is
3 Applicant's proposal and to the
4 extent the Board grants preliminary
5 approval today, it is important to
6 note that that approval does not
7 approve or agree with the proposed
8 affordability level which is
9 subject to further negotiation
10 between the applicant and the
11 agency staff ultimately to be
12 presented to the Board at their
13 final approval.

14 SECRETARY WILLIAMS: So
15 Andrew, if we are approving it
16 based on the preliminary
17 inducement, based on the
18 conversation today, that is at
19 least 15.

20 MR. KOMAROMI: That is
21 correct. That is clear.

22 SECRETARY WILLIAMS: We can
23 negotiate more but I want to make
24 it clear we aren't going to
25 negotiate less.

1
2 MR. KOMAROMI: Yes. And
3 that's the point of my comment,
4 that this is subject to change as
5 staff in light of, you know,
6 whatever PILOT benefit they may
7 negotiate with the applicant may
8 require higher levels of
9 affordability.

10 SECRETARY WILLIAMS: Richie,
11 I know we have a consultant that's
12 helping us on the affordable
13 housing component. Maybe, could we
14 ask them to do a -- for this
15 project and every project, maybe do
16 some sort of recommendation around,
17 you know, affordable housing in
18 that segment, so this is in Great
19 Neck, so what's the, you know,
20 complement portfolio of affordable
21 housing in that marketplace.
22 Because I think it's always great
23 to add another number to it, but I
24 don't think there is any scale here
25 for us to actually measure it

1
2 against and I think we are kind of
3 bidding against ourselves.

4 CHAIRMAN KESSEL: Good idea.
5 We will ask Kevin Gremse to do
6 that, Tim.

7 SECRETARY WILLIAMS: Okay.

8 CHAIRMAN KESSEL: Good idea.
9 I just heard from Kevin before, I
10 think he may be watching us, so we
11 will definitely do that.

12 Are there any other --

13 VICE CHAIRMAN WARREN:
14 Chairman Kessel, it's Lewis Warren.

15 I just wanted to say I
16 appreciate Mr. Williams's comments
17 around letting us get a view of the
18 standard, et cetera, around
19 affordability with respect to the
20 neighborhoods, but I would like the
21 inclusion of our consultants so I
22 just wanted to thank Member
23 Williams for that recommendation.
24 Thank you.

25 CHAIRMAN KESSEL: Thank you,

1
2 Lewis. I appreciate it. Welcome
3 back, I know you were gone for a
4 few minutes. Just let the record
5 reflect that Lewis Warren is now
6 present. Thank you.

7 VICE CHAIRMAN WARREN: Thank
8 you. Thank you, sir.

9 CHAIRMAN KESSEL: Thank you.

10 Are there any other questions
11 or comments from the Board.

12 (No response.)

13 CHAIRMAN KESSEL: Hearing
14 none, are there any questions or
15 comments from the public on this
16 project? Catherine?

17 MS. FEE: No, Chairman, not
18 at the moment.

19 CHAIRMAN KESSEL: Thank you.

20 I would then ask for a motion
21 for a preliminary inducement
22 resolution for the Gesher Center.

23 Do I hear a motion.

24 SECRETARY WILLIAMS: Tim
25 Williams, I make the motion.

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VICE CHAIRMAN WARREN: I'll
make the motion -- Lewis Warren
seconds.

CHAIRMAN KESSEL: Okay. So
Tim Williams makes the motion,
Lewis Warren seconds it.

I think we can do a voice
vote on this.

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. The
Gesher Center is approved for a
preliminary inducement. It will
now go to our staff and our team to
negotiate and then we'll see where
we wind up and you will come back

1
2 to the Board at a future date.

3 Thank you.

4 RABBI SHEMTOV: Thank you
5 very much. Have a good evening.

6 MR. FARRELL: Thank you,
7 Mr. Chairman, Members of the Board.
8 I appreciate your time.

9 CHAIRMAN KESSEL: Yes. Have
10 a good night. Thank you.

11 MR. FARRELL: You too.

12 CHAIRMAN KESSEL: We now have
13 a public comment period on general
14 comments. Because I know there are
15 several people that want to talk
16 about Amazon, you will have an
17 opportunity to talk about Amazon
18 when we take Amazon up which I am
19 expecting to be next. You will
20 have an opportunity before the
21 Board votes on it so this is just a
22 general comment period that we give
23 to the public. I want to remind
24 everyone, as Harry Coghlan
25 indicated, that you'll have three

1
2 minutes, there is a timer on the
3 clock here on the screen and I'll
4 now take any general comments from
5 members of the public, if there are
6 any.

7 Catherine.

8 MS. FEE: Yes, Chairman, we
9 have Arthur Adelman.

10 Arthur, can you please state
11 your name and address for the
12 record.

13 MR. ADELMAN: Yes, it's
14 Arthur Adelman, 110 DuBois Avenue,
15 Sea Cliff, New York.

16 Just a very quick comment for
17 public comment. I found it very
18 disheartening to have been Zoomed
19 into your meeting for now over an
20 hour and 20 minutes waiting for
21 dinner because I thought we were
22 going to have the Amazon meeting
23 at 6:30 from all the announcements
24 that I heard preceding from the
25 other day. You said you would take

1
2 up the topic at 6:30 on Thursday
3 night and here it is almost
4 8 o'clock and we have yet to begin.

5 So I will save the rest of my
6 time for the Amazon portion, but I
7 just wanted you to know it's a
8 little disrespectful to make people
9 wait like this. Thank you.

10 CHAIRMAN KESSEL: Thank you,
11 Arthur. I'm sorry that we put off
12 your dinner a little bit but we do
13 have other business to conduct and
14 I think in the future we can be a
15 little clearer about how we do this
16 because, you know, primarily we do
17 our LEAC meetings at 6:30 and then
18 IDA meetings after that and there
19 is other business, but you do make
20 a good point and I think we can be
21 clearer in the future about timing
22 about matters of business.

23 So appreciate your patience.

24 Catherine, is there anyone
25 else?

1
2 MS. FEE: Yes, we have Kevin
3 McKenna.

4 Kevin, could you please state
5 your name and address for the
6 record.

7 MR. McKENNA: Yeah, hi. My
8 name is Kevin McKenna, Edna Drive
9 in Syosset.

10 You can hear me.

11 CHAIRMAN KESSEL: Yes.

12 MR. McKENNA: Chairman
13 Kessel, I want to ask you before
14 the Amazon hearing does start or
15 the continuation, I hope, I hope
16 that you are having the Syosset
17 Park applicant. I hope that you
18 are having them do the presentation
19 so that the people who couldn't be
20 on the call the other night can
21 hear that presentation and make
22 their comment.

23 CHAIRMAN KESSEL: Yes, Kevin,
24 they will be making a presentation.
25 Thank you.

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MR. McKENNA: All right.
Terrific. And my other question
is: The other night during that
hearing, were all the IDA Board
Members, were they all on the call
or were any missing?

CHAIRMAN KESSEL: No, I'm not
sure who was on the Zoom or not.
They all received a transcript of
all of the comments including yours
that were made.

MR. McKENNA: Well that's
very troubling to hear you say that
you don't know who was on the call
the other night because first of
all, I think you should know as the
Chairman, but more importantly, if
there weren't Board Members on the
call the other night, then what was
the purpose of us, the public,
making comments for them not to
hear our verbal comments? I know,
I know that you just said you gave
them a transcript, okay, but that's

1
2 not the same as hearing verbal
3 public comments and people's voice
4 inflection, so on and so forth.

5 So I ask you again if you
6 could ask your Business Manager
7 right now to let us know who was
8 not on the call.

9 SECRETARY WILLIAMS: Richie,
10 before you -- this is Tim -- Mr.
11 McKenna, I appreciate, I appreciate
12 your comments, and let me just say
13 as a Board Member for many years,
14 it's not the Chairman -- and former
15 Chairman -- it's not the Chairman's
16 responsibility to insure that we
17 come fully prepared to a meeting.
18 It's our responsibility as
19 volunteer Board Members to insure
20 we are fully aware and engaged with
21 the process. I spent my early
22 afternoon watching on YouTube the
23 entire --

24 MR. MCKENNA: I just want to
25 know who wasn't on the call, that's

1
2 all.

3 SECRETARY WILLIAMS: I
4 appreciate what you want to know
5 but let me finish my answer.

6 I spent the entire time on
7 listening and hearing your comments
8 which I thought were --

9 MR. MCKENNA: I am very happy
10 to hear that and I would like to
11 know who else heard my comments.

12 SECRETARY WILLIAMS: I
13 understand. I understand what you
14 want to know, right, and I think
15 it's important --

16 MR. MCKENNA: Can you just
17 answer the question so I can go on
18 with my comment?

19 SECRETARY WILLIAMS: I'm
20 answering -- your time is frozen so
21 you're not going to lose any time.
22 I am answering the question for me
23 and if the other Board Members feel
24 it's important for them to answer
25 and tell you because you want to

1
2 know how they spent their time, I'm
3 sure they can feel free to answer
4 your question.

5 MR. MCKENNA: No, I don't
6 want to know how they spent their
7 time. Don't put words in my mouth.

8 SECRETARY WILLIAMS: Let me
9 finish.

10 MR. MCKENNA: All I want to
11 know is who -- all I want to know
12 is who was not on the call the
13 other night. That's all I want to
14 know. Make it very simple.

15 SECRETARY WILLIAMS: Nobody
16 had to be anywhere. We came fully
17 prepared and the staff did a great
18 job of making sure that all the
19 Board Members are -- have
20 information, have access to
21 information and are ready and
22 willing to listen to the comments.

23 MR. MCKENNA: So Chairman
24 Kessel, could you please tell us
25 who was or who was not on the call?

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CHAIRMAN KESSEL: Kevin, I'm going to --

SECRETARY WILLIAMS:
Mr. Chairman, if I could for one second, can we please ask counsel, Thomas Glascock, to explain that a public hearing is for public comment only? For --

MR. McKENNA: But this is --

SECRETARY WILLIAMS: Mr. McKenna, I am speaking. Please observe -- please respect my voice as --

MR. McKENNA: Stop the clock, please. Please stop the clock.

SECRETARY WILLIAMS: Mr. Glascock, can you explain to Mr. McKenna the difference between a Public Hearing and a Board Meeting as it pertains to expected Board Member attendance? Because Board Members are not required to attend a public hearing.

MR. McKENNA: I'm not saying

1
2 that they're required to attend.
3 I'm not saying that they're
4 required. If this meeting was held
5 in a meeting room we would be able
6 to see who is there. Being that
7 this is a virtual meeting, we, the
8 public, deserve to know who was on
9 the call the other night.

10 CHAIRMAN KESSEL: Kevin,
11 thank you for your comments. If
12 anyone on the Board wants to answer
13 that they can, otherwise, you have
14 30 seconds left.

15 MR. MCKENNA: Chairman, why
16 don't you want to tell us who was
17 on the call?

18 CHAIRMAN KESSEL: As I said,
19 it's up to the Board members if
20 they -- I don't know who was on the
21 call or who's not. I'm not
22 their -- I'm not their boss.

23 MR. MCKENNA: I'm not
24 suggesting that you're their boss.
25 Like I said, if this meeting --

1
2 MEMBER SIMON: Mr. Chairman,
3 this is Anthony Simon. I would
4 like to have a minute.

5 Mr. McKenna, because you have
6 questioned -- Mr. McKenna, you have
7 questioned each Board member I am
8 going to address your concerns. I
9 too have looked at the YouTube
10 because you had said to us that we
11 didn't see your expressions. Well,
12 I take offense to that. I put as
13 much time as I possibly can to read
14 every brief from this staff that
15 they send us, every bit of
16 information they send us and then I
17 go on the YouTube video to see your
18 expressions, so, yes, I did see
19 them, I did watch the YouTube
20 video, but I -- I could not get to
21 that public hearing. Let me
22 finish, Mr McKenna. I have the
23 floor now. Because I did see your
24 YouTube video, I did watch all of
25 the comments because I respect this

1
2 Board and I respect the Nassau
3 County, the people that live in the
4 County and everything they have to
5 say. But I do have a job at 3:00
6 in the afternoon that I have to go
7 to and I couldn't make it. But as
8 soon as I got home I didn't get to
9 have dinner so I sat and watched
10 the YouTube video. So I take
11 offense to you for attacking the
12 Board members for not doing their
13 due diligence when every one of us
14 has done that, so you had your say
15 and I have mine, so with all due
16 respect, I respect your wishes and
17 respect your comments, respect
18 mine.

19 CHAIRMAN KESSEL: Thank you,
20 Anthony.

21 MR. GLASCOCK: If I can add
22 and explain, Mr. Chairman, the
23 point of public comment in the
24 hearing is to receive public
25 comment. It's not for the Board or

1
2 staff members to specifically
3 answer any questions that are asked
4 by persons speaking at the public
5 -- or speaking during the
6 public-comment period. The point
7 is to receive comments and
8 understand, to receive them so that
9 they have and they understand of
10 what people's concerns are.

11 CHAIRMAN KESSEL: Thank you,
12 Tom. Let's move on.

13 Is there anyone else,
14 Catherine, that hasn't spoken that
15 wants to speak at this time?

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

18 CHAIRMAN KESSEL: Okay, thank
19 you.

20 We'll now move on to the
21 Amazon project. This is an
22 approval resolution or series of
23 resolutions on the proposal by
24 Amazon.com Services LLC and Syosset
25 Park Development.

1
2 What I'd like to do, and this
3 is not a hearing, although anyone
4 that would like to speak will be
5 given three minutes, you're welcome
6 to speak on the project. What
7 we'll do is we will first hear from
8 the developer Amazon and Syosset
9 Park to make a presentation, and
10 following that there will be
11 questions, if anyone has questions,
12 on the part of the Board.

13 Following that, we will take public
14 comments for anyone who wants to
15 speak, they have -- have three
16 minutes, and I want everyone to be
17 civil and polite. If you're not
18 you're going to be cut off, because
19 we should also treat each other
20 with respect no matter whether we
21 are for or against this project or
22 any other project, and then
23 finally, following that there will
24 be a vote by the Board.

25 Just to explain that there

1
2 are three resolutions here, there's
3 a SEQRA environmental resolution,
4 there's a PILOT deviation
5 resolution and there's an approving
6 resolution and this is just for the
7 public. The plan is to vote for
8 all three of them as a package.

9 So with that I want to hand
10 it over to Amazon and Syosset Park
11 to make a brief presentation.
12 Thank you.

13 MR. DEEGAN: Thank you,
14 Mr. Chairman. This is Dan Deegan.

15 Can you hear me?

16 CHAIRMAN KESSEL: Yes.

17 MR. DEEGAN: Okay, thank you,
18 Chairman Kessel and members of the
19 board. My name is Dan Deegan with
20 the law firm Forchelli, Deegan,
21 Terrana, the attorneys for the
22 applicants. I also have with me
23 today on the Zoom Brad Griggs who
24 is Senior Manager of Economic
25 Development for Amazon.

1
2 Brad, are you there?

3 MR. GRIGGS: Yes, Dan, I'm on
4 the line.

5 MR. DEEGAN: Okay, thank you.

6 Okay, as you all know, the
7 project before this IDA Board is
8 the proposed construction of a
9 204,000 square foot state of the
10 art distribution center at the
11 corner of Robbins Lane and the
12 service road of the LIE in Syosset
13 to be used by Amazon as a last mile
14 delivery facility.

15 This property has quite a
16 history. It has been vacant since
17 1980, prior to being vacant and
18 utilized it was the home of the
19 Cerro Wire project, which was a
20 heavy industrial user. Once Cerro
21 Wire left there's been a legacy of
22 environmental issues on the site.
23 The site has been a visual blight,
24 there have been numerous failed
25 development attempts over the

1
2 years. The site has created no
3 jobs, it's created no economic
4 activity. In addition, because
5 it's been vacant land for decades
6 it's had very low tax generation
7 for the affected taxing
8 jurisdictions.

9 Amazon is a well-known
10 technology driven company that has
11 transformed the way goods are
12 distributed to endusers. It
13 incorporates a customer facility
14 network which is comprised of
15 multiple distribution facilities
16 across the country.

17 With the IDA's assistance
18 Amazon would enter into a long-term
19 lease of a newly constructed, state
20 of the art distribution facility.
21 The applicants together would
22 invest over \$71 million to develop
23 this long-blighted site and put it
24 back to productive use.

25 I'd like to a take a moment

1
2 and turn it over to Brad for a
3 quick description of the building
4 and the proposed operations.

5 MR. GRIGGS: Thanks, Dan.

6 So as Dan had mentioned, I'm
7 Brad Griggs, I'm a Senior Manager
8 on Amazon's Economic Development
9 Group. What we're proposing here
10 is a state of the art last mile
11 distribution center alongside the
12 LIE and Robbins Lane.

13 As you can see here along the
14 color coded site plan are the way
15 in which the site will operate is
16 that 18-wheeler tractor trailers
17 traveling along predominantly the
18 LIE will arrive at the site with
19 the majority of those trucks coming
20 during the overnight period. They
21 will come on to the site in the red
22 area alongside the left-hand side
23 of the proposed building. Our
24 Amazon employees, which will be a
25 mix of full-time and part-time

1
2 employees, will park in the yellow
3 area on the right-hand side of the
4 screen. They will work
5 predominantly during the overnight
6 period unloading the tractor
7 trailers, separating those packages
8 along their delivery routes and
9 staging them for the van operations
10 in the morning.

11 The area in blue will house
12 our Amazon vans. Those vans will
13 be parked there during the
14 overnight period. The van drivers
15 will arrive on site parking in the
16 upper right-hand portion of the
17 screen. They will begin doing so
18 at a little before 10 a.m. in the
19 morning. The vans will then drive
20 into the green loading zone, they
21 will load their vehicles, then head
22 out on their delivery routes
23 delivering packages during the ten
24 hour daily route period. They
25 arrive back on the site after the

1
2 evening rush hour has concluded.
3 About 7 p.m. the first vans will
4 come back to the location. They
5 will undergo a safety review of
6 their route for the day. They will
7 park their vans and head home for
8 the evening, and then the process
9 repeats themselves allowing better
10 service for the customers in the
11 area as a result of this project.

12 Dan, I'll turn it back over
13 to you.

14 MR. DEEGAN: Thank you, Brad.

15 So it should be noted that
16 the project is fully zoning
17 compliant with the Town of Oyster
18 Bay zoning codes. In January the
19 Town of Oyster Bay granted site
20 plan approval and issued a (Zoom
21 audio disruption) for determination
22 for the project. Building permits
23 are being processed now as we
24 speak.

25 As we all know, this property

1
2 has a legacy of environmental
3 contamination and environmental
4 issues. It's -- it's been
5 designated a Brownfield under the
6 jurisdiction of the DEC.

7 Over the decades there have
8 been numerous, too many to count,
9 testing samples that have been
10 taken and several remedial actions
11 that have taken place over the
12 years. Presently after an
13 extensive process, including public
14 hearings and public comments, the
15 DEC is considering a proposed plan
16 to address these issues at the
17 site, addressing them as part of
18 the construction of this project.

19 Addressing and implementing
20 that plan does add significant cost
21 to the redevelopment of this site.
22 The final DEC determination is
23 expected shortly and no
24 construction can start without DEC
25 approval.

1
2 In an effort to inform the
3 community of the plans for this
4 site, the applicant and its
5 representatives have reached out
6 and met with County Legislator
7 Drucker, local civic associations,
8 local labor leaders and the school
9 district and their representatives.

10 We had what, I believe, were
11 very constructive meetings with
12 each one of those and shared a
13 tremendous amount of information.

14 Next page. This project will
15 have a tremendous positive economic
16 impact especially in these
17 COVID-challenged times. It will
18 create between 200 and 250 high
19 paying construction jobs. It will
20 create a minimum of 150 full-time
21 employees onsite, including 25
22 management jobs. Very
23 significantly it will create
24 hundreds of delivery service
25 providers, many of which will work

1
2 for newly formed delivery service
3 companies as the economy continues
4 to shift and this type of service
5 is more in demand by customers than
6 ever before.

7 However, given the high costs
8 of construction on Long Island and,
9 in general, in New York State,
10 given the high costs of addressing
11 the environment, the legacy of this
12 site and historic volatility of
13 real estate taxes in Nassau County,
14 and just as important, the need to
15 justify the expenditure of these
16 high costs internally within the
17 company for this site compared to
18 others that have been competing for
19 these dollars, the applicant is
20 seeking and requires the IDA's
21 assistance.

22 It should be noted that
23 Amazon currently already services
24 its customers in the area two
25 existing networks. What we have

1
2 here today is an opportunity to
3 attract a new \$71 million capital
4 investment in this community and
5 attract a tremendous positive
6 economic impact to go with that
7 investment and these proposed
8 operations. This request for
9 assistance should not be viewed as
10 a tax break or a tax cut. Rather,
11 the construction of this building
12 creates a new tax base, a tax base
13 that does not exist today and
14 hasn't existed in decades.

15 The request is for a 15-year
16 PILOT that phases in these new
17 taxes that are being created.
18 Despite the fact, as was mentioned
19 in the public hearing the other
20 day, that a tax certiori proceeding
21 reduced the current taxes down to
22 \$931,000, this proposed PILOT
23 that's being required starts at
24 \$1.2 million, which is the amount
25 prior to the amount of that tax

1
2 certiori. Over the course of 15
3 years, that \$1.2 million escalates
4 to where it will pay almost \$3
5 million dollars a year in year 15.
6 Without this project those taxes
7 would stay at vacant land at 931,
8 931,000, and escalate with the tax
9 cap.

10 We are also requesting a
11 sales tax exemption and a mortgage
12 recording tax exemption from the
13 IDA Board, and I just want to make
14 it very clear that this project
15 cannot happen and is in great
16 jeopardy of not happening if this
17 IDA cannot be of assistance in this
18 matter. There's a very competitive
19 atmosphere and I can tell you the
20 situation of attracting capital and
21 drawing this corporate capital to
22 this particular site and with the
23 IDA's help this type will qualify
24 for that investment and this can
25 become a reality.

1
2 As we indicated, nothing --
3 there's no construction set to
4 start before the DEC makes their
5 final determination.

6 At this point we welcome any
7 questions that the Board and the
8 public has.

9 Thank you, Mr. Chairman.

10 CHAIRMAN KESSEL: Thank you,
11 Dan and Brad, we appreciate it.

12 So here's what I want to do.
13 I first just want to ask Board
14 members for questions, and we'll do
15 Board questions to the applicant,
16 then we'll take public comment,
17 then the Board will vote
18 individually and can make any
19 comments they want when they're
20 voting. So we -- we do this in an
21 orderly fashion.

22 So are there any questions of
23 the applicant on the part of IDA
24 Board members?

25 MEMBER WILLIAMS: Well, to

1
2 Dan and Brad, could you guys, you
3 know, kind of address a little bit
4 more some of the concerns people
5 had about the economics and some of
6 the comments from yesterday's
7 public hearing surrounded that
8 there's really no remediation as a
9 cap -- some sort of cap being in
10 place on properties? Can you kind
11 of just give a little overview of
12 what remediation you're
13 undertaking?

14 And then to jump to my next
15 question about the DEC approval,
16 you know, so tell us that process.

17 MR. DEEGAN: Yeah, so in
18 terms of the incremental costs
19 associated with building on this
20 site related to the remediation,
21 first of all, the plan that's been
22 proposed has been worked with
23 environmental consultants and in
24 consultation with the DEC, and it
25 essentially is a capping of the

1 existing site. There's been
2 tremendous testing done, and this,
3 we believe, and, obviously, it's up
4 to the DEC, but this, on
5 similarly-situated sites, this has
6 been found to be a very effective
7 methodology for remediating the
8 site and allowing the productive
9 use to go forward at the site.
10 We've asked the construction
11 company, Scannell, who is
12 ultimately building this building,
13 what are those incremental costs
14 associated with that, and we have
15 been told it's in excess of \$7
16 million in additional construction
17 costs. There's also continued
18 monitoring going forward. There's
19 engineers who have to sign off on
20 the compliance with the plan every
21 year and certified through the DEC
22 if that's the case. There's
23 covenants that go with the land.

25 This is a very tried and true

1
2 method for remediating, but at the
3 end of the day it's up the DEC and,
4 you know, to pass on that. So
5 we're not looking to substitute our
6 judgement. Our consultants find
7 that this is a very solid and
8 responsible way to address it. We
9 understand the people in the
10 community, some of them do not
11 agree with that, people have
12 followed it are very good and well
13 intended and I don't disagree with
14 their concerns, but this is a
15 method that we have been told and
16 the experts have said and
17 ultimately the DEC is going to
18 decide is protective of the public
19 health and of the people who are
20 going to work here and to allow
21 this property to be put, you know,
22 productive going forward.

23 MEMBER WILLIAMS: One of the
24 public speakers yesterday very
25 passionately talked about an

1
2 increased rate of devastating
3 cancer in the community, and he
4 made the connection to this
5 property, which I have no
6 information about whatsoever, and I
7 guess my question is: Is that
8 something the DEC is looking at, do
9 you anticipate that their report
10 will in any way comment? And again
11 I have -- it was a comment made
12 that I can't substantiate in any
13 way, but it was a concern that, you
14 know, a resident made and I want to
15 find out how we look -- is that
16 something we're looking at, is DEC
17 looking at or that you know of?

18 MR. DEEGAN: Yes, well, I
19 know that the DEC has taken that
20 into consideration, and the concept
21 of the cap that to the extent that
22 there is any levels of pollutants
23 left in the ground they are
24 currently capsulated and sealed
25 into the ground so that they do not

1
2 make their way into the air, they
3 don't make their way into runoff.
4 That's the concept behind it.

5 You know, I am not an expert
6 in that area. DEC has had a
7 tremendous record on this, there's
8 been public comments that have been
9 made, and certainly those comments
10 and concerns have been directly
11 communicated to the DEC, and the
12 experts at the DEC ultimately have
13 to make that determination as to
14 whether or not this is an
15 appropriate way to address the
16 situation.

17 Our environmental consultants
18 and the applicant's environmental
19 consultants feel that it is and
20 that it's been done in other places
21 very effectively and safely, and
22 that's what's being considered by
23 the DEC now.

24 MEMBER WARREN: Dan, it's
25 Lewis Warren, if you can hear me.

1
2 A technical question. If -- if
3 this project doesn't go forward
4 would the DEC still remediate the
5 project with -- with the plan that
6 they have on the table today, which
7 sounds like a thoughtful and
8 serious --

9 MR. DEEGAN: No. So the
10 answer is that this remediation is
11 in connection with the
12 redevelopment of the property. If
13 the property is not redeveloped,
14 you know, I can't speak to the DEC
15 on what they would do, but there's
16 no funding that's being made
17 available in order to do this cap,
18 otherwise, without this
19 development, and, you know, the
20 proof and the history of the site,
21 that without some of the sort of
22 redevelopment forcing the issue
23 there's never going to be money, or
24 I shouldn't say never, but there
25 hasn't been in the past money to

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address this situation.

This is an opportunity to get this situation addressed and, you know, made much safer than it is today for sure.

MEMBER WARREN: Thank you. I appreciate it.

CHAIRMAN KESSEL: Thank you, Lewis.

Are there other questions by Board members?

MEMBER COUMATOS: Yeah, I have, if you don't mind.

CHAIRMAN KESSEL: John, yes, go on.

MEMBER COUMATOS: So capping is actually a process that doesn't stop any kind of cancer. I mean, that's the situation nobody can understand, but capping is, if I am correct, a pool cover that goes a certain amount of feet under the ground so you can save money by not remediating the whole process, and

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also it stops any chemicals from going into the water shelves that are under Long Island; is that true?

MR. DEEGAN: You know, I'm not an environmental expert so I don't want to --

MEMBER COUMATOS: Well, that's basically what it is, but I don't want to be an expert on that.

And the other thing too is --

MR. DEEGAN: I agree.

It's not just a pool cover. There's a tremendous amount of concrete that is put in there as a barrier.

MEMBER COUMATOS: Okay, but basically it's a pool cover.

So second of all, even though this land won't be used -- has it been used by the Town of Oyster Bay in other processes before this or has it been used --

MR. DEEGAN: No. So

1
2 adjoining this property is the
3 town -- the town landfill which has
4 been capped and is not part of this
5 project at all. Our
6 reconsiderations of the project did
7 include that property and included
8 residential and included other
9 uses. That plan, and that also
10 required a lot of zoning approvals
11 and variances and change of zone
12 and that -- those projects never
13 went forward.

14 The idea of this project and,
15 you know, part of this project,
16 there were a lot of concerns raised
17 by the school district and others
18 about the use, you know, and the
19 conditions of this property and the
20 traffic conditions.

21 This current development is
22 really an answer to a lot of those
23 prior concerns. Before there was
24 over 2 million square feet of
25 development proposed. This is now

1
2 down to 200,000 square feet.
3 Before they were talking about the
4 entire property including the
5 landfill. Now this is only -- only
6 the portion -- the portion that's,
7 you know, the 39 acres, so it -- it
8 -- it -- it's been a lot of what's
9 driven the design, and the ultimate
10 development of the site has been
11 trying to address the concerns of
12 the community and the authorities
13 in looking at prior development
14 proposals for the site.

15 MEMBER COUMATOS: Thanks.

16 Okay.

17 CHAIRMAN KESSEL: Thanks,

18 John.

19 Are there any other questions
20 by any other Board members?

21 MEMBER FUSCO: Yes,

22 Mr. Chairman.

23 CHAIRMAN KESSEL: Chris.

24 Yes, Chris.

25 MEMBER FUSCO: Mr. Deegan, I

1
2 know that the contractor is working
3 with the Nassau Suffolk Building
4 Trades on this project. How -- how
5 far along are we in the bidding
6 process, and have any of the subs
7 been awarded?

8 MR. DEEGAN: Yeah, so I know
9 Matt Aracich, I saw him earlier
10 today and he can speak more
11 directly, he's been very involved
12 in this. At this IDA Board's
13 assistance and, you know, as per
14 the policy of the applicants here,
15 there's been very much a good-faith
16 effort to actively engage with the
17 trades and their representatives to
18 make sure that they have been given
19 opportunities to be competitive and
20 get contracts, and that process,
21 and Matt Aracich hopefully will
22 speak to this, has been very
23 successful to date, and there have
24 been -- whether or not they're
25 actually awarded or decided they're

1
2 going to be awarded I am not
3 exactly sure on that, but
4 everybody, from what I understand,
5 feels that there's been a very good
6 process here to include the union
7 trades in this, and there's really
8 been a very successful example of
9 what you have advocated to get the
10 information and to come to the
11 table and have communication and
12 ultimately be competitive, and they
13 have stepped up and they've been
14 competitive, and it's been a very
15 successful project to date.

16 The general contractor has
17 been selected, but whether or not
18 each individual subs, the project
19 goes out, you know, it takes a
20 while to build, but from what I
21 understand and, you know, hopefully
22 we'll hear from Matty, from the
23 horse's mouth, that everything is
24 going very well.

25 MEMBER FUSCO: Great. Thank

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you, Dan.

CHAIRMAN KESSEL: Thank you,
Chris.

Are there any other questions
from Board members? Okay, hearing
none we will now go to the public.
Let me make a few comments. As I
said before, you -- you push the
Raise Hand button, you will have
three minutes to speak. You can,
you know, please be, as I said,
civil. We're not going to engage
in arguing. That -- that is just
not a good idea, but we'll be glad
to hear your comments both for or
against the project.

Again, the three minutes,
your time will be up and we will go
to the next person. I -- I will
moderate it, but I will call on
Catherine Fee to choose people who
indicate they want to speak by
raising their hand.

Catherine, who is the first

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person?

MS. FEE: Chairman, we have
Matty Aracich.

Matty, can you just state
your name and title for the record,
please?

MR. ARACICH: My name is
Matthew Aracich. I am the
President of the Building and
Construction Trades Council for
Nassau and Suffolk Counties
representing 65,000 members. My
office is in Hauppauge, New York.

I'd like to address Dan
Deegan's comments about where we
are with the bidding process. Yes,
we are in the bidding process at
this point and there's acceptance
on certain types of projects. And
what I mean by that, everything is
done in the bidding side which is
they're on tiers. There's tiers
one, or top tier, second tier,
third tier. Top tier would be

1
2 something like the steel and the
3 roof, which is the core and shell.
4 The second tier would be something
5 such as mechanicals, finishes, and
6 then the third would be finishes
7 such as paints and colors,
8 etcetera, so that's how this all
9 works, and I will tell you that
10 it's been a very, very transparent
11 process.

12 So good evening, everybody.

13 Let me go ahead again by saying
14 that I am President of the Building
15 and Construction Trades Council. I
16 want to thank Chairman Kessel and
17 everybody else that's on the Board
18 here for all their help for trying
19 to make this project work.

20 I'm pleased to report today
21 that I have been given the
22 authority to provide 100 percent
23 support for this project.

24 This is no longer a vacant
25 property at this point in our eyes.

1
2 This is going to be the third
3 parcel in the County in the past
4 few years that's actually been
5 something that's going to
6 contribute to the tax base. This
7 is something that the project will
8 employ hundreds of construction
9 workers, expand the tax base for
10 the Town, the County, supporting
11 the middle class economy,
12 supporting apprentice programs that
13 train our youth.

14 Here's the bigger thing.
15 What we're finding is this supports
16 advanced diversity and inclusion
17 for Long Island, and if anybody has
18 any questions about that, all you
19 need to do is ask Amy Flores,
20 because I met with her only two
21 days ago by Zoom to go ahead and
22 explain what the whole plan is for
23 Long Island, and this part of our
24 plan is to make sure that building
25 construction projects are at the

1
2 forefront, that making sure that
3 education and opportunities for
4 everybody.

5 So one of the other things is
6 the federal government is
7 apparently getting ready to put
8 together a large infrastructure
9 project and that is expected to
10 receive \$1.5 trillion dollars,
11 maybe as much as \$3 trillion. This
12 is the opportunity for Long
13 Islanders. Again, it's jobs like
14 these to provide training for that
15 new workforce.

16 If we do not have those new
17 jobs we won't have the ability to
18 expand or relocate or have
19 businesses stay in Long Island.

20 Those who believe that
21 passing Amazon on this particular
22 project and saying it's the wrong
23 focus, I think that they have the
24 message all wrong, and the reason
25 is we need to attract businesses

1
2 while they're here and make sure
3 that once they're here to advance
4 the wages and the labor standards
5 for them. That is the most
6 effective way of making sure that
7 we can advance Long Island's
8 standards. And one of the things
9 that you need look at is look at
10 what happened in New York City, \$22
11 million of economic activity is all
12 gone. So we don't want to have
13 that happen on Long Island. We
14 want to prosper. We want to stand
15 on our own two feet on Long Island
16 so the reason that is not be
17 subservient to New York City.

18 I want to thank Laura Curran,
19 I want to thank Joe Saladino, the
20 Nassau County IDA as well as
21 Whiting-Turner and Scannell
22 Properties for everything they've
23 done providing transparency for the
24 Building Trades and allowing us to
25 make the most out of this vacant

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property.

Thank you very much.

CHAIRMAN KESSEL: Thank you,
Matt, good to see you this evening.

Catherine, can we go to our
second speaker?

MS. FEE: Yes, we now have
Thomas Rogers.

Can you please state your
name and address for the record?

CHAIRMAN KESSEL: Tom, I
think you need to unmute yourself.

MR. ROGERS: Thank you. My
name is Tom Rogers. Can you hear
me now?

CHAIRMAN KESSEL: Yes, we --
we hear you. Thank you. Thank
you.

MR. ROGERS: Thank you.
Great. Thank you for your
kindness.

Chairman Kessel, members of
the IDA Board, my name is Tom
Rogers. I'm Superintendent of the

1 Syosset Central School District.

2 Our president, Ms. Frankel, thanks
3 you for the opportunity to speak at
4 Tuesday's hearing.
5

6 We appreciate the Chairman's
7 response for comments, but some of
8 those comments were at odds with
9 documents shared with the school
10 district, so we wish to reiterate
11 our opposition to the project and
12 also seek clarification on those
13 inconsistencies. These comments
14 are in (inaudible) of our root
15 position of today.

16 At the hearing the Chairman
17 pointed out the taxes would not be
18 reduced from what was stated on the
19 vacant parcel but seemed to imply
20 that there would be no property tax
21 benefits to Amazon should the IDA
22 approve the applicant's request.
23 Frankly, if there were no financial
24 benefit to Amazon they wouldn't be
25 before you today. They want

1
2 something tangible, the ability to
3 spend millions of dollars to
4 improve a property but put off
5 paying the full cost of the taxes
6 on that improvement for years.

7 The Chairman rightly noted
8 that the meager amount Amazon would
9 pay in lieu of taxes would
10 represent more than the taxes on
11 the vacant land, but that hardly
12 justifies treating Amazon as a
13 struggling, young business in need
14 of incubation.

15 Newsday got it right this
16 morning. If the IDA considers even
17 this developer in need of
18 assistance, regardless of their
19 deep pockets, it really has no
20 standard at all. It's common
21 sense, tax breaks that benefit
22 Amazon's bottom line have to come
23 at someone else's expense.

24 I'm trying to state that the
25 statements contained on reports on

1
2 behalf of the Nassau County IDA and
3 as stated during the public
4 hearing, the proposed project does
5 not create additional revenue to
6 the school district nor does it
7 benefit the district's municipal
8 budget because of the New York
9 State Tax Cap Law.

10 We remain concerned that the
11 site's troubling environmental
12 history requires more diligence
13 than is currently proposed. So
14 what is called "cap" is nothing
15 more than a parking lot needed to
16 be built anyway, and instead of
17 first remediating the soils onsite,
18 they're instead going to stockpile
19 them as they're moved around to dig
20 foundations or level the site.

21 Given the proximity of our
22 elementary schools, it's hard not
23 to see this disregard for our
24 common-sense suggestions as
25 challenged. Will additional

1
2 incentives benefits for tax credits
3 be granted to the applicants from
4 the Brownfield Program; will those
5 impact the costs of the project or
6 the PILOT?

7 Lastly, Chairman Kessel's
8 comments contradict the language in
9 the notice of deviation. The
10 Chairman, and tonight Mr. Deegan,
11 indicated that the Nassau IDA
12 negotiated with Amazon to base the
13 PILOT payment from the 2019/20 tax
14 base of 1.2 million, but the
15 language in the deviation notice
16 plainly states that the IDA shall,
17 "Take into account the most recent
18 assessment data, assessed value and
19 tax rate available as of the
20 closing date including any
21 applicable approved tax certiori
22 stipulation or other settlement."

23 MR. ROGERS: If the
24 Chairman's comments are correct
25 then the Deviation Notice must be

1
2 amended. If the Deviation Notice
3 is correct, then the Chairman's
4 statement understates the actual
5 tax savings.

6 Thank you again for the
7 opportunity to reiterate our
8 concerns with and opposition to.

9 CHAIRMAN KESSEL: Thank you,
10 Superintendent. I appreciate your
11 comments.

12 I just wanted to -- two quick
13 things: One, I read all of your
14 letters and I appreciate your input
15 even though you don't agree on
16 this, I respect your position.

17 I also appreciate that the
18 far -- whatever the confusion is,
19 the PILOT is based on the higher
20 taxes prior to the certiorari
21 victory by the applicant, so that's
22 important.

23 Third, I think it's important
24 to point out that I'm not sure what
25 the impact is on the school

1
2 district itself but on the
3 residents in the district which are
4 the taxpayers. It's a significant
5 positive benefit and, you know,
6 that's a very important thing.

7 And just to point out also,
8 that if this project does not go
9 forward, and I respect your point
10 about the cap and remediation, and
11 obviously that's a DEC issue. I'm
12 not an environmental expert but
13 that's really up to them, but this
14 if this project didn't go forward,
15 there would be no remediation. But
16 I do respect your opinion and, you
17 know, take it into account. I
18 think you're doing a great job over
19 there in Syosset and if you want to
20 talk further about it, I would be
21 glad to have a dialogue with you.

22 MR. ROGERS: Thank you for
23 your time.

24 CHAIRMAN KESSEL: Thank you.
25 Have a good night.

1
2 Okay. Catherine, next?

3 MS. FEE: Chairman, we now
4 have John Cush.

5 John, could I trouble you to
6 state your name and address for the
7 record, please.

8 MR. CUSH: Sure. My name is
9 John Cush, 8919 97th Avenue, Ozone
10 Park, New York.

11 Good evening, IDA Board, and
12 thank you for affording me the
13 opportunity to speak.

14 I am a business agent for
15 Ironworkers Local 361 representing
16 hundreds of workers that reside in
17 Nassau County. I am speaking
18 tonight to say that I am happy to
19 finally see development happening
20 at the former Cerro Wire site, and
21 on the surface, this Amazon project
22 is a win-win. It adds tax revenue
23 to the community without putting
24 any burden on the school systems,
25 nor does it require any tremendous

1
2 amount of infrastructure
3 improvements that would come with
4 other forms of development.

5 Most importantly, it provides
6 jobs at a time when so many are
7 still feeling the effects from the
8 toll that COVID-19 has taken on the
9 economy.

10 With that being said, I urge
11 Amazon to utilize the workforce of
12 the Nassau/Suffolk Building Trades.
13 My members have been hit hard by
14 this pandemic and are still
15 recovering. An opportunity for
16 Local 361's members, the highest
17 skilled ironworkers in the world,
18 to build this project would not
19 only help you achieve your goal of
20 having this building done ahead of
21 schedule, but would also go a long
22 way in helping us climb out of the
23 hole that COVID-19 has put us in.

24 Again, I want to thank you
25 for giving me the chance to speak

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again.

CHAIRMAN KESSEL: Thank you,
John.

Catherine, is there anyone
else?

MS. FEE: Sean McCaffrey.
Sean, could I trouble you to state
your name full and address for the
record, please?

MR. McCAFFREY: Sean
McCaffrey, 1905 Medford Avenue,
Medford, New York.

A couple of things that we
just said, that no remediation
would be taken. My 30-plus years
in the real estate industry -- with
it, yes. The current title owner
to the property is on the hook for
it. They may have recourse against
previous owners who polluted it,
but they are on the hook so who are
they? They are Amazon's landlord.
So I am hearing if we don't get the
lower price, we are not going to be

1
2 here which is fine. I guess
3 they'll get a new tenant and it has
4 nothing to do with Amazon. It
5 still has to be remediated.

6 As far as all these
7 construction jobs, I hope they have
8 a Hazmat suit and all that kind of
9 thing because once dust starts
10 kicking up, if it's as bad as we
11 think, they're going to need a lot
12 more than (inaudible). The school
13 impact here is -- how it impacts
14 the schools. There is one next to
15 it, there is another one up the
16 road. Amazon wants to send their
17 trucks up that same road, the
18 Sprinter-type vans instead of
19 putting it back on the highway on
20 to a service road. No, they expect
21 them to go north. I don't
22 understand the reasoning behind
23 that.

24 As for the report done by
25 opposing counsel, their report, I

1
2 am going to call it a rouse. Do
3 you know why? I went to school and
4 grew up with the guy that wrote the
5 report. He went to the school
6 very, very close to there. He
7 knows many of the dead and sick
8 people, and in that report it said
9 all the neighbors want this done.
10 They don't know what the neighbors
11 want so let's use the concrete that
12 was mentioned. That's wonderful.
13 Concrete is porous.

14 As far as keeping the ground,
15 the stuff from not getting into
16 ground, things called heavy metals,
17 do you know why? They are heavy.
18 They all going to pass through.
19 What the cap is meant to do water
20 is to prevent water from bringing
21 it through, causing it to be part
22 of the runoff. It does not in any
23 way, shape or form prevent it from
24 going down. It will go down, it
25 may go down. Ground that can't be

1
2 reached because there is a barrier,
3 whether it be a pool cover or
4 concrete, can't be cleaned in any
5 way, shape or form by the
6 vegetation that's coming up there.
7 This is just total and complete
8 nonsense.

9 There was a map that was
10 posted. I wonder whose map it is.
11 Because you know what it doesn't
12 know? It doesn't show the school
13 to the right but it showed the
14 library which is further east. It
15 also showed the animal shelter but
16 not the DPW yard. Oh, yeah, the
17 former dump.

18 They speak of a legacy that's
19 there. Well do you know what?
20 Amazon and the property owner have
21 to create their own legacy. It's
22 the land. Why on earth would you
23 want to build on it, it's not so
24 good. You are admitting there is
25 an issue. Why take the cheap way

1
2 out? You are already almost 100
3 trillion, yeah, that's with a "T"
4 million dollar companies, it's
5 going to be about 130 million more
6 to fix it and then you want tax
7 benefits, whatever term you want to
8 use, absolutely absurd. They don't
9 need it, they don't need to be
10 incubated, they're not starving.

11 The property at 400 West
12 John, I don't know who owns it, but
13 if it was privately owned, who
14 would want to do another one on
15 spec? If it's so good for Amazon,
16 it's got to be equally good for
17 everyone else.

18 The cancer deaths will
19 continue to be to be caused.
20 They are not finding out what's
21 causing it. Is it from there, is
22 it from the dump, is it from none
23 of them, is it from both of them?
24 Who knows. I think anything from
25 one hasn't migrated to the other

1
2 one. This authority -- I am for
3 the Amazon project as it is. They
4 have no business with trucks on
5 Robbins or being on tainted land.

6 Thank you.

7 CHAIRMAN KESSEL: Thank you,
8 Sean.

9 I would like to suggest, Dan
10 Deegan, if you would, if Sean is
11 interested, that you would reach
12 out to him to talk about the
13 traffic issues that he raised. I
14 think that's helpful. I think
15 maybe he has some good ideas. And
16 I just ask you, Dan, to, if Sean
17 wants to talk with you about that,
18 maybe has some ideas that you would
19 follow-up with him.

20 MR. DEEGAN: You have to tell
21 me how to get in touch with him or
22 you can reach out to me, look me up
23 on the Internet.

24 CHAIRMAN KESSEL: Why don't
25 you coordinate that if Sean is

1
2 interested in talking and making
3 some suggestions, Catherine, to
4 hook Sean McCaffrey up with Dan, we
5 can talk about that.

6 MS. FEE: Okay. Will do.

7 CHAIRMAN KESSEL: Thanks.

8 MS. FEE: Our next speaker is
9 Arthur Adelman.

10 Arthur, can you please state
11 your name and address for the
12 record.

13 MR. ADELMAN: Yes. My name
14 is Arthur Adelman. I live at
15 110 Dubois Avenue, Sea Cliff, New
16 York.

17 I am here to address the IDA
18 regarding the gifts to Amazon and
19 Simon Properties. I think it's a
20 bad idea and it works adversely to
21 the residents and taxpayers of
22 Nassau County and specifically the
23 homeowners that reside in the
24 Syosset School District.

25 To offer -- to tell us that

1
2 the tax bill of a million dollars
3 is a PILOT payment in lieu of
4 taxes, I would love to have the
5 same percentage charged on my home.
6 That's not even a quarter of an
7 acre and I'm paying almost \$15,000.
8 I would like to know how much of
9 that PILOT will be going to Nassau
10 County to pay their portion for
11 Police Headquarters and Nassau
12 County Police Department.

13 I cannot understand why we
14 would give a gift to a
15 company who had the audacity to
16 donate \$25,000 to the campaign for
17 the reelection of the current
18 County Executive. I can't imagine
19 that they will be pouring into the
20 campaigns as the elections near the
21 November election date.

22 I am curious who is going to
23 pay to maintain the roads
24 surrounding the planned Amazon
25 project. You got local roads, Town

1
2 of Oyster Bay roads, you got county
3 roads and you got state roads. The
4 amount of traffic generated by this
5 warehouse, I think we should put in
6 a toll plaza and collect five bucks
7 for every vehicle that utilizes the
8 new warehouse. That might be a way
9 to compensate us.

10 In any case, I think a PILOT
11 program is ridiculous. I think
12 that if Amazon decides to go ahead
13 with building on this site, they
14 should pay their fair share just
15 like the rest of us. I see my
16 investments in Amazon as a
17 stockholder go from a thousand
18 dollars a share past \$3,100 a
19 share. They are not in need of a
20 handout like this and I hope the
21 IDA recognizes that and does not
22 listen to their attorneys when they
23 say without the assistance, they
24 might have to take the project
25 elsewhere. They can afford to do

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it here.

Thank you and have a good night.

CHAIRMAN KESSEL: Thank you, Arthur. And again, sorry we kept you waiting a little bit but we appreciate your comments and your input. Have a good night.

Catherine?

MS. FEE: Chairman, we now have Francesca Carlow.

Francesca, please state your name and address for the record.

MS. Carlow: Francesca Carlow, Immediate Past President of the Nassau Council of Chambers of Commerce. Also I reside at 71 Barnum Avenue in Plainview, New York. I was also a small business owner for almost 50 years.

As hundreds of mom and pop small businesses have been struggling to keep their doors opened for this last year, Amazon

1
2 has done a banner business
3 throughout the pandemic and
4 everyplace you turn they are
5 building massive boxes. Mr. Deegan
6 may call them "state of the art,"
7 they are a box with a very little
8 benefit to any neighbor or any
9 community.

10 Currently, they have plans to
11 open even more warehouses and
12 distribution centers in West
13 Hampton, Carle Place, Melville.
14 You name it, they want to go. An
15 Amazon supermarket is being built
16 in Plainview. Everyone knows
17 Amazon is doing just fine.

18 I wrote to the IDA
19 December 15th on behalf of the
20 Nassau Council's strong opposition
21 and I will read from my letter:
22 For Amazon to request \$3.3 million
23 off a mortgage recording -- off a
24 mortgage recording and sales tax on
25 the purchase of construction

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2 material, equipment and fixtures
3 for their warehouse is depriving
4 needed revenue from every tax
5 paying resident in Nassau County.

6 In addition, they are
7 requesting a 15-year reduction in
8 property tax. This is an affront
9 to property owners and every retail
10 business that struggles to pay high
11 taxes every year and it will have a
12 long-lasting and detrimental effect
13 on Long Island businesses.

14 The job be opportunities at a
15 warehouse are not technical,
16 creative or high paying. Warehouse
17 forklift operators, pickers and
18 mostly robots and drivers will be
19 the positions created by this
20 warehouse with very little chance
21 of any advancement.

22 Amazon wants to expand across
23 Long Island because we have a huge
24 centralized mass of consumers.
25 They need us to feed their growth.

1
2 If they want additional space to
3 disseminate their massive wares on
4 our streets, they must be required
5 to pay all taxes associated with
6 that property. Our small business,
7 both retail and service, pay sales
8 tax and we have all paid property
9 tax to fund our schools and
10 services. The Nassau Council feels
11 strongly that Amazon must also pay
12 to play on Long Island.

13 I thank you very much for
14 your consideration.

15 CHAIRMAN KESSEL: Thank you,
16 Francesca. It's great to hear from
17 you. We know each other a long
18 time and I commend you for your so
19 many years of service for small
20 businesses and I can tell you,
21 we'll talk a little bit more about
22 it in a few minutes, that, you
23 know, we are very focused on small
24 business and helping them and a lot
25 of that is due to the leadership

1
2 that you've shown over the years
3 and it's great to hear from us and
4 see you.

5 Thank you.

6 Sorry, Catherine.

7 MS. FEE: Chairman, we now
8 have Mr. Kevin McKenna.

9 Kevin, I am going to ask that
10 you state your name and address for
11 the record, please.

12 MR. McKENNA: Yeah.

13 Kevin McKenna again, 3 Edna
14 Drive, Syosset.

15 First off, I just want to
16 point out that the two civic
17 organizations that the applicant
18 has said that they have gone to,
19 the Birchwood Civic Association in
20 Jericho, the head of that Civic
21 Association, his name is Roy
22 Chipkin, he is the largest
23 commercial real estate broker on
24 Long Island and he sold out the
25 Jericho community on the Marriott

1
2 Hotel and the Town of Oyster Bay is
3 using him as an affront to say that
4 this is a project that Jericho
5 wants. I guarantee you that his
6 civic in Birchwood, none of the
7 residents in Jericho know anything
8 about his positive attitude because
9 he works for the town, basically.

10 Pat Crudo who heads up the
11 Birchwood Civic in Syosset, you
12 have that. Pat Crudo is an
13 advocate for the Town of Oyster
14 Bay. The fact is he has no members
15 in his civic.

16 I want to point out that
17 about three months ago I reached
18 out to the Forchelli Law Firm. I
19 spoke to Mr. Kennedy. I told
20 Mr. Kennedy that since there are no
21 civic organizations really in
22 Syosset other than Laura Schultz --
23 and by the way, Laura Schultz is a
24 fine woman but she only has two
25 members in her civic but I'm glad

1
2 she is against the project. So I
3 reached out to Forchelli and I
4 spoke to Mr. Kennedy and I told him
5 that I wanted to bring the Syosset
6 residents on a Zoom call because I
7 have a large audience on my
8 Facebook page. Mr. Kennedy thought
9 that was a great idea. When he
10 spoke to Dan Deegan, Dan Deegan
11 squashed the idea so that the
12 Syosset residents could not have
13 any presentation given by
14 Forchelli.

15 Now, in my minute and 18
16 seconds, I wish that I was able to
17 answer the questions that you asked
18 Mr. Deegan before. I have spent
19 the last four and a half years
20 investigating the environmental
21 matters over there at 305 Robbins
22 Lane and I could have answered the
23 questions.

24 I want to just say that right
25 now I can't believe that the DEC is

1
2 not invited to participate on this
3 phone call. Now if you had an
4 application in front of you right
5 now where this applicant said to
6 you that this project can't start
7 for four and a half years, would
8 you be considering that project
9 right now? Because the fact of the
10 matter is that the DEC very well
11 could come back and tell this
12 applicant that they need to fully
13 remediate the property which is the
14 right thing to do. That's what a
15 cleanup is. Okay.

16 You should not even be having
17 this vote until you get the
18 decision from the DEC. I can't
19 understand how you're voting on
20 something not knowing when the
21 construction can start. This
22 applicant seems to know the answer
23 but the public doesn't know the
24 answer from the DEC and Joe
25 Saladino is in the pocket of the

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unions.

Thank you.

CHAIRMAN KESSEL: Thank you, Kevin. I appreciate your participation tonight.

Catherine, is there anyone else.

MS. FEE: Chairman, there does not appear to be anybody else in the queue.

CHAIRMAN KESSEL: Okay. Just let me ask if anyone else wants to speak now, raise your hand and we'll call on you; if not, we will move on.

(No response.)

MS. FEE: I think we can move forward, Chairman. Thank you.

CHAIRMAN KESSEL: Thank you.

And I want to thank everyone who participated both for or against the project. We appreciate your attention, your input. We do listen to everything that you say

1
2 or write into us and I want to
3 thank you all for that.

4 So now the process is we have
5 three resolutions and there is a
6 SEQRA resolution, there is a PILOT
7 deviation resolution and there is a
8 proving resolution.

9 What I would like to do is
10 call for a vote and then each Board
11 Member, you don't have to speak,
12 but if you want to comment prior to
13 your vote, that's welcome.

14 So first do I hear a motion
15 to adopt these there resolutions on
16 Amazon and Syosset Park?

17 SECRETARY WILLIAMS: Tim
18 Williams, I make the motion.

19 CHAIRMAN KESSEL: Tim
20 Williams moves it. I will second
21 it.

22 Let me just start by saying a
23 few things then move on to others.
24 I think we have all spoken about
25 this.

1
2 First of all, I am going to
3 support this project for several
4 reasons. First of all, this is
5 a -- (poor audio) -- Nassau County
6 for decades. It's been vacant.
7 There have been a number of
8 proposals that have been made. You
9 know, some of them very interesting
10 and intriguing, but they were
11 rejected by the community. And you
12 know, some say why, you know, why
13 not, you know, have someone else
14 come in there. If someone else
15 (poor audio) was interested, they
16 would have come over the last 30 to
17 40 years and it hasn't happened.
18 And I think it's important that
19 this project goes forward with our
20 assistance. I do believe that
21 without our assistance, Amazon will
22 not build the project. I have
23 questioned them at length about it.

24 Why do I support this?

25 Number one, because it brings jobs

1
2 to the area and to Nassau County.
3 When you look at the number of jobs
4 that will be created, not even
5 talking about the construction yet,
6 but at the site and the van
7 drivers, there are hundreds of
8 jobs. I have heard from two
9 companies; one which is already in
10 existence and another that wants to
11 go into business just to higher van
12 drivers to lease or rent or buy
13 vans to service this facility.
14 There are going to be hundreds of
15 people that will be put back to
16 work at a very difficult time at
17 all different levels, and while I
18 understand, you know, most of the
19 jobs are not \$200,000 jobs, we need
20 to open up the field for our city
21 to give everyone an opportunity to
22 do that. The jobs to me are the
23 most important thing.

24 I also have to say, and I've
25 talked to my good friends, Chris

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2 Fusco, Anthony Simon and several
3 other Board Members that the effort
4 has been made on the part of Amazon
5 and Syosset Park in engaging the
6 unions is really recognized and
7 extraordinary. I am hopeful that
8 if not the entire job, most of the
9 job significantly will be of union
10 labor.

11 Our neighbors and friends who
12 live on Long Island, who live in
13 the area, who live in the county
14 who are union workers, they need
15 work now and I am -- you don't do a
16 project just for the construction
17 of it, but right now, people need
18 jobs and I know there are a lot of
19 people who pontificate about
20 whether we should or shouldn't do
21 the project, but many of those
22 people have jobs. I'm talking
23 about many of the people who right
24 now are not working and I think
25 that right now with COVID, this is

1
2 critically important.

3 I also think it's important
4 for the tax base, et cetera. This
5 will bring in an additional
6 \$12 million to Nassau County and
7 the localities and municipalities
8 in the surrounding area and it's a
9 significant increase. You heard
10 what Superintendent Rogers said,
11 the bottom line is that for the
12 residents and the taxpayers who pay
13 the taxes to support that school
14 and the other schools in the area,
15 they are all going to benefit.
16 This is not a tax break in any way.
17 This is a tax bonanza over the next
18 15 years for the people of Nassau
19 County and the people of the
20 community, and that's critically
21 important.

22 And I also think on the
23 remediation end, while I am not an
24 expert on remediation and ground
25 field development, although I have

1
2 been involved in a number of them,
3 it's time that this property is
4 improved. If we just let this go
5 and drift for another 20 or 30
6 years, there will be no
7 improvements made. No one is going
8 to put up millions of dollars for
9 this particular property. The fact
10 that Amazon and Simon Properties
11 are willing to do that and pay for
12 it and remediate it will help the
13 environment in the community.

14 I respect people who don't
15 support this and I want to conclude
16 by saying that, you know, I've
17 talked at great length to several
18 of our Board Members including John
19 Coumatos, you know, this is not an
20 issue of us versus them. Amazon
21 versus small businesses. I talked
22 to a lot of small businesses and I
23 will tell you that thanks to the
24 efforts of John Coumatos and some
25 of our Board Members, we are going

1
2 to use this as a springboard to do
3 some special programs for small
4 businesses, particularly in that
5 area, and I'm hoping to put that
6 together for our next board
7 meeting. We love small businesses.
8 We will do everything we can to
9 help them. But I will tell you, a
10 couple of the small businesses that
11 I have heard from said that they
12 support this project because they
13 are now using Amazon.

14 This is not a criticism of
15 Amazon. I have never used it
16 myself, my family has. I like to
17 go into businesses. I like to, you
18 know, shop, I like to feel the
19 tomatoes and peaches. I like to go
20 get things that I want. I'm a
21 small business user but there is
22 room for both small business
23 success and Amazon, making it
24 easier for people to survive and to
25 thrive in this society.

1
2 So for those reasons, I
3 intend to vote yes on this project.

4 Now I would like to ask if
5 any other Board Members would like
6 to comment. I'm kind of looking at
7 people. So does any other Board
8 Member want to comment? And then
9 we will vote.

10 TREASURER FLORES: Chairman,
11 I will comment. This is Amy
12 Flores.

13 CHAIRMAN KESSEL: Amy Flores.
14 Thank you, Amy.

15 TREASURER FLORES: Thank you.

16 First I would like to thank
17 everyone who took time out to
18 provide their feedback; whether
19 it's through their letters, through
20 e-mails, through their public
21 hearing comments. We have heard
22 all of the comments and we thank
23 you for participating.

24 You know, through this Amazon
25 project, a longstanding blighted

1
2 and vacant property will become a
3 facility that will not only
4 generate economic development but
5 also create hundreds of jobs;
6 whether it's construction jobs,
7 training opportunities for new
8 workforce in addition to Amazon
9 employment.

10 We know that many of our
11 local residents right now are
12 hurting because of the pandemic and
13 have lost their jobs and this
14 project will not only create
15 opportunities for employment, but
16 it will also help many of our local
17 working families here in Nassau
18 County and many of these families
19 will not only benefit from this
20 economic opportunity, but in turn,
21 it will also help and grow the tax
22 base.

23 So thank you.

24 CHAIRMAN KESSEL: Thank you,
25 Amy. I appreciate your comments.

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Any other Board Members that
want to comment?

SECRETARY WILLIAMS: Richie,
it's Tim. I am going to --

VICE CHAIRMAN WARREN:
Chairman Kessel, it's Lewis Warren.

CHAIRMAN KESSEL: Hold on.
Lewis, hold on one second. Tim
then Lewis.

VICE CHAIRMAN WARREN: I have
technical difficulties.

SECRETARY WILLIAMS: I will
try to be a little brief.

So I think, to address some
of the concerns everybody has, and
I too intend to support the
project.

Jobs are always. Good jobs
are what we should be geared for.
I think three of the concerns that
most people seem to have are big
versus small meaning, you know,
Amazon versus mom and pop Main
Street which I understand why

1
2 people have that concern and it is
3 real and I want to see us do more
4 for Main Street. Mom and pop
5 businesses are the backbone of
6 Nassau County, Long Island. They
7 are why we are all here today, but
8 we can't ignore what big business
9 benefits, how it benefits Nassau
10 County and Long Island.

11 And then the other issues,
12 everybody said, you know, why give
13 benefits to a large trillion dollar
14 company, and the reality for that
15 is I understand how people have
16 that sentiment. At the end of the
17 day, we want to give benefits,
18 economic benefits to anybody who
19 can create opportunities for Nassau
20 County. If it's a mom and pop, if
21 it's a small or medium sized
22 company, we should be looking to
23 help them.

24 In this case, I think the
25 economic answer is yes, it's a

1
2 blighted property. You know, it's
3 tough, it's been 30 years of tough
4 non-starting projects.

5 MEMBER WILLIAMS: While I
6 understand the need for the -- the
7 long term of the PILOT I'd rather
8 have seen an increase in terms of
9 the PILOT than seeing the recording
10 tax. Needless to say, the
11 recording tax is a simple
12 transaction. It's a simple
13 economic transaction for the
14 County.

15 In that regard, I'm really
16 kind of on the fence about whether
17 Amazon does need a mortgage
18 recording. I think it's fair -- I
19 understand it's part of the
20 economic structure of the package,
21 I think it's -- I understand that
22 it goes to the underlying numbers
23 of how it fits, but I -- I do kind
24 of think it looks a little ugly for
25 a mortgage recording tax request.

1
2 And then the environmental, I
3 really do hope that we get to learn
4 more. I think it's important that
5 we get the information on the DEC,
6 and I don't know if counsel can
7 really give us some answers about
8 how a closing takes place in light
9 of the DEC recommendation and
10 whether or not it can go forward,
11 closing can go forward, without a
12 DEC documentation, and then, you
13 know, based on that question of
14 should we -- should we require it
15 as part of this process or is it
16 required as part of a closing
17 process?

18 CHAIRMAN KESSEL: Am I on?

19 Yes. Thank you, Tim.

20 Andrew, we've looked at this
21 at length. Andrew, you want to
22 answer Tim on the question of what
23 this is contingent on the closing?

24 MR. KOMAROMI: Sure. So the
25 closing of the transaction with the

1
2 applicant under the approving
3 resolution is contingent upon the
4 completion of the DEC process but
5 that is the closing on the overall
6 PILOT transaction, and we are going
7 to be able to do basically a
8 preliminary sales tax related
9 closing only. That does not
10 involve the overall -- the overall
11 transaction which will, of course,
12 to the extent the overall closing
13 does not occur, it will be -- it
14 will be subject to recapture of
15 those sales tax benefits.

16 MEMBER WILLIAMS: So what's
17 the timing? The sales tax
18 potential closing, obviously, would
19 be the first and then there's the
20 wait -- wait-and-see period for the
21 DEC report, what's the delta, do we
22 know or we have no clue, it's
23 whenever they issue the report?

24 MR. DEEGAN: Can I answer
25 that, Andrew?

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2 MR. KOMAROMI: No, Dan, feel
3 free, go ahead, but that's
4 basically on, you know. I
5 understand that the applicant
6 anticipates for that to happen
7 relatively soon, but -- but
8 basically it is when that happens.

9 MR. DEEGAN: Right, and we
10 don't know that and we don't
11 control that. It's just that, you
12 know, kind of our consultants is a
13 typical timeline but, you know, the
14 DEC has to take into account all
15 those comments, but with that being
16 said, you know, we have already,
17 you know, we took a while getting
18 through the town process and now
19 we're getting through the IDA
20 process. This is a very timely,
21 you know, between the construction
22 season and the holiday season, this
23 is -- we're very stressed for time
24 at this point. So the idea of
25 having the sales tax so that at

1
2 least we can start ordering the
3 materials, so we're not actually
4 constructing anything but we're
5 actually getting the materials in
6 place, so that if as and when the
7 DEC approves it and we can close on
8 everything with the DE -- with the
9 IDA we can hit the ground running.

10 MEMBER WILLIAMS: So just to
11 be clear, one, if you do the
12 closing with the sales tax, A, if
13 you, for whatever reason, never
14 close on the PILOT program, there
15 is a 100 percent recapture of the
16 sales tax?

17 MR. KOMAROMI: That is
18 absolutely correct.

19 MEMBER WILLIAMS: There's no
20 paring down over time, it's 100
21 percent of what it was?

22 MR. KOMAROMI: That is
23 correct.

24 MEMBER WILLIAMS: And for
25 clarity for everybody who is on the

1
2 call who raised a question
3 yesterday and today about whether
4 we should give the DEC reporting,
5 we're not closing until the DEC
6 reporting is issued; is that
7 correct?

8 CHAIRMAN KESSEL: Yes.

9 MR. KOMAROMI: That is
10 correct, yes.

11 MEMBER WILLIAMS: All right,
12 thank you.

13 CHAIRMAN KESSEL: Thank you,
14 Tim.

15 Lewis Warren. Lewis? No.

16 MS. FEE: I think he might be
17 trying to unmute.

18 MEMBER WILLIAMS: I think he
19 has a little bit of a delay.

20 CHAIRMAN KESSEL: Okay, we'll
21 hold for Lewis a second.

22 Anyone else on the Board wish
23 to comment?

24 MEMBER COUMATOS: I may as
25 well jump in.

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2 CHAIRMAN KESSEL: Oh, there's
3 Lewis. Lewis and then John.

4 MEMBER WARREN: Thank you,
5 Chairman Kessel, and my apologies,
6 John. I've had some technical
7 issues here tonight.

8 I want to comment. I really
9 over the last several weeks and
10 public hearings have appreciated
11 the serious and thoughtful
12 discussion around this project. I
13 am supportive of this project
14 because ultimately one of our key
15 missions in our statute is economic
16 development and jobs, and we have
17 to balance that with community
18 feedback and impact, and it's
19 been -- it's been an illuminating
20 experience for me to -- to -- to
21 hear the feedback from the
22 community. I'm convinced that
23 the -- the significant tax addition
24 of \$12 million to the tax base of
25 this \$70 million capital Impromen

1
2 and the job, the hundreds of jobs
3 for the building and construction
4 trades, permanent jobs, are all --
5 are all value added to that
6 project.

7 What -- what -- what
8 convinces me is that I've driven by
9 the LIE and this Robbins Lane
10 blighted site for hundreds, if not
11 thousands, of times and it is clear
12 that -- that over two or three or
13 four iterations over the last 30
14 years in trying to get a projet in
15 this old Cerro plant that those
16 projects have failed, so for
17 economic development reasons and
18 for the job benefits of this
19 project and I would add that the
20 DEC remediation is -- is serious.

21 We -- this project would not
22 go forward until that remediation
23 report is completed, so I'm -- I'm
24 in favor of the project for those
25 -- for those reasons.

1
2 Thank you, Chairman Kessel.

3 CHAIRMAN KESSEL: Thank you,
4 Lewis, I appreciate it and I
5 appreciate your participation.

6 John?

7 MEMBER COUMATOS: Thanks for
8 the time, Mr. Chairman.

9 Just a couple things. I do
10 believe sitting on the Board of the
11 IDA is an honor for me. However, I
12 respect all members on our Board
13 and everybody in a way has
14 representation, whether through
15 unions or through other courses
16 except the small businesses that
17 are on Long Island. So the issues
18 that I kind of see through the
19 other way as an IDA member is that
20 we bring businesses to Long Island,
21 to Nassau County that are going to
22 benefit and not hurt the balance of
23 what's going on now.

24 So a couple of my concerns
25 is, number one, is Amazon already

1
2 went through or let's put it this
3 way, Nassau County and Town of
4 Oyster Bay have some of the richest
5 top six or seven richest areas here
6 in the United States. We have
7 given Amazon or the real estate
8 vendor in Bethpage already a tax
9 break and I voted for it, but this
10 is a second one and I believe
11 everybody should have a chance to
12 get the same amount of money
13 through the same process as
14 everybody else.

15 As Mr. Williams has stated
16 the mom and pop stores should come
17 to us, but they can't come to us.
18 They can't qualify to come to us.
19 My biggest concern is the balance
20 of what's going to happen when
21 Amazon, whether it's one store, two
22 stores, three stores, doesn't
23 change how much money they are
24 collecting as a business. What it
25 does change is the malls, the small

1 stores and the block stores.

2
3 So as the diversity and
4 hiring people through Amazon, which
5 I'm all for, what about those
6 people that pay for houses, their
7 mortgage, they have to pay
8 secondary jobs, so a mom whose kid
9 goes in the afternoon, works at
10 Macy's, they're going to knock them
11 out of business, so where are these
12 people going to work, are they
13 going to work as factory workers at
14 Amazon? What are we going to do
15 with these people? They're the
16 people who are going to be out of
17 work. Maybe there's 200 jobs at
18 Amazon for this project, but the
19 amount of jobs that are going to be
20 lost in small business, and when
21 the umbrella of them taking over
22 the block stores that will go under
23 the Amazon umbrella, to me, my
24 personal opinion is that you're
25 going to lose more jobs or you're

1
2 going to balance out what happens.

3 So I just can't -- those are
4 my opinions and that's that all
5 that I can say. Thank you.

6 CHAIRMAN KESSEL: Thank you,
7 John. As always, appreciate your
8 input.

9 Does anyone else on the Board
10 wish to make comment? Okay,
11 hearing none, we will vote. Again,
12 it's a package of three
13 resolutions. We can vote on all of
14 them at the same time. There is a
15 SEQRA resolution, a PILOT deviation
16 resolution and approval resolution.
17 We've already moved and seconded
18 it. So let's -- I'll take a roll
19 call vote on this if everyone is
20 okay with that.

21 Richard Kessel, I vote aye.

22 Amy Flores?

23 MEMBER FLORES: Amy Flores, I
24 vote aye.

25 CHAIRMAN KESSEL: Lewis

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Warren? Lewis? All right, we'll
come back for Lewis. Is that you,
Lewis?

MEMBER WARREN: Yes, Lewis
Warren votes yes.

CHAIRMAN KESSEL: Okay.
Anthony Simon?

MEMBER SIMON: Anthony Simon
votes yes.

CHAIRMAN KESSEL: Thank you,
Anthony.

John Coumatos.

MEMBER COUMATOS: Nay.

CHAIRMAN KESSEL: Chris
Fusco?

MEMBER FUSCO: Chris Fusco
votes yes.

CHAIRMAN KESSEL: Tim
Williams?

MEMBER WILLIAMS: I vote yes.

CHAIRMAN KESSEL: Okay, the
resolutions, plural, are carried
six to one. Thank you. That is --
is completion of the Amazon

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project.

Lewis Warren. Lewis?

MEMBER WARREN: Richard, can you hear me?

CHAIRMAN KESSEL: Yes.

MEMBER WARREN: Lewis Warren votes.

CHAIRMAN KESSEL: Yeah, you vote yes? I think we got it, right? Yeah, Lewis is in a distant location but he voted yes. Okay, thank you.

MR. DEEGAN: Thank you, Chairman and Board members.

CHAIRMAN KESSEL: Thank you.

Let's go to a more controversial issue, approving of our February 25 IDA minutes. First of all, I'll make a motion to adopt the minutes, is there a second?

MEMBER WILLIAMS: Tim Williams.

CHAIRMAN KESSEL: Tim, thank you. Second? Are there -- first,

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2 are there any changes, omissions or
3 corrections to those minutes?

4 Hearing none, we can do a voice
5 vote. All those in favor indicate
6 by saying aye.

7 (Whereupon, all board members
8 responded in the affirmative.)

9 CHAIRMAN KESSEL: Any
10 abstentions? Okay, the minutes
11 carry.

12 Now we've got committee
13 reports. We've got, I assume, Tom
14 Glascock, that we can take both the
15 Audit and Finance Committee
16 meetings first?

17 MR. GLASCOCK: Yes, we can do
18 it in the same way we did last
19 time, where we can do a report and
20 then pass our vote for the
21 corresponding resolution.

22 CHAIRMAN KESSEL: Want me to
23 do it separately or I can do
24 finance together?

25 MR. GLASCOCK: You can do

1
2 finance together, and I recommend
3 even though we have the chairman
4 from Finance present, he was not at
5 the meeting so I would recommend
6 that Member Williams give the
7 report as he did for LEAC.

8 CHAIRMAN KESSEL: Okay, so,
9 Tim Williams, I ask you to give
10 report for both the Audit and
11 Finance Committees to the Board.

12 MEMBER WILLIAMS: Sure.
13 Earlier today the Audit and the
14 Finance Committee for the IDA met
15 and we are recommending to the full
16 Board of the IDA acceptance and
17 approval of the 2020 audit as
18 presented, and I make the motion
19 that we -- that we -- the full
20 Board accepts.

21 CHAIRMAN KESSEL: Okay, is
22 there a second to that motion?

23 MEMBER FLORES: Amy Flores
24 seconds.

25 CHAIRMAN KESSEL: All right,

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Amy seconds it.

Are there any questions or comments on the Board on this? I know we've already discussed this before, I just want to give anyone an opportunity if they want to say anything. Hearing none, I think we can do a voice vote. All in favor of adopting the audited financial statements indicate by saying aye.

(Whereupon, all board members responded in the affirmative.)

CHAIRMAN KESSEL: Are there any opposed?

SPEAKER: Aye.

CHAIRMAN KESSEL: That was an aye, right? Yes.

We're having a little bit of a problem, technical problem. I think we're okay.

Any opposed? Any abstentions?

Okay, now we've got the Governance Committee report.

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Anthony Simon.

MEMBER SIMON: Yes,
Mr. Chairman Kessel, the Governance
Committee and the resolution to
readopt the mission statement and
adopt the 2020 operations and
accomplishments and performance
measurements reports.

CHAIRMAN KESSEL: Okay, are
you moving those resolutions?

MEMBER SIMON: Do I have a
second?

Sorry, Chairman Kessel.

MEMBER FUSCO: Chris Fusco.

MEMBER SIMON: Chris Fusco on
the second.

CHAIRMAN KESSEL: Okay, does
any Board member want to comment on
any of these resolutions relating
to the Governance Committee
recommendations? Hearing none, all
those in favor indicate by saying
aye.

(Whereupon, all board members

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responded in the affirmative.)

CHAIRMAN KESSEL: Are there any opposed? Any abstentions? The motion carries.

We now have a resolution authorizing a payment pursuant to the employee benefits handbook.

Tom Glascock, I think I'm going to ask you to just briefly explain this resolution.

MR. GLASCOCK: This will be a resolution to authorize effectively a settlement agreement with the prior CFO for payment from accrued sick time that was unused at the end of his termination or end of his -- I'm sorry, his leaving employment. This was something that's been discussed before previously. We have discussed a -- a reduced number that the Agency had contested and had not agreed with him as to the amount that he might be due under the employee

1
2 benefits handbook and this would
3 authorize a settlement agreement
4 with him and a payment to -- to
5 address that.

6 CHAIRMAN KESSEL: Okay, thank
7 you.

8 Are there any questions on
9 the part of the Board for Tom about
10 this payment?

11 MEMBER WILLIAMS: Just a
12 quick question. Is the amount in
13 that document or are we just --

14 MR. GLASCOCK: It was -- it
15 was -- it would be \$22,000 is the
16 discussed amount which is a
17 reduction from amounts that had
18 been previously stated.

19 MEMBER WILLIAMS: Subject to
20 this it's been accepted by, you
21 know, the former employee?

22 MR. GLASCOCK: Yes. Yes, we
23 have an agreement.

24 MEMBER WILLIAMS: Okay, all
25 right.

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CHAIRMAN KESSEL: Are there any questions?

MR. GLASCOCK: So this authorization -- this resolution would allow us to bring this matter to a close.

MEMBER WILLIAMS: Good.

CHAIRMAN KESSEL: Thanks, Tom.

Are there any questions or comments on the part of the Board? Are there? No.

MEMBER WILLIAMS: Well, not a question, but at some point I guess I want to know how much -- what was our expense associated with legal fees for this? I assume they don't have it now, but I think at some point we should come back to it.

MR. GLASCOCK: I don't know that firsthand. There's no additional expense on my part. We can -- we can find out if there are any other additional expenses.

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MEMBER WILLIAMS: Yeah, okay.

CHAIRMAN KESSEL: All right,
any other questions?

All right for a motion to
approve this resolution.

MEMBER SIMON: Anthony Simon
moves it.

CHAIRMAN KESSEL: Anthony
Simon moves it.

Is there a second?

MEMBER FUSCO: Chris Fusco on
the second.

CHAIRMAN KESSEL: All right,
Chris Fusco on the second.

I think we can take a voice
vote. All those in favor indicate
by saying aye.

(Whereupon, all board members
responded in the affirmative.)

CHAIRMAN KESSEL: Are there
any opposed? Are there any
abstentions? Okay, the motion
carries. Thank you.

Anne LaMorte, our Chief

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2 Financial Officer report, thank
3 you. Anne?

4 MS. LAMORTE: Thank you.
5 Sorry. I just want to report
6 quickly on January and February
7 2021 for the IDA. We have no
8 closing revenue to date but we have
9 -- we expect -- we start closing in
10 the second quarter. We received
11 all the annual admin fees to date,
12 100 percent has been collected of
13 the expenses, nothing out of the
14 ordinary, and the cash is on the
15 bottom.

16 Does anyone have any
17 questions?

18 MEMBER WILLIAMS: Hey, Anne.

19 MS. LAMORTE: Hey, Tim.

20 MEMBER WILLIAMS: It's based
21 on something Harry said, he said
22 based on auditor's comments that,
23 you know, it's going to be a tough
24 year but we will make numbers by
25 the end of the year. My question

1
2 is during the course of the year
3 have we measured any months that we
4 are going to continue to be in the
5 red on any individual months?

6 MS. LAMORTE: Actually, first
7 month we were good and then until
8 we get into about June.

9 MEMBER WILLIAMS: Okay.

10 MS. LAMORTE: I don't
11 anticipate seeing anything
12 positive. But we are going to
13 adhere to our budget this -- this
14 year very strictly.

15 MEMBER WILLIAMS: Okay.

16 CEO COGLAN: However, Anne,
17 I just want to make sure we're
18 clear, if those closings that we
19 anticipate close within the second
20 quarter, we will have positive
21 months with the potential of being
22 positive for the first half; am I
23 correct?

24 MEMBER WILLIAMS: So are we
25 at a point where for, you know, all

1
2 things being equal right now as it
3 looks on paper, are we dipping into
4 reserves monthly, and then is part
5 of our budget to replace the
6 reserves after June? Again, all
7 things being just on paper equal
8 hopefully they go better.

9 CEO COGHLAN: I would say in
10 the fourth quarter of the previous
11 years they were replenished in
12 December when we had a number of
13 closings. A number of closings
14 have been delayed into 2021 so we
15 expect to replenish again.

16 MEMBER WILLIAMS: Okay.

17 CHAIRMAN KESSEL: Thank you.

18 Are there any other questions
19 for Anne or Harry on the financial
20 report? Okay, hearing none, that
21 brings us to the end of the -- the
22 agenda. I want to report to the
23 Board that our next meeting is
24 going to be April 22nd at 6:30.
25 Again, just to be clear, starting

1
2 with LEAC and then going into the
3 IDA. It will be virtual and
4 hopefully our May meeting will be
5 in person with the appropriate
6 protocols being taken.

7 You know, nothing replaces
8 being together personally. I want
9 to wish everyone a good holiday
10 season, good health to everyone.

11 And again, I want to thank
12 the Board for, you know,
13 accommodating this change in
14 meeting date by a week. I know it
15 was a challenge for some of you,
16 and I do really appreciate all that
17 you've done to accommodate the
18 meeting, and I appreciate all of
19 the input that you've had, and with
20 that, I'll entertain a motion to
21 adjourn.

22 MEMBER WILLIAMS: Tim
23 Williams, I'll make a motion.

24 CHAIRMAN KESSEL: Okay, Tim.
25 Is there a second?

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MEMBER SIMON: I'll second,
Anthony Simon.

CHAIRMAN KESSEL: All those
in favor indicate by saying aye.

(Whereupon, all board members
responded in the affirmative.)

CHAIRMAN KESSEL: Any
opposed? Okay, we are adjourned.

(Time noted: 9:22 p.m.)

\$	<p>2018's [1] - 25:25</p> <p>2019 [6] - 18:21, 18:24, 19:3, 25:24, 26:4, 26:8</p> <p>2019/20 [1] - 151:13</p> <p>2020 [22] - 6:22, 7:5, 11:19, 12:17, 13:4, 17:5, 17:20, 18:14, 18:23, 18:25, 19:11, 25:3, 26:4, 26:14, 26:15, 33:7, 34:4, 59:3, 60:17, 200:17, 202:7</p> <p>2021 [14] - 1:8, 1:11, 3:13, 16:3, 19:10, 28:4, 57:15, 62:3, 77:18, 78:5, 207:7, 209:14, 212:12, 212:20</p> <p>2022 [2] - 97:15</p> <p>2023 [1] - 97:16</p> <p>204,000 [1] - 118:9</p> <p>22 [1] - 212:12</p> <p>22.6 [1] - 42:2</p> <p>22nd [2] - 13:4, 209:24</p> <p>24/7 [1] - 83:6</p> <p>25 [3] - 57:15, 124:21, 198:19</p> <p>250 [3] - 52:2, 52:12, 124:18</p> <p>25th [2] - 34:14, 212:19</p> <p>28.1 [3] - 40:7, 41:21, 42:10</p> <p>2925 [2] - 18:8, 24:21</p> <p>2nd [2] - 1:15, 2:4</p>	<p>175:17</p> <p>400 [4] - 53:3, 66:24, 69:14, 160:11</p> <p>46% [1] - 25:23</p>	<p style="text-align: center;">5</p> <p>5 [2] - 45:6, 47:13</p> <p>50 [1] - 165:21</p> <p>50,000 [1] - 40:17</p> <p>501c3 [1] - 49:8</p> <p>53% [1] - 26:16</p>	<p>Absolutely [1] - 77:14</p> <p>absolutely [3] - 46:14, 160:8, 189:18</p> <p>abstentions [14] - 9:18, 10:25, 30:8, 56:3, 58:11, 60:8, 61:18, 63:13, 79:5, 102:18, 199:10, 201:23, 203:4, 206:23</p> <p>Abstentions [2] - 33:22, 35:8</p> <p>absurd [1] - 160:8</p> <p>abundance [1] - 77:25</p> <p>Academy [3] - 38:15, 39:15, 39:22</p> <p>accept [2] - 59:3, 59:11</p> <p>acceptance [2] - 142:19, 200:16</p> <p>accepted [3] - 12:21, 59:9, 204:20</p> <p>accepting [1] - 29:8</p> <p>accepts [1] - 200:20</p> <p>access [1] - 110:20</p> <p>accessed [1] - 3:22</p> <p>accommodate [4] - 40:10, 52:11, 72:9, 210:17</p> <p>accommodating [1] - 210:13</p> <p>Accomplishment [1] - 34:5</p> <p>accomplishment [2] - 67:25, 69:18</p> <p>accomplishments [2] - 60:18, 202:8</p> <p>Accomplishments [2] - 7:6, 33:8</p> <p>accordance [4] - 14:7, 16:15, 19:6, 24:5</p> <p>account [3] - 151:17, 153:17, 188:14</p> <p>Accountants [1] - 6:18</p> <p>Accounting [1] - 21:9</p> <p>accounting [3] - 6:19, 20:13, 21:17</p> <p>accrued [1] - 203:15</p> <p>accumulate [2] - 15:13, 22:22</p> <p>accurate [2] - 90:13, 212:10</p> <p>achieve [2] - 28:7, 155:19</p> <p>acre [1] - 163:7</p> <p>acres [1] - 138:7</p> <p>Act [1] - 48:3</p> <p>act [2] - 48:4, 49:3</p> <p>action [1] - 212:15</p>	<p>actions [1] - 123:10</p> <p>actively [1] - 139:16</p> <p>activity [2] - 119:4, 146:11</p> <p>Actual [2] - 15:6, 21:15</p> <p>actual [1] - 152:4</p> <p>actuarially [1] - 22:3</p> <p>add [9] - 5:10, 28:21, 53:4, 54:13, 54:24, 99:23, 114:21, 123:20, 192:19</p> <p>added [2] - 96:11, 192:5</p> <p>addition [8] - 5:7, 27:5, 42:9, 88:19, 119:4, 167:6, 182:8, 191:23</p> <p>additional [14] - 30:21, 35:14, 51:12, 52:12, 52:22, 76:25, 96:11, 130:17, 150:5, 150:25, 168:2, 178:5, 205:23, 205:25</p> <p>address [24] - 4:21, 35:16, 47:22, 77:3, 89:2, 104:11, 106:5, 113:8, 123:16, 129:3, 131:8, 133:15, 135:2, 138:11, 142:15, 147:11, 154:6, 156:9, 162:11, 162:17, 165:14, 169:10, 183:15, 204:5</p> <p>addressed [2] - 30:21, 135:4</p> <p>addressing [3] - 123:17, 123:19, 125:10</p> <p>adds [2] - 68:10, 154:22</p> <p>Adelman [4] - 104:9, 104:14, 162:9, 162:14</p> <p>ADELMAN [2] - 104:13, 162:13</p> <p>adhere [2] - 19:16, 208:13</p> <p>adjacent [1] - 40:9</p> <p>adjoining [1] - 137:2</p> <p>adjourn [9] - 30:23, 31:3, 31:6, 35:20, 35:23, 38:9, 62:24, 63:2, 210:21</p> <p>adjourned [3] - 36:14, 63:14, 211:9</p> <p>admin [1] - 207:11</p>	
1	<p>1 [1] - 16:2</p> <p>1.2 [4] - 42:4, 126:24, 127:3, 151:14</p> <p>1.5 [1] - 145:10</p> <p>10 [1] - 121:18</p> <p>100 [9] - 49:7, 49:10, 62:8, 73:3, 143:22, 160:2, 189:15, 189:20, 207:12</p> <p>110 [2] - 104:14, 162:15</p> <p>115 [1] - 40:21</p> <p>11501 [1] - 5:19</p> <p>12% [1] - 95:20</p> <p>120% [1] - 96:4</p> <p>130 [1] - 160:5</p> <p>15 [4] - 98:19, 127:2, 127:5, 178:18</p> <p>15% [2] - 26:8, 95:21</p> <p>15-year [2] - 126:15, 167:7</p> <p>150 [1] - 124:20</p> <p>15th [1] - 166:19</p> <p>18 [4] - 1:8, 1:11, 3:13, 171:15</p> <p>18-wheeler [1] - 120:16</p> <p>19 [1] - 51:4</p> <p>1905 [1] - 156:12</p> <p>1980 [1] - 118:17</p>	<p style="text-align: center;">6</p> <p>60 [2] - 95:22, 97:4</p> <p>60-unit [1] - 80:13</p> <p>65,000 [1] - 142:13</p> <p>6:30 [7] - 1:8, 1:12, 3:14, 104:23, 105:2, 105:17, 209:24</p> <p>6:50 [1] - 32:2</p> <p>6:53 [1] - 36:14</p>	<p style="text-align: center;">7</p> <p>7 [2] - 122:3, 130:16</p> <p>700 [3] - 39:23, 40:14, 52:3</p> <p>71 [1] - 165:18</p> <p>711 [1] - 52:10</p> <p>75% [1] - 19:12</p>	<p style="text-align: center;">8</p> <p>8 [1] - 105:4</p> <p>80 [2] - 50:24</p> <p>8919 [1] - 154:9</p>	<p style="text-align: center;">9</p> <p>93 [1] - 80:18</p> <p>931 [1] - 127:7</p> <p>931,000 [1] - 127:8</p> <p>950 [3] - 40:14, 52:3, 52:17</p> <p>97th [1] - 154:9</p> <p>9:22 [1] - 211:10</p>	<p style="text-align: center;">A</p> <p>a.m [1] - 121:18</p> <p>abilities [1] - 52:19</p> <p>ability [3] - 92:23, 145:17, 149:2</p> <p>able [8] - 26:6, 48:14, 49:3, 52:6, 72:8, 112:5, 171:16, 187:7</p> <p>aboard [1] - 55:3</p> <p>absences [1] - 22:5</p>
2	<p>2 [1] - 137:24</p> <p>2.2 [2] - 25:4, 42:7</p> <p>2.4 [1] - 18:20</p> <p>2.8 [1] - 19:3</p> <p>20 [3] - 51:3, 104:20, 179:5</p> <p>20-year [2] - 39:20, 81:13</p> <p>200 [2] - 124:18, 195:17</p> <p>200,000 [1] - 138:2</p>	<p style="text-align: center;">3</p> <p>3 [4] - 49:16, 127:4, 145:11, 169:13</p> <p>3.3 [1] - 166:22</p> <p>30 [6] - 97:4, 112:14, 175:16, 179:5, 185:3, 192:13</p> <p>30-plus [1] - 156:16</p> <p>305 [1] - 171:21</p> <p>31 [5] - 12:16, 17:20, 18:14, 25:3, 77:17</p> <p>31st [1] - 78:5</p> <p>33% [1] - 96:4</p> <p>361 [1] - 154:15</p> <p>361's [1] - 155:16</p> <p>39 [1] - 138:7</p> <p>3:00 [1] - 114:5</p>	<p style="text-align: center;">4</p> <p>4,100 [1] - 80:17</p> <p>40 [3] - 67:18, 68:19,</p>			

<p>administration [1] - 62:7</p> <p>Administrative [2] - 2:17, 2:19</p> <p>admit [1] - 52:6</p> <p>admitting [1] - 159:24</p> <p>adopt [8] - 33:7, 55:5, 57:16, 59:24, 78:12, 174:15, 198:20, 202:7</p> <p>adopted [1] - 58:12</p> <p>adopting [3] - 7:4, 7:5, 201:10</p> <p>advance [6] - 29:7, 29:23, 93:8, 94:10, 146:3, 146:7</p> <p>advanced [1] - 144:16</p> <p>advancement [1] - 167:21</p> <p>adversely [1] - 162:20</p> <p>Advisors [1] - 6:18</p> <p>advocate [1] - 170:13</p> <p>advocated [1] - 140:9</p> <p>affair [1] - 72:21</p> <p>Affairs [2] - 76:6, 76:8</p> <p>affected [1] - 119:7</p> <p>affiliated [1] - 42:21</p> <p>afford [1] - 164:25</p> <p>affordability [4] - 97:24, 98:8, 99:9, 100:19</p> <p>affordable [4] - 95:16, 99:12, 99:17, 99:20</p> <p>affording [1] - 154:12</p> <p>affront [2] - 167:8, 170:3</p> <p>afternoon [3] - 108:22, 114:6, 195:9</p> <p>Agencies [1] - 29:23</p> <p>agency [2] - 21:2, 98:11</p> <p>AGENCY [2] - 1:6, 2:2</p> <p>Agency [20] - 1:24, 2:20, 3:8, 4:3, 6:14, 6:20, 7:20, 11:21, 20:14, 24:18, 27:8, 29:6, 32:7, 34:7, 75:5, 75:13, 75:25, 76:16, 77:19, 203:22</p> <p>Agency's [2] - 22:7, 34:16</p> <p>agenda [8] - 4:19, 9:23, 11:5, 30:16, 38:8, 57:13, 74:19, 209:22</p> <p>agent [1] - 154:14</p> <p>aggressive [1] - 93:17</p> <p>ago [6] - 38:23, 67:2, 72:19, 87:15, 144:21, 170:17</p>	<p>agree [5] - 53:25, 98:7, 131:11, 136:13, 152:15</p> <p>agreed [1] - 203:23</p> <p>agreement [3] - 203:14, 204:3, 204:23</p> <p>ahead [11] - 20:11, 23:19, 54:8, 92:20, 93:14, 96:8, 143:13, 144:21, 155:20, 164:12, 188:3</p> <p>air [1] - 133:2</p> <p>Alan [1] - 85:6</p> <p>Alen [7] - 85:13, 85:18, 85:21, 86:6, 88:25, 89:18, 93:9</p> <p>Alexander [1] - 71:2</p> <p>Allegiance [2] - 65:2, 65:7</p> <p>allow [3] - 78:4, 131:20, 205:6</p> <p>allowed [1] - 52:13</p> <p>allowing [3] - 122:9, 130:9, 146:24</p> <p>allows [2] - 46:24, 47:3</p> <p>almost [8] - 69:12, 77:21, 77:23, 105:3, 127:4, 160:2, 163:7, 165:21</p> <p>alongside [2] - 120:11, 120:22</p> <p>amazing [1] - 65:12</p> <p>Amazon [60] - 71:18, 103:16, 103:17, 103:18, 104:22, 105:6, 106:14, 115:21, 116:8, 117:10, 117:25, 118:13, 119:9, 119:18, 120:24, 121:12, 125:23, 145:21, 148:21, 148:24, 149:8, 149:12, 151:12, 154:21, 155:11, 157:4, 157:16, 159:20, 160:15, 161:3, 162:18, 163:24, 164:12, 164:16, 165:25, 166:15, 166:17, 166:22, 167:22, 168:11, 174:16, 175:21, 177:4, 179:10, 179:20, 180:13, 180:15, 180:23, 181:24, 182:8, 183:24,</p>	<p>185:17, 193:25, 194:7, 194:21, 195:4, 195:14, 195:18, 195:23, 197:25</p> <p>Amazon's [3] - 120:8, 149:22, 156:23</p> <p>Amazon.com [1] - 115:24</p> <p>amended [1] - 152:2</p> <p>amenities [2] - 52:20, 80:20</p> <p>America [1] - 12:22</p> <p>Amerrise [1] - 39:11</p> <p>AMI [1] - 96:4</p> <p>amount [13] - 124:13, 126:24, 126:25, 135:23, 136:15, 149:8, 155:2, 164:4, 194:12, 195:19, 203:24, 204:12, 204:16</p> <p>amounts [3] - 14:3, 19:17, 204:17</p> <p>Amy [31] - 1:17, 2:6, 9:5, 9:8, 10:7, 10:8, 10:10, 29:17, 31:8, 31:10, 34:21, 34:24, 35:24, 36:2, 37:4, 37:5, 57:23, 57:24, 63:4, 63:7, 64:15, 96:9, 144:19, 181:11, 181:13, 181:14, 182:25, 196:22, 196:23, 200:23, 201:2</p> <p>Andrew [16] - 1:25, 2:21, 3:18, 44:24, 45:11, 46:8, 46:16, 47:9, 47:15, 77:12, 78:7, 78:9, 98:15, 186:20, 186:21, 187:25</p> <p>animal [1] - 159:15</p> <p>Anne [11] - 1:23, 2:14, 11:10, 28:18, 61:21, 62:21, 206:25, 207:3, 207:18, 208:16, 209:19</p> <p>announced [1] - 4:13</p> <p>announcements [1] - 104:23</p> <p>annual [2] - 62:7, 207:11</p> <p>answer [16] - 84:5, 91:24, 109:5, 109:17, 109:24, 110:3, 112:12, 115:3, 134:10, 137:22, 171:17,</p>	<p>172:22, 172:24, 184:25, 186:22, 187:24</p> <p>answered [2] - 47:18, 171:22</p> <p>answering [2] - 109:20, 109:22</p> <p>answers [1] - 186:7</p> <p>Anthony [19] - 1:15, 2:4, 29:10, 29:11, 36:18, 37:7, 37:10, 55:10, 55:11, 60:11, 61:12, 64:6, 68:5, 113:3, 114:20, 177:2, 197:9, 197:12, 211:3</p> <p>anthony [5] - 64:5, 197:8, 202:2, 206:7, 206:9</p> <p>anticipate [5] - 75:12, 75:24, 132:9, 208:11, 208:19</p> <p>anticipated [1] - 75:4</p> <p>anticipates [1] - 188:6</p> <p>anyway [1] - 150:16</p> <p>apartment [2] - 80:13, 80:25</p> <p>apologies [1] - 191:5</p> <p>apologize [1] - 44:24</p> <p>Appeals [1] - 82:10</p> <p>appear [1] - 173:10</p> <p>applicable [2] - 14:14, 151:21</p> <p>applicant [16] - 77:19, 97:24, 98:10, 99:7, 106:17, 124:4, 125:19, 128:15, 128:23, 152:21, 169:17, 172:5, 172:12, 172:22, 187:2, 188:5</p> <p>applicant's [2] - 133:18, 148:22</p> <p>Applicant's [1] - 98:3</p> <p>applicants [4] - 117:22, 119:21, 139:14, 151:3</p> <p>application [2] - 45:9, 172:4</p> <p>applications [1] - 43:24</p> <p>appreciate [31] - 36:20, 63:19, 65:10, 72:12, 72:16, 73:23, 74:11, 76:17, 94:25, 100:16, 101:2, 103:8, 105:23, 108:11, 109:4, 128:11, 135:8, 148:6, 152:10,</p>	<p>152:14, 152:17, 165:8, 173:5, 173:23, 182:25, 193:4, 193:5, 196:7, 210:16, 210:18</p> <p>appreciated [1] - 191:10</p> <p>appreciative [1] - 68:15</p> <p>apprentice [1] - 144:12</p> <p>appropriate [4] - 15:17, 23:2, 133:15, 210:5</p> <p>approval [18] - 9:24, 50:8, 50:10, 51:17, 56:10, 57:14, 82:9, 82:13, 87:13, 98:5, 98:6, 98:13, 115:22, 122:20, 123:25, 129:15, 196:16, 200:17</p> <p>approvals [3] - 82:20, 87:20, 137:10</p> <p>approve [4] - 34:13, 98:7, 148:22, 206:6</p> <p>approved [4] - 52:14, 93:4, 102:21, 151:21</p> <p>approves [1] - 189:7</p> <p>approving [5] - 68:24, 98:15, 117:5, 187:2, 198:18</p> <p>April [3] - 82:19, 96:23, 209:24</p> <p>Aracich [11] - 53:14, 81:22, 81:24, 87:6, 91:19, 92:9, 95:7, 139:9, 139:21, 142:4, 142:9</p> <p>ARACICH [3] - 92:6, 95:4, 142:8</p> <p>applicant [1] - 43:22</p> <p>Architectural [4] - 82:14, 87:16, 93:5, 96:22</p> <p>area [14] - 67:8, 68:11, 70:19, 120:22, 121:3, 121:11, 122:11, 125:24, 133:6, 176:2, 177:13, 178:8, 178:14, 180:5</p> <p>areas [1] - 194:5</p> <p>arguing [1] - 141:14</p> <p>arose [2] - 15:22, 23:7</p> <p>arrive [3] - 120:18, 121:15, 121:25</p> <p>art [5] - 80:17, 118:10, 119:20, 120:10, 166:6</p>
--	--	---	--	--

Art [1] - 67:22
Arthur [8] - 104:9, 104:10, 104:14, 105:11, 162:9, 162:10, 162:14, 165:6
assessed [1] - 151:18
assessment [1] - 151:18
assets [2] - 18:15, 25:6
assistance [12] - 39:5, 48:8, 49:20, 119:17, 125:21, 126:9, 127:17, 139:13, 149:18, 164:23, 175:20, 175:21
Assistance [5] - 3:6, 12:13, 16:7, 36:25, 38:4
ASSISTANCE [2] - 1:3, 1:13
ASSISTANT [3] - 9:3, 10:15, 37:19
Assistant [6] - 1:18, 1:19, 2:7, 2:8, 2:18, 2:19
associated [5] - 11:24, 129:19, 130:15, 168:5, 205:17
Association [2] - 169:19, 169:21
associations [1] - 124:7
assume [3] - 89:20, 199:13, 205:18
assuming [1] - 96:23
assumptions [3] - 15:5, 21:14, 22:13
atmosphere [1] - 127:19
attacking [1] - 114:11
attempts [1] - 118:25
attend [3] - 56:23, 111:23, 112:2
attendance [3] - 76:17, 85:10, 111:22
attende [4] - 4:16, 4:17, 85:12, 85:17
attending [2] - 3:21, 72:5
attention [4] - 5:16, 18:3, 24:16, 173:24
attitude [1] - 170:8
attorneys [2] - 117:21, 164:22
attract [3] - 126:3, 126:5, 145:25
attracting [1] - 127:20

audacity [1] - 163:15
audience [1] - 171:7
audio [3] - 122:21, 175:5, 175:15
audit [36] - 11:19, 11:22, 12:25, 13:15, 13:19, 14:6, 14:9, 14:19, 15:11, 15:15, 15:21, 15:23, 16:4, 16:13, 16:18, 17:3, 18:2, 18:11, 20:8, 21:5, 22:21, 22:24, 23:8, 23:12, 23:21, 24:4, 24:8, 24:16, 24:24, 31:4, 58:23, 59:3, 59:22, 59:24, 62:14, 200:17
Audit [23] - 6:11, 7:13, 7:18, 8:11, 8:12, 9:21, 10:3, 10:14, 12:5, 19:21, 27:7, 28:15, 28:23, 29:4, 29:8, 29:12, 29:16, 31:6, 32:22, 58:16, 199:15, 200:10, 200:13
audited [3] - 12:11, 59:25, 201:10
Audited [2] - 6:22, 6:23
auditing [3] - 12:20, 16:16, 24:6
Auditing [2] - 16:24, 24:13
auditor's [2] - 12:7, 207:22
auditorium [1] - 52:22
auditors [1] - 59:4
Auditors [1] - 20:16
Authorities [2] - 18:9, 24:22
authorities [1] - 138:12
Authority [2] - 49:21, 50:13
authority [2] - 143:22, 161:2
authorization [1] - 205:5
authorize [2] - 203:13, 204:3
authorizing [1] - 203:7
available [2] - 134:17, 151:19
Avenue [6] - 40:21, 104:14, 154:9, 156:12, 162:15, 165:19
average [1] - 40:5
awarded [3] - 139:7,

139:25, 140:2
awards [1] - 17:9
aware [6] - 16:25, 27:9, 56:22, 91:15, 108:20
awesome [1] - 56:21
Aye [1] - 10:16
aye [17] - 10:16, 55:22, 58:7, 60:4, 61:14, 63:9, 78:22, 102:11, 196:21, 196:24, 199:6, 201:11, 201:16, 201:18, 202:24, 206:18, 211:5

B

backbone [1] - 184:5
bad [2] - 157:10, 162:20
balance [5] - 42:9, 191:17, 193:22, 194:19, 196:2
banner [1] - 166:2
Barnum [1] - 165:19
barrier [2] - 136:17, 159:2
base [9] - 126:12, 144:6, 144:9, 151:12, 151:14, 178:4, 182:22, 191:24
based [14] - 15:3, 16:13, 21:12, 24:3, 39:24, 45:14, 75:11, 75:23, 98:16, 98:17, 152:19, 186:13, 207:20, 207:22
basis [3] - 14:10, 14:20, 50:18
Bay [7] - 122:18, 122:19, 136:22, 164:2, 170:2, 170:14, 194:4
become [2] - 127:25, 182:2
bedroom [2] - 96:12, 96:15
begin [2] - 105:4, 121:17
beginning [2] - 93:20, 96:22
behalf [6] - 3:9, 39:14, 42:12, 78:9, 150:2, 166:19
behind [2] - 133:4, 157:22
benefit [11] - 25:13, 73:12, 99:6, 148:24,

149:21, 150:7, 153:5, 166:8, 178:15, 182:19, 193:22
benefits [14] - 22:2, 26:11, 148:21, 151:2, 160:7, 184:9, 184:13, 184:17, 184:18, 187:15, 192:18, 203:8, 204:2
best [1] - 89:16
Bethpage [1] - 194:8
better [4] - 73:19, 90:6, 122:9, 209:8
between [4] - 98:10, 111:19, 124:18, 188:21
bid [4] - 44:17, 87:3, 89:13, 89:14
bidder [1] - 44:20
bidding [11] - 86:16, 87:18, 88:15, 88:16, 88:21, 93:18, 100:3, 139:5, 142:17, 142:18, 142:22
Bidding [1] - 86:17
bids [3] - 44:16, 44:19, 88:24
big [5] - 91:11, 91:13, 183:22, 184:8
bigger [1] - 144:14
biggest [1] - 194:19
Bill [1] - 44:13
bill [1] - 163:2
Birchwood [3] - 169:19, 170:6, 170:11
bit [8] - 41:17, 105:12, 113:15, 129:3, 165:7, 168:21, 190:19, 201:19
blight [1] - 118:23
blighted [4] - 119:23, 181:25, 185:2, 192:10
block [2] - 195:2, 195:22
blocks [1] - 83:14
blood [1] - 212:15
blue [1] - 121:11
Board [131] - 1:7, 3:10, 3:12, 12:5, 16:25, 19:14, 19:21, 26:18, 28:22, 29:24, 33:4, 37:2, 38:19, 39:5, 39:7, 41:11, 42:16, 42:21, 43:13, 46:4, 46:9, 49:13, 55:23, 56:8, 56:12, 56:15, 56:24, 58:8, 59:2,

60:5, 60:15, 61:4, 61:8, 61:10, 61:15, 62:24, 63:2, 63:10, 63:14, 63:17, 66:25, 67:12, 69:7, 69:8, 69:19, 69:25, 70:4, 70:16, 70:23, 71:21, 71:23, 72:4, 72:5, 72:11, 72:15, 74:12, 74:22, 76:24, 77:4, 78:9, 79:14, 80:4, 82:10, 82:15, 82:16, 84:2, 84:3, 95:9, 95:12, 95:23, 96:21, 97:20, 97:22, 98:4, 98:12, 101:11, 103:2, 103:7, 103:21, 107:5, 107:19, 108:13, 108:19, 109:23, 110:19, 111:20, 111:21, 111:22, 112:12, 112:19, 113:7, 114:2, 114:12, 114:25, 116:12, 116:24, 118:7, 127:13, 128:7, 128:13, 128:15, 128:17, 128:24, 135:12, 138:20, 141:6, 143:17, 147:24, 154:11, 174:10, 177:3, 179:18, 179:25, 181:5, 181:7, 183:2, 190:22, 193:10, 193:12, 196:9, 198:15, 200:11, 200:16, 200:20, 201:4, 202:19, 204:9, 205:12, 209:23, 210:12
board [10] - 6:2, 36:15, 72:6, 117:19, 180:6, 199:7, 201:12, 202:25, 206:19, 211:6
Board's [3] - 80:12, 88:2, 139:12
body [2] - 40:13, 52:9
bonanza [1] - 178:17
bond [5] - 39:14, 41:21, 42:8, 47:13, 50:3
Bond/Transaction [2] - 1:25, 2:21
bonds [6] - 40:8, 42:6, 42:11, 44:25, 48:12, 49:4

bonus [1] - 49:8
Boost [1] - 19:7
borrow [1] - 48:14
borrower [1] - 48:18
boss [2] - 112:22, 112:24
bottom [4] - 62:17, 149:22, 178:11, 207:15
box [3] - 61:25, 74:25, 166:7
boxes [1] - 166:5
Brad [7] - 117:23, 118:2, 120:2, 120:7, 122:14, 128:11, 129:2
break [3] - 126:10, 178:16, 194:9
breakdown [1] - 50:16
breaks [1] - 149:21
Brian [12] - 6:17, 11:8, 11:11, 11:16, 12:3, 20:11, 23:17, 23:19, 29:9, 30:11, 75:8, 75:19
brief [8] - 38:8, 38:17, 66:14, 75:2, 76:20, 113:14, 117:11, 183:14
briefly [2] - 77:13, 203:10
bring [6] - 62:23, 67:7, 171:5, 178:5, 193:20, 205:6
bringing [1] - 158:20
brings [2] - 175:25, 209:21
broker [1] - 169:23
Brothers [1] - 67:18
Brownfield [2] - 123:5, 151:4
buck [1] - 83:19
bucks [1] - 164:6
budget [9] - 28:5, 28:11, 75:9, 75:12, 75:21, 75:24, 150:8, 208:13, 209:5
budgeted [1] - 19:16
budgeting [1] - 26:21
build [7] - 40:8, 67:3, 94:12, 140:20, 155:18, 159:23, 175:22
Building [9] - 53:15, 81:23, 92:10, 93:24, 139:3, 142:10, 143:14, 146:24, 155:12
building [25] - 40:16, 40:18, 40:20, 51:11,

52:17, 67:11, 67:13, 68:9, 82:17, 83:8, 88:7, 89:12, 97:3, 120:3, 120:23, 122:22, 126:11, 129:19, 130:13, 144:24, 155:20, 164:13, 166:5, 192:3
buildings [3] - 68:18, 81:6
built [4] - 40:25, 53:9, 150:16, 166:15
burden [1] - 154:24
business [24] - 30:21, 62:22, 73:13, 74:18, 76:8, 90:5, 105:13, 105:19, 105:22, 149:13, 154:14, 161:4, 165:20, 166:2, 167:10, 168:6, 168:24, 176:11, 180:21, 180:22, 184:8, 194:24, 195:11, 195:20
Business [5] - 2:15, 5:4, 62:10, 72:20, 108:6
businesses [15] - 69:23, 145:19, 145:25, 165:23, 167:13, 168:20, 179:21, 179:22, 180:4, 180:7, 180:10, 180:17, 184:5, 193:16, 193:20
button [1] - 141:10
buy [1] - 176:12
buying [2] - 41:4, 42:3

C

calculate [1] - 25:18
calculated [1] - 25:22
campaign [1] - 163:16
campaigns [1] - 163:20
campus [2] - 43:7, 56:20
cancer [3] - 132:3, 135:19, 160:18
cannot [3] - 127:15, 127:17, 163:13
Cap [1] - 150:9
cap [8] - 127:9, 129:9, 132:21, 134:17, 150:14, 153:10, 158:19
capacity [2] - 39:25,

52:16
capital [4] - 126:3, 127:20, 127:21, 191:25
capped [1] - 137:4
capping [3] - 129:25, 135:17, 135:21
capsulated [1] - 132:24
care [1] - 83:7
careful [1] - 69:3
Carle [1] - 166:13
Carlene [1] - 2:18
Carlow [3] - 165:12, 165:15, 165:16
carried [1] - 197:23
carries [7] - 33:25, 35:11, 56:4, 60:25, 61:19, 203:5, 206:24
carry [1] - 199:11
case [4] - 83:25, 130:23, 164:10, 184:24
Cash [2] - 18:13, 62:17
cash [4] - 18:17, 25:2, 25:8, 207:14
Catherine [2] - 2:15, 5:2, 67:21, 72:25, 74:7, 84:23, 91:23, 92:3, 101:16, 104:7, 105:24, 115:14, 141:22, 141:25, 147:6, 154:2, 156:5, 162:3, 165:10, 169:6, 173:7
caused [3] - 18:4, 24:17, 160:19
causing [2] - 158:21, 160:21
caution [1] - 77:25
center [2] - 118:10, 120:11
Center [7] - 79:12, 79:25, 83:10, 83:11, 86:8, 101:22, 102:21
centers [1] - 166:12
Central [1] - 148:2
centralized [1] - 167:24
CEO [10] - 3:2, 11:9, 11:14, 41:9, 74:16, 74:21, 74:25, 75:18, 208:16, 209:9
Cerro [4] - 118:19, 118:20, 154:20, 192:15
Certain [1] - 21:17
certain [8] - 4:5, 12:23, 13:22, 15:24,

42:3, 93:10, 135:23, 142:20
certainly [2] - 50:11, 133:9
certified [1] - 130:22
certify [2] - 212:9, 212:13
certiorari [1] - 152:20
certiori [3] - 126:20, 127:2, 151:21
cetera [2] - 100:18, 178:4
CFO [4] - 11:10, 41:8, 62:2, 203:15
Chair [2] - 32:4, 39:9
chair [2] - 7:24, 57:8
chairman [12] - 53:11, 54:5, 61:5, 61:24, 74:21, 75:16, 112:15, 128:9, 138:22, 142:3, 193:8, 200:3
Chairman [50] - 1:14, 1:15, 1:20, 2:3, 2:4, 2:9, 3:9, 41:14, 42:25, 43:16, 76:4, 77:15, 80:7, 84:11, 84:14, 91:18, 97:21, 100:14, 101:17, 103:7, 104:8, 106:12, 107:18, 108:14, 108:15, 110:23, 111:5, 113:2, 114:22, 115:16, 117:14, 117:18, 143:16, 147:23, 148:16, 149:7, 151:7, 151:10, 154:3, 165:11, 169:7, 173:9, 173:19, 181:10, 183:7, 191:5, 193:2, 198:15, 202:4, 202:14
CHAIRMAN [172] - 29:14, 32:8, 32:14, 32:24, 33:11, 33:13, 33:18, 33:21, 33:24, 34:18, 34:23, 35:4, 35:7, 35:10, 35:21, 36:3, 36:8, 36:17, 37:7, 37:9, 37:11, 37:14, 37:17, 37:21, 41:16, 42:14, 51:7, 51:22, 52:24, 53:6, 53:23, 54:8, 54:11, 55:2, 55:11, 55:15, 55:25, 57:9, 57:12, 57:20, 57:24, 58:10,

58:19, 59:5, 59:16, 59:20, 60:7, 61:2, 61:9, 61:17, 62:20, 63:6, 63:12, 64:3, 64:8, 64:11, 64:15, 64:17, 64:21, 65:6, 65:8, 66:12, 76:21, 77:6, 78:6, 78:11, 78:17, 78:25, 79:4, 79:7, 79:23, 84:9, 84:16, 91:21, 94:24, 95:5, 95:8, 95:25, 96:8, 96:17, 97:10, 97:17, 100:4, 100:8, 100:13, 100:25, 101:7, 101:9, 101:13, 101:19, 102:2, 102:5, 102:14, 102:17, 102:20, 103:9, 103:12, 105:10, 106:11, 106:23, 107:8, 111:2, 112:10, 112:18, 114:19, 115:11, 115:18, 117:16, 128:10, 135:9, 135:15, 138:17, 138:23, 141:3, 147:4, 147:12, 147:17, 152:9, 153:24, 156:3, 161:7, 161:24, 162:7, 165:5, 168:15, 173:4, 173:12, 173:20, 174:19, 181:13, 182:24, 183:6, 183:8, 183:11, 186:18, 190:8, 190:13, 190:20, 191:2, 193:3, 196:6, 196:25, 197:7, 197:11, 197:15, 197:19, 197:22, 198:6, 198:9, 198:16, 198:24, 199:9, 199:22, 200:8, 200:21, 200:25, 201:14, 201:17, 202:10, 202:18, 203:3, 204:6, 205:2, 205:9, 206:3, 206:9, 206:14, 206:21, 209:17, 210:24, 211:4, 211:8
Chairman's [4] - 108:15, 148:6, 151:24, 152:3
challenge [1] - 210:15

<p>challenged [2] - 124:17, 150:25</p> <p>challenges [1] - 72:3</p> <p>challenging [1] - 65:25</p> <p>Chamber [1] - 71:4</p> <p>Chambers [1] - 165:17</p> <p>CHAN [14] - 39:8, 41:19, 43:21, 44:12, 48:22, 49:10, 49:24, 50:19, 50:23, 51:14, 52:8, 53:19, 57:7, 57:11</p> <p>Chan [3] - 39:10, 48:19, 53:13</p> <p>chance [4] - 67:2, 155:25, 167:20, 194:11</p> <p>change [7] - 21:21, 72:9, 99:4, 137:11, 194:23, 194:25, 210:13</p> <p>changes [3] - 10:2, 58:2, 199:2</p> <p>channel [1] - 3:25</p> <p>character [1] - 68:10</p> <p>charge [1] - 62:13</p> <p>charged [7] - 12:8, 13:12, 13:17, 20:17, 20:25, 21:7, 163:5</p> <p>Charter [1] - 38:16</p> <p>charter [6] - 38:22, 39:22, 43:5, 49:17, 52:14, 54:15</p> <p>chartered [1] - 49:18</p> <p>cheap [1] - 159:25</p> <p>chemicals [1] - 136:2</p> <p>Chen [1] - 41:11</p> <p>Chief [10] - 1:21, 1:23, 2:10, 2:12, 2:14, 3:4, 5:2, 5:17, 61:20, 206:25</p> <p>Children's [3] - 38:15, 39:15, 39:21</p> <p>chime [1] - 44:23</p> <p>Chipkin [1] - 169:22</p> <p>Chitty [1] - 71:2</p> <p>choose [2] - 4:7, 141:22</p> <p>chris [2] - 202:15, 202:16</p> <p>Chris [22] - 31:3, 32:12, 32:15, 37:14, 55:16, 60:21, 64:11, 64:13, 65:2, 65:9, 68:4, 84:16, 88:11, 138:23, 138:24, 141:4, 176:25, 197:15, 197:17, 206:12, 206:15</p>	<p>Christopher [2] - 1:19, 2:8</p> <p>city [1] - 176:20</p> <p>City [2] - 146:10, 146:17</p> <p>civic [6] - 124:7, 169:16, 170:6, 170:15, 170:21, 170:25</p> <p>Civic [3] - 169:19, 169:20, 170:11</p> <p>civil [2] - 116:17, 141:13</p> <p>clarification [2] - 47:16, 148:12</p> <p>clarity [1] - 189:25</p> <p>class [2] - 94:2, 144:11</p> <p>classroom [3] - 41:4, 41:5, 42:3</p> <p>clean [6] - 16:8, 17:7, 18:10, 23:13, 23:23, 24:24</p> <p>cleaned [1] - 159:4</p> <p>cleanup [1] - 172:15</p> <p>clear [10] - 7:22, 45:11, 98:2, 98:21, 98:24, 127:14, 189:11, 192:11, 208:18, 209:25</p> <p>clearer [2] - 105:15, 105:21</p> <p>clearly [1] - 93:12</p> <p>client [2] - 83:10, 84:22</p> <p>Cliff [2] - 104:15, 162:15</p> <p>climb [1] - 155:22</p> <p>clock [3] - 104:3, 111:15, 111:16</p> <p>close [8] - 44:6, 51:15, 77:17, 158:6, 189:7, 189:14, 205:7, 208:19</p> <p>closed [1] - 31:23</p> <p>closely [1] - 70:25</p> <p>closing [17] - 62:4, 77:22, 78:4, 151:20, 186:8, 186:11, 186:16, 186:23, 186:25, 187:5, 187:9, 187:12, 187:18, 189:12, 190:5, 207:8, 207:9</p> <p>closings [7] - 18:23, 26:3, 75:4, 75:23, 208:18, 209:13</p> <p>clue [1] - 187:22</p> <p>coded [1] - 120:14</p> <p>codes [1] - 122:18</p>	<p>Coghlan [7] - 1:21, 2:10, 3:3, 5:17, 6:9, 11:10, 103:24</p> <p>COGHLAN [6] - 3:2, 11:14, 74:21, 75:18, 208:16, 209:9</p> <p>collect [1] - 164:6</p> <p>collected [2] - 62:8, 207:12</p> <p>collecting [1] - 194:24</p> <p>Colleen [2] - 2:17, 74:8</p> <p>color [1] - 120:14</p> <p>colors [1] - 143:7</p> <p>combined [5] - 7:13, 7:23, 7:25, 8:7, 32:21</p> <p>coming [5] - 49:21, 54:17, 62:5, 120:19, 159:6</p> <p>commence [1] - 6:6</p> <p>commend [2] - 43:10, 168:18</p> <p>comment [31] - 4:7, 4:8, 4:20, 5:24, 53:12, 54:13, 91:20, 97:23, 99:3, 103:13, 103:22, 104:16, 104:17, 106:22, 109:18, 111:9, 114:23, 114:25, 115:6, 128:16, 132:10, 132:11, 174:12, 181:6, 181:8, 181:11, 183:3, 190:23, 191:8, 196:10, 202:19</p> <p>commenting [1] - 5:25</p> <p>comments [49] - 5:13, 5:15, 9:25, 27:5, 54:4, 55:19, 71:18, 75:8, 75:20, 100:16, 101:11, 101:15, 103:14, 104:4, 107:11, 107:22, 107:23, 108:3, 108:12, 109:7, 109:11, 110:22, 112:11, 113:25, 114:17, 115:7, 116:14, 123:14, 128:19, 129:6, 133:8, 133:9, 141:8, 141:16, 142:16, 148:7, 148:8, 148:13, 151:8, 151:24, 152:11, 165:8, 181:21, 181:22, 182:25,</p>	<p>188:15, 201:4, 205:12, 207:22</p> <p>Commerce [2] - 71:4, 165:18</p> <p>commercial [3] - 68:11, 81:6, 169:23</p> <p>committee [8] - 6:3, 7:10, 10:6, 34:8, 35:15, 35:20, 58:13, 199:12</p> <p>Committee [36] - 7:18, 8:11, 8:12, 8:15, 8:17, 8:18, 9:7, 9:21, 12:5, 19:21, 20:6, 28:16, 28:23, 29:13, 29:16, 29:18, 31:7, 31:9, 31:25, 32:5, 32:10, 32:17, 32:23, 33:2, 34:16, 36:13, 58:17, 58:23, 60:10, 60:13, 61:12, 199:15, 200:14, 201:25, 202:5, 202:21</p> <p>committees [6] - 8:21, 29:22, 31:23, 36:20, 58:21, 59:13</p> <p>Committees [7] - 6:11, 6:12, 6:13, 7:14, 7:15, 27:7, 200:11</p> <p>common [2] - 149:20, 150:24</p> <p>common-sense [1] - 150:24</p> <p>communicate [2] - 15:17, 23:2</p> <p>communicated [2] - 13:2, 133:11</p> <p>communication [2] - 12:10, 140:11</p> <p>Communication [1] - 20:17</p> <p>communications [1] - 12:8</p> <p>communities [1] - 54:17</p> <p>community [18] - 40:4, 70:20, 83:13, 83:20, 83:21, 124:3, 126:4, 131:10, 132:3, 138:12, 154:23, 166:9, 169:25, 175:11, 178:20, 179:13, 191:17, 191:22</p> <p>companies [5] - 68:21, 73:13, 125:3, 160:4, 176:9</p> <p>Company [1] - 67:9</p>	<p>company [7] - 57:5, 119:10, 125:17, 130:12, 163:15, 184:14, 184:22</p> <p>compared [12] - 18:16, 18:21, 18:23, 19:3, 25:7, 25:11, 25:20, 25:24, 26:4, 26:8, 40:5, 125:17</p> <p>comparing [1] - 28:11</p> <p>compensate [1] - 164:9</p> <p>compensated [1] - 22:5</p> <p>competing [1] - 125:18</p> <p>competitive [5] - 93:18, 127:18, 139:19, 140:12, 140:14</p> <p>complement [1] - 99:20</p> <p>complete [2] - 87:2, 159:7</p> <p>completed [3] - 11:18, 67:14, 192:23</p> <p>completes [2] - 19:18, 26:23</p> <p>completion [4] - 96:19, 97:12, 187:4, 197:25</p> <p>complex [2] - 80:13, 83:5</p> <p>compliance [14] - 13:21, 13:24, 14:5, 14:11, 14:12, 14:17, 14:23, 16:12, 17:10, 17:12, 17:16, 17:24, 24:3, 130:21</p> <p>Compliance [1] - 2:18</p> <p>compliant [1] - 122:17</p> <p>complied [1] - 17:15</p> <p>comply [2] - 18:5, 24:18</p> <p>component [4] - 12:14, 49:9, 95:16, 99:13</p> <p>comprised [1] - 119:14</p> <p>Comptrollers [2] - 18:7, 24:20</p> <p>computers [1] - 23:18</p> <p>concept [2] - 132:20, 133:4</p> <p>concern [5] - 93:22, 94:20, 132:13, 184:2, 194:19</p> <p>concerned [1] - 150:10</p> <p>concerns [13] - 27:9,</p>
---	---	--	---	---

<p>113:8, 115:10, 129:4, 131:14, 133:10, 137:16, 137:23, 138:11, 152:8, 183:16, 183:21, 193:24 conclude [2] - 76:19, 179:15 concluded [1] - 122:2 Concrete [1] - 158:13 concrete [3] - 136:16, 158:11, 159:4 conditions [2] - 137:19, 137:20 conduct [1] - 105:13 conducted [1] - 3:19 conduit [1] - 49:4 conference [8] - 3:20, 3:22, 73:12, 73:25, 74:6, 80:22, 81:20 confidence [2] - 75:10, 75:22 confident [1] - 82:18 conformity [2] - 13:10, 20:24 confusion [1] - 152:18 connect [2] - 40:18, 74:2 connection [5] - 13:19, 18:2, 24:15, 132:4, 134:11 Consent [2] - 77:9, 77:11 consent [5] - 77:13, 77:16, 78:4, 78:13, 79:9 conservative [2] - 75:9, 75:21 consider [2] - 56:9, 61:6 consideration [5] - 6:15, 7:9, 41:20, 132:20, 168:14 considered [1] - 133:22 considering [2] - 123:15, 172:8 considers [1] - 149:16 construct [2] - 40:8, 40:15 constructed [1] - 119:19 constructing [1] - 189:4 Construction [3] - 92:10, 142:11, 143:15 construction [36] - 41:3, 41:25, 43:19, 44:7, 44:11, 45:3,</p>	<p>45:5, 47:11, 47:22, 49:23, 53:18, 68:7, 87:2, 87:18, 88:5, 96:18, 97:2, 118:8, 123:18, 123:24, 124:19, 125:8, 126:11, 128:3, 130:11, 130:17, 144:8, 144:25, 157:7, 166:25, 172:21, 176:5, 177:16, 182:6, 188:21, 192:3 constructive [1] - 124:11 consultant [1] - 99:11 consultants [6] - 100:21, 129:23, 131:6, 133:17, 133:19, 188:12 consultation [1] - 129:24 consumers [1] - 167:24 contained [1] - 149:25 contamination [1] - 123:3 contested [1] - 203:23 contingent [2] - 186:23, 187:3 continuation [1] - 106:15 continue [6] - 19:15, 26:19, 53:7, 65:17, 160:19, 208:4 continued [3] - 47:16, 76:10, 130:18 continues [1] - 125:3 contract [1] - 94:18 contractor [8] - 44:10, 81:21, 83:25, 84:13, 84:15, 84:19, 139:2, 140:16 contractors [2] - 93:15, 93:22 contracts [2] - 13:23, 139:20 contradict [1] - 151:8 contribute [2] - 41:23, 144:6 contribution [2] - 11:23, 19:7 contributions [2] - 69:7, 70:5 control [7] - 16:11, 16:20, 17:12, 17:23, 23:25, 24:9, 188:11 controversial [1] - 198:18 conversation [4] -</p>	<p>87:5, 92:14, 93:7, 98:18 convinced [1] - 191:22 convinces [1] - 192:8 convincing [2] - 90:17, 95:2 coordinate [1] - 161:25 copy [1] - 34:4 core [1] - 143:3 corner [3] - 80:14, 81:4, 118:11 corporate [1] - 127:21 corporation [1] - 13:13 Corporation [13] - 3:6, 11:21, 12:14, 16:7, 17:2, 17:14, 18:5, 19:19, 36:25, 38:5, 75:6, 75:14, 76:2 CORPORATION [2] - 1:3, 1:13 Corporation's [6] - 13:21, 14:11, 14:17, 14:22, 33:6, 60:16 correct [17] - 46:20, 52:7, 53:10, 79:20, 86:12, 87:11, 92:13, 97:9, 98:21, 135:22, 151:24, 152:3, 189:18, 189:23, 190:7, 190:10, 208:23 Correct [2] - 79:21, 86:13 corrections [2] - 58:4, 199:3 correctly [1] - 43:4 corresponding [1] - 199:21 cost [3] - 42:9, 123:20, 149:5 costs [15] - 19:5, 25:6, 26:10, 27:19, 41:4, 41:25, 45:6, 47:12, 125:7, 125:10, 125:16, 129:18, 130:14, 130:18, 151:5 Coumatos [9] - 1:18, 2:7, 8:25, 37:18, 64:18, 64:20, 179:19, 179:24, 197:13 COUMATOS [12] - 9:3, 10:15, 37:19, 64:19, 135:13, 135:17, 136:9, 136:18, 138:15, 190:24,</p>	<p>193:7, 197:14 Council [7] - 53:16, 81:23, 92:11, 142:11, 143:15, 165:17, 168:10 Council's [1] - 166:20 Counsel [5] - 1:24, 1:25, 2:20, 2:21, 6:5 counsel [5] - 45:2, 97:25, 111:6, 157:25, 186:6 count [1] - 123:8 Counties [2] - 92:12, 142:12 counting [1] - 14:24 country [1] - 119:16 county [2] - 164:2, 177:13 COUNTY [3] - 1:2, 1:5, 212:5 County [51] - 3:5, 3:7, 8:13, 8:18, 12:13, 12:15, 16:6, 38:25, 39:16, 39:19, 41:22, 42:12, 43:10, 51:5, 56:21, 66:3, 66:23, 67:21, 68:14, 69:24, 70:10, 73:5, 73:14, 76:7, 93:23, 93:25, 114:3, 114:4, 124:6, 125:13, 144:3, 144:10, 146:20, 150:2, 154:17, 162:22, 163:10, 163:12, 163:18, 167:5, 175:5, 176:2, 178:6, 178:19, 182:18, 184:6, 184:10, 184:20, 185:14, 193:21, 194:3 couple [12] - 66:14, 66:15, 69:13, 72:19, 77:9, 80:10, 82:23, 90:2, 156:14, 180:10, 193:9, 193:24 course [7] - 15:23, 23:7, 46:10, 50:6, 127:2, 187:11, 208:2 courses [1] - 193:15 covenants [1] - 130:24 cover [4] - 135:22, 136:14, 136:19, 159:3 COVID [4] - 26:5, 73:21, 124:17, 177:25 COVID-19 [3] - 3:15,</p>	<p>155:8, 155:23 COVID-challenged [1] - 124:17 create [9] - 94:2, 124:18, 124:20, 124:23, 150:5, 159:21, 182:5, 182:14, 184:19 created [5] - 119:2, 119:3, 126:17, 167:19, 176:4 creates [1] - 126:12 creating [2] - 69:21, 69:22 creative [1] - 167:16 credits [1] - 151:2 crisis [1] - 3:16 critical [1] - 54:22 critically [2] - 178:2, 178:20 criticism [1] - 180:14 crossed [1] - 65:17 Crudo [2] - 170:10, 170:12 Cuomo [1] - 3:18 curious [1] - 163:22 Curran [2] - 66:23, 146:18 current [10] - 15:4, 18:19, 21:13, 25:10, 40:10, 52:13, 126:21, 137:21, 156:18, 163:17 Cush [2] - 154:4, 154:9 CUSH [1] - 154:8 customer [1] - 119:13 customers [3] - 122:10, 125:5, 125:24 cut [2] - 116:18, 126:10</p>
D				
<p>daily [1] - 121:24 Dan [17] - 117:14, 117:19, 118:3, 120:5, 120:6, 122:12, 128:11, 129:2, 133:24, 141:2, 142:15, 161:9, 161:16, 162:4, 171:10, 188:2 Danielle [6] - 2:12, 56:14, 57:2, 65:15, 73:2, 74:7 DAS [1] - 49:25 data [1] - 151:18 date [10] - 23:11,</p>				

97:12, 103:2,
139:23, 140:15,
151:20, 163:21,
207:8, 207:11,
210:14
dated [2] - 13:3, 16:2
Davies [3] - 6:18,
11:17, 11:18
days [2] - 97:4, 144:21
DE [1] - 189:8
dead [1] - 158:7
dealing [2] - 15:9,
22:19
deaths [1] - 160:18
debt [1] - 42:6
DEC [35] - 123:6,
123:15, 123:22,
123:24, 128:4,
129:15, 129:24,
130:5, 130:22,
131:3, 131:17,
132:8, 132:16,
132:19, 133:6,
133:11, 133:12,
133:23, 134:4,
134:14, 153:11,
171:25, 172:10,
172:18, 172:24,
186:5, 186:9,
186:12, 187:4,
187:21, 188:14,
189:7, 190:4, 190:5,
192:20
decade [1] - 70:24
decades [4] - 119:5,
123:7, 126:14, 175:6
December [6] - 12:16,
17:20, 18:14, 25:3,
166:19, 209:12
decide [1] - 131:18
decided [1] - 139:25
decides [1] - 164:12
decision [2] - 88:3,
172:18
decrease [8] - 18:17,
18:18, 19:13, 25:8,
25:9, 25:17, 26:17,
27:23
decreased [2] - 18:15,
25:6
DEEGAN [15] -
117:13, 117:17,
118:5, 122:14,
129:17, 132:18,
134:9, 136:6,
136:13, 136:25,
139:8, 161:20,
187:24, 188:9,
198:14
Deegan [10] - 117:14,

117:19, 117:20,
138:25, 151:10,
161:10, 166:5,
171:10, 171:18
Deegan's [1] - 142:16
deep [1] - 149:19
defer [3] - 44:12,
71:17, 97:6
deficiencies [3] -
16:19, 17:23, 24:9
definitely [2] - 27:25,
100:11
DEFRA [2] - 50:9,
51:17
delay [1] - 190:19
delayed [1] - 209:14
deli [1] - 69:11
delivering [1] - 121:23
delivery [5] - 118:14,
121:8, 121:22,
124:24, 125:2
delta [1] - 187:21
demand [1] - 125:5
demo [2] - 40:23, 44:2
demonstrates [1] -
54:21
Department [1] -
163:12
depriving [1] - 167:3
describe [1] - 77:13
described [1] - 14:13
description [1] - 120:3
deserve [1] - 112:8
design [1] - 138:9
designated [1] - 123:5
designed [1] - 82:17
despite [1] - 126:18
detected [1] - 15:20
determination [6] -
14:2, 14:22, 122:21,
123:22, 128:5,
133:13
determined [1] - 22:3
determining [1] -
22:15
detrimental [1] -
167:12
devastating [1] -
132:2
develop [2] - 22:14,
119:22
developer [2] - 116:8,
149:17
development [13] -
83:16, 118:25,
134:19, 137:21,
137:25, 138:10,
138:13, 154:19,
155:4, 178:25,
182:4, 191:16,

192:17
DEVELOPMENT [2] -
1:6, 2:2
Development [11] -
3:8, 5:4, 20:14,
24:20, 62:11, 77:10,
78:13, 81:22,
115:25, 117:25,
120:8
Development/Chief
[1] - 2:16
deviation [5] - 117:4,
151:9, 151:15,
174:7, 196:15
Deviation [2] - 151:25,
152:2
device [1] - 4:10
dialogue [1] - 153:21
DIANA [2] - 212:7,
212:22
differ [2] - 15:7, 21:16
difference [1] - 111:19
different [3] - 46:25,
91:10, 176:17
differently [1] - 48:5
difficult [2] - 65:24,
176:16
difficulties [3] - 15:9,
22:18, 183:12
dig [1] - 150:19
diligence [2] - 114:13,
150:12
dinner [3] - 104:21,
105:12, 114:9
dipping [1] - 209:3
direct [2] - 13:25,
17:17
direction [1] - 65:18
directly [4] - 4:25,
94:16, 133:10,
139:11
Director [8] - 1:22,
2:11, 2:13, 2:15,
2:17, 5:3, 30:19,
39:11
directors [1] - 60:15
Directors [3] - 1:7,
3:12, 33:5
disagree [2] - 58:15,
131:13
disagreements [1] -
15:22
disclosed [2] - 16:21,
24:10
discount [1] - 25:17
discretionary [2] -
82:13, 82:20
discussed [6] - 65:15,
68:23, 201:5,
203:20, 203:21,

204:16
discussion [5] -
45:17, 59:23, 89:25,
92:2, 191:12
discussions [2] -
28:2, 82:6
disheartening [1] -
104:18
disposal [1] - 93:13
disregard [1] - 150:23
disrepair [1] - 81:8
disrespectful [1] -
105:8
disruption [1] -
122:21
disseminate [1] -
168:3
distance [1] - 52:19
distant [1] - 198:11
distributed [1] -
119:12
distribution [6] -
11:24, 118:10,
119:15, 119:20,
120:11, 166:12
district [7] - 40:6,
124:9, 137:17,
148:10, 150:6,
153:2, 153:3
District [2] - 148:2,
162:24
district's [1] - 150:7
districts [1] - 51:4
diversity [2] - 144:16,
195:3
document [1] - 204:13
documentation [1] -
186:12
documents [3] -
51:18, 87:18, 148:9
dollar [2] - 160:4,
184:13
dollars [7] - 125:19,
127:5, 145:10,
149:3, 163:2,
164:18, 179:8
donate [1] - 163:16
done [15] - 40:3,
44:14, 52:6, 72:23,
88:19, 114:14,
130:3, 133:20,
142:22, 146:23,
155:20, 157:24,
158:9, 166:2, 210:17
door [1] - 69:12
doorman [2] - 83:2,
83:5
doors [1] - 165:24
Dormitory [2] - 49:21,
50:12

down [8] - 62:9, 62:16,
126:21, 138:2,
158:24, 158:25,
189:20
downtown [2] - 70:19,
71:6
DPW [1] - 159:16
draft [2] - 6:22, 34:4
drafted [1] - 51:19
drawing [1] - 127:21
drawings [1] - 43:23
drawn [1] - 82:7
drift [1] - 179:5
drive [1] - 121:19
Drive [2] - 106:8,
169:14
driven [3] - 119:10,
138:9, 192:8
drivers [4] - 121:14,
167:18, 176:7,
176:12
drop [2] - 61:25, 74:25
Drucker [1] - 124:7
Dubois [2] - 104:14,
162:15
due [16] - 17:3, 18:17,
18:18, 18:22, 19:4,
25:8, 25:9, 25:12,
25:16, 26:3, 26:9,
27:19, 114:13,
114:15, 168:25,
203:25
dump [2] - 159:17,
160:22
during [15] - 15:14,
15:23, 16:18, 17:5,
22:24, 23:7, 24:7,
107:4, 115:5,
120:20, 121:5,
121:13, 121:23,
150:3, 208:2
dust [1] - 157:9

E

e-mail [1] - 5:20
e-mails [1] - 181:20
early [3] - 51:20,
97:15, 108:21
earth [1] - 159:22
easier [1] - 180:24
east [1] - 159:14
Economic [7] - 3:5,
12:13, 16:6, 36:25,
38:4, 117:24, 120:8
ECONOMIC [2] - 1:2,
1:13
economic [12] - 119:3,
124:15, 126:6,
146:11, 182:4,

182:20, 184:18,
184:25, 185:13,
185:20, 191:15,
192:17
economics [1] - 129:5
economy [3] - 125:3,
144:11, 155:9
Ed [5] - 41:18, 42:18,
52:25, 56:4, 57:4
Eddie [1] - 39:10
Edna [2] - 106:8,
169:13
educating [1] - 43:8
education [1] - 145:3
effect [3] - 13:25,
17:18, 167:12
effecting [1] - 21:23
effective [2] - 130:7,
146:6
effectively [2] -
133:21, 203:13
effects [1] - 155:7
effort [3] - 124:2,
139:16, 177:3
efforts [2] - 72:24,
179:24
Eighteen [1] - 97:13
Eisenhower [1] -
72:22
either [1] - 76:24
election [1] - 163:21
elections [1] - 163:20
elementary [1] -
150:22
elsewhere [1] - 164:25
embarked [1] - 26:13
employ [1] - 144:8
employee [3] - 203:8,
203:25, 204:21
Employee [1] - 22:9
employees [3] -
120:24, 121:2,
124:21
employment [6] -
22:2, 25:13, 26:10,
182:9, 182:15,
203:19
enable [1] - 51:25
enclosed [1] - 56:20
encompass [1] - 41:3
encompassing [1] -
40:16
encountered [2] -
15:8, 22:18
encourages [1] - 4:3
end [10] - 11:19,
69:20, 74:15, 131:3,
178:23, 184:16,
203:17, 207:25,
209:21

ended [1] - 32:2
ending [2] - 12:16,
17:19
endusers [1] - 119:12
engage [2] - 139:16,
141:13
engaged [1] - 108:20
engagement [1] - 13:3
engaging [1] - 177:5
engineers [1] - 130:20
enjoy [1] - 48:13
enter [2] - 47:4,
119:18
entertain [2] - 29:6,
210:20
entire [4] - 108:23,
109:6, 138:4, 177:8
entity [2] - 6:24, 7:8
environment [2] -
125:11, 179:13
environmental [12] -
117:3, 118:22,
123:2, 123:3,
129:23, 133:17,
133:18, 136:7,
150:11, 153:12,
171:20, 186:2
equal [2] - 209:2,
209:7
equally [1] - 160:16
equipment [1] - 167:2
Equipment [1] - 11:25
Equity [1] - 67:9
equity [1] - 41:24
Eric [1] - 70:25
escalate [1] - 127:8
escalates [1] - 127:3
especially [1] - 124:16
essentially [3] - 48:12,
82:16, 129:25
estate [4] - 125:13,
156:17, 169:23,
194:7
estimate [2] - 22:6,
96:19
estimated [2] - 42:2,
97:12
estimates [9] - 14:24,
15:7, 21:9, 21:16,
21:17, 21:22, 21:25,
22:4, 22:14
et [2] - 100:18, 178:4
et cetera [1] - 143:8
evaluated [1] - 22:12
evening [18] - 3:2, 6:2,
6:10, 12:4, 33:3,
60:14, 61:24, 74:22,
75:3, 85:4, 85:9,
92:6, 103:5, 122:2,
122:8, 143:12,

147:5, 154:11
events [4] - 15:5, 15:6,
21:14, 21:15
everyplace [1] - 166:4
evidence [1] - 14:10
exactly [2] - 94:7,
140:3
examine [1] - 14:9
example [2] - 91:4,
140:8
excavation [1] - 91:6
exceeded [2] - 19:11,
26:15
exceeds [1] - 47:12
except [1] - 193:16
excess [2] - 45:6,
130:16
excited [2] - 70:3, 71:7
exciting [1] - 71:13
Executive [10] - 1:21,
2:10, 2:13, 3:4, 3:17,
5:17, 66:23, 67:21,
68:14, 163:18
executives [1] - 73:6
exempt [2] - 41:21,
48:11
exemption [8] - 48:10,
48:13, 48:16, 81:15,
81:16, 81:17,
127:11, 127:12
exist [1] - 126:13
existed [1] - 126:14
existence [1] - 176:10
existing [2] - 125:25,
130:2
expand [3] - 144:9,
145:18, 167:22
expect [8] - 43:25,
64:22, 96:20, 96:23,
97:3, 157:20, 207:9,
209:15
expectation [1] -
52:15
expected [4] - 40:25,
111:21, 123:23,
145:9
expecting [3] - 37:23,
70:15, 103:19
expenditure [1] -
125:15
Expenditures [1] -
17:8
expense [3] - 149:23,
205:17, 205:23
expenses [9] - 19:2,
19:10, 19:11, 19:15,
26:7, 26:15, 26:19,
205:25, 207:13
Expenses [1] - 62:10
experience [3] - 15:4,

21:13, 191:20
experienced [1] - 66:8
expert [5] - 133:5,
136:7, 136:11,
153:12, 178:24
experts [2] - 131:16,
133:12
explain [8] - 38:11,
93:19, 111:7,
111:18, 114:22,
116:25, 144:22,
203:11
explained [2] - 51:23,
93:11
explaining [1] - 46:11
express [3] - 13:6,
20:20, 94:20
expressing [1] - 14:16
expressions [2] -
113:11, 113:18
extend [1] - 77:16
extensive [2] - 92:14,
123:13
extent [3] - 98:4,
132:21, 187:12
extraordinary [1] -
177:7
extremely [2] - 68:18,
94:19
eyes [1] - 143:25

F

Facebook [1] - 171:8
facilities [1] - 119:15
facility [9] - 52:11,
80:19, 80:21, 83:15,
118:14, 119:13,
119:20, 176:13,
182:3
fact [8] - 47:20, 54:16,
54:20, 54:22,
126:18, 170:14,
172:9, 179:9
factors [1] - 22:13
factory [1] - 195:13
failed [4] - 18:5, 24:18,
118:24, 192:16
fair [4] - 88:22, 92:21,
164:14, 185:18
fairly [2] - 13:9, 20:23
faith [1] - 139:15
familiar [1] - 42:24
families [3] - 66:7,
182:17, 182:18
family [1] - 180:16
far [8] - 27:15, 43:18,
86:15, 87:9, 139:5,
152:18, 157:6,
158:14

Farrell [3] - 79:25,
84:10, 92:13
FARRELL [14] - 80:6,
84:20, 86:24, 87:11,
87:25, 88:25, 95:6,
95:18, 96:3, 96:14,
96:20, 97:13, 103:6,
103:11
fashion [1] - 128:21
favor [21] - 9:11,
10:18, 29:25, 31:13,
33:15, 34:25, 36:5,
55:21, 58:6, 60:2,
60:24, 61:13, 63:8,
78:21, 102:10,
192:24, 199:5,
201:9, 202:23,
206:17, 211:5
February [5] - 34:14,
57:15, 62:3, 198:19,
207:6
federal [7] - 11:23,
14:14, 17:4, 17:9,
17:11, 17:25, 145:6
Fee [3] - 2:15, 5:2,
141:22
FEE [24] - 41:14,
63:25, 84:25, 85:8,
85:18, 85:21, 85:25,
86:4, 92:5, 101:17,
104:8, 106:2,
115:16, 142:3,
147:8, 154:3, 156:7,
162:6, 162:8,
165:11, 169:7,
173:9, 173:18,
190:16
fee [2] - 62:5, 62:13
feed [1] - 167:25
feedback [3] - 181:18,
191:18, 191:21
fees [5] - 62:8, 62:13,
62:14, 205:18,
207:11
feet [6] - 40:17, 80:18,
135:23, 137:24,
138:2, 146:15
fence [1] - 185:16
few [14] - 6:3, 18:12,
24:25, 37:24, 46:25,
47:5, 70:15, 71:11,
71:19, 101:4, 141:8,
144:4, 168:22,
174:23
field [2] - 176:20,
178:25
file [1] - 62:2
final [9] - 50:8, 56:10,
82:6, 87:12, 87:17,
88:5, 98:13, 123:22,

128:5 finally [2] - 116:23, 154:19 Finance [21] - 6:12, 7:14, 7:24, 8:15, 8:16, 8:17, 9:7, 9:21, 10:3, 10:9, 28:16, 29:5, 29:18, 31:9, 32:22, 58:17, 58:23, 199:15, 200:4, 200:11, 200:14 finance [5] - 20:7, 51:16, 59:22, 199:24, 200:2 financed [1] - 47:14 finances [1] - 11:12 Financial [6] - 1:23, 2:14, 6:23, 39:12, 61:21, 207:2 financial [26] - 11:20, 12:12, 13:7, 13:14, 14:2, 15:2, 16:9, 16:11, 16:14, 18:13, 19:23, 20:21, 21:4, 21:11, 21:19, 21:23, 22:17, 23:23, 24:2, 24:4, 25:2, 59:25, 86:25, 148:23, 201:10, 209:19 financing [7] - 40:7, 41:2, 41:7, 48:18, 50:3, 50:4, 77:23 findings [1] - 29:8 fine [3] - 157:2, 166:17, 170:24 fingers [1] - 65:16 finish [4] - 91:22, 109:5, 110:9, 113:22 finishes [2] - 143:5, 143:6 Firm [1] - 170:18 firm [2] - 6:19, 117:20 First [6] - 9:23, 77:10, 169:15, 175:2, 175:4, 181:16 first [27] - 6:3, 35:23, 37:3, 38:12, 43:3, 43:5, 46:12, 57:16, 61:7, 63:20, 66:21, 82:19, 94:13, 107:16, 116:7, 122:3, 128:13, 129:21, 141:25, 150:17, 174:14, 187:19, 198:19, 198:25, 199:16, 208:6, 208:22 firsthand [1] - 205:22 fit [1] - 80:25 fits [1] - 185:23	five [1] - 164:6 fix [1] - 160:6 fixtures [1] - 167:2 Flag [1] - 65:2 floor [4] - 5:18, 42:16, 43:13, 113:23 Flores [20] - 1:17, 2:6, 9:8, 10:10, 31:10, 34:21, 34:24, 36:2, 37:4, 37:6, 57:23, 57:25, 63:5, 64:15, 144:19, 181:12, 181:13, 196:22, 196:23, 200:23 FLORES [17] - 9:8, 10:10, 29:19, 31:10, 34:21, 35:25, 37:5, 57:22, 63:4, 64:16, 96:6, 96:10, 96:16, 181:10, 181:15, 196:23, 200:23 focus [1] - 145:23 focused [1] - 168:23 folder [2] - 74:24, 74:25 follow [1] - 161:19 follow-up [1] - 161:19 followed [2] - 68:2, 131:12 following [6] - 12:11, 38:8, 58:25, 116:10, 116:13, 116:23 follows [1] - 21:24 followup [1] - 73:8 foot [1] - 118:9 for-profit [1] - 49:9 Forchelli [4] - 117:20, 170:18, 171:3, 171:14 forcing [1] - 134:22 forefront [1] - 145:2 forgiving [1] - 94:22 forgot [1] - 83:9 forklift [1] - 167:17 form [3] - 20:19, 158:23, 159:5 formed [2] - 48:4, 125:2 former [5] - 71:3, 108:14, 154:20, 159:17, 204:21 forms [1] - 155:4 forth [1] - 108:4 forward [19] - 27:25, 55:8, 59:15, 77:22, 82:22, 92:22, 97:2, 130:10, 130:19, 131:22, 134:3, 137:13, 153:9, 153:14, 173:19,	175:19, 186:10, 186:11, 192:22 foundations [1] - 150:20 four [3] - 171:19, 172:7, 192:13 fourth [2] - 5:18, 209:10 Francesca [4] - 165:12, 165:13, 165:15, 168:16 Frankel [1] - 148:3 frankly [1] - 148:23 free [3] - 27:2, 110:3, 188:3 Freeport [1] - 54:18 friend [2] - 42:19, 71:3 friends [3] - 42:23, 176:25, 177:11 front [1] - 172:4 frozen [1] - 109:20 full [15] - 4:20, 5:25, 29:24, 43:23, 45:17, 52:16, 67:15, 83:2, 83:3, 120:25, 124:20, 149:5, 156:9, 200:15, 200:19 full-time [4] - 83:2, 83:3, 120:25, 124:20 fully [5] - 108:17, 108:20, 110:16, 122:16, 172:12 functional [1] - 81:10 fund [2] - 39:13, 168:9 funding [1] - 134:16 funds [2] - 17:4, 49:23 furniture [2] - 41:5, 42:3 FUSCO [30] - 31:5, 32:12, 37:16, 43:15, 44:9, 46:16, 47:8, 53:11, 53:21, 55:13, 60:21, 64:13, 65:5, 84:11, 84:17, 86:10, 86:14, 86:19, 87:7, 87:21, 88:9, 90:24, 91:14, 91:17, 138:21, 138:25, 140:25, 197:17, 202:15, 206:12 Fusco [17] - 1:19, 2:8, 32:12, 37:15, 55:16, 60:21, 64:12, 64:13, 65:3, 86:24, 177:2, 197:16, 197:17, 202:15, 202:16, 206:12, 206:15 future [6] - 15:5, 21:14, 56:9, 103:2,	105:14, 105:21 <hr/> G <hr/> GAAP [2] - 13:11, 20:25 GAIL [2] - 212:7, 212:22 gallery [1] - 80:17 GC [3] - 85:6, 86:7, 92:2 geared [1] - 183:20 general [13] - 27:4, 44:10, 77:2, 81:20, 83:25, 84:12, 84:15, 84:19, 103:13, 103:22, 104:4, 125:9, 140:16 General [1] - 6:5 generally [1] - 12:20 generate [1] - 182:4 generated [2] - 83:4, 164:4 generation [1] - 119:6 Gesher [9] - 79:12, 79:25, 83:10, 83:11, 86:7, 86:22, 92:2, 101:22, 102:21 gift [1] - 163:14 gifts [1] - 162:18 Gil [1] - 2:19 given [8] - 116:5, 125:7, 125:10, 139:18, 143:21, 150:21, 171:13, 194:7 Given [1] - 3:15 glad [3] - 141:15, 153:21, 170:25 Glascocock [9] - 1:24, 2:20, 6:6, 11:15, 58:15, 111:7, 111:18, 199:14, 203:9 GLASCOCK [23] - 6:8, 8:2, 8:6, 11:6, 30:18, 31:24, 32:20, 34:2, 35:12, 35:18, 36:11, 58:18, 59:14, 61:5, 79:21, 114:21, 199:17, 199:25, 203:12, 204:14, 204:22, 205:4, 205:21 goal [2] - 51:21, 155:19 goals [1] - 26:21 good-faith [1] - 139:15 goodnight [1] - 57:10	goods [1] - 119:11 governance [5] - 12:9, 13:12, 13:17, 21:2, 21:7 Governance [15] - 6:12, 20:18, 32:5, 32:10, 32:17, 33:2, 34:16, 36:13, 59:10, 60:10, 60:13, 61:11, 201:25, 202:4, 202:21 Government [1] - 24:13 government [1] - 145:6 governmental [2] - 16:15, 24:6 Governmental [1] - 16:24 Governor [1] - 3:17 grant [3] - 18:24, 19:6, 96:21 granted [2] - 122:19, 151:3 grants [2] - 13:23, 98:4 grateful [1] - 94:19 great [22] - 43:8, 67:24, 68:22, 69:17, 69:18, 70:20, 71:9, 71:14, 73:2, 74:10, 74:14, 76:6, 99:22, 110:17, 127:15, 140:25, 147:21, 153:18, 168:16, 169:3, 171:9, 179:17 Great [7] - 28:14, 32:25, 79:12, 80:16, 81:5, 93:24, 99:18 green [1] - 121:20 Gremse [1] - 100:5 grew [1] - 158:4 Griggs [2] - 117:23, 120:7 GRIGGS [2] - 118:3, 120:5 ground [7] - 132:23, 132:25, 135:24, 158:14, 158:16, 178:24, 189:9 Ground [1] - 158:25 Group [2] - 39:12, 120:9 group [1] - 8:23 grow [2] - 40:13, 182:21 growth [1] - 167:25 guarantee [1] - 170:5 guess [5] - 73:19, 89:3, 132:7, 157:2,
---	---	---	--	---

<p>205:15 guidance [4] - 12:22, 14:8, 14:9, 18:6 Guidance [3] - 14:13, 17:13, 18:8 guidelines [1] - 24:19 Guidelines [1] - 24:21 guy [1] - 158:4 guys [4] - 28:7, 30:15, 50:22, 129:2 gym [1] - 80:22</p>	<p>140:22, 141:16, 147:15, 147:18, 168:16, 169:3, 174:14, 191:21, 198:5 heard [9] - 73:9, 95:2, 100:9, 104:24, 109:11, 176:8, 178:9, 180:11, 181:21 Hearing [4] - 35:18, 78:12, 101:13, 111:20 hearing [30] - 5:5, 50:10, 55:19, 58:5, 60:2, 61:13, 62:21, 62:25, 106:14, 107:5, 108:2, 109:7, 111:8, 111:24, 113:21, 114:24, 116:3, 126:19, 129:7, 141:6, 148:5, 148:16, 150:4, 156:24, 181:21, 196:11, 199:4, 201:8, 202:22, 209:20 hearings [2] - 123:14, 191:10 heavy [3] - 118:20, 158:16, 158:17 held [2] - 72:19, 112:4 Hello [1] - 85:23 help [9] - 53:16, 127:23, 143:18, 155:19, 179:12, 180:9, 182:16, 182:21, 184:23 helped [1] - 68:5 helpful [3] - 46:5, 92:17, 161:14 helping [5] - 69:22, 74:9, 99:12, 155:22, 168:24 Hempstead [2] - 51:2, 54:18 hereby [1] - 212:9 hereunto [1] - 212:19 Hi [2] - 85:3, 86:9 hi [3] - 54:10, 54:11, 106:7 Hicksville [10] - 66:24, 67:4, 70:11, 70:13, 70:18, 70:21, 71:4, 71:9, 71:13, 71:15 Hicksville's [1] - 71:6 high [6] - 124:18, 125:7, 125:10, 125:16, 167:10, 167:16</p>	<p>higher [4] - 25:21, 99:8, 152:19, 176:11 highest [1] - 155:16 highway [1] - 157:19 hip [1] - 47:2 hired [1] - 86:22 hiring [1] - 195:4 historic [1] - 125:12 history [3] - 118:16, 134:20, 150:12 hit [2] - 155:13, 189:9 Hold [1] - 183:8 hold [3] - 6:3, 183:9, 190:21 hole [1] - 155:23 holiday [2] - 188:22, 210:9 home [4] - 114:8, 118:18, 122:7, 163:5 homeowners [1] - 162:23 honor [3] - 66:6, 92:20, 193:11 hook [3] - 156:19, 156:22, 162:4 hope [7] - 95:23, 106:15, 106:17, 157:7, 164:20, 186:3 hopeful [2] - 73:15, 177:7 hopefully [8] - 40:25, 44:8, 65:20, 67:8, 139:21, 140:21, 209:8, 210:4 hoping [2] - 65:14, 180:5 hopped [1] - 64:2 horse's [1] - 140:23 Hotel [1] - 170:2 hour [4] - 89:10, 104:20, 121:24, 122:2 house [1] - 121:11 houses [1] - 195:6 housing [4] - 39:23, 99:13, 99:17, 99:21 huge [3] - 70:14, 74:6, 167:23 hundreds [10] - 43:9, 124:24, 144:8, 154:16, 165:22, 176:7, 176:14, 182:5, 192:2, 192:10 hurt [1] - 193:22 hurting [1] - 182:12</p>	<p>8:19, 10:4, 19:25, 23:6, 23:12, 23:21, 26:5, 26:13, 26:24, 33:4, 38:6, 38:7, 38:9, 43:2, 48:3, 63:17, 69:19, 71:7, 74:24, 78:9, 80:3, 93:23, 94:22, 105:18, 107:5, 118:7, 127:13, 127:17, 128:23, 139:12, 146:20, 147:24, 148:21, 149:16, 150:2, 151:11, 151:16, 154:11, 162:17, 164:21, 166:18, 188:19, 189:9, 193:11, 193:19, 198:19, 200:14, 200:16, 207:7, 210:3 IDA's [4] - 21:23, 119:17, 125:20, 127:23 IDAs [2] - 27:14, 27:17 idea [9] - 93:2, 100:4, 100:8, 137:14, 141:15, 162:20, 171:9, 171:11, 188:24 ideas [2] - 161:15, 161:18 identified [3] - 15:14, 22:23, 23:5 identify [3] - 16:19, 17:22, 24:8 ignore [1] - 184:8 illuminating [1] - 191:19 imagine [1] - 163:18 Immediate [1] - 165:16 impact [6] - 124:16, 126:6, 151:5, 152:25, 157:13, 191:18 impacts [1] - 157:13 implementing [1] - 123:19 imply [1] - 148:19 important [17] - 48:7, 49:15, 53:25, 66:19, 98:5, 109:15, 109:24, 125:14, 152:22, 152:23, 153:6, 175:18, 176:23, 178:2, 178:3, 178:21, 186:4 importantly [2] - 107:18, 155:5</p>	<p>impressive [2] - 43:7, 68:9 Impromen [1] - 191:25 improve [1] - 149:4 improved [1] - 179:4 improvement [2] - 81:4, 149:6 improvements [2] - 155:3, 179:7 IN [1] - 212:18 inaudible [2] - 41:5, 148:14 inaudible [1] - 157:12 incentives [1] - 151:2 include [2] - 137:7, 140:6 included [3] - 5:14, 137:7, 137:8 including [8] - 50:9, 67:17, 107:11, 123:13, 124:21, 138:4, 151:20, 179:18 inclusion [2] - 100:21, 144:16 income [1] - 96:5 inconsistencies [1] - 148:13 incorporates [1] - 119:13 increase [12] - 18:22, 19:4, 19:5, 25:12, 25:19, 26:2, 26:6, 26:9, 51:25, 52:18, 178:9, 185:8 increased [8] - 18:20, 19:2, 25:11, 25:23, 26:7, 26:9, 95:21, 132:2 increases [1] - 25:15 incredible [1] - 56:19 incredibly [1] - 68:9 incremental [2] - 129:18, 130:14 incubated [1] - 160:10 incubation [1] - 149:14 independent [1] - 47:25 indicate [20] - 38:18, 38:20, 55:21, 56:11, 58:7, 60:4, 61:14, 63:8, 66:21, 70:12, 72:18, 78:21, 79:13, 102:10, 141:23, 199:5, 201:11, 202:23, 206:17, 211:5 indicated [3] - 103:25, 128:2, 151:11</p>
H				
<p>half [5] - 38:23, 87:15, 171:19, 172:7, 208:22 Hampton [1] - 166:13 hand [10] - 4:9, 4:11, 79:24, 117:9, 120:22, 121:3, 121:16, 141:24, 173:14, 212:19 Hand [1] - 141:10 handbook [2] - 203:8, 204:2 handout [1] - 164:20 hands [1] - 83:16 hands-on [1] - 83:16 happy [4] - 39:17, 46:15, 109:9, 154:18 hard [2] - 150:22, 155:13 hardly [1] - 149:11 Harry [19] - 1:21, 2:10, 3:3, 5:16, 11:10, 11:13, 28:17, 56:13, 57:2, 65:14, 73:2, 74:7, 74:16, 74:20, 76:22, 76:25, 103:24, 207:21, 209:19 Hauppauge [1] - 142:14 Hazmat [1] - 157:8 head [4] - 71:3, 121:21, 122:7, 169:20 Headquarters [1] - 163:11 heads [1] - 170:10 health [3] - 3:16, 131:19, 210:10 hear [24] - 4:25, 50:22, 54:6, 57:16, 85:24, 88:18, 101:23, 106:10, 106:21, 107:14, 107:23, 109:10, 116:7, 117:15, 133:25,</p>	<p>icon [2] - 4:9, 4:11 IDA [52] - 5:4, 8:13,</p>	I		

<p>individual [2] - 140:18, 208:5 individually [1] - 128:18 individuals [2] - 13:11, 20:25 Inducement [3] - 38:14, 79:19, 88:4 inducement [5] - 46:7, 55:6, 98:17, 101:21, 102:22 Industrial [2] - 3:7, 20:13 industrial [2] - 68:11, 118:20 INDUSTRIAL [2] - 1:5, 2:2 industry [1] - 156:17 inflection [1] - 108:4 info@NassaulDA.org [1] - 5:20 inform [2] - 13:5, 124:2 information [8] - 12:23, 110:20, 110:21, 113:16, 124:13, 132:6, 140:10, 186:5 infrastructure [2] - 145:8, 155:2 initial [1] - 94:18 initiatives [3] - 19:9, 26:13, 27:19 inner [1] - 7:2 input [6] - 36:21, 152:14, 165:9, 173:24, 196:8, 210:19 insight [1] - 82:2 instance [1] - 69:5 instances [2] - 16:21, 24:11 instead [3] - 150:16, 150:18, 157:18 institution [2] - 38:24, 39:21 insurance [2] - 44:25, 48:11 insure [5] - 4:15, 26:20, 88:21, 108:16, 108:19 insured [1] - 45:3 insurer [1] - 49:4 integral [2] - 14:25, 21:10 intend [2] - 181:3, 183:17 intended [1] - 131:13 intending [1] - 93:10 interest [1] - 42:5</p>	<p>Interested [1] - 5:12 interested [6] - 4:4, 56:16, 161:11, 162:2, 175:15, 212:16 interesting [1] - 175:9 internal [6] - 16:10, 16:20, 17:11, 17:23, 23:25, 24:9 internally [1] - 125:16 Internet [1] - 161:23 interrupt [1] - 89:23 intriguing [1] - 175:10 introduce [2] - 11:16, 12:3 invest [1] - 119:22 invested [1] - 83:19 investigating [1] - 171:20 investment [5] - 18:6, 24:19, 126:4, 126:7, 127:24 Investment [1] - 18:8 investments [1] - 164:16 invited [1] - 172:2 involve [1] - 187:10 involved [4] - 49:12, 71:5, 139:11, 179:2 involvement [2] - 49:25, 50:11 Ironworkers [1] - 154:15 ironworkers [1] - 155:17 Island [19] - 27:18, 66:4, 70:23, 125:8, 136:4, 144:17, 144:23, 145:19, 146:13, 146:15, 167:13, 167:23, 168:12, 169:24, 177:12, 184:6, 184:10, 193:17, 193:20 Island's [1] - 146:7 Islanders [1] - 145:13 issue [8] - 49:3, 90:9, 134:22, 153:11, 159:25, 179:20, 187:23, 198:18 issued [14] - 3:17, 16:5, 16:10, 17:6, 17:9, 23:13, 23:21, 23:24, 39:15, 41:22, 42:11, 43:25, 122:20, 190:6 issues [11] - 30:20, 35:14, 53:17, 68:4, 118:22, 123:4,</p>	<p>123:16, 161:13, 184:11, 191:7, 193:17 it'd [1] - 46:4 item [4] - 4:19, 9:23, 11:4, 30:16 items [4] - 6:14, 18:12, 24:25, 66:15 iterations [1] - 192:13 itself [2] - 76:16, 153:2</p>	J	<p>January [3] - 62:2, 122:18, 207:6 jeopardy [1] - 127:16 Jericho [4] - 169:20, 169:25, 170:4, 170:7 job [13] - 43:8, 44:18, 45:14, 82:25, 83:22, 110:18, 114:5, 153:18, 167:14, 177:8, 177:9, 192:2, 192:18 Jobs [1] - 183:19 jobs [31] - 67:7, 69:22, 83:4, 93:21, 94:3, 119:3, 124:19, 124:22, 145:13, 145:17, 155:6, 157:7, 175:25, 176:3, 176:8, 176:19, 176:22, 177:18, 177:22, 182:5, 182:6, 182:13, 183:19, 191:16, 192:2, 192:4, 195:8, 195:17, 195:19, 195:25 Joe [2] - 146:19, 172:24 John [26] - 1:18, 2:7, 8:25, 10:13, 37:17, 41:11, 64:17, 64:19, 66:24, 67:5, 69:14, 79:25, 135:15, 138:18, 154:4, 154:5, 154:9, 156:4, 160:12, 179:18, 179:24, 191:3, 191:6, 193:6, 196:7, 197:13 join [3] - 37:24, 39:17, 56:18 joined [2] - 37:22, 41:8 joining [2] - 76:14, 85:9 joins [1] - 37:25</p>	<p>Jordan [1] - 67:22 judgement [1] - 131:6 July [1] - 97:14 jump [2] - 129:14, 190:25 June [2] - 208:8, 209:6 jurisdiction [1] - 123:6 jurisdictions [1] - 119:8 justifies [1] - 149:12 justify [1] - 125:15</p>	K	<p>keep [2] - 27:20, 165:24 keeping [2] - 65:16, 158:14 Kennedy [4] - 170:19, 170:20, 171:4, 171:8 kept [1] - 165:6 KESSEL [149] - 33:11, 36:17, 37:7, 37:11, 37:14, 37:17, 37:21, 41:16, 42:14, 51:7, 51:22, 52:24, 53:6, 53:23, 54:8, 54:11, 55:2, 55:11, 55:15, 55:25, 57:9, 57:12, 57:20, 57:24, 58:10, 58:19, 59:5, 59:16, 59:20, 60:7, 61:2, 61:9, 61:17, 62:20, 63:6, 63:12, 64:3, 64:8, 64:11, 64:15, 64:17, 64:21, 65:6, 65:8, 66:12, 76:21, 77:6, 78:6, 78:11, 78:17, 78:25, 79:4, 79:7, 79:23, 84:9, 84:16, 91:21, 94:24, 95:5, 95:8, 96:8, 96:17, 97:10, 97:17, 100:4, 100:8, 100:25, 101:9, 101:13, 101:19, 102:5, 102:14, 102:17, 102:20, 103:9, 103:12, 105:10, 106:11, 106:23, 107:8, 111:2, 112:10, 112:18, 114:19, 115:11, 115:18, 117:16, 128:10, 135:9, 135:15, 138:17, 138:23, 141:3, 147:4, 147:12, 147:17, 152:9, 153:24,</p>	<p>156:3, 161:7, 161:24, 162:7, 165:5, 168:15, 173:4, 173:12, 173:20, 174:19, 181:13, 182:24, 183:8, 186:18, 190:8, 190:13, 190:20, 191:2, 193:3, 196:6, 196:25, 197:7, 197:11, 197:15, 197:19, 197:22, 198:6, 198:9, 198:16, 198:24, 199:9, 199:22, 200:8, 200:21, 200:25, 201:14, 201:17, 202:10, 202:18, 203:3, 204:6, 205:2, 205:9, 206:3, 206:9, 206:14, 206:21, 209:17, 210:24, 211:4, 211:8 Kessel [18] - 1:14, 2:3, 33:14, 37:3, 54:6, 63:20, 100:14, 106:13, 110:24, 117:18, 143:16, 147:23, 183:7, 191:5, 193:2, 196:21, 202:4, 202:14 Kessel's [1] - 151:7 Kevin [12] - 100:5, 100:9, 106:2, 106:4, 106:8, 106:23, 111:2, 112:10, 169:8, 169:9, 169:13, 173:5 key [2] - 22:12, 191:14 kicking [1] - 157:10 kid [1] - 195:8 kids [3] - 39:23, 40:11, 54:16 kind [11] - 68:2, 100:2, 129:3, 129:10, 135:19, 157:8, 181:6, 185:16, 185:23, 188:12, 193:18 kindness [1] - 147:22 kits [2] - 11:25, 19:5 knock [1] - 195:10 knowing [1] - 172:20 knowledge [3] - 15:3, 21:12, 50:12 known [5] - 15:13, 16:7, 22:22, 23:22,</p>
--	--	---	----------	--	--	----------	---	--

119:9 knows [4] - 81:25, 158:7, 160:24, 166:16 KOMAROMI [18] - 44:23, 45:15, 46:14, 46:21, 47:10, 47:24, 48:24, 49:13, 50:2, 77:14, 97:21, 98:20, 99:2, 186:24, 188:2, 189:17, 189:22, 190:9 Komaromi [3] - 1:25, 2:21, 44:25 kudos [2] - 54:23, 54:24	150:9, 170:18 laws [1] - 13:22 lawsuits [1] - 96:24 LEAC [33] - 6:13, 6:20, 7:19, 8:11, 8:15, 8:16, 10:4, 19:20, 27:8, 29:5, 29:22, 32:6, 34:7, 36:15, 38:8, 39:5, 39:16, 41:22, 42:12, 46:4, 49:2, 50:5, 58:24, 60:15, 61:3, 61:10, 61:20, 62:24, 63:2, 63:14, 105:17, 200:7, 210:2 LEAC's [2] - 18:12, 19:23 LEACs [2] - 33:4, 34:15 lead [1] - 65:3 leaders [1] - 124:8 leadership [1] - 168:25 learn [1] - 186:3 learned [1] - 73:20 lease [3] - 81:14, 119:19, 176:12 least [3] - 44:19, 98:19, 189:2 leaving [1] - 203:18 LECONTE [3] - 50:21, 50:24, 53:10 Leconte [1] - 41:9 left [6] - 67:8, 82:13, 112:14, 118:21, 120:22, 132:23 left-hand [1] - 120:22 legacy [5] - 118:21, 123:2, 125:11, 159:18, 159:21 legal [5] - 14:21, 32:18, 47:19, 51:18, 205:17 Legislator [1] - 124:6 length [4] - 68:24, 175:23, 179:17, 186:21 less [2] - 25:25, 98:25 letter [4] - 13:3, 16:2, 23:10, 166:21 Letter [1] - 77:18 letters [2] - 152:14, 181:19 letting [1] - 100:17 level [4] - 15:18, 23:3, 98:8, 150:20 levels [4] - 25:20, 99:8, 132:22, 176:17 lewis [1] - 63:22 Lewis [38] - 1:20, 2:9,	37:22, 37:23, 54:7, 54:9, 55:3, 59:19, 59:20, 63:22, 63:23, 63:25, 64:23, 100:14, 101:2, 101:5, 102:3, 102:7, 133:25, 135:10, 183:7, 183:9, 183:10, 190:15, 190:21, 191:3, 193:4, 196:25, 197:2, 197:3, 197:4, 197:5, 198:3, 198:7, 198:11 liabilities [4] - 25:11, 25:14, 25:16, 25:22 liability [1] - 22:5 Liability [3] - 22:8, 25:15, 26:11 library [2] - 80:22, 159:14 LIE [4] - 118:12, 120:12, 120:18, 192:9 lieu [2] - 149:9, 163:3 life [2] - 42:8, 73:24 light [2] - 99:5, 186:8 likely [3] - 15:13, 22:23, 52:5 limited [1] - 4:14 line [4] - 90:4, 118:4, 149:22, 178:11 Lionel [1] - 71:2 list [4] - 52:4, 53:3, 53:8, 54:21 listed [2] - 75:3, 85:17 listen [3] - 110:22, 164:22, 173:25 listening [2] - 66:16, 109:7 live [5] - 114:3, 162:14, 177:12, 177:13 lives [3] - 83:13, 83:20 livestream [1] - 3:25 livestreamed [1] - 5:6 LLC [3] - 77:10, 86:8, 115:24 load [1] - 121:21 loading [1] - 121:20 local [7] - 43:22, 54:17, 124:7, 124:8, 163:25, 182:11, 182:16 LOCAL [2] - 1:2, 1:13 Local [8] - 3:5, 12:13, 16:6, 22:9, 36:24, 38:4, 154:15, 155:16 localities [1] - 178:7 location [4] - 40:20,	47:12, 122:4, 198:12 long-blighted [1] - 119:23 long-lasting [1] - 167:12 long-term [1] - 119:18 longstanding [2] - 39:18, 181:25 longtime [1] - 42:23 look [10] - 27:25, 28:4, 28:10, 62:4, 92:22, 132:15, 146:9, 161:22, 176:3 looked [2] - 113:9, 186:20 looking [12] - 70:7, 73:11, 82:4, 83:18, 90:6, 131:5, 132:8, 132:16, 132:17, 138:13, 181:6, 184:22 looks [3] - 28:5, 185:24, 209:3 lose [2] - 109:21, 195:25 loss [2] - 18:19, 25:10 losses [2] - 27:16, 66:8 lost [4] - 66:2, 66:6, 182:13, 195:20 lounge [1] - 80:22 love [2] - 163:4, 180:7 low [1] - 119:6 lower [3] - 40:10, 48:14, 156:25 lowest [1] - 44:20	19:14, 26:18 management's [3] - 15:3, 21:12, 22:4 manager [1] - 44:11 Manager [3] - 108:6, 117:24, 120:7 Managing [1] - 39:11 map [2] - 159:9, 159:10 March [6] - 1:8, 1:11, 3:13, 16:2, 212:12, 212:20 Marketing [2] - 2:16, 5:3 marketing [2] - 19:8, 26:12 marketplace [1] - 99:21 marriage [1] - 212:15 Marriott [1] - 169:25 mass [1] - 167:24 massive [2] - 166:5, 168:3 material [6] - 13:10, 13:25, 17:15, 17:18, 20:23, 167:2 materials [2] - 189:3, 189:5 Matt [11] - 81:22, 88:17, 91:19, 91:22, 91:23, 92:3, 92:4, 94:25, 139:9, 139:21, 147:5 matter [6] - 28:8, 116:20, 127:18, 172:10, 205:6, 212:17 matters [7] - 16:13, 16:22, 24:3, 24:12, 36:22, 105:22, 171:21 Matthew [3] - 53:14, 92:8, 142:9 Matty [3] - 140:22, 142:4, 142:5 McCaffrey [4] - 156:7, 156:11, 156:12, 162:4 McKenna [26] - 106:3, 106:7, 106:8, 106:12, 107:2, 107:13, 108:11, 108:24, 109:9, 109:16, 110:5, 110:10, 110:23, 111:10, 111:12, 111:15, 111:19, 111:25, 112:15, 112:23, 113:5, 113:6, 113:22,
L				
labor [3] - 124:8, 146:4, 177:10 lack [1] - 52:21 LaMorte [5] - 1:23, 2:14, 11:11, 61:22, 206:25 LAMORTE [5] - 61:23, 207:4, 207:19, 208:6, 208:10 land [8] - 40:22, 119:5, 127:7, 130:24, 136:21, 149:11, 159:22, 161:5 landfill [2] - 137:3, 138:5 landlord [1] - 156:23 Lane [4] - 118:11, 120:12, 171:22, 192:9 language [2] - 151:8, 151:15 large [3] - 145:8, 171:7, 184:13 largely [1] - 81:7 largest [1] - 169:22 last [20] - 46:2, 62:11, 79:15, 80:9, 81:18, 82:8, 82:24, 87:6, 87:9, 87:14, 87:23, 95:18, 118:13, 120:10, 165:25, 171:19, 175:16, 191:9, 192:13, 199:18 lasting [1] - 167:12 lastly [1] - 151:7 Laura [4] - 66:23, 146:18, 170:22, 170:23 law [1] - 117:20 Law [4] - 18:10, 24:23,				
			M	
			Macy's [1] - 195:10 mail [1] - 5:20 mails [1] - 181:20 Main [2] - 183:24, 184:4 maintain [1] - 163:23 maintenance [1] - 83:3 major [4] - 14:14, 17:10, 17:18, 17:24 majority [1] - 120:19 malls [1] - 194:25 man [1] - 83:3 management [17] - 13:8, 13:16, 14:25, 15:10, 15:18, 15:22, 15:25, 20:22, 21:6, 21:10, 21:25, 22:19, 23:3, 23:9, 26:5, 28:3, 124:22 Management [2] -	

169:8, 169:12,
169:13
meager [1] - 149:8
mean [3] - 90:16,
135:19, 142:21
meaning [1] - 183:23
means [3] - 45:13,
89:20, 93:13
meant [1] - 158:19
measure [1] - 99:25
measured [1] - 208:3
Measurement [3] -
7:7, 33:9, 34:6
measurement [1] -
60:19
measurements [1] -
202:9
mechanicals [1] -
143:5
Medford [2] - 156:12,
156:13
medium [1] - 184:21
meet [2] - 26:21, 93:6
Meeting [2] - 1:7,
111:20
meeting [45] - 3:11,
3:18, 3:23, 4:6, 4:24,
5:15, 6:5, 7:9, 7:13,
8:7, 11:7, 28:12,
30:22, 30:24, 31:7,
32:21, 35:20, 36:16,
36:24, 38:3, 38:5,
38:10, 57:15, 63:3,
63:17, 71:24, 81:18,
82:8, 82:24, 84:21,
84:24, 87:14,
104:19, 104:22,
108:17, 112:4,
112:5, 112:7,
112:25, 180:7,
200:5, 209:23,
210:4, 210:14,
210:18
meetings [17] - 5:9,
5:11, 6:2, 6:4, 6:7,
6:16, 7:10, 32:6,
32:23, 34:15, 34:17,
36:13, 65:19,
105:17, 105:18,
124:11, 199:16
Meetings [2] - 7:19,
32:2
Melville [1] - 166:13
Member [9] - 49:14,
76:13, 76:18,
100:22, 108:13,
111:22, 174:11,
181:8, 200:6
member [6] - 35:15,
43:13, 69:8, 113:7,

193:19, 202:19
MEMBER [89] - 43:15,
44:9, 45:10, 45:23,
46:16, 47:8, 47:15,
48:19, 49:6, 49:19,
50:14, 51:6, 53:11,
53:21, 54:5, 54:10,
54:12, 55:9, 55:13,
57:18, 57:22, 58:22,
59:7, 59:18, 60:12,
60:21, 60:23, 61:23,
63:4, 64:6, 64:10,
64:13, 64:16, 64:19,
65:5, 113:2, 128:25,
131:23, 133:24,
135:7, 135:13,
135:17, 136:9,
136:18, 138:15,
138:21, 138:25,
140:25, 185:5,
187:16, 189:10,
189:19, 189:24,
190:11, 190:18,
190:24, 191:4,
193:7, 196:23,
197:5, 197:9,
197:14, 197:17,
197:21, 198:4,
198:7, 198:22,
200:12, 200:23,
202:3, 202:12,
202:15, 202:16,
204:11, 204:19,
204:24, 205:8,
205:14, 206:2,
206:7, 206:12,
207:18, 207:20,
208:9, 208:15,
208:24, 209:16,
210:22, 211:2
members [49] - 8:19,
8:20, 9:12, 10:19,
12:5, 30:2, 31:14,
33:16, 34:8, 35:2,
36:6, 36:19, 55:23,
56:16, 58:8, 60:5,
61:15, 63:10, 70:4,
72:4, 72:7, 74:12,
74:22, 77:3, 78:23,
102:12, 104:5,
112:19, 114:12,
115:2, 117:18,
128:14, 128:24,
135:12, 138:20,
141:6, 142:13,
147:23, 155:13,
155:16, 170:14,
170:25, 193:12,
198:15, 199:7,
201:12, 202:25,
206:19, 211:6

Members [18] - 3:10,
20:6, 28:16, 39:7,
41:11, 42:17, 103:7,
107:6, 107:19,
108:19, 109:23,
110:19, 111:23,
177:3, 179:18,
179:25, 181:5, 183:2
mention [4] - 75:16,
76:4, 82:24, 83:9
mentioned [4] - 80:8,
120:6, 126:18,
158:12
message [1] - 145:24
met [9] - 38:19, 58:24,
60:13, 65:13, 81:19,
88:17, 124:6,
144:20, 200:14
metals [1] - 158:16
method [2] - 131:2,
131:15
methodology [1] -
130:8
microphones [1] -
5:23
middle [2] - 94:2,
144:11
Middle [1] - 80:14
might [5] - 42:17,
164:8, 164:24,
190:16, 203:25
migrated [1] - 160:25
mile [2] - 118:13,
120:10
million [27] - 18:20,
19:3, 25:4, 40:7,
41:21, 42:2, 42:4,
42:7, 42:10, 45:6,
47:13, 119:22,
126:3, 126:24,
127:3, 127:5,
130:17, 137:24,
146:11, 151:14,
160:4, 160:5, 163:2,
166:22, 178:6,
191:24, 191:25
millions [2] - 149:3,
179:8
mind [1] - 135:14
mine [2] - 114:15,
114:18
Mineola [1] - 5:19
mingle [1] - 74:2
minimum [1] - 124:20
Minority [4] - 72:20,
76:5, 76:7
minority [1] - 76:8
minute [2] - 113:4,
171:15
minutes [23] - 4:15,

7:9, 9:24, 10:2,
34:14, 37:24, 57:14,
57:17, 58:3, 58:12,
71:19, 101:4, 104:2,
104:20, 116:5,
116:16, 141:11,
141:18, 168:22,
198:19, 198:21,
199:3, 199:10
missing [1] - 107:7
mission [2] - 60:16,
202:6
Mission [2] - 7:2, 33:6
missions [1] - 191:15
misstatements [5] -
15:14, 15:20, 22:23,
23:5, 23:6
MITCHELL [2] - 212:7,
212:22
mix [2] - 96:14, 120:25
moderate [1] - 141:21
moderated [1] - 4:24
moderator [1] - 5:2
modern [1] - 68:17
Mom [1] - 184:4
mom [5] - 165:22,
183:24, 184:20,
194:16, 195:8
moment [6] - 37:23,
66:9, 66:11, 71:20,
101:18, 119:25
money [5] - 134:23,
134:25, 135:24,
194:12, 194:23
monitor [2] - 19:15,
26:19
monitoring [1] -
130:19
month [5] - 44:8, 80:9,
87:9, 87:23, 208:7
monthly [2] - 28:10,
209:4
months [7] - 70:16,
71:11, 97:13,
170:17, 208:3,
208:5, 208:21
morning [3] - 121:10,
121:19, 149:16
mortgage [10] - 48:15,
48:17, 81:15, 81:16,
127:11, 166:23,
166:24, 185:17,
185:25, 195:7
Most [2] - 19:9, 155:5
most [11] - 21:22,
39:24, 54:16, 89:21,
146:5, 146:25,
151:17, 176:18,
176:23, 177:8,
183:22

mostly [2] - 27:18,
167:18
motion [36] - 7:17,
8:4, 10:8, 29:7,
29:11, 30:23, 31:2,
32:4, 32:9, 34:19,
35:19, 35:22, 35:23,
55:5, 55:10, 57:16,
57:19, 59:8, 59:11,
60:24, 61:19,
101:20, 101:23,
101:25, 102:3,
102:6, 174:14,
174:18, 198:20,
200:18, 200:22,
203:5, 206:5,
206:23, 210:20,
210:23
Motion [2] - 33:25,
35:11
mouth [2] - 110:7,
140:23
move [13] - 36:15,
57:13, 59:15, 62:9,
63:2, 65:17, 78:12,
82:21, 115:12,
115:20, 173:16,
173:18, 174:23
moved [2] - 150:19,
196:17
moves [4] - 57:21,
174:20, 206:8,
206:10
moving [4] - 27:21,
55:7, 59:6, 202:11
MR [132] - 6:8, 8:2,
8:6, 11:6, 12:4, 20:3,
20:12, 23:20, 27:13,
28:20, 30:18, 31:24,
32:20, 34:2, 35:12,
35:18, 36:11, 39:8,
41:19, 43:21, 44:12,
44:23, 45:15, 46:14,
46:21, 47:10, 47:24,
48:22, 48:24, 49:10,
49:13, 49:24, 50:2,
50:19, 50:21, 50:23,
50:24, 51:14, 52:8,
53:10, 53:19, 57:7,
57:11, 58:18, 59:14,
61:5, 77:14, 79:21,
80:6, 84:20, 85:23,
86:2, 86:5, 86:13,
86:17, 86:21, 86:24,
87:11, 87:25, 88:25,
89:3, 89:22, 91:3,
91:16, 92:6, 95:4,
95:6, 95:18, 96:3,
96:14, 96:20, 97:13,
97:21, 98:20, 99:2,

<p>103:6, 103:11, 104:13, 106:7, 106:12, 107:2, 107:13, 108:24, 109:9, 109:16, 110:5, 110:10, 110:23, 111:10, 111:15, 111:25, 112:15, 112:23, 114:21, 117:13, 117:17, 118:3, 118:5, 120:5, 122:14, 129:17, 132:18, 134:9, 136:6, 136:13, 136:25, 139:8, 142:8, 147:14, 147:20, 151:23, 153:22, 154:8, 156:11, 161:20, 162:13, 169:12, 186:24, 187:24, 188:2, 188:9, 189:17, 189:22, 190:9, 198:14, 199:17, 199:25, 203:12, 204:14, 204:22, 205:4, 205:21</p> <p>MS [29] - 41:14, 63:25, 84:25, 85:8, 85:18, 85:21, 85:25, 86:4, 92:5, 101:17, 104:8, 106:2, 115:16, 142:3, 147:8, 154:3, 156:7, 162:6, 162:8, 165:11, 165:15, 169:7, 173:9, 173:18, 190:16, 207:4, 207:19, 208:6, 208:10</p> <p>multiple [1] - 119:15</p> <p>multitude [1] - 93:15</p> <p>municipal [1] - 150:7</p> <p>municipalities [1] - 178:7</p> <p>must [4] - 6:3, 151:25, 168:4, 168:11</p> <p>mute [3] - 5:22, 23:17, 23:18</p> <p>muted [2] - 41:15, 85:4</p>	<p>147:11, 147:15, 147:24, 154:6, 154:8, 156:9, 162:11, 162:13, 165:14, 166:14, 169:10, 169:21</p> <p>NASSAU [3] - 1:2, 1:5, 212:5</p> <p>Nassau [46] - 3:5, 3:7, 8:13, 8:18, 12:12, 12:15, 16:6, 19:8, 38:25, 39:16, 39:19, 41:22, 42:11, 51:4, 53:15, 66:3, 69:24, 73:14, 76:7, 92:11, 93:23, 114:2, 125:13, 139:3, 142:12, 146:20, 150:2, 151:11, 154:17, 162:22, 163:9, 163:11, 165:17, 166:20, 167:5, 168:10, 175:5, 176:2, 178:6, 178:18, 182:17, 184:6, 184:9, 184:19, 193:21, 194:3</p> <p>Nassau/Suffolk [1] - 155:12</p> <p>nay [1] - 197:14</p> <p>near [1] - 163:20</p> <p>necessary [1] - 50:9</p> <p>Neck [6] - 79:12, 80:14, 80:16, 81:5, 93:24, 99:19</p> <p>need [27] - 27:8, 39:25, 40:12, 47:20, 51:19, 54:23, 59:10, 91:6, 91:7, 125:14, 144:19, 145:25, 146:9, 147:13, 149:13, 149:17, 157:11, 160:9, 164:19, 167:25, 172:12, 176:19, 177:14, 177:17, 185:6, 185:17</p> <p>needed [2] - 150:15, 167:4</p> <p>needless [1] - 185:10</p> <p>needs [3] - 39:25, 47:18, 85:15</p> <p>negotiate [4] - 98:23, 98:25, 99:7, 102:24</p> <p>negotiated [1] - 151:12</p> <p>negotiation [1] - 98:9</p> <p>neighbor [2] - 39:18, 166:8</p>	<p>neighborhoods [1] - 100:20</p> <p>neighbors [3] - 158:9, 158:10, 177:11</p> <p>net [2] - 19:13, 27:23</p> <p>Net [2] - 22:7, 25:14</p> <p>network [2] - 74:3, 119:14</p> <p>networks [1] - 125:25</p> <p>NEUFELD [2] - 212:7, 212:22</p> <p>never [5] - 134:23, 134:24, 137:12, 180:15, 189:13</p> <p>New [21] - 5:19, 12:15, 18:7, 18:9, 22:8, 24:19, 24:22, 43:6, 49:18, 66:4, 104:15, 125:9, 142:14, 146:10, 146:17, 150:8, 154:10, 156:13, 162:15, 165:19, 212:9</p> <p>new [13] - 40:9, 51:11, 52:11, 52:21, 79:19, 126:3, 126:12, 126:16, 145:15, 145:16, 157:3, 164:8, 182:7</p> <p>NEW [1] - 212:3</p> <p>newly [2] - 119:19, 125:2</p> <p>Newsday [1] - 149:15</p> <p>next [18] - 11:4, 30:16, 41:2, 44:8, 69:12, 70:15, 71:25, 94:11, 103:19, 124:14, 129:14, 141:20, 154:2, 157:14, 162:8, 178:17, 180:6, 209:23</p> <p>Nicole [1] - 2:19</p> <p>night [11] - 103:10, 105:3, 106:20, 107:4, 107:16, 107:20, 110:13, 112:9, 153:25, 165:4, 165:9</p> <p>nine [1] - 95:22</p> <p>nobody [1] - 135:20</p> <p>Nobody [1] - 110:15</p> <p>non [4] - 48:20, 48:22, 48:25, 185:4</p> <p>non-for-profit [1] - 48:25</p> <p>non-starting [1] - 185:4</p> <p>noncompliance [2] - 16:22, 24:11</p> <p>none [17] - 35:18,</p>	<p>55:20, 58:5, 60:2, 61:13, 62:21, 62:25, 78:12, 101:14, 141:7, 160:22, 170:6, 196:11, 199:4, 201:8, 202:22, 209:20</p> <p>nonsense [1] - 159:8</p> <p>normal [2] - 62:15, 73:24</p> <p>North [1] - 80:15</p> <p>north [1] - 157:21</p> <p>Notary [1] - 212:8</p> <p>note [8] - 4:23, 5:5, 18:12, 24:25, 31:24, 34:3, 36:12, 98:6</p> <p>noted [4] - 122:15, 125:22, 149:7, 211:10</p> <p>nothing [8] - 18:3, 24:16, 68:17, 128:2, 150:14, 157:4, 207:13, 210:7</p> <p>notice [3] - 69:10, 151:9, 151:15</p> <p>Notice [2] - 151:25, 152:2</p> <p>notion [1] - 68:24</p> <p>November [1] - 163:21</p> <p>number [17] - 70:17, 71:12, 71:22, 73:5, 73:7, 73:10, 74:12, 90:22, 95:21, 99:23, 175:7, 176:3, 179:2, 193:25, 203:22, 209:12, 209:13</p> <p>Number [1] - 175:25</p> <p>numbers [3] - 93:19, 185:22, 207:24</p> <p>numerous [2] - 118:24, 123:8</p>	<p>October [1] - 13:4</p> <p>odds [1] - 148:8</p> <p>OF [2] - 212:3, 212:5</p> <p>offense [2] - 113:12, 114:11</p> <p>offer [1] - 162:25</p> <p>offered [1] - 48:17</p> <p>office [1] - 142:14</p> <p>Office [2] - 76:5, 76:7</p> <p>Officer [8] - 1:23, 2:14, 2:16, 3:4, 5:3, 5:17, 61:21, 207:2</p> <p>Officer/Deputy [1] - 2:13</p> <p>Officer/Executive [2] - 1:22, 2:11</p> <p>officials [1] - 56:4</p> <p>Oglesby [1] - 2:12</p> <p>old [1] - 192:15</p> <p>omissions [2] - 58:3, 199:2</p> <p>on-site [1] - 83:7</p> <p>Once [1] - 4:10</p> <p>once [10] - 44:17, 44:20, 52:5, 68:16, 82:6, 93:2, 93:3, 118:20, 146:3, 157:9</p> <p>one [45] - 4:18, 28:21, 40:18, 41:10, 42:6, 43:3, 43:4, 45:5, 51:9, 53:12, 73:19, 75:15, 76:3, 89:10, 89:16, 89:17, 90:25, 91:12, 93:20, 93:21, 96:12, 96:15, 97:22, 111:5, 114:13, 124:12, 131:23, 142:24, 145:5, 146:8, 157:14, 157:15, 160:14, 160:25, 161:2, 175:25, 176:9, 179:7, 183:9, 189:11, 191:14, 193:25, 194:10, 194:21, 197:24</p> <p>One [3] - 5:18, 92:17, 152:13</p> <p>one-bedroom [1] - 96:12</p> <p>ones [1] - 81:9</p> <p>ongoing [1] - 3:15</p> <p>online [2] - 38:7, 85:5</p> <p>onsite [2] - 124:21, 150:17</p> <p>open [13] - 3:11, 7:12, 7:18, 9:22, 32:4, 32:9, 32:17, 39:6, 42:15, 43:12, 92:17, 166:11, 176:20</p>
O				
<p>o'clock [1] - 105:4</p> <p>O'Connor [3] - 6:17, 11:17, 11:18</p> <p>objections [1] - 31:20</p> <p>objective [1] - 14:6</p> <p>objectives [1] - 28:13</p> <p>obligations [1] - 72:8</p> <p>observe [1] - 111:13</p> <p>obviously [16] - 18:24, 27:15, 56:7, 65:23, 67:7, 68:3, 69:23, 70:10, 70:13, 71:17, 73:17, 89:6, 90:3, 130:4, 153:11, 187:18</p> <p>occur [1] - 187:13</p>				

opened [1] - 165:25
opening [3] - 9:2, 9:6, 32:13
operate [2] - 74:5, 120:15
operating [7] - 18:19, 25:5, 25:10, 25:25, 27:16, 67:15, 74:4
Operating [3] - 2:12, 19:2, 26:7
Operations [3] - 7:6, 33:7, 34:4
operations [5] - 60:17, 120:4, 121:9, 126:8, 202:7
operators [1] - 167:17
opinion [14] - 13:6, 14:4, 14:16, 14:20, 16:5, 16:8, 17:7, 20:20, 23:14, 23:22, 23:23, 153:16, 195:24
opinions [1] - 196:4
opportunities [8] - 73:11, 92:24, 139:19, 145:3, 167:14, 182:7, 182:15, 184:19
opportunity [21] - 4:12, 4:17, 4:18, 67:20, 68:15, 71:10, 88:23, 92:8, 94:23, 103:17, 103:20, 126:2, 135:3, 145:12, 148:4, 152:7, 154:13, 155:15, 176:21, 182:20, 201:7
Opposed [1] - 35:5
opposed [19] - 9:15, 10:22, 30:5, 31:17, 33:19, 36:9, 56:2, 58:11, 60:8, 60:24, 61:18, 63:13, 79:2, 102:15, 201:15, 201:22, 203:4, 206:22, 211:9
opposing [1] - 157:25
opposition [3] - 148:11, 152:8, 166:20
oral [1] - 27:11
order [6] - 8:5, 8:9, 8:10, 8:15, 36:23, 134:17
ordering [1] - 189:2
orderly [1] - 128:21
Orders [1] - 3:17
ordinary [1] - 207:14
organization [2] - 7:3,

48:25
organizations [2] - 169:17, 170:21
originally [1] - 71:24
otherwise [2] - 112:13, 134:18
ourselves [1] - 100:3
out-of-state [1] - 40:2
outcome [1] - 212:16
outdoor [1] - 52:22
outside [1] - 6:19
overall [5] - 42:10, 187:5, 187:10, 187:12
Overall [4] - 18:10, 24:23, 25:23, 81:2
overnight [3] - 120:20, 121:5, 121:14
oversight [2] - 13:14, 21:3
overview [1] - 129:11
own [7] - 18:6, 40:22, 47:20, 89:7, 89:19, 146:15, 159:21
owned [1] - 160:13
Owned [1] - 72:20
owner [3] - 156:18, 159:20, 165:21
owners [2] - 156:21, 167:9
owns [1] - 160:12
Oyster [7] - 122:17, 122:19, 136:22, 164:2, 170:2, 170:13, 194:4
Ozone [1] - 154:9

P

p.m [4] - 1:8, 1:12, 122:3, 211:10
P.M [2] - 3:14, 36:14
package [4] - 12:6, 117:8, 185:20, 196:12
packages [2] - 121:7, 121:23
page [2] - 124:14, 171:8
paid [3] - 72:14, 72:15, 168:8
paints [1] - 143:7
Paknuosh [4] - 85:13, 86:6, 93:7, 97:6
PAKNUOSH [10] - 85:23, 86:2, 86:5, 86:13, 86:17, 86:21, 89:3, 89:22, 91:3, 91:16
pandemic [3] -

155:14, 166:3, 182:12
panelists [1] - 5:22
paper [2] - 209:3, 209:7
parcel [2] - 144:3, 148:19
paring [1] - 189:20
Park [9] - 72:22, 85:5, 106:17, 115:25, 116:9, 117:10, 154:10, 174:16, 177:5
park [2] - 121:2, 122:7
parked [1] - 121:13
parking [3] - 80:18, 121:15, 150:15
part [29] - 12:6, 14:25, 20:16, 21:10, 39:24, 49:20, 56:21, 69:19, 71:8, 74:18, 76:24, 81:5, 81:12, 116:12, 120:25, 123:17, 128:23, 137:4, 137:15, 144:23, 158:21, 177:4, 185:19, 186:15, 186:16, 204:9, 205:12, 205:23, 209:4
part-time [1] - 120:25
Participants [1] - 3:21
participate [4] - 4:4, 72:10, 88:23, 172:2
participated [3] - 73:4, 74:13, 173:22
participating [2] - 4:2, 181:23
participation [3] - 57:5, 173:6, 193:5
particular [6] - 26:20, 69:5, 70:5, 127:22, 145:21, 179:9
particularly [4] - 21:18, 72:6, 72:25, 180:4
parties [3] - 4:4, 5:12, 212:14
partner [2] - 11:16, 76:6
partnership [1] - 76:11
pass [3] - 131:4, 158:18, 199:20
passing [1] - 145:21
passionately [1] - 131:25
Past [1] - 165:16
past [6] - 15:4, 21:13, 72:23, 134:25,

144:3, 164:18
Pat [2] - 170:10, 170:12
patience [2] - 63:18, 105:23
patronizing [1] - 69:16
pay [13] - 127:4, 149:9, 163:10, 163:23, 164:14, 167:10, 168:5, 168:7, 168:11, 178:12, 179:11, 195:6, 195:7
paying [5] - 124:19, 149:5, 163:7, 167:5, 167:16
payment [6] - 151:13, 163:3, 203:7, 203:15, 204:4, 204:10
peaches [1] - 180:19
Pension [3] - 22:8, 25:14, 26:11
people [50] - 38:6, 38:11, 43:9, 56:22, 66:3, 66:6, 66:16, 67:18, 67:22, 68:12, 68:19, 69:9, 69:13, 73:3, 73:10, 74:3, 90:3, 90:6, 90:10, 90:11, 90:18, 94:15, 103:15, 105:8, 106:19, 114:3, 129:4, 131:9, 131:11, 131:19, 141:22, 158:8, 176:15, 177:17, 177:19, 177:22, 177:23, 178:18, 178:19, 179:14, 180:24, 181:7, 183:22, 184:2, 184:15, 195:4, 195:6, 195:12, 195:15, 195:16
people's [2] - 108:3, 115:10
per [3] - 4:15, 4:18, 139:13
percent [8] - 49:7, 49:10, 50:25, 51:3, 143:22, 189:15, 189:21, 207:12
percentage [2] - 50:18, 163:5
Pereira [1] - 2:17
Performance [3] - 7:7, 33:8, 34:5
performance [4] - 15:11, 22:20, 60:18,

202:8
performed [3] - 13:20, 16:14, 24:5
period [8] - 103:13, 103:22, 115:6, 120:20, 121:6, 121:14, 121:24, 187:20
permanent [1] - 192:4
permits [3] - 43:24, 97:4, 122:22
permitted [1] - 43:23
person [7] - 65:13, 65:20, 73:16, 73:18, 141:20, 142:2, 210:5
Personal [1] - 11:24
personal [1] - 195:24
personally [2] - 73:9, 210:8
persons [1] - 115:4
pertains [1] - 111:21
Petersen [4] - 6:17, 11:8, 11:11, 11:16
PETERSEN [6] - 12:4, 20:3, 20:12, 23:20, 27:13, 28:20
Petersen's [1] - 75:20
Peterson's [1] - 75:8
phases [1] - 126:16
phenomenal [1] - 83:22
Phil [1] - 50:19
Philip [1] - 41:9
phone [3] - 23:18, 41:10, 172:3
pick [1] - 89:16
pickers [1] - 167:17
piece [1] - 40:22
PILOT [17] - 81:13, 99:6, 117:4, 126:16, 126:22, 151:6, 151:13, 152:19, 163:3, 163:9, 164:10, 174:6, 185:7, 185:9, 187:6, 189:14, 196:15
PKF [3] - 6:17, 11:17
place [11] - 44:11, 46:23, 77:24, 82:12, 82:21, 87:20, 93:3, 123:11, 129:10, 186:8, 189:6
Place [1] - 166:13
places [1] - 133:20
plainly [1] - 151:16
Plainview [2] - 165:19, 166:16
plan [15] - 65:21, 82:9, 87:13, 89:20, 117:7, 120:14, 122:20,

123:15, 123:20,
129:21, 130:21,
134:5, 137:9,
144:22, 144:24
planned [1] - 163:24
planning [2] - 12:24,
70:14
plans [6] - 82:7, 87:2,
88:5, 93:2, 124:3,
166:10
plant [1] - 192:15
play [1] - 168:12
plaza [1] - 164:6
PLE [1] - 47:4
Pleasant [1] - 40:21
pleasant [1] - 94:6
pleasantly [1] - 92:16
pleased [4] - 15:19,
17:5, 23:4, 143:20
pleasure [2] - 38:21,
65:5
Pledge [2] - 64:25,
65:7
plumber [2] - 90:2,
90:24
plumbing [1] - 89:11
plural [1] - 197:23
pocket [1] - 172:25
pockets [1] - 149:19
point [26] - 12:2, 46:8,
47:17, 53:25, 74:16,
77:20, 82:12, 84:8,
87:3, 97:24, 99:3,
105:20, 114:23,
115:6, 128:6,
142:19, 143:25,
152:24, 153:7,
153:9, 169:16,
170:16, 188:24,
205:15, 205:20,
208:25
pointed [1] - 148:17
points [2] - 4:6, 82:23
Police [2] - 163:11,
163:12
policy [8] - 45:4, 45:7,
45:18, 45:21, 46:11,
46:22, 46:24, 139:14
polite [1] - 116:17
pollutants [1] - 132:22
polluted [1] - 156:21
pontificate [1] -
177:19
pool [4] - 135:22,
136:14, 136:19,
159:3
poor [2] - 175:5,
175:15
pop [5] - 165:22,
183:24, 184:4,

184:20, 194:16
population [2] - 50:25,
52:2
porous [1] - 158:13
portfolio [1] - 99:20
portion [5] - 105:6,
121:16, 138:6,
163:10
position [7] - 19:13,
26:17, 27:23, 44:17,
88:2, 148:15, 152:16
Position [1] - 62:18
positions [1] - 167:19
positive [8] - 65:18,
124:15, 126:5,
153:5, 170:8,
208:12, 208:20,
208:22
possible [2] - 45:21,
51:16
possibly [1] - 113:13
post [3] - 22:2, 25:13,
26:10
post-employment [1]
- 26:10
posted [1] - 159:10
potential [2] - 187:18,
208:21
potentially [1] - 7:5
pouring [1] - 163:19
PPE [2] - 19:5, 62:12
preceding [1] - 104:24
predominantly [2] -
120:17, 121:5
Preliminary [3] -
38:13, 79:19, 88:4
preliminary [8] - 46:6,
55:6, 80:3, 98:4,
98:16, 101:21,
102:22, 187:8
prepared [2] - 108:17,
110:17
present [16] - 5:8,
8:19, 19:25, 25:18,
37:3, 37:6, 37:10,
63:21, 64:7, 64:10,
64:14, 64:16, 64:20,
101:6, 200:4
Present [3] - 37:13,
37:16, 37:20
presentation [16] -
6:16, 19:19, 26:24,
27:6, 27:11, 38:17,
39:4, 76:15, 79:20,
80:3, 106:18,
106:21, 106:24,
116:9, 117:11,
171:13
presentations [1] -
73:7

presented [7] - 13:9,
20:23, 29:9, 59:3,
72:2, 98:12, 200:18
presenting [1] - 86:7
presently [1] - 123:12
president [1] - 148:3
President [4] - 92:9,
142:10, 143:14,
165:16
pretty [2] - 44:3, 82:18
prevailing [3] - 46:19,
46:23, 53:17
prevailing-wage [2] -
46:19, 53:17
prevent [3] - 96:25,
158:20, 158:23
previous [2] - 156:21,
209:10
previously [3] - 34:7,
203:21, 204:18
price [1] - 156:25
primarily [6] - 18:16,
18:18, 25:7, 25:9,
25:16, 105:16
primary [1] - 93:22
principle [2] - 6:14,
83:11
priority [1] - 49:16
privately [1] - 160:13
problem [2] - 201:20
procedures [1] - 15:21
proceeding [1] -
126:20
proceedings [1] -
212:11
process [32] - 13:15,
21:4, 43:18, 43:19,
44:22, 70:14, 77:22,
86:16, 86:18, 88:13,
88:14, 88:16, 88:21,
108:21, 122:8,
123:13, 129:16,
135:18, 135:25,
139:6, 139:20,
140:6, 142:17,
142:18, 143:11,
174:4, 186:15,
186:17, 187:4,
188:18, 188:20,
194:13
processed [1] -
122:23
processes [1] -
136:23
productive [3] -
119:24, 130:9,
131:22
professional [1] -
62:13
Professional [3] -

12:17, 15:12, 22:21
profit [7] - 48:20,
48:21, 48:23, 48:25,
49:9, 49:11, 49:12
Program [1] - 151:4
program [5] - 14:15,
19:8, 27:19, 164:11,
189:14
programs [6] - 14:18,
17:11, 17:19, 17:25,
144:12, 180:3
project [90] - 18:23,
26:3, 45:4, 46:19,
47:6, 48:2, 54:14,
54:25, 68:25, 70:6,
77:17, 80:11, 81:12,
81:25, 82:22, 82:25,
83:23, 86:20, 87:4,
87:8, 89:13, 91:11,
91:13, 93:8, 94:12,
94:17, 99:15,
101:16, 115:21,
116:6, 116:21,
116:22, 118:7,
118:19, 122:11,
122:16, 122:22,
123:18, 124:14,
127:6, 127:14,
134:3, 134:5, 137:5,
137:6, 137:14,
137:15, 139:4,
140:15, 140:18,
141:17, 143:19,
143:23, 144:7,
145:9, 145:22,
148:11, 150:4,
151:5, 153:8,
153:14, 154:21,
155:18, 161:3,
163:25, 164:24,
170:4, 171:2, 172:6,
172:8, 173:23,
175:3, 175:19,
175:22, 177:16,
177:21, 180:12,
181:3, 181:25,
182:14, 183:18,
191:12, 191:13,
192:6, 192:19,
192:21, 192:24,
195:18, 198:2
projects [7] - 70:17,
71:13, 137:12,
142:20, 144:25,
185:4, 192:16
projet [1] - 192:14
promoting [1] - 69:24
proof [1] - 134:20
Properties [3] -
146:22, 162:19,

179:10
properties [1] - 129:10
property [27] - 47:21,
118:15, 122:25,
131:21, 132:5,
134:12, 134:13,
137:2, 137:7,
137:19, 138:4,
143:25, 147:2,
148:20, 149:4,
156:19, 159:20,
160:11, 167:8,
167:9, 168:6, 168:8,
172:13, 179:3,
179:9, 182:2, 185:2
proportionate [1] -
22:7
proposal [3] - 79:14,
98:3, 115:23
proposals [2] -
138:14, 175:8
propose [1] - 51:14
proposed [11] - 98:7,
118:8, 120:4,
120:23, 123:15,
126:7, 126:22,
129:22, 137:25,
150:4, 150:13
proposing [2] - 41:20,
120:9
prosper [1] - 146:14
protective [1] - 131:18
Protective [1] - 11:25
protocols [1] - 210:6
proud [1] - 67:12
provide [8] - 12:18,
14:21, 82:3, 93:14,
96:13, 143:22,
145:14, 181:18
provided [2] - 14:19,
22:10
providers [1] - 124:25
provides [1] - 155:5
providing [2] - 14:4,
146:23
proving [1] - 174:8
provisions [2] - 13:22,
14:5
proximity [1] - 150:21
public [41] - 3:16,
3:18, 3:23, 4:7, 5:11,
5:14, 38:2, 72:13,
80:16, 101:15,
103:13, 103:23,
104:5, 104:17,
107:21, 108:3,
111:8, 111:24,
112:8, 113:21,
114:23, 114:24,
115:4, 115:6,

<p>116:13, 117:7, 123:13, 123:14, 126:19, 128:8, 128:16, 129:7, 131:18, 131:24, 133:8, 141:7, 150:3, 172:23, 181:20, 191:10</p> <p>Public [4] - 18:9, 24:22, 111:20, 212:8</p> <p>public-comment [1] - 115:6</p> <p>pull [1] - 97:3</p> <p>pulling [1] - 76:11</p> <p>purchase [1] - 166:25</p> <p>purpose [3] - 14:15, 67:6, 107:21</p> <p>pursuant [2] - 77:18, 203:7</p> <p>push [1] - 141:9</p> <p>put [18] - 44:16, 61:7, 74:9, 89:13, 105:11, 110:7, 113:12, 119:23, 131:21, 136:16, 145:7, 149:4, 155:23, 164:5, 176:15, 179:8, 180:5, 194:2</p> <p>putting [4] - 41:6, 42:4, 154:23, 157:19</p>	<p>173:11</p> <p>quick [7] - 51:9, 95:15, 96:7, 104:16, 120:3, 152:12, 204:12</p> <p>quickly [2] - 51:16, 207:6</p> <p>quite [2] - 38:24, 118:15</p> <p>quotes [1] - 75:11</p>	<p>reasonable [3] - 14:20, 22:16, 28:6</p> <p>reasoning [1] - 157:22</p> <p>reasons [5] - 27:18, 175:4, 181:2, 192:17, 192:25</p> <p>recapture [2] - 187:14, 189:15</p> <p>receive [5] - 17:2, 114:24, 115:7, 115:8, 145:10</p> <p>received [8] - 12:7, 17:4, 18:25, 20:15, 62:6, 82:9, 107:10, 207:10</p> <p>recent [1] - 151:17</p> <p>recognized [1] - 177:6</p> <p>recognizes [1] - 164:21</p> <p>recollect [1] - 51:23</p> <p>recollection [1] - 80:12</p> <p>recommend [11] - 29:7, 30:22, 32:3, 34:13, 35:19, 89:8, 90:2, 90:12, 90:20, 200:2, 200:5</p> <p>recommendation [8] - 29:23, 34:12, 53:20, 59:2, 59:12, 99:16, 100:23, 186:9</p> <p>recommendations [1] - 202:22</p> <p>recommending [1] - 200:15</p> <p>recommends [2] - 33:3, 60:14</p> <p>reconsiderations [1] - 137:6</p> <p>record [16] - 4:22, 5:11, 31:25, 34:3, 36:12, 101:4, 104:12, 106:6, 133:7, 142:6, 147:11, 154:7, 156:10, 162:12, 165:14, 169:11</p> <p>recorded [3] - 5:7, 8:22, 48:15</p> <p>recording [11] - 13:15, 16:11, 81:15, 81:16, 127:12, 166:23, 166:24, 185:9, 185:11, 185:18, 185:25</p> <p>records [1] - 5:15</p> <p>recourse [1] - 156:20</p> <p>recovering [1] - 155:15</p> <p>red [2] - 120:21, 208:5</p>	<p>redeveloped [1] - 134:13</p> <p>redevelopment [5] - 71:5, 71:8, 123:21, 134:12, 134:22</p> <p>reduced [3] - 126:21, 148:18, 203:22</p> <p>reduction [2] - 167:7, 204:17</p> <p>reelection [1] - 163:17</p> <p>referred [1] - 45:8</p> <p>reflect [1] - 101:5</p> <p>reflective [1] - 27:10</p> <p>refresh [1] - 80:11</p> <p>refresher [2] - 46:10, 95:15</p> <p>regard [1] - 185:15</p> <p>regarding [2] - 80:10, 162:18</p> <p>regardless [1] - 149:18</p> <p>Reggie [1] - 42:19</p> <p>registration [1] - 3:24</p> <p>regular [1] - 36:24</p> <p>regulations [1] - 13:23</p> <p>reiterate [2] - 148:10, 152:7</p> <p>rejected [1] - 175:11</p> <p>rejoin [1] - 64:23</p> <p>related [8] - 3:16, 12:23, 15:10, 19:22, 22:20, 129:20, 187:8, 212:14</p> <p>relating [1] - 202:20</p> <p>relation [1] - 22:16</p> <p>relatively [1] - 188:7</p> <p>relieve [2] - 13:16, 21:5</p> <p>relocate [1] - 145:18</p> <p>relying [1] - 30:15</p> <p>remain [1] - 150:10</p> <p>remarks [2] - 75:2, 76:19</p> <p>Remarks [1] - 4:14</p> <p>remedial [1] - 123:10</p> <p>mediate [3] - 134:4, 172:13, 179:12</p> <p>remediated [1] - 157:5</p> <p>remediating [4] - 130:8, 131:2, 135:25, 150:17</p> <p>remediation [11] - 129:8, 129:12, 129:20, 134:10, 153:10, 153:15, 156:15, 178:23, 178:24, 192:20, 192:22</p> <p>remember [2] - 43:4, 66:25</p>	<p>remind [2] - 79:13, 103:23</p> <p>reminder [1] - 45:2</p> <p>Remotely [1] - 1:10</p> <p>rent [1] - 176:12</p> <p>repeated [1] - 68:21</p> <p>repeat [1] - 19:10</p> <p>repeats [1] - 122:9</p> <p>replace [1] - 209:5</p> <p>replaces [1] - 210:7</p> <p>replenish [1] - 209:15</p> <p>replenished [1] - 209:11</p> <p>report [39] - 15:19, 16:10, 16:17, 17:6, 17:10, 17:13, 17:21, 23:4, 23:25, 24:7, 29:24, 33:9, 58:20, 60:9, 61:21, 61:25, 66:14, 67:12, 70:16, 74:15, 74:17, 74:24, 132:9, 143:20, 157:24, 157:25, 158:5, 158:8, 187:21, 187:23, 192:23, 199:19, 200:7, 200:10, 201:25, 207:2, 207:5, 209:20, 209:22</p> <p>reported [2] - 16:23, 24:13</p> <p>reporting [4] - 21:4, 24:2, 190:4, 190:6</p> <p>reports [8] - 7:7, 28:10, 58:14, 58:17, 60:19, 149:25, 199:13, 202:9</p> <p>Reports [1] - 34:6</p> <p>represent [1] - 149:10</p> <p>representation [2] - 15:25, 193:14</p> <p>representations [1] - 23:9</p> <p>representatives [4] - 80:2, 124:5, 124:9, 139:17</p> <p>representing [3] - 25:5, 142:13, 154:15</p> <p>request [8] - 39:4, 77:25, 92:20, 126:8, 126:15, 148:22, 166:22, 185:25</p> <p>Request [1] - 77:18</p> <p>requested [2] - 15:24, 23:8</p> <p>requesting [2] - 127:10, 167:7</p> <p>require [6] - 12:18, 15:12, 22:22, 99:8,</p>
R				
<p>qualify [2] - 127:23, 194:18</p> <p>quarter [5] - 75:5, 163:6, 207:10, 208:20, 209:10</p> <p>questioned [3] - 113:6, 113:7, 175:23</p> <p>questions [45] - 19:22, 20:7, 26:25, 28:15, 35:13, 39:6, 41:12, 42:16, 51:8, 53:2, 54:3, 55:19, 61:11, 62:19, 76:23, 78:8, 80:10, 84:2, 84:4, 91:25, 95:10, 95:13, 97:19, 101:10, 101:14, 115:3, 116:11, 128:7, 128:14, 128:15, 128:22, 135:11, 138:19, 141:5, 144:18, 171:17, 171:23, 201:3, 204:8, 205:3, 205:11, 206:4, 207:17, 209:18</p> <p>queue [2] - 91:19,</p>	<p>Rabbi [4] - 83:12, 92:15, 94:4, 97:6</p> <p>RABBI [4] - 85:3, 85:14, 97:8, 103:4</p> <p>Raise [1] - 141:10</p> <p>raise [1] - 173:14</p> <p>raised [5] - 4:9, 4:11, 137:16, 161:13, 190:2</p> <p>raising [1] - 141:24</p> <p>rate [3] - 48:15, 132:2, 151:19</p> <p>rates [1] - 25:18</p> <p>rather [2] - 126:10, 185:7</p> <p>reach [4] - 28:23, 53:14, 161:11, 161:22</p> <p>reached [4] - 124:5, 159:2, 170:17, 171:3</p> <p>reaction [1] - 92:19</p> <p>read [3] - 113:13, 152:13, 166:21</p> <p>readopt [3] - 33:5, 60:15, 202:6</p> <p>ready [5] - 51:12, 77:21, 88:6, 110:21, 145:7</p> <p>real [5] - 125:13, 156:17, 169:23, 184:3, 194:7</p> <p>reality [2] - 127:25, 184:14</p> <p>really [22] - 38:23, 43:6, 44:5, 54:14, 56:19, 56:22, 67:24, 68:10, 72:11, 74:11, 129:8, 137:22, 140:7, 149:19, 153:13, 170:21, 177:6, 185:15, 186:3, 186:7, 191:8, 210:16</p> <p>Really [1] - 36:20</p> <p>reason [8] - 18:21, 26:2, 47:10, 49:2, 90:14, 145:24, 146:16, 189:13</p>	<p>qualified [1] - 127:23, 194:18</p> <p>quarterly [5] - 75:5, 163:6, 207:10, 208:20, 209:10</p> <p>questioned [3] - 113:6, 113:7, 175:23</p> <p>questions [45] - 19:22, 20:7, 26:25, 28:15, 35:13, 39:6, 41:12, 42:16, 51:8, 53:2, 54:3, 55:19, 61:11, 62:19, 76:23, 78:8, 80:10, 84:2, 84:4, 91:25, 95:10, 95:13, 97:19, 101:10, 101:14, 115:3, 116:11, 128:7, 128:14, 128:15, 128:22, 135:11, 138:19, 141:5, 144:18, 171:17, 171:23, 201:3, 204:8, 205:3, 205:11, 206:4, 207:17, 209:18</p> <p>queue [2] - 91:19,</p>	<p>qualify [2] - 127:23, 194:18</p> <p>quarter [5] - 75:5, 163:6, 207:10, 208:20, 209:10</p> <p>questioned [3] - 113:6, 113:7, 175:23</p> <p>questions [45] - 19:22, 20:7, 26:25, 28:15, 35:13, 39:6, 41:12, 42:16, 51:8, 53:2, 54:3, 55:19, 61:11, 62:19, 76:23, 78:8, 80:10, 84:2, 84:4, 91:25, 95:10, 95:13, 97:19, 101:10, 101:14, 115:3, 116:11, 128:7, 128:14, 128:15, 128:22, 135:11, 138:19, 141:5, 144:18, 171:17, 171:23, 201:3, 204:8, 205:3, 205:11, 206:4, 207:17, 209:18</p> <p>queue [2] - 91:19,</p>	<p>Q</p>
Rich Moffett Court Reporting, Inc.				

154:25, 186:14
required [1] - 16:23, 17:2, 17:12, 24:12, 111:23, 112:2, 112:4, 126:23, 137:10, 168:4, 186:16
requirement [2] - 47:25, 48:6
requirements [5] - 14:12, 14:23, 17:16, 45:18, 45:20
requires [3] - 46:23, 125:20, 150:12
rescheduled [1] - 71:25
reserve [1] - 42:5
reserved [1] - 4:5
reserves [2] - 209:4, 209:6
reside [3] - 154:16, 162:23, 165:18
resident [3] - 48:3, 132:14, 167:5
residential [1] - 137:8
residents [7] - 153:3, 162:21, 170:7, 171:6, 171:12, 178:12, 182:11
resolution [22] - 55:7, 56:3, 79:10, 101:22, 115:22, 117:3, 117:5, 117:6, 174:6, 174:7, 174:8, 187:3, 196:15, 196:16, 199:21, 202:5, 203:6, 203:11, 203:13, 205:5, 206:6
Resolution [1] - 38:14
resolutions [9] - 66:18, 115:23, 117:2, 174:5, 174:15, 196:13, 197:23, 202:11, 202:20
Resolutions [1] - 77:9
resource [1] - 76:9
resources [1] - 41:6
respect [15] - 48:16, 100:19, 111:13, 113:25, 114:2, 114:16, 114:17, 116:20, 152:16, 153:9, 153:16, 179:14, 193:12
respective [3] - 8:23, 13:18, 21:8
respects [3] - 13:10, 17:15, 20:24
respond [2] - 75:7,

75:19
responded [19] - 9:13, 10:20, 30:3, 31:15, 33:17, 35:3, 36:7, 55:24, 58:9, 60:6, 61:16, 63:11, 78:24, 102:13, 199:8, 201:13, 203:2, 206:20, 211:7
response [27] - 9:16, 9:19, 10:23, 11:2, 20:9, 28:19, 30:6, 30:9, 31:18, 31:21, 33:20, 33:23, 35:6, 35:9, 35:17, 36:10, 77:5, 78:10, 79:3, 79:6, 85:7, 85:20, 101:12, 102:16, 102:19, 148:7, 173:17
responsibilities [3] - 12:19, 20:22, 21:8
responsibility [6] - 13:5, 13:8, 13:18, 20:19, 108:16, 108:18
responsible [3] - 13:13, 21:3, 131:8
rest [2] - 105:5, 164:15
restrictions [1] - 73:21
result [3] - 15:21, 83:4, 122:11
resulted [1] - 25:21
resulting [2] - 19:12, 26:16
results [2] - 15:6, 21:15
retail [2] - 167:9, 168:7
retained [1] - 43:21
Retirement [1] - 22:9
revenue [8] - 18:25, 25:25, 28:13, 62:5, 150:5, 154:22, 167:4, 207:8
Revenues [1] - 62:4
revenues [8] - 18:20, 19:12, 19:16, 25:23, 26:6, 26:16, 26:20, 69:22
Reverend [1] - 42:20
Review [4] - 82:14, 87:17, 93:5, 96:22
review [6] - 6:25, 7:2, 9:24, 11:12, 34:9, 122:5
reviewed [1] - 6:15
reviewing [2] - 6:21, 7:4
revitalize [1] - 70:19

Richard [4] - 1:14, 2:3, 37:3, 198:4
richard [2] - 63:20, 196:21
richest [2] - 194:4, 194:5
Richie [4] - 33:14, 99:10, 108:9, 183:4
ridiculous [1] - 164:11
right-hand [2] - 121:3, 121:16
rightly [1] - 149:7
road [5] - 87:23, 118:12, 157:16, 157:17, 157:20
Road [2] - 80:15
roads [5] - 163:23, 163:25, 164:2, 164:3
Robbins [5] - 118:11, 120:12, 161:5, 171:21, 192:9
robots [1] - 167:18
Rock [2] - 81:21, 86:11
Rogers [4] - 147:9, 147:15, 147:25, 178:10
ROGERS [4] - 147:14, 147:20, 151:23, 153:22
roll [3] - 37:2, 63:19, 196:18
roof [1] - 143:3
room [3] - 80:23, 112:5, 180:22
Roosevelt [7] - 38:15, 39:14, 39:20, 39:21, 40:12, 51:2, 54:18
root [1] - 148:14
roughly [1] - 52:10
rouse [1] - 158:2
route [2] - 121:24, 122:6
routes [2] - 121:8, 121:22
Roy [1] - 169:21
run [2] - 78:3, 90:8
running [2] - 27:16, 189:9
runoff [2] - 133:3, 158:22
rush [1] - 122:2

S

safely [1] - 133:21
safer [1] - 135:5
safety [1] - 122:5
Saladino [2] - 146:19, 172:25

sales [10] - 81:17, 127:11, 166:24, 168:7, 187:8, 187:15, 187:17, 188:25, 189:12, 189:16
samples [1] - 123:9
Sanders [3] - 67:9, 67:22, 67:23
sat [1] - 114:9
satisfactory [1] - 95:24
satisfied [1] - 46:25
satisfy [1] - 45:20
save [2] - 105:5, 135:24
savings [1] - 152:5
saw [1] - 139:9
scale [1] - 99:24
Scannell [2] - 130:12, 146:21
schedule [4] - 51:10, 96:18, 97:5, 155:21
Schedule [1] - 17:8
Scheduled [1] - 6:10
scheduled [1] - 71:24
School [3] - 38:16, 148:2, 162:24
school [37] - 38:22, 39:22, 40:2, 40:6, 40:9, 40:10, 41:2, 41:9, 41:23, 41:25, 42:13, 42:22, 42:24, 44:13, 44:16, 49:17, 49:23, 50:15, 51:4, 52:7, 54:15, 56:5, 56:13, 56:18, 56:20, 56:24, 124:8, 137:17, 148:9, 150:6, 152:25, 154:24, 157:12, 158:3, 158:5, 159:12, 178:13
schools [7] - 40:19, 43:5, 52:21, 150:22, 157:14, 168:9, 178:14
Schultz [2] - 170:22, 170:23
scope [1] - 93:8
scores [1] - 40:4
screen [3] - 104:3, 121:4, 121:17
screens [1] - 30:14
Sea [2] - 104:15, 162:15
sealed [1] - 132:24
Sean [8] - 156:7, 156:8, 156:11, 161:8, 161:10,

161:16, 161:25, 162:4
season [3] - 188:22, 210:10
SECOND [17] - 29:14, 32:8, 32:14, 32:24, 33:13, 33:18, 33:21, 33:24, 34:18, 34:23, 35:4, 35:7, 35:10, 35:21, 36:3, 36:8, 37:9
second [49] - 9:2, 9:4, 9:6, 10:9, 10:13, 29:12, 29:15, 29:20, 31:4, 31:6, 32:11, 33:10, 33:11, 34:20, 35:24, 55:12, 55:13, 57:21, 57:22, 59:17, 59:18, 60:20, 60:22, 61:7, 63:3, 63:4, 75:4, 78:14, 111:6, 136:20, 142:24, 143:4, 147:7, 174:20, 183:9, 190:21, 194:10, 198:21, 198:25, 200:22, 202:13, 202:17, 206:11, 206:13, 206:15, 207:10, 208:19, 210:25, 211:2
Second [1] - 35:25
secondary [1] - 195:8
seconded [1] - 196:17
seconds [15] - 9:9, 10:11, 31:11, 32:13, 33:14, 34:22, 34:24, 55:17, 57:25, 102:4, 102:7, 112:14, 171:16, 200:24, 201:2
SECRETARY [70] - 7:21, 8:3, 8:8, 9:5, 9:10, 9:14, 9:17, 9:20, 10:12, 10:17, 10:21, 10:24, 11:3, 11:13, 19:24, 20:5, 20:10, 23:15, 27:3, 28:14, 28:25, 29:17, 29:21, 30:4, 30:7, 30:10, 30:25, 31:5, 31:8, 31:12, 31:16, 31:19, 31:22, 32:12, 37:13, 37:16, 78:15, 84:11, 84:17, 85:11, 85:16, 86:10, 86:14, 86:19, 87:7, 87:21, 88:9, 88:10, 89:18, 90:24, 91:14, 91:17, 95:14, 98:14, 98:22,

99:10, 100:7,
101:24, 108:9,
109:3, 109:12,
109:19, 110:8,
110:15, 111:4,
111:11, 111:17,
174:17, 183:4,
183:13
Secretary [4] - 1:16,
1:19, 2:5, 2:8
Section [2] - 18:8,
24:21
secure [1] - 48:18
security [1] - 48:17
see [28] - 30:13, 42:19,
62:6, 62:17, 65:22,
69:17, 71:23, 85:11,
86:3, 89:15, 90:9,
90:14, 90:20,
102:24, 112:6,
113:11, 113:17,
113:18, 113:23,
120:13, 147:5,
150:23, 154:19,
164:15, 169:4,
184:3, 187:20,
193:18
seeing [2] - 185:9,
208:11
seek [1] - 148:12
seeking [4] - 40:6,
41:18, 81:13, 125:20
seem [1] - 183:22
segment [1] - 99:18
select [1] - 4:10
selected [1] - 140:17
selecting [1] - 4:9
selection [1] - 44:21
send [3] - 113:15,
113:16, 157:16
senior [1] - 59:4
Senior [2] - 117:24,
120:7
sense [2] - 149:21,
150:24
sensitive [2] - 21:18,
21:22
sent [1] - 5:16
sentiment [1] - 184:16
separate [2] - 16:2,
23:10
separately [1] -
199:23
separating [1] - 121:7
SEQRA [3] - 117:3,
174:6, 196:15
series [1] - 115:22
serious [3] - 134:8,
191:11, 192:20
serve [1] - 46:3

service [10] - 72:13,
118:12, 122:10,
124:24, 125:2,
125:4, 157:20,
168:7, 168:19,
176:13
Services [1] - 115:24
services [2] - 125:23,
168:10
serving [1] - 39:12
set [2] - 128:3, 212:19
settlement [3] -
151:22, 203:14,
204:3
seven [1] - 194:5
several [7] - 67:2,
103:15, 123:10,
175:3, 177:2,
179:17, 191:9
shall [1] - 151:16
shape [2] - 158:23,
159:5
share [4] - 22:7,
164:14, 164:18,
164:19
shared [2] - 124:12,
148:9
shell [1] - 143:3
Shelter [2] - 81:21,
86:11
shelter [1] - 159:15
shelves [1] - 136:3
Shemtov [7] - 83:12,
84:24, 84:25, 85:8,
92:15, 94:5, 97:7
SHEMTOV [4] - 85:3,
85:14, 97:8, 103:4
shift [1] - 125:4
shoot [1] - 47:2
shop [1] - 180:18
shortly [3] - 64:23,
66:18, 123:23
show [1] - 159:12
showed [2] - 159:13,
159:15
shown [1] - 169:2
shutdowns [1] - 73:22
sick [2] - 158:7,
203:16
side [3] - 120:22,
121:3, 142:22
sign [1] - 130:20
significance [1] -
21:19
significant [7] - 27:22,
70:17, 81:3, 123:20,
153:4, 178:9, 191:23
significantly [2] -
124:23, 177:9
silence [2] - 66:10,

66:11
similarly [1] - 130:6
similarly-situated [1] -
130:6
Simon [19] - 1:15, 2:4,
32:4, 37:8, 37:10,
55:10, 55:12, 64:5,
64:6, 113:3, 162:19,
177:2, 179:10,
197:8, 197:9, 202:2,
206:7, 206:10, 211:3
SIMON [29] - 29:14,
32:8, 32:14, 32:24,
33:13, 33:18, 33:21,
33:24, 34:18, 34:23,
35:4, 35:7, 35:10,
35:21, 36:3, 36:8,
37:9, 55:9, 59:18,
60:12, 60:23, 64:6,
113:2, 197:9, 202:3,
202:12, 202:16,
206:7, 211:2
simple [5] - 77:16,
78:3, 110:14,
185:11, 185:12
single [4] - 11:22,
14:8, 17:3, 47:12
site [35] - 44:3, 67:23,
68:20, 82:9, 83:7,
87:12, 118:22,
118:23, 119:2,
119:23, 120:14,
120:15, 120:18,
120:21, 121:15,
121:25, 122:19,
123:17, 123:21,
124:4, 125:12,
125:17, 127:22,
129:20, 130:2,
130:9, 130:10,
134:20, 138:10,
138:14, 150:20,
154:20, 164:13,
176:6, 192:10
site's [1] - 150:11
sites [1] - 130:6
sitting [1] - 193:10
situated [1] - 130:6
situation [5] - 127:20,
133:16, 135:2,
135:4, 135:20
six [3] - 64:22, 194:5,
197:24
sized [2] - 42:7,
184:21
skilled [1] - 155:17
skills [1] - 12:24
SLC [2] - 77:10, 78:13
small [19] - 91:12,
97:23, 165:20,

165:23, 168:6,
168:19, 168:23,
179:21, 179:22,
180:3, 180:7,
180:10, 180:21,
180:22, 183:23,
184:21, 193:16,
194:25, 195:20
social [1] - 52:19
society [1] - 180:25
soils [1] - 150:17
sold [1] - 169:24
solid [1] - 131:7
someone [4] - 93:12,
149:23, 175:13,
175:14
sometime [1] - 43:25
somewhat [1] - 48:14
soon [3] - 89:5, 114:8,
188:7
Sorry [1] - 169:6
sorry [12] - 8:17,
23:17, 41:14, 43:15,
43:17, 89:23, 97:15,
105:11, 165:6,
202:14, 203:18,
207:5
sort [3] - 99:16, 129:9,
134:21
sought [1] - 48:9
sounds [1] - 134:7
southeast [1] - 80:14
space [3] - 52:23,
80:17, 168:2
spaces [1] - 80:19
SPEAKER [1] - 201:16
speaker [3] - 4:15,
147:7, 162:8
speakers [1] - 131:24
speaking [8] - 4:25,
84:18, 91:2, 111:12,
115:4, 115:5, 154:17
spec [2] - 67:5, 160:15
special [2] - 11:22,
180:3
specifically [5] -
50:15, 88:13, 88:16,
115:2, 162:22
specified [1] - 24:7
specify [3] - 12:10,
16:17, 17:14
specs [2] - 82:7, 93:3
spectacular [1] - 73:8
spelling [1] - 4:21
spend [1] - 149:3
spent [5] - 108:21,
109:6, 110:2, 110:6,
171:18
spoken [2] - 115:14,
174:24

springboard [1] -
180:2
Sprinter [1] - 157:18
Sprinter-type [1] -
157:18
square [5] - 40:17,
80:17, 118:9,
137:24, 138:2
squashed [1] - 171:11
ss [1] - 212:4
staff [13] - 3:10, 25:20,
29:9, 55:7, 59:4,
72:25, 74:8, 98:11,
99:5, 102:23,
110:17, 113:14,
115:2
staging [1] - 121:9
stand [2] - 64:25,
146:14
standard [3] - 96:2,
100:18, 149:20
standards [8] - 12:17,
12:20, 15:12, 16:16,
22:21, 24:6, 146:4,
146:8
Standards [2] - 16:24,
24:14
start [14] - 4:19, 38:12,
44:7, 44:21, 88:6,
96:19, 106:14,
123:24, 128:4,
172:6, 172:21,
174:22, 189:2, 207:9
started [2] - 44:2, 87:3
starting [3] - 65:20,
185:4, 209:25
starts [2] - 126:23,
157:9
starving [1] - 160:10
state [18] - 17:21,
22:11, 40:2, 104:10,
106:4, 118:9,
119:19, 120:10,
142:5, 147:10,
149:24, 154:6,
156:8, 162:10,
164:3, 165:13,
166:6, 169:10
STATE [1] - 212:3
State [10] - 18:7, 22:9,
24:20, 24:22, 43:5,
49:18, 66:4, 125:9,
150:9, 212:9
statement [6] - 14:3,
16:9, 18:13, 60:16,
152:4, 202:6
Statement [2] - 7:3,
33:6
statements [17] -
11:20, 12:12, 13:7,

<p>15:2, 16:14, 19:23, 20:21, 21:11, 21:20, 21:24, 22:17, 23:24, 24:4, 25:2, 59:25, 149:25, 201:11</p> <p>Statements [1] - 6:23</p> <p>states [2] - 81:8, 151:16</p> <p>States [2] - 12:21, 194:6</p> <p>stating [1] - 4:20</p> <p>statute [1] - 191:15</p> <p>stay [2] - 127:7, 145:19</p> <p>steel [1] - 143:2</p> <p>steelworker [1] - 91:5</p> <p>stenographer [1] - 5:8</p> <p>stepped [1] - 140:13</p> <p>steps [1] - 50:7</p> <p>still [8] - 25:24, 81:9, 86:25, 87:15, 134:4, 155:7, 155:14, 157:5</p> <p>stipulation [1] - 151:22</p> <p>stockholder [1] - 164:17</p> <p>stockpile [1] - 150:18</p> <p>Stop [1] - 111:15</p> <p>stop [2] - 111:16, 135:19</p> <p>stops [1] - 136:2</p> <p>storage [2] - 62:12, 80:23</p> <p>store [1] - 194:21</p> <p>stores [8] - 69:13, 69:16, 194:16, 194:22, 195:2, 195:22</p> <p>story [2] - 40:16, 70:6</p> <p>straight [1] - 81:14</p> <p>Street [6] - 5:18, 66:24, 67:5, 69:14, 183:25, 184:4</p> <p>streets [1] - 168:4</p> <p>stressed [1] - 188:23</p> <p>strictly [1] - 208:14</p> <p>strong [2] - 76:13, 166:20</p> <p>strongly [1] - 168:11</p> <p>structure [1] - 185:20</p> <p>struggles [1] - 167:10</p> <p>struggling [2] - 149:13, 165:24</p> <p>student [4] - 40:13, 50:25, 51:25, 52:9</p> <p>students [8] - 40:14, 50:17, 51:13, 52:3, 52:10, 52:12, 52:18, 53:4</p> <p>stuff [1] - 158:15</p>	<p>subject [7] - 45:7, 47:7, 51:17, 98:9, 99:4, 187:14, 204:19</p> <p>submit [2] - 5:13, 10:5</p> <p>submitted [1] - 34:8</p> <p>subs [2] - 139:6, 140:18</p> <p>subservient [1] - 146:17</p> <p>substantiate [1] - 132:12</p> <p>substitute [1] - 131:5</p> <p>success [7] - 68:22, 69:9, 70:6, 73:3, 74:6, 74:11, 180:23</p> <p>successes [1] - 70:7</p> <p>successful [3] - 139:23, 140:8, 140:15</p> <p>sufficient [1] - 44:7</p> <p>Suffolk [5] - 51:5, 53:15, 92:11, 139:3, 142:12</p> <p>suggest [5] - 7:11, 7:16, 11:7, 45:24, 161:9</p> <p>suggesting [1] - 112:24</p> <p>suggestion [1] - 53:13</p> <p>suggestions [2] - 150:24, 162:3</p> <p>suit [1] - 157:8</p> <p>summer [1] - 51:20</p> <p>sums [1] - 84:7</p> <p>Superintendent [3] - 147:25, 152:10, 178:10</p> <p>supermarket [1] - 166:15</p> <p>support [8] - 69:6, 143:23, 175:3, 175:24, 178:13, 179:15, 180:12, 183:17</p> <p>supporting [2] - 144:10, 144:12</p> <p>supportive [1] - 191:13</p> <p>supports [1] - 144:15</p> <p>surface [1] - 154:21</p> <p>surprised [1] - 92:16</p> <p>surrounded [1] - 129:7</p> <p>surrounding [2] - 163:24, 178:8</p> <p>survive [1] - 180:24</p> <p>susceptibility [1] - 21:20</p> <p>Syosset [16] - 106:9, 106:16, 115:24,</p>	<p>116:8, 117:10, 118:12, 148:2, 153:19, 162:24, 169:14, 170:11, 170:22, 171:5, 171:12, 174:16, 177:5</p> <p>System [1] - 22:10</p> <p>systems [1] - 154:24</p>	<p>81:19</p> <p>ten [1] - 121:23</p> <p>tenant [1] - 157:3</p> <p>tenants [6] - 67:6, 67:11, 67:16, 68:25, 80:20, 80:24</p> <p>term [3] - 119:18, 160:7, 185:7</p> <p>termination [1] - 203:17</p> <p>terms [7] - 19:6, 68:6, 69:3, 94:9, 96:18, 129:18, 185:8</p> <p>Terrana [1] - 117:21</p> <p>Terrific [1] - 107:3</p> <p>test [4] - 13:20, 14:10, 40:4, 47:18</p> <p>testing [2] - 123:9, 130:3</p> <p>tests [3] - 13:20, 16:20, 24:10</p> <p>themselves [1] - 122:9</p> <p>they've [3] - 44:2, 140:13, 146:22</p> <p>Third [1] - 152:23</p> <p>third [3] - 142:25, 143:6, 144:2</p> <p>Thomas [5] - 1:24, 2:20, 6:6, 111:7, 147:9</p> <p>thoughtful [2] - 134:7, 191:11</p> <p>thoughts [1] - 54:24</p> <p>thousand [1] - 164:17</p> <p>thousands [1] - 192:11</p> <p>three [16] - 4:14, 40:16, 44:19, 103:25, 116:5, 116:15, 117:2, 117:8, 141:11, 141:18, 170:17, 174:5, 183:21, 192:12, 194:22, 196:12</p> <p>three-story [1] - 40:16</p> <p>thrilled [1] - 70:9</p> <p>thrive [1] - 180:25</p> <p>throughout [1] - 166:3</p> <p>Thursday [2] - 1:8, 105:2</p> <p>tier [5] - 142:24, 142:25, 143:4</p> <p>tiers [2] - 142:23</p> <p>Tim [29] - 29:15, 36:18, 37:11, 43:17, 57:19, 57:20, 58:20, 59:6, 64:8, 78:15, 78:17, 100:6, 101:24, 102:6,</p>	<p>108:10, 174:17, 174:19, 183:5, 183:9, 186:19, 186:22, 190:14, 197:19, 198:22, 198:24, 200:9, 207:19, 210:22, 210:24</p> <p>timeline [2] - 51:15, 188:13</p> <p>timely [1] - 188:20</p> <p>timer [1] - 104:2</p> <p>timing [2] - 105:21, 187:17</p> <p>timothy [2] - 1:16, 2:5</p> <p>title [2] - 142:6, 156:18</p> <p>Today [1] - 3:12</p> <p>today [19] - 39:18, 46:5, 46:8, 58:24, 66:22, 98:5, 98:18, 117:23, 126:2, 126:13, 134:6, 135:6, 139:10, 143:20, 148:15, 148:25, 184:7, 190:3, 200:13</p> <p>today's [3] - 3:11, 4:6, 23:10</p> <p>together [10] - 56:5, 58:17, 74:10, 94:2, 119:21, 145:8, 180:6, 199:24, 200:2, 210:8</p> <p>toll [2] - 155:8, 164:6</p> <p>Tom [11] - 30:17, 36:18, 58:14, 79:17, 115:12, 147:12, 147:15, 147:24, 199:13, 204:9, 205:10</p> <p>tom [1] - 203:9</p> <p>tomatoes [1] - 180:19</p> <p>tonight [8] - 67:13, 72:2, 72:11, 83:24, 151:10, 154:18, 173:6, 191:7</p> <p>took [3] - 67:2, 181:17, 188:17</p> <p>top [3] - 142:24, 142:25, 194:5</p> <p>topic [1] - 105:2</p> <p>total [2] - 18:15, 159:7</p> <p>Total [3] - 18:19, 25:6, 25:10</p> <p>touch [1] - 161:21</p> <p>tough [3] - 185:3, 207:23</p> <p>tour [2] - 56:15, 56:17</p> <p>toured [1] - 67:23</p> <p>touring [1] - 38:21</p>
T				
<p>table [3] - 79:18, 134:6, 140:11</p> <p>tabled [1] - 79:16</p> <p>tainted [1] - 161:5</p> <p>tall [1] - 68:18</p> <p>tangible [1] - 149:2</p> <p>tax [49] - 41:21, 48:11, 48:16, 81:15, 81:16, 81:17, 119:6, 126:10, 126:12, 126:20, 126:25, 127:8, 127:11, 127:12, 144:6, 144:9, 148:20, 149:21, 151:2, 151:13, 151:19, 151:21, 152:5, 154:22, 160:6, 163:2, 166:24, 167:4, 167:8, 168:8, 168:9, 178:4, 178:16, 178:17, 182:21, 185:10, 185:11, 185:25, 187:8, 187:15, 187:17, 188:25, 189:12, 189:16, 191:23, 191:24, 194:8</p> <p>Tax [1] - 150:9</p> <p>taxes [14] - 49:4, 125:13, 126:17, 126:21, 127:6, 148:17, 149:5, 149:9, 149:10, 152:20, 163:4, 167:11, 168:5, 178:13</p> <p>taxing [1] - 119:7</p> <p>taxpayers [3] - 153:4, 162:21, 178:12</p> <p>team [1] - 102:23</p> <p>technical [5] - 134:2, 167:15, 183:12, 191:6, 201:20</p> <p>technology [1] - 119:10</p> <p>telephone [2] - 3:19,</p>				

<p>towards [1] - 41:24</p> <p>Town [9] - 39:20, 122:17, 122:19, 136:22, 144:10, 163:25, 170:2, 170:13, 194:3</p> <p>town [5] - 83:18, 137:3, 170:9, 188:18</p> <p>tractor [2] - 120:16, 121:6</p> <p>trade [6] - 89:7, 89:20, 90:19, 90:25, 93:11, 93:16</p> <p>Trades [9] - 53:15, 81:23, 92:10, 93:25, 139:4, 142:11, 143:15, 146:24, 155:12</p> <p>trades [6] - 88:22, 91:8, 91:10, 139:17, 140:7, 192:4</p> <p>traffic [3] - 137:20, 161:13, 164:4</p> <p>trailers [2] - 120:16, 121:7</p> <p>train [1] - 144:13</p> <p>training [2] - 145:14, 182:7</p> <p>transaction [7] - 46:13, 81:14, 185:12, 185:13, 186:25, 187:6, 187:11</p> <p>transcribing [1] - 5:9</p> <p>transcript [3] - 107:10, 107:25, 212:11</p> <p>transcripts [1] - 5:10</p> <p>transformed [1] - 119:11</p> <p>transparency [1] - 146:23</p> <p>transparent [1] - 143:10</p> <p>transportation [1] - 62:12</p> <p>traveling [1] - 120:17</p> <p>Treasurer [4] - 1:17, 1:18, 2:6, 2:7</p> <p>TREASURER [15] - 9:3, 9:8, 10:10, 10:15, 29:19, 31:10, 34:21, 35:25, 37:5, 37:19, 96:6, 96:10, 96:16, 181:10, 181:15</p> <p>treat [1] - 116:19</p> <p>treating [1] - 149:12</p> <p>tremendous [8] - 54:19, 124:13, 124:15, 126:5,</p>	<p>130:3, 133:7, 136:15, 154:25</p> <p>tried [1] - 130:25</p> <p>trillion [4] - 145:10, 145:11, 160:3, 184:13</p> <p>trivial [2] - 15:16, 22:25</p> <p>trouble [2] - 154:5, 156:8</p> <p>troubling [2] - 107:14, 150:11</p> <p>trucks [3] - 120:19, 157:17, 161:4</p> <p>true [3] - 130:25, 136:5, 212:10</p> <p>Trustees [3] - 82:15, 82:16, 96:21</p> <p>try [3] - 27:20, 51:15, 183:14</p> <p>trying [6] - 92:19, 138:11, 143:18, 149:24, 190:17, 192:14</p> <p>Tuesday's [1] - 148:5</p> <p>Tuggle [2] - 42:20</p> <p>tuned [1] - 74:13</p> <p>turn [5] - 6:4, 120:2, 122:12, 166:4, 182:20</p> <p>Turner [1] - 146:21</p> <p>turning [2] - 11:7, 11:9</p> <p>two [18] - 30:14, 44:8, 46:3, 48:9, 67:16, 68:20, 83:14, 91:12, 96:15, 125:24, 144:20, 146:15, 152:12, 169:16, 170:24, 176:8, 192:12, 194:21</p> <p>two-bedroom [1] - 96:15</p> <p>type [8] - 14:12, 48:6, 77:25, 90:4, 93:16, 125:4, 127:23, 157:18</p> <p>types [2] - 48:9, 142:20</p> <p>typical [1] - 188:13</p> <p>typically [1] - 44:15</p>	<p>195:23</p> <p>un-table [1] - 79:18</p> <p>under [16] - 6:15, 12:19, 16:23, 24:13, 52:13, 61:25, 62:10, 74:4, 74:5, 74:24, 123:5, 135:23, 136:4, 187:2, 195:22, 203:25</p> <p>undergo [1] - 122:5</p> <p>underlying [1] - 185:22</p> <p>understates [1] - 152:4</p> <p>undertaking [1] - 129:13</p> <p>underutilized [1] - 81:7</p> <p>underwrite [1] - 39:13</p> <p>underwriter [1] - 39:13</p> <p>unfortunately [1] - 72:21</p> <p>Uniform [1] - 14:13</p> <p>uniform [1] - 12:22</p> <p>Uniformed [1] - 17:13</p> <p>uniformed [1] - 14:8</p> <p>union [5] - 45:14, 90:10, 140:6, 177:9, 177:14</p> <p>union-based [1] - 45:14</p> <p>unions [3] - 173:2, 177:6, 193:15</p> <p>unit [1] - 12:14</p> <p>United [2] - 12:21, 194:6</p> <p>units [3] - 95:22, 96:11, 96:15</p> <p>unless [3] - 56:23, 58:15, 88:4</p> <p>unloading [1] - 121:6</p> <p>unmodified [4] - 16:5, 17:7, 23:13, 23:22</p> <p>unmute [3] - 85:22, 147:13, 190:17</p> <p>unused [1] - 203:16</p> <p>up [38] - 7:12, 7:18, 32:5, 32:9, 39:6, 40:7, 41:21, 42:15, 43:12, 51:11, 52:11, 61:7, 62:23, 64:25, 71:19, 82:7, 84:7, 87:23, 102:25, 103:18, 105:2, 112:19, 130:4, 131:3, 140:13, 141:19, 153:13, 157:10, 157:15, 157:17, 158:4,</p>	<p>159:6, 161:19, 161:22, 162:4, 170:10, 176:20, 179:8</p> <p>upper [1] - 121:16</p> <p>urge [1] - 155:10</p> <p>US [3] - 13:11, 20:24, 66:5</p> <p>user [2] - 118:20, 180:21</p> <p>uses [1] - 137:9</p> <p>utilize [1] - 155:11</p> <p>utilized [2] - 17:4, 118:18</p> <p>utilizes [1] - 164:7</p> <p>utilizing [1] - 73:11</p>	<p>victory [1] - 152:21</p> <p>video [6] - 3:20, 3:21, 113:17, 113:20, 113:24, 114:10</p> <p>view [1] - 100:17</p> <p>viewed [1] - 126:9</p> <p>views [1] - 28:3</p> <p>Village [4] - 80:15, 82:10, 82:21, 93:24</p> <p>virtual [2] - 112:7, 210:3</p> <p>Vision [1] - 70:23</p> <p>visual [1] - 118:23</p> <p>voice [10] - 55:20, 58:6, 60:3, 78:19, 102:8, 108:3, 111:13, 199:4, 201:9, 206:16</p> <p>volatility [1] - 125:12</p> <p>volunteer [2] - 72:16, 108:19</p> <p>vote [29] - 8:21, 10:16, 34:11, 34:13, 55:20, 58:6, 60:3, 61:8, 78:20, 102:9, 116:24, 117:7, 128:17, 172:17, 174:10, 174:13, 181:3, 181:9, 196:11, 196:13, 196:19, 196:21, 196:24, 197:21, 198:10, 199:5, 199:20, 201:9, 206:17</p> <p>voted [3] - 34:10, 194:9, 198:12</p> <p>votes [7] - 8:22, 61:4, 103:21, 197:6, 197:10, 197:18, 198:8</p> <p>voting [2] - 128:20, 172:19</p>
V				
<p>vacancy [1] - 81:11</p> <p>vacant [10] - 118:16, 118:17, 119:5, 127:7, 143:24, 146:25, 148:19, 149:11, 175:6, 182:2</p> <p>value [3] - 25:19, 151:18, 192:5</p> <p>van [4] - 121:9, 121:14, 176:6, 176:11</p> <p>vans [7] - 121:12, 121:19, 122:3, 122:7, 157:18, 176:13</p> <p>variances [2] - 82:11, 137:11</p> <p>various [3] - 27:18, 36:19, 81:8</p> <p>vegetation [1] - 159:6</p> <p>vehicle [1] - 164:7</p> <p>vehicles [1] - 121:21</p> <p>vendor [1] - 194:8</p> <p>verbal [2] - 107:23, 108:2</p> <p>versus [4] - 179:20, 179:21, 183:23, 183:24</p> <p>via [4] - 1:10, 3:21, 4:2, 5:19</p> <p>VICE [23] - 29:14, 32:8, 32:14, 32:24, 33:13, 33:18, 33:21, 33:24, 34:18, 34:23, 35:4, 35:7, 35:10, 35:21, 36:3, 36:8, 37:9, 95:25, 100:13, 101:7, 102:2, 183:6, 183:11</p> <p>Vice [4] - 1:15, 1:20, 2:4, 2:9</p>	<p>U</p> <p>ugly [1] - 185:24</p> <p>ultimate [1] - 138:9</p> <p>ultimately [7] - 51:24, 98:11, 130:13, 131:17, 133:12, 140:12, 191:14</p> <p>umbrella [2] - 195:21,</p>	<p>W</p> <p>wage [3] - 45:4, 46:19, 53:17</p> <p>wages [2] - 46:23, 146:4</p> <p>wait [3] - 105:9, 187:20</p> <p>wait-and-see [1] - 187:20</p> <p>waiting [7] - 38:7, 52:4, 53:3, 53:8, 54:21, 104:20, 165:7</p> <p>Walmart [1] - 67:17</p> <p>wants [12] - 43:13, 62:23, 90:21,</p>		

<p>112:12, 115:15, 116:14, 157:16, 161:17, 167:22, 170:5, 173:13, 176:10</p> <p>warehouse [8] - 67:4, 68:8, 68:18, 164:5, 164:8, 167:3, 167:15, 167:20</p> <p>Warehouse [1] - 167:16</p> <p>warehouses [1] - 166:11</p> <p>wares [1] - 168:3</p> <p>Warren [19] - 1:20, 2:9, 54:7, 59:19, 59:21, 63:22, 76:14, 76:18, 100:14, 101:5, 102:3, 102:7, 133:25, 183:7, 190:15, 197:2, 197:6, 198:3, 198:7</p> <p>WARREN [15] - 54:5, 54:10, 54:12, 95:25, 100:13, 101:7, 102:2, 133:24, 135:7, 183:6, 183:11, 191:4, 197:5, 198:4, 198:7</p> <p>watch [2] - 113:19, 113:24</p> <p>watched [1] - 114:9</p> <p>watching [4] - 3:24, 66:17, 100:10, 108:22</p> <p>water [3] - 136:3, 158:19, 158:20</p> <p>ways [2] - 46:25, 47:5</p> <p>webinar [1] - 76:9</p> <p>week [6] - 71:25, 79:15, 82:19, 87:6, 87:15, 210:14</p> <p>weeks [2] - 72:19, 191:9</p> <p>Weinstock [1] - 67:17</p> <p>Welcome [1] - 101:2</p> <p>welcome [8] - 3:11, 38:25, 53:22, 55:3, 56:18, 116:5, 128:6, 174:13</p> <p>well-known [1] - 119:9</p> <p>West [6] - 5:18, 66:24, 67:4, 69:14, 160:11, 166:12</p> <p>whatsoever [1] - 132:6</p> <p>WHEREOF [1] - 212:18</p> <p>Whiting [1] - 146:21</p> <p>Whiting-Turner [1] -</p>	<p>146:21</p> <p>whole [5] - 22:17, 61:3, 65:25, 135:25, 144:22</p> <p>WILLIAMS [93] - 7:21, 8:3, 8:8, 9:5, 9:10, 9:14, 9:17, 9:20, 10:12, 10:17, 10:21, 10:24, 11:3, 11:13, 19:24, 20:5, 20:10, 23:15, 27:3, 28:14, 28:25, 29:17, 29:21, 30:4, 30:7, 30:10, 30:25, 31:8, 31:12, 31:16, 31:19, 31:22, 37:13, 45:10, 45:23, 47:15, 48:19, 49:6, 49:19, 50:14, 51:6, 57:18, 58:22, 59:7, 64:10, 78:15, 85:11, 85:16, 88:10, 89:18, 95:14, 98:14, 98:22, 99:10, 100:7, 101:24, 108:9, 109:3, 109:12, 109:19, 110:8, 110:15, 111:4, 111:11, 111:17, 128:25, 131:23, 174:17, 183:4, 183:13, 185:5, 187:16, 189:10, 189:19, 189:24, 190:11, 190:18, 197:21, 198:22, 200:12, 204:11, 204:19, 204:24, 205:8, 205:14, 206:2, 207:18, 207:20, 208:9, 208:15, 208:24, 209:16, 210:22</p> <p>Williams [21] - 1:16, 2:5, 7:17, 30:19, 37:12, 49:14, 57:19, 57:21, 64:9, 78:16, 100:23, 101:25, 102:6, 174:18, 174:20, 194:15, 197:20, 198:23, 200:6, 200:9, 210:23</p> <p>Williams's [1] - 100:16</p> <p>willing [2] - 110:22, 179:11</p> <p>win [2] - 154:22</p> <p>win-win [1] - 154:22</p> <p>wind [1] - 102:25</p> <p>Wire [3] - 118:19, 118:21, 154:20</p> <p>wish [6] - 5:24,</p>	<p>148:10, 171:16, 190:22, 196:10, 210:9</p> <p>wishes [1] - 114:16</p> <p>WITNESS [1] - 212:18</p> <p>woman [1] - 170:24</p> <p>Women [1] - 72:20</p> <p>wonder [1] - 159:10</p> <p>wonderful [1] - 158:12</p> <p>word [1] - 95:3</p> <p>words [1] - 110:7</p> <p>workers [5] - 68:13, 144:9, 154:16, 177:14, 195:13</p> <p>workforce [3] - 145:15, 155:11, 182:8</p> <p>works [4] - 143:9, 162:20, 170:9, 195:9</p> <p>world [3] - 66:2, 66:5, 155:17</p> <p>write [1] - 174:2</p> <p>written [2] - 5:13, 27:11</p> <p>Written [1] - 5:15</p> <p>wrote [2] - 158:4, 166:18</p> <p>Wynter [1] - 2:18</p>	<p>18:7, 18:9, 22:8, 24:19, 24:22, 43:6, 49:18, 66:4, 104:15, 125:9, 142:14, 146:10, 146:17, 150:8, 154:10, 156:13, 162:16, 165:20, 212:9</p> <p>YORK [1] - 212:3</p> <p>Yosef [2] - 83:11, 92:15</p> <p>young [2] - 43:9, 149:13</p> <p>yourself [1] - 147:13</p> <p>youth [1] - 144:13</p> <p>YouTube [7] - 3:25, 108:22, 113:9, 113:17, 113:19, 113:24, 114:10</p>
Z			
<p>zone [2] - 121:20, 137:11</p> <p>zoning [3] - 122:16, 122:18, 137:10</p> <p>Zoom [8] - 1:10, 3:23, 4:3, 107:9, 117:23, 122:20, 144:21, 171:6</p> <p>Zoomed [1] - 104:18</p>			
Y			
<p>yard [1] - 159:16</p> <p>year [32] - 11:19, 12:16, 17:3, 17:19, 18:16, 18:19, 25:5, 25:7, 25:10, 25:12, 25:20, 26:22, 27:15, 38:23, 41:2, 42:6, 44:2, 65:14, 65:23, 65:25, 73:15, 75:14, 76:2, 127:5, 130:22, 165:25, 167:11, 207:24, 207:25, 208:2, 208:14</p> <p>year-end [1] - 11:19</p> <p>years [20] - 46:3, 67:2, 108:13, 119:2, 123:12, 127:3, 144:4, 149:6, 156:16, 165:21, 168:19, 169:2, 171:19, 172:7, 175:17, 178:18, 179:6, 185:3, 192:14, 209:11</p> <p>yellow [1] - 121:2</p> <p>yesterday [4] - 38:20, 51:24, 131:24, 190:3</p> <p>yesterday's [1] - 129:6</p> <p>York [21] - 5:19, 12:15,</p>			