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NASSAU COUNTY LOCAL ECONOMIC
ASSISTANCE CORPORATION

And

NASSAU COUNTY INDUSTRIAL
DEVELOPMENT AGENCY

Board of Directors Meeting

Tuesday, April 22, 2021 - 6:30 p.m.

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(Remotely taken via Zoom)

April 22, 2021
6:30 p.m.

LOCAL ECONOMIC ASSISTANCE CORPORATION

- Richard Kessel, Chairman
- Anthony Simon, 2nd Vice Chairman
- Timothy Williams, Secretary (Not Present)
- 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
meetings of the Board of Directors.
Today is April 22, 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 raise hand icon on
10 your device. Once you select the
11 raise 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 a chance to
17 speak, each attendee is permitted
18 one opportunity to speak per agenda
19 item. Please start your comment by
20 stating your full name with
21 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 as you wish to comment.

Mr. Chairman, I now turn to

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you to commence the Board meeting of the Local Economic Assistance Corporation.

CHAIRMAN KESSEL: Thank you, Harry, and welcome, everyone.

I hope everyone had a good day, good week and good evening tonight.

This is a meeting of the Local Economic Assistance Corporation. I just want to explain for those members of the public who are expecting the IDA board, this Local Economic Assistance Corporation is our sister agency. The IDA board is the same board for our Local Economic Assistance Corporation. We have some business to conduct.

Following this Local Economic Assistance Board meeting we will then go into the IDA, probably around 7 o'clock. So we'll be getting to the IDA agenda

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afterwards.

Thank you for your patience.
I now want to do a roll call and
just ask: Richard Kessel,
obviously I'm here.

Lewis Warren?

VICE CHAIRMAN WARREN: Here.

CHAIRMAN KESSEL: Anthony
Simon?

SECOND VICE CHAIRMAN SIMON:
Here.

CHAIRMAN KESSEL: Chris
Fusco?

SECRETARY FUSCO: Here.

CHAIRMAN KESSEL: Amy Flores?

TREASURER FLORES: Here.

CHAIRMAN KESSEL: John
Coumatos?

ASSISTANT TREASURER COUMATOS:
Here.

CHAIRMAN KESSEL: And Tim
Williams is not going to be in
attendance for this evening for
either agenda, but we are in touch

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with him, obviously.

We've got one approval resolution and that is the Portledge School, and at this time I would like to ask representatives of Portledge if they would like to make a presentation and then we'll take questions, comments and move forward.

MR. FROEHLICH: Good evening, Mr. Chairman.

My name is Dan Froehlich from DA Davidson. I am serving this school as their Placement Agent and I would like to quickly introduce the plan of finance and then I will turn it over to Simon Owen-Williams, the Head of the School to describe the particular project that the school is embarking on.

It's a pleasure to see all of you again. We spoke with you last fall when this project was first

1
2 introduced, and since that time we
3 have revised slightly the plan of
4 finance to break it into two parts;
5 the first part will be refinancing
6 of a taxable loan which the school
7 used to finance the construction of
8 a campus building; and they will
9 also be borrowing an additional
10 amount of money to undertake campus
11 capital projects that are ready to
12 proceed immediately. And that's
13 the first phase of this financing
14 that we are asking for your
15 approval on this evening.

16 The second phase of the
17 financing will return to the board
18 to review and hopefully approve
19 later in the year, and that is for
20 a new athletic center on the
21 Portledge School's campus. And as
22 I mentioned, I will now turn it
23 over to Simon Owen-Williams, the
24 Head of School to describe that
25 project and its importance to the

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school.

MR. OWEN-WILLIAMS: Thank you very much, Dan, and Mr. Chairman. I hope you all can hear me. I cannot see if my video is actually up there in view.

I still see Dan, but I am hoping, Dan, could you give me a thumbs up if you and the others can hear me, at least.

MR. FROEHLICH: (Complying.)

MR. OWEN-WILLIAMS: Thank you so much.

So as Dan said, I am the Head of School at the Portledge School and have been there now, this is my ninth year.

I am very excited, obviously, to continue with this project as Dan has outlined briefly. We have tweaked and finalized the financing for the project. We are excited about the project itself.

We continue to be excited for

1
2 a couple of reasons; first and
3 foremost, that the project itself
4 allows for increased traffic and
5 pedestrian safety. It's a huge
6 feature of the project as it
7 exists. The project in main part
8 though is to the west of our
9 campus. As you can see, perhaps,
10 on this slide that's in front of
11 you here, it's the building, the
12 sort of rectangle blue building
13 with "NAWC," is quite small, I
14 don't know if you can see it there,
15 but nestled in between the two
16 fields, and what this building is
17 going to do, it's going to allow us
18 to add programmatic delivery to the
19 area, the vitally important area of
20 athletics and wellness, health and
21 wellness.

22 The facility itself we think
23 is ready in terms of the curricular
24 development that we have been
25 working on and there has been

1
2 significant work done there as a
3 school to ready ourselves for
4 programmatic delivery, and
5 obviously we are excited about the
6 space itself in terms of giving us
7 increased capacity to deliver the
8 wellness programs.

9 So in a nutshell, this is a
10 transformative and vitally
11 important master plan phase for the
12 school. We certainly -- I want to
13 express on behalf of the
14 administration how appreciative we
15 are to you all for the
16 consideration of helping us with
17 this project on the financial side.
18 We think that the project itself is
19 going to address many, many issues
20 for our students and obviously
21 their education, their health and
22 their wellness and we hope, indeed,
23 it will be a key part of our school
24 going forward.

25 So with that said, I will

1
2 yield the floor and thank you very
3 much for giving me the opportunity
4 along with Dan to be here to
5 represent our school tonight. We
6 appreciate it.

7 CHAIRMAN KESSEL: Thank you.
8 It would be helpful if
9 you described a little bit the
10 makeup of the school; the student
11 population, where they come from.

12 Harry and myself, and I think
13 Danielle visited the school. It's
14 a beautiful campus, very well known
15 school as I discovered reaching out
16 to a number of public officials,
17 but it would be helpful just for a
18 quick overview of the composition
19 of the school.

20 MR. OWEN-WILLIAMS: Yes, sir.
21 So thank you for asking.

22 The school as you know is
23 located in Locust Valley. It is a
24 beautiful campus, nestled, really
25 by the Coffin Woods which is a

1
2 public/ private access of course.

3 We are lucky in terms of the makeup
4 of the campus, it's a beautiful
5 place to work.

6 The school itself serves
7 students from pre-nursery through
8 12th grade so all grades are
9 served. It's a relatively small
10 school when you consider it by
11 grade.

12 That said, we do serve a wide
13 area, primarily, of course, Nassau
14 County. There are some students
15 that traveled from far afield from
16 other counties; a few students that
17 come to us from, for example,
18 Brooklyn and Suffolk County, but in
19 the vast majority, we serve the
20 Nassau County population. That
21 said too, people come from all over
22 Nassau County to attend the school
23 and it is a co-educational
24 non-religious school so our ethos
25 is around college preparation pure

1
2 and simple. We are an
3 international bachelorette world
4 school programmatically so that is
5 a key feature of our school.
6 Otherwise I would classify us as a
7 traditional, hopefully, if I am
8 biased, I want to say it, an
9 excellent college preparatory
10 option for many, many students that
11 are in the community.

12 We do spend a great deal of
13 money on financial aid to make sure
14 that the community itself is as
15 balanced as we can possibly make
16 it, covering as many strata and
17 people and races as possible given
18 the budget limits that we have.
19 But we are excited that our
20 community is reflective of the
21 community that we are in and we are
22 proud to serve Nassau County
23 obviously in that capacity
24 educationally.

25 Does that help?

1
2 CHAIRMAN KESSEL: Yes.

3 How many students do you have
4 total.

5 MR. OWEN-WILLIAMS: So we
6 have 535 students in total and we
7 do not plan to grow that number of
8 students as a result of this
9 facility. This facility is really
10 is to consolidate the position that
11 we have, and as I said at the
12 beginning, offer a great health and
13 wellness program and at the same
14 time the program will allow us for
15 greater traffic safety and
16 pedestrian flow safety for sure.

17 CHAIRMAN KESSEL: All right.
18 Thank you. I appreciate it.

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

22 (No response.)

23 CHAIRMAN KESSEL: Hearing
24 none, let me just indicate to the
25 board that this hearing was held a

1
2 while ago and as we do as a policy,
3 I reached out to a number of public
4 officials including the Town of
5 Oyster Bay, the County Legislator
6 Josh Leksand and they were all
7 thrilled that we were considering
8 assisting the school. Portledge
9 has quite a great reputation. It's
10 an important part of our
11 educational system in the state and
12 obviously here in our county -- and
13 I don't want to speak for any of
14 the public officials, but other
15 than to say that they were all
16 praise worthy of the school and
17 LEAC's ability to help the school
18 and I thought that was important
19 from my perspective.

20 You know, we spent some time
21 at the school, it's an impressive
22 campus. Very impressed by the
23 course offerings and the services
24 that are provided. You pointed
25 out, you used a very good word,

1
2 "nestled," it's kind of nestled up
3 in Locust Valley and obviously
4 serves a whole spread of different
5 students primarily from the county
6 and I'm very excited about
7 supporting Portledge and whatever
8 work and assistance we can give you
9 going forward. So thank you.

10 MR. KOMAROMI: Mr. Chairman?

11 CHAIRMAN KESSEL: Yes,
12 Andrew.

13 MR. KOMAROMI: If I just may
14 add some additional background for
15 the approval.

16 So the preliminary approval
17 and the original presentation that
18 the board heard as placement agent
19 explained related to an overall
20 project that includes the athletic
21 field, the approval being sought
22 today is only for approximately
23 financial health of that project.
24 So in the preliminary approval this
25 was a \$12 million transaction, but

1
2 currently only about, what is in
3 front of the board is a resolution
4 approving up to \$6 million of bonds
5 presently estimated to be in an
6 amount of \$5,210,000 and this
7 relates mostly to a refinancing
8 portion and a very small new money
9 portion that relates to renovations
10 and renewals on the campus.

11 So I just wanted to tie that
12 to placement agent's earlier
13 comment that the overall broader
14 project that was also touched upon
15 tonight will presumably come back
16 to the board for a second phase
17 approval, but this current approval
18 only relates to up to \$6 million at
19 once.

20 CHAIRMAN KESSEL: Thank you,
21 Andrew. That's very helpful.

22 I just had a question because
23 we did a hearing on the broader
24 scope project. When this comes
25 back to us for the additional

1
2 athletic component, will we need to
3 do another hearing on that or is
4 that covered.

5 MR. KOMAROMI: It depends on
6 the timing. So it depends on how
7 soon that comes back. If
8 presumably it would be within one
9 year of the original TEFRA hearing,
10 then it would be fine to proceed
11 based on that.

12 CHAIRMAN KESSEL: Okay.
13 Thank you.

14 Any further questions or
15 comments from the board.

16 (No response.)

17 CHAIRMAN KESSEL: Okay.
18 Harry, staff, anything you guys
19 want to add?

20 CEO COGHLAN: No, sir.

21 CHAIRMAN KESSEL: Okay. Is
22 there any member of the public that
23 wishes to address the Portledge
24 School application at this time?

25 MS. FEE: No, Chairman.

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CHAIRMAN KESSEL: Okay. So we have got two resolutions to approve. Andrew, if I'm correct, we have a SEQRA approval and an approving resolution?

MR. KOMAROMI: That is correct, Mr. Chairman.

CHAIRMAN KESSEL: Okay. So I assume we can take them together?

MR. KOMAROMI: That is correct.

CHAIRMAN KESSEL: Do I hear a motion to adopt the SEQRA and approving resolution for Portledge School?

SECOND VICE CHAIRMAN SIMON: I make a motion.

CHAIRMAN KESSEL: Who is that, Anthony?

SECOND VICE CHAIRMAN SIMON: Yes.

CHAIRMAN KESSEL: Is there a second?

VICE CHAIRMAN WARREN:

1
2 Chairman Kessel, Lewis
3 Warren will make a second, and I
4 also will add a comment before we
5 actually vote.

6 My family, my wife Lisa and I
7 have had an association with
8 Portledge School over the last
9 several years. In fact our son
10 spent two fabulous years at
11 Portledge before going away to
12 school and my wife Lisa is on the
13 board. So we have a very positive
14 association.

15 I personally agree with all
16 of the comments of Headmaster Simon
17 Owen-Williams, in your diligence,
18 Chairman Kessel, that you did with
19 our elected officials in Nassau
20 County. So just wanted to make
21 that disclosure.

22 I voted for the first
23 preliminary resolutions in the fall
24 and I'm supportive of these as
25 well, but just for the record,

1
2 wanted to be transparent here,
3 Chairman Kessel.

4 CHAIRMAN KESSEL: All right.
5 Thank you, Lewis. I appreciate it.
6 Any other comments before we
7 vote.

8 (No response.)

9 CHAIRMAN KESSEL: Hearing
10 none, I think we can do a
11 voice vote on this: All those in
12 favor of the two resolutions for
13 Portledge indicate by saying "Aye."

14 (Whereupon all members
15 responded in the affirmative.)

16 CHAIRMAN KESSEL: Are there
17 any opposed?

18 (No response.)

19 CHAIRMAN KESSEL: Are there
20 any abstentions.

21 (No response.)

22 CHAIRMAN KESSEL: Okay. The
23 resolution carries, the
24 resolutions, and we look forward to
25 further work and assistance in the

1
2 future. Thank you, all from
3 Portledge, we appreciate it and
4 hopefully see you again soon.

5 MR. OWEN-WILLIAMS: Thank
6 you, Chairman Kessel, very
7 much indeed, and again, Members of
8 the Committee, very much appreciate
9 your time and consideration in this
10 important matter for our school.
11 Thank you.

12 CHAIRMAN KESSEL: Okay.
13 Thank you. Good luck.

14 Now we do -- we have on our
15 written agenda a second school,
16 actually the Roosevelt Children's
17 Academy Charter School, and I would
18 at this time like to inform the
19 Board that although we did have a
20 very successful TEFRA hearing on
21 this project earlier this week and
22 we are excited about assisting the
23 Roosevelt Academy School, it's a
24 great place, I have I had the honor
25 to tour it a while back and it's

1
2 just a beautiful campus in
3 Roosevelt. It's a credit to the
4 Roosevelt community.

5 I'd like to suggest that we
6 table it until a further meeting,
7 hopefully sooner rather than later,
8 so we could do some further due
9 diligence on the project. I just
10 think it's a little premature to
11 take this up tonight so, I don't
12 know, Andrew, if we have to table
13 it or not. It was on the original
14 agenda so we could just vote to
15 table it just to --

16 MR. KOMAROMI: That works
17 very well, Mr. Chairman.

18 CHAIRMAN KESSEL: Okay.
19 So --

20 MR. KOMAROMI: And as you
21 stated, the financing is proceeding
22 along, it just doesn't appear to be
23 imminent to close, so that
24 certainly warrants tabling.

25 CHAIRMAN KESSEL: Yes. So

1
2 with that, I guess since I
3 brought it up I will make a motion
4 to table the Roosevelt Children's
5 Academy Charter School resolutions.

6 Do I hear a second.

7 TREASURER FLORES: Amy Flores
8 seconds.

9 CHAIRMAN KESSEL: Amy, thank
10 you.

11 Do any of the board members
12 have any questions about this for
13 me or for Andrew.

14 (No response.)

15 CHAIRMAN KESSEL: Okay.
16 Hearing none, all those in favor of
17 tabling this resolution or these
18 resolutions, we also had a SEQRA
19 and an approval resolution,
20 indicate by voice "Aye."

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

23 CHAIRMAN KESSEL: Any
24 opposed?

25 (No response.)

1
2 CHAIRMAN KESSEL: Any
3 abstentions.

4 (No response.)

5 CHAIRMAN KESSEL: Okay. The
6 resolutions are tabled. Thank you.

7 We now have an amendment
8 resolution. Our friends at the SCO
9 Family of Services we want to amend
10 the approving resolution.

11 Andrew?

12 MR. KOMAROMI: Absolutely.
13 So this is a transaction
14 that is right on the cusp of
15 closing. We are hopeful that the
16 closing will take place in the next
17 two, possibly three weeks.

18 This transaction is a
19 component of a very complex
20 multi-county bond issuance where --
21 or I should say
22 multi-jurisdictional bond issuance
23 where not just Nassau County, but
24 Suffolk County and the City of New
25 York is involved so it took a

1
2 considerable time to put the
3 transaction on track for closing.
4 It is at this point, however, our
5 approving resolutions date expired
6 and this amendment permits closing
7 and extending the approving
8 resolution for 90 days from today's
9 date. That timeframe is only by
10 way of precaution. Again, everyone
11 expects that closing is imminent on
12 this transaction.

13 CHAIRMAN KESSEL: Thank you,
14 Andrew.

15 Are there any questions on
16 the part of the board.

17 (No response.)

18 CHAIRMAN KESSEL: Okay. If
19 not, do I hear a motion to adopt
20 this amendment resolution of
21 extension of time to close?

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

24 CHAIRMAN KESSEL: Anthony.

25 Is there a second.

1
2 SECRETARY FUSCO: I'll second
3 it, Mr. Chairman, Chris Fusco.

4 CHAIRMAN KESSEL: Thank you,
5 Chris. Seconded.

6 I think we can do a voice
7 vote here too.

8 All those in favor of the
9 amendment indicate by saying "Aye."

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

12 CHAIRMAN KESSEL: Any
13 opposed?

14 (No response.)

15 CHAIRMAN KESSEL: Any
16 abstentions?

17 (No response.)

18 CHAIRMAN KESSEL: Okay. The
19 amendment carries. Thank you,
20 Andrew, for the explanation.

21 MR. KOMAROMI: You're
22 welcome.

23 CHAIRMAN KESSEL: We now have
24 the approval of our
25 March 18 minutes from our

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March 18th LEAC meeting only. This is just LEAC.

First of all, do I hear a motion to approve the minutes.

SECRETARY FUSCO: I'll make a motion to approve the minutes, Mr. Chairman.

CHAIRMAN KESSEL: Thank you, Chris.

Is there a second.

VICE CHAIRMAN WARREN: I'll second, Chairman Kessel. Lewis Warren.

CHAIRMAN KESSEL: Thank you, Lewis.

Are there any changes, additions, corrections or omissions for any board members relating to those minutes.

(No response.)

CHAIRMAN KESSEL: All right. Hearing none, we can do a voice vote again.

All those in favor indicate

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by saying "Aye."

(Whereupon all members
responded in the affirmative.)

CHAIRMAN KESSEL: Anyone
opposed?

(No response.)

CHAIRMAN KESSEL: Any
abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. The
minutes are hereby approved.

We now have a report for LEAC
only from our CFO, Ann LaMorte.
Ann.

Ann, you may be muted.

MS. LaMORTE: Still muted?
No. You can't hear me?

CHAIRMAN KESSEL: You're
good.

MS. LaMORTE: I'm okay?
Thank you.

So my report can be found in
the dropbox in the CFO folder, it's
LEAC/March 2021.

1
2 If we can take a look at the
3 revenues, we have no closing
4 revenues to date; however, we
5 anticipate on closing on four
6 projects this year.

7 We received an application
8 fee in March. We have business
9 development expense which was --
10 that was a webinar that we had
11 sponsored, it's part of our
12 marketing efforts for LEAC.

13 And the rest of the expenses
14 looked in line. And if we take a
15 look at the cash on the bottom of
16 the page you'll notice that our B &
17 Bs have changed to Dime Bank and
18 with the margin between Dime and B
19 & B, I just wanted to let you know
20 we lost our interest rate of 50
21 basis points so it took us down to
22 30. So I discussed it with Harry
23 and we decided to go out and see if
24 we can find a better rate. So we
25 were able to secure 65 basis points

1
2 and we contacted, or I contacted
3 Amy, Chris and Member John and got
4 their approval on that so we are
5 getting a little bit better
6 interest rates.

7 And that's about it for LEAC.

8 Does anyone have any
9 questions?

10 (No response.)

11 CHAIRMAN KESSEL: Okay. Ann,
12 thank you.

13 Before we close the meeting,
14 are there any further comments from
15 the board related to Local Economic
16 Assistance Corporation.

17 (No response.)

18 CHAIRMAN KESSEL: All right.
19 Hearing none, the next LEAC meeting
20 will again coincide with the next
21 IDA board meeting on May 27. I'll
22 talk a little bit more about that
23 during the IDA meeting.

24 At this time do I hear a
25 motion to adjourn the LEAC meeting.

1
2 SECRETARY FUSCO: Motion to
3 adjourn the LEAC meeting,
4 Mr. Chairman.

5 CHAIRMAN KESSEL: Thank you.
6 I'll second that.

7 Voice vote: All those in
8 favor.

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

11 CHAIRMAN KESSEL: Any
12 opposed?

13 (No response.)

14 CHAIRMAN KESSEL: Any
15 abstentions?

16 (No response.)

17 CHAIRMAN KESSEL: Okay. LEAC
18 meeting is adjourned.

19 (Time noted: 6:55 P.M.)

20 (Whereupon there was a
21 discussion held off the record.)

22 CHAIRMAN KESSEL: Okay. So
23 we now have the IDA board.
24 I will obviously call the roll,
25 it's the same board as the Local

1
2 Economic Assistance Corporation:

3 Richard Kessel, I'm here.

4 Lewis Warren.

5 VICE CHAIRMAN WARREN: Here.

6 CHAIRMAN KESSEL: Anthony

7 Simon?

8 SECOND VICE CHAIRMAN SIMON:

9 Here.

10 CHAIRMAN KESSEL: Chris

11 Fusco?

12 SECRETARY FUSCO: Here.

13 CHAIRMAN KESSEL: Amy Flores?

14 TREASURER FLORES: Here.

15 CHAIRMAN KESSEL: And John

16 Coumatos.

17 ASSISTANT TREASURER COUMATOS:

18 Here.

19 CHAIRMAN KESSEL: Thank you,

20 John. Just indicate as I indicated

21 at the LEAC meeting that Tim

22 Williams is absent this evening.

23 We now want to do a pledge of

24 allegiance to the flag and I would

25 ask Chris Fusco if he would lead us

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in that.

SECRETARY FUSCO: My
pleasure.

(Whereupon all members
recited the Pledge of Allegiance.)

CHAIRMAN KESSEL: Thank you,
all.

As we continued to do over
the last year, believe it or not
it's more than a year, you know,
obviously COVID-19 has taken many,
many lives throughout the world,
the country, the state, Nassau
County, and in respecting the
losses not just of the people who
lost their lives but all of their
families and associates and
friends, I would ask for a moment
of silence in their thoughts and
prayers.

(Whereupon there was a moment
of silence.)

CHAIRMAN KESSEL: Thank you
all very much. I appreciate it. I

1
2 can only wish that this horrible
3 pandemic continues to disappear
4 from the earth, that's for sure.

5 And with that, I know it's my
6 turn to report a couple of things
7 and be glad to do it. I want to
8 first focus on things that are
9 related to the IDA and LEAC but are
10 also related to our great county.

11 I want to just take this
12 opportunity to thank our County
13 Executive, Laura Curran for
14 re-energizing the Economic Advisory
15 Council. To take a look at how
16 moneys that we will be receiving
17 from the recovery program from
18 Washington are going to be spent.

19 Just a couple of points to
20 make on this: I am honored to be
21 co-chair of this Council along with
22 my great friend, Stu Rabinowitz,
23 the President of Hofstra, and we
24 had a couple of meetings so far
25 with the County Executive including

1
2 one that we had just yesterday. I
3 think it's important to point out
4 that, you know, during the last
5 year the IDA and LEAC have
6 dedicated a great amount of our
7 energy, time and funds to help many
8 of the small businesses and other
9 businesses survive and recover.
10 Working in conjunction with Laura
11 Curran, our County Executive, her
12 team including Evelyn Simmis and
13 Helena Williams, we were able to do
14 a lot to help thousands of small
15 businesses throughout the county
16 survive and keep their employees
17 working during very difficult
18 times.

19 We wound up giving out
20 thousands of PPE kits throughout
21 the county within the Town of
22 Hempstead. We worked very closely
23 with the county and as well as the
24 Town of Hempstead and obviously
25 want to thank Laura Curran and Don

1
2 Clavin for working with us and
3 helping us to fund these projects.
4 They were very successful and very
5 helpful.

6 CHAIRMAN KESSEL: I think
7 it's important to point out that,
8 you know, during the last year the
9 IDA and LEAC have dedicated a great
10 amount of our energy, time and
11 funds to help many of the small
12 businesses and other businesses
13 survive and recover. And working
14 in conjunction with Laura Curran,
15 her team, including Evelyn Tsimas
16 and Helena Williams, we were able
17 to do a lot to help thousands of
18 small businesses throughout the
19 County survive and keep their
20 employees working during very
21 difficult times, and, you know, we
22 wound up giving out thousands of
23 PPE kits throughout the county
24 within the Town of Hempstead. We
25 worked very closely with the County

1
2 and as well as the Town of
3 Hempstead and, obviously, want to
4 thank Laura Curran, Don Clavin for
5 working with us and helping us to
6 found these programs. They were
7 successful and very helpful.

8 Our loan program, our Boost
9 Nassau Program, our Shop Local
10 Programs to encourage people to
11 shop in their downtowns, in their
12 small businesses, were heavily
13 successful, and I'm -- I'm very
14 excited about that, and we are
15 continuing to look at ways that the
16 IDA and LEAC can continue to help
17 small businesses.

18 Having said that, the
19 Recovery Program that was recently
20 enacted by President Biden and the
21 Senate and the Congress is going to
22 provide significant funding to our
23 County. It's a total of about \$397
24 million over two years. The first
25 funding is expected hopefully

1
2 sometime in May of approximately
3 \$200 million and the second round
4 next year of about \$197 million.
5 It's a lot of money, and I want to
6 again commend Laura Curran and the
7 other elected officials for
8 fighting and advocating for this
9 funding to help our County, its
10 residents and businesses get
11 through what has been a very
12 challenging time.

13 The County Executive, as I
14 said, reenergized, reformed the
15 Economic Advisory Council, and our
16 task is to make recommendations as
17 to how these monies can be spent in
18 all different areas so that it's a
19 transparent and open process and
20 it's coming from all different
21 venues and people who are various
22 walks of life including our
23 chambers of commerce, our
24 representatives of the Long Island
25 Association, the Association For a

1
2 Better Long Island and many other
3 groups and business and political
4 leaders and especially excited that
5 the legislature is represented on
6 this council. I want to thank both
7 Tom McKeivitt, who is on the
8 legislature, my former assembly,
9 good friend, DeRiggi Whitton, from
10 both the majority and minority for
11 participating in this process.

12 Ultimately, the
13 recommendations that our counsel
14 will make will go to the County
15 Executive who has some of her own
16 initiatives and adopting some of
17 our initiatives and utilizing that
18 to propose this funding and how
19 it's spent, that will then go to
20 the County Legislature, and I've
21 had discussions with both Rich
22 Nicoletto, the majority leader, and
23 Kevan Abrahams, the minority
24 leader. We're going to work
25 closely with them and the County

1
2 Executive to come up with a package
3 that will benefit to the greatest
4 extent possible the people who live
5 in our County, people who have been
6 particularly hurt by this as well
7 as small businesses.

8 This is a huge undertaking
9 and a serious undertaking, and I
10 want to emphasize a couple of
11 things, and one is that one of the
12 areas that we are particularly
13 looking at, and I want to thank
14 Harry, who's also on the council,
15 for working with us on this is how
16 do we help small businesses and
17 downtowns from a broad perspective
18 and from an individual perspective?
19 We've had several calls with a
20 number of chamber representatives.
21 I want to thank the Nassau County
22 of Chambers of Commerce and some of
23 the individual chambers and as well
24 as Eric Alexander from Vision Long
25 Island and Evlyn Tsimis for helping

1
2 to advise us as to how we can best
3 help the downtowns and the small
4 businesses who struggle.

5 You know, we're fortunate to
6 have on our Board a small
7 businessman, John Coumatos. And
8 his input on many of these programs
9 have -- some have been implemented
10 already and others will be -- but
11 we really need to take a hard look
12 at how best to spend these funds to
13 help these small businesses
14 survive, recover and thrive. It's
15 critically important. And I would
16 venture to guess that we're one of
17 the few counties that are doing
18 this through an open process of
19 citizens and leaders advising the
20 County Executive. And I -- I -- I
21 can't say enough about Laura Curran
22 and how she has put this together.
23 It's not something that's being
24 done by fiat, it's something that's
25 going to be done in all different

1
2 particular areas, whether it's, you
3 know, transportation, small
4 business, education, individual
5 taxpayers, we're going to be
6 looking at a whole gamut of things
7 to do, and while we haven't gotten
8 the formal guidelines yet from the
9 Federal Government, we are
10 expecting them in the next few
11 weeks. Once we get that we'll be
12 able to help advise the County
13 Executive and work with her and the
14 County Legislature to implement and
15 get these funds out as quickly as
16 we can to our taxpayers, our
17 businesses, both small and large.

18 And because the IDA has, and
19 LEAC together, have made major
20 efforts, probably more than almost
21 any other IDA in the state in
22 helping small businesses,
23 restaurants, etcetera, I want to
24 ask that any Board members who have
25 some suggestions about how we can

1
2 help downtowns to get them to me or
3 to Harry and we will incorporate
4 them. We are preparing several
5 small business proposal, excuse me,
6 small business proposals, and,
7 ultimately, many of these will be
8 discussed with the County
9 Executive.

10 I -- I think advanced forward
11 with the legislature and, you know,
12 it's important that we move this as
13 quickly as possible.

14 You know, we're getting into
15 the summer months and the weather's
16 going to get better, more people
17 are getting vaccinated and it's a
18 real opportunity now for us to give
19 a shot in the arm to many of our
20 downtowns and small businesses and
21 chambers of commerce out there and
22 now is the time to do it. This is
23 not something that's six months or
24 a year away. This is something
25 that we hope to really begin

1
2 physically doing in the next couple
3 of months as we get the funding and
4 the guidelines that we need. So
5 this is really going to be a team
6 effort and it is going to involve
7 the IDA and LEAC as well. We have
8 some ideas and some things that we
9 may be able to do, but, you know,
10 this is a very significant infusion
11 of funds that can really help
12 recover the economy and, you know,
13 Boost Nassau, as we've been saying,
14 and so I do want to emphasize --
15 emphasizing by how important this
16 is to the County, to the taxpayers,
17 and I want to thank the County
18 Executive for creating or
19 recreating this panel and asking me
20 to help lead it, and it's something
21 we take very seriously, and I want
22 to ask everyone on our Board and,
23 you know, several of you have
24 contacted me about some ideas.
25 Whatever you think we can do to

1
2 help the community with your
3 experience in the union area, the
4 construction area, the chamber of
5 commerce and small business areas,
6 please don't hesitate to give us
7 your ideas now because we want to
8 move on this as quickly as
9 possible. And again, thank you for
10 your -- your participation and your
11 patience.

12 I'll take any questions on
13 that before I hand it over to
14 Harry, if there are any questions.

15 Okay, hearing none, it's time
16 for Harry and his CEO report.
17 Thanks, Harry and everyone.

18 CEO COGHLAN: Thank you,
19 Mr. Chairperson.

20 Good evening again members.
21 As always you will find my update
22 on the IDA folder. I think it's
23 the second folder, CEO report.

24 Just a couple of items I want
25 to highlight that I have

1
2 highlighted on the page. In terms
3 of closings, we did execute a
4 closing for the Engel Burman
5 Assisted Living Bethpage location.
6 Given that final approval was
7 granted in October of 2020, and
8 there was a change in tax rates and
9 assessed values, we are required to
10 use current tax rates and assessed
11 values so we had to recalculate the
12 PILOT. It was not to an extension
13 to actually make another
14 presentation to the Board; however,
15 we just want you to be aware that
16 for this particular project there
17 was a slight change in the PILOT
18 schedule leading to a little bit
19 less total PILOT payment, but at
20 that point just we closed the deal
21 and there were just slight changes
22 in the assessed valuations, you
23 know, of all PILOT payments.

24 Closings projected for the
25 second quarter. We do anticipate

1
2 closing some substantial
3 transactions including Sutherland,
4 Long Beach and Amazon in the second
5 quarter. Given that, we are
6 confident we will make our budget
7 (Zoom audio disruption).

8 In terms of marketing, and
9 all awareness, just want to let you
10 know that, you know, the final
11 stages of the previously
12 pre-approved strategy, re-branding
13 and website redesign, and I do hope
14 that we will be showing you the end
15 product of that in the coming
16 weeks.

17 As the Chairman mentioned,
18 with regards to the Economic
19 Advisory Council, we are
20 considering bringing on an outside
21 consultant to at least lend their
22 expertise as to how to effectively
23 and to the greatest impact
24 distribute to the American Rescue
25 Plan Fund. That is HR&A, as you

1
2 may be familiar with, as we reached
3 out to at the beginning of the
4 crisis to help us assess what could
5 be the impact of the COVID
6 pandemic. We are bringing them
7 back for what we have already set
8 as a Phase 5 part of the study.
9 Costs were not approved, so you may
10 have us coming back to you in the
11 next Board meeting once we
12 determine scope of work and
13 associated costs, we may come to
14 you for approval at the next Board
15 meeting to have their assistance
16 with the advisory procedure.

17 And for our Finance Committee
18 members, I just want to let you
19 know that we have a recent
20 procurement memo in the drop box.
21 Because it is below the thresholds
22 it does not require approval from
23 the Finance Committee, however, we
24 just want to make you aware of all
25 those along those lines.

1
2 Again as for a media virtual
3 town hall entitled Saving Our
4 Downtowns, it was a small
5 contribution, but I just want to
6 let you know that we are
7 represented by our Chairman who did
8 a great job on this Webinar, and
9 it's an important one, as he said,
10 about saving our downtowns. Good
11 to have the dialogue, and so that
12 is my update for this evening,
13 happy to answer any questions, if
14 there are any. Thank you.

15 CHAIRMAN KESSEL: Thank you,
16 Harry. Are there any questions for
17 Harry? Okay, hearing none, thank
18 you, Harry, for your report, and I
19 want to now go to our public
20 comment period.

21 As I explained in the past
22 this is someone -- this is for
23 anyone who wants to make a general
24 public comment about anything. We
25 -- we do have resolutions that you

1
2 could speak about before the
3 resolutions are formally approved
4 when we take them up, but this is
5 for any general comments that you
6 may have.

7 You're limited to three
8 minutes, and at this time I'll ask
9 if there's anyone from the public
10 that wishes to speak on any item to
11 the IDA, now is the time. Please
12 use the Raise Hand option and we'll
13 call on you.

14 MS. FEE: Chairman, we do.
15 We have a Kevin Mack with us.

16 MR. MCKENNA: Yeah, hi, it's
17 Kevin McKenna.

18 CHAIRMAN KESSEL: Okay,
19 thanks, Kevin.

20 MR. MCKENNA: Okay, good
21 evening, IDA Board. I was just --
22 I was just listening to -- to a --
23 to the prior part of the meeting,
24 and I'm a little bit perplexed.
25 I'm a little bit perplexed in -- in

1
2 the conflict between -- between you
3 wanting to help -- you wanting to
4 help small local businesses, which,
5 obviously -- which, obviously, is
6 absolutely necessary, and I'd like
7 to -- and I'd like to thank -- I'd
8 like to thank the IDA Board Member
9 John Coumatos for being the lone
10 member of -- of really standing up
11 for small business and opposing the
12 Amazon application that -- that the
13 rest of the IDA Board went ahead
14 and -- and approved.

15 I think that there's such
16 hypocrisy between you talking about
17 how much you care about small
18 business but yet just about every
19 one of you, except for
20 Mr. Coumatos, approved an
21 application for a company that will
22 continue to put small business out
23 of business.

24 And in closing, I also want
25 to make sure that all the Board

1
2 members are aware of the fact that
3 I am still waiting to receive all
4 the details of how the IDA complied
5 with the SEQRA requirements on that
6 IDA application, and I just want
7 you all to know that if you didn't
8 comply with the SEQRA application,
9 I will look at any legal remedies
10 right now to overturn your -- your
11 awarding of the IDA incentives if
12 you did not follow the SEQRA
13 application.

14 Thank you very much.

15 CHAIRMAN KESSEL: Thank you,
16 Kevin. Good to have you aboard and
17 have a good evening. Thank you.

18 Catherine, is there anyone
19 else who would like to speak?

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

22 CHAIRMAN KESSEL: Okay, thank
23 you, so that ends the public
24 comment period. I -- I appreciate
25 it.

1
2 We now are going to do one
3 approval resolution and one
4 preliminary approval resolution of
5 the approval resolution is for
6 Geismar, LLC and Paint of America
7 doing business as PACOA.

8 We will ultimately have three
9 resolutions, a SEQRA resolution, a
10 PILOT deviation resolution and
11 approving resolution.

12 So with that, I'd like to ask
13 representatives of PACOA if they
14 would step up to the plate and make
15 their presentation to the board.

16 I do want to remind everyone
17 that we did a preliminary approval
18 of this project prior to all of
19 this and this is the final approval
20 stage of the project.

21 MR. BAKER: All right,
22 thanks, Mr. Chairman. I think that
23 means it's my time to step up.

24 Daniel Baker for Certilman,
25 Balin, Adler & Hyman, 90 Merrick

1
2 Avenue, East Meadow, New York 11554
3 on behalf of the applicants. I'm
4 also joined by my partner Richard
5 Cronin and two representatives from
6 the applicant, PACOA and Geismar,
7 LLC, that's Steven Geismar, he is
8 the principal of both entities, and
9 Moe Bandarami who is the director
10 of finance. Thank you and good
11 evening to all. Nice to see
12 everybody virtually.

13 As the Chairman mentioned, we
14 had presented before the board and
15 were approved for preliminary
16 inducement amazingly back in
17 December of 2019.

18 Just to speak on the
19 timeframe, we were gearing up for
20 the, what we hoped would be a final
21 approval in early to mid-spring of
22 2020, and, of course, the COVID
23 pandemic hit. It had a -- a little
24 bit of a -- an impact on the
25 company at that time, a lot of it

1
2 due to uncertainty in the markets.

3 As you might recall, PACOA is
4 a wholesale distributor of paint,
5 hardware, equipment and materials
6 and similar construction materials
7 to local stores throughout the New
8 York Metropolitan area and beyond,
9 pushing into the Atlantic,
10 Pennsylvania and Northeast, New
11 England area.

12 Fortunately, for the company,
13 they rebounded pretty strong and
14 actually turned and had a pretty
15 good year, as you could imagine,
16 with people doing a lot of home
17 improvement and -- and jobs like
18 that and, fortunately, the real
19 estate market maintaining
20 themselves and so forth. So with
21 all of that, we are back in a
22 position now to finalize things,
23 obtain financing and do all of the
24 things necessary to move forward.
25 We have received approval from the

1
2 Town of North Hempstead for both
3 site plan and any variances
4 necessary related to this project.

5 Again, just to remind you of
6 what the project is. The existing
7 property is an approximately 92,000
8 square foot building in the Port
9 Washington/Office or Commercial
10 Park as it is ever changing, and
11 the proposal is to add a little
12 more than 22,000 square feet of
13 additional space to this facility
14 to allow for not only projected
15 growth but growth that has happened
16 in the past few years.

17 As we had mentioned at our
18 initial presentation, because of
19 the growth, the company was forced
20 to utilize facilities in Suffolk
21 County for storage of materials
22 and -- and inventory, which is --
23 is -- is not efficient for their
24 operation, meaning they've got to
25 have trucks going back and forth

1
2 there to the main facility and then
3 to distribute the -- the goods, so
4 that mixed with the -- their growth
5 has led to the need for this
6 addition. You know, if this
7 addition does not work out here, if
8 we're not able to get the benefits
9 and move forward, then the company
10 will be faced with, you know,
11 making decisions as to where they
12 will be and the potential for that
13 is to not be in Nassau County,
14 whether it be in -- in New York
15 City or New Jersey as their
16 distribution area grows that
17 certainly makes sense, but as we
18 had said previously and will always
19 be very strong in this, Mr. Geismar
20 was born and raised here, his
21 father started this company on Long
22 Island in Nassau County. It has
23 continued all this time here, and
24 it is their desire to make that
25 continue.

1
2 So with all of that, I -- I
3 could take any questions and we can
4 answer anything you may have but
5 nothing has changed since our
6 original presentation. The -- the
7 current FTEs are as they were at
8 the initial meeting of the Board,
9 which as I mentioned then, had
10 grown in the year or so previous or
11 prior to that and there is an
12 anticipation that a minimum of six
13 FTEs will result from this
14 expansion, and, of course, there
15 will be a considerable number of
16 construction jobs that will go
17 along with construction which will
18 improve the condition but also some
19 renovations to the existing
20 facility.

21 I think my last comment, as I
22 had mentioned at the last meeting,
23 the company is going to use the
24 Marcus Group for construction,
25 which is a well known construction

1
2 firm on Long Island and are very
3 good at overseeing and finalizing
4 these projects with the use of
5 local -- local employment and so
6 forth. So we -- we are confident
7 in them, and I -- I do believe that
8 they had reached out to the
9 Building Trades earlier this week
10 and had some conversations, so I
11 think we are -- we're -- we're on
12 the right track in all regards
13 here.

14 CHAIRMAN KESSEL: Thank you.
15 Sorry, thank you, Dan, appreciate
16 it. First, are there any questions
17 from any of the board members?
18 Okay, hearing none, Andrew, if you
19 wouldn't mind just briefly
20 outlining the incentive package
21 that we are considering tonight?

22 MEMBER KOMAROMI: Sure. This
23 is a straight transaction with
24 financial assistance consisting of
25 sales and use tax exemption in the

1
2 amount up to \$405,548, as well as
3 mortgage recording tax exemption up
4 to \$50,888, as well as a 15 year
5 PILOT that I'll describe the
6 formula that we followed. It
7 consists of a base PILOT that the
8 intent of which is to keep current
9 taxes in place and escalate them,
10 and I'll get back to that, and an
11 improvement PILOT that phases in
12 the assessed value of the
13 newly-traded improvement.

14 The base PILOT is a little
15 bit more elaborate than our normal
16 base PILOT as in the initial four
17 years it intends to and it does
18 phase in the current transitional
19 assessed value to the full AV of
20 the property, and then in the
21 remaining 11 years it escalates
22 that at a compounded rate of 1.23
23 percent.

24 CHAIRMAN KESSEL: Thank you,
25 Andrew.

1
2 Are there -- are there any
3 questions for Andrew on the package
4 that he's just described from the
5 board?

6 Okay, I just want to indicate
7 a couple of things. One, we
8 obviously had a hearing about this.
9 I did reach out, as is our policy,
10 to Supervisor Judi Bosworth as well
11 as to County Legislator DeRiggi
12 Whitton, let them know about the
13 hearing and the project. That's
14 something that we will continue to
15 do over time and, you know, I've
16 met Steve Geismar and I commend
17 him, because I seem to recollect
18 the -- a number of FTEs actually
19 exceeds the number that they were
20 originally pledged to do, so the
21 FTEs that are being added to that
22 is in addition to an additional
23 number of employees that they've --
24 that they've done.

25 You know, they're growing

1
2 into a successful business. It's a
3 great Nassau County success story
4 and I certainly support it and
5 appreciate all of their efforts.

6 Having said that, is there
7 any member of the public that
8 wishes to comment on this project?

9 MS. FEE: Yes, Chairman, we
10 have Carrie Anne Tondo. Are you
11 with us?

12 CHAIRMAN KESSEL: Carrie
13 Anne?

14 MS. TONDO: I am, good
15 evening. Can you hear me?

16 CHAIRMAN KESSEL: Yes, good
17 evening.

18 MS. TONDO: Wonderful. Good
19 evening, Chairman Kessel, Members
20 of the Board and Chief Executive
21 Officer Harry Coghlan and all of
22 those in attendance this evening.

23 Carrie Anne Tondo, Ingerman,
24 Smith, 150 Motor Parkway, Suite
25 400, Hauppauge, New York, appearing

1
2 on behalf of the Roslyn Union Free
3 School District.

4 I thank you all for the
5 opportunity to speak before you
6 this evening.

7 At the outset on behalf of my
8 client, they wish to state that it
9 generally supports -- the district
10 generally supports economic
11 development and all the efforts of
12 the Nassau County IDA which may
13 promote job creation in its
14 communities and across the County.

15 In addition, the District
16 does strive to have cooperative and
17 foster relationships with all of
18 its neighboring property owners.
19 However, as I have shared with you
20 before, the District does take very
21 seriously any and all matters that
22 could potentially have an adverse
23 impact on the District or decrease
24 the limited sources of revenue
25 available to it. And deviation

1
2 from the uniform tax exemption
3 policy may bring about unintended
4 consequences including decreases to
5 the District's tax base and
6 increased taxes to District
7 taxpayers, who as I am sure you
8 will agree, are ultimately
9 responsible to offset any tax
10 revenue reduction.

11 Based upon the District
12 preliminary impact analysis in and
13 its review of all the documents
14 provided by the IDA, and I thank
15 Colleen specifically for getting
16 those to us, the District projects
17 that it will receive approximately
18 \$600,000 less over the course of
19 the proposed 15 year PILOT term if
20 approved, as compared to the taxes
21 it would have received should the
22 improvement be based on the
23 proposed application.

24 It is also noted, as counsel
25 said, that the annual percentage

1
2 increase of 1.23 percent being
3 considered for the PILOT is less
4 than that for the tax cap and also
5 significantly less than the annual
6 increases in other recent PILOTs
7 granted by the IDA.

8 It -- it is still unclear to
9 us as to why this percentage
10 increase was selected in this
11 instance contrary to other
12 increases that have been recently
13 approved on an annualized basis
14 over the PILOT term.

15 In addition, a little bit
16 different in this PILOT, because it
17 crosses two school districts, and
18 -- and it's more detailed than the
19 District submissions the IDA but it
20 is our understanding that the
21 applicants are currently continuing
22 to pay PILOT on the subject
23 property in connection with the
24 PILOT agreement granted in or about
25 2005.

1
2 We did seek confirmation from
3 the IDA regarding the allocation
4 and distribution of the PILOT under
5 the proposed PILOT as compared to
6 the prior. The prior appears to be
7 an assessment of the PILOT rather
8 than a fixed PILOT as proposed.

9 And certainly I appreciate
10 again the responses received from
11 the IDA today in that the
12 contemplated PILOT retreat the
13 distribution of PILOTs identically
14 to that under the -- under the
15 prior PILOT and that it will be
16 allocated among the affected tax
17 jurisdictions in proportion to the
18 amount of taxes it would have
19 received.

20 But because the property is
21 comprised of multiple lots and
22 located within two school
23 districts, mainly the Roslyn School
24 District and Port Washington, and I
25 do not believe this is a typical

1
2 occurrence, we are seeking
3 assurance from the IDA that if it's
4 approved, that the District will,
5 one, receive its appropriate
6 proportionate share of any PILOT
7 consistent with the allocation
8 under the 2005 PILOT agreement, and
9 that that share is not less and
10 will not be less than what the
11 District is currently receiving
12 under the existing and extended
13 PILOT.

14 MS. TONDO: The prior appears
15 to be a staff placement PILOT
16 rather than a fixed PILOT as
17 proposed.

18 And certainly I appreciate,
19 again, the response received from
20 the IDA today in that the
21 contemplated PILOT would treat the
22 distribution of PILOT identically
23 to that under the prior PILOT and
24 that it would be allocated among
25 the affected tax jurisdictions in

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2 proportion to the amount of taxes
3 they would have received. Because
4 the property is comprised of
5 multiple lots and located within
6 two school districts; namely the
7 Roslyn School District and Port
8 Washington, and I do not believe
9 this is a typical occurrence, we
10 are seeking assurance from the IDA
11 that if it's approved, that the
12 district will: One, receive its
13 appropriate proportionate share of
14 any PILOT consistent with the
15 allocation under the 2005 PILOT
16 agreement; and that said share is
17 not less or will not be less than
18 what the district is currently
19 receiving under the existing and
20 extended PILOT; and three, that the
21 PILOT amount to the school district
22 will increase over the proposed
23 15-year PILOT term as a result of
24 the improvement proposed.

25 Unrelated but related to

1
2 this, before closing, I do note
3 that several comments were made
4 this evening about the prior
5 meeting where the applicant
6 presented in what may have been a
7 more detailed presentation than
8 this evening. Based upon that, I
9 wish to renew my request made to
10 you previously in a number of
11 meetings and that school districts
12 as the largest stakeholder to a
13 PILOT receive notice of the
14 meetings where preliminary
15 inducements are being considered.
16 I personally believe that that will
17 allow for a more engaged process on
18 behalf of the school districts.

19 Again, I thank you for your
20 time, I thank you for all of your
21 responses to me in the past day or
22 so, and I appreciate on behalf of
23 the school district your thoughtful
24 consideration of the comments
25 presented this evening and in the

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district submission.

CHAIRMAN KESSEL: Thank you,
Carrie-Anne. We appreciate it.

Andrew, do you want to say
anything in terms of what
Carrie-Anne just brought up.

MR. KOMAROMI: Just very,
very briefly on the proportionality
of the distribution among affected
tax jurisdictions. It is something
that has to happen as a matter of
law and it is not the IDA's choice.

In terms of the existing
PILOT, just a brief explanation
that the PILOT benefits have ran
out on the existing prior PILOT.
The PILOT in form is still in place
but it actually currently requires
PILOT payments in the amount of
full taxes and it will be
terminated. The intent is not a
direct, if you will, exempt to
exempt transfers so the new PILOT
would only kick in the tax year

1
2 after the next perceptual tax
3 status date; and I think lastly as
4 to the inflation that the tax
5 administrator used in the PILOT of
6 1.23, it is something that is a
7 number that the agency typically
8 negotiates, but beyond that, it is
9 a number that typically is tied to,
10 but not by any legal requirement,
11 to give a year's tax cap. So it is
12 1.23 for the '21/'22 year and
13 that's why this number has been
14 used as an inflator.

15 In prior PILOTS last year,
16 that number was a higher number
17 just because the tax cap rate was
18 at 1.81. But again, this is not a
19 set number and staff and the board
20 of the agency has discretion to
21 negotiate this number.

22 CHAIRMAN KESSEL: Thank you,
23 Andrew.

24 Just a couple of points, one
25 on that issue of the inflation

1
2 rate, I think that's something I
3 would like Stan to look at. I know
4 it was about 1.8 last year and now
5 it's 1.2 which is lower. I would
6 like to just take a look at that,
7 maybe the staff can take a look at
8 that and make some recommendations
9 as we go forward. That would be
10 helpful.

11 As far as your proposal to
12 notify parties about preliminary
13 inducements, I said this before, I
14 think it's a good idea. We will do
15 that going forward.

16 Thank you, Carrie-Anne.

17 Are there any further
18 questions or comments -- first,
19 anyone else who wishes to speak on
20 this matter?

21 MS. FEE: No, Chairman, there
22 is no one additional that wishes to
23 speak.

24 CHAIRMAN KESSEL: Okay. Are
25 there any further questions or

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comments on behalf of the board?

(No response.)

CHAIRMAN KESSEL: Hearing none, we have got two resolutions to consider, actually three, we have got a SEQRA resolution, a PILOT deviation resolution and an approving resolution.

I think we can take them all together, Andrew.

MR. KOMAROMI: Absolutely.

CHAIRMAN KESSEL: Okay, great.

So first, do I hear a motion to adopt these three resolutions for PACOA, doing business as PACOA.

SECOND VICE CHAIRMAN SIMON: I make a motion, Anthony Simon.

CHAIRMAN KESSEL: All right, Anthony.

TREASURER FLORES: Amy Flores seconds.

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CHAIRMAN KESSEL: Amy, thank you for seconds.

I think we can do this voice vote as well: All those in favor indicate by saying "Aye."

(Whereupon all members responded in the affirmative.)

CHAIRMAN KESSEL: Are there any opposed?

(No response.)

CHAIRMAN KESSEL: Are there any abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. The resolutions carry.

That is our only approval resolution for this evening. We have one preliminary resolution and a couple of consent resolutions.

So let's do the preliminary resolution first.

This is a housing project.

MR. BAKER: Thank you all very much. I didn't want to

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cut you off but I did want to say
thank you.

CHAIRMAN KESSEL: Thank you
Dan and thank you, Steve and
your team as well.

MR. FROEHLICH: Take care.

CHAIRMAN KESSEL: Pleasure
knowing you, getting to know you
guys.

MR. GEISMAR: Thank you,
Chairman Kessel.

CHAIRMAN KESSEL: Thank you,
Steve.

MR. GEISMAR: Stay healthy,
everybody.

CHAIRMAN KESSEL: We now have
a Preliminary Application for
281-301 Warner Avenue for a housing
project, and I'll turn it over to
the applicant so they can make
their presentation.

MR. FALTISHEK: Good evening,
Mr. Chairman, Members of the Board
and the executive staff, my name is

1
2 Michael Faltishek, Ruskin Moscou
3 Faltischek, counsel for the
4 applicant. Address is 1425 RXR
5 Plaza, Uniondale. For the record,
6 with me this evening is my
7 colleague, John Chillemi who has
8 been working with me and the
9 applicant on the submission.

10 This is an application for
11 assistance on sales and use tax
12 exemptions, mortgage recording tax
13 exemptions and a payment in lieu of
14 taxes agreement.

15 The project in question is a
16 transit-oriented development which
17 is both residential and retail so
18 it falls in the category of a
19 mixed-use development. I am
20 pleased to say that this IDA as
21 well as others in the region have
22 considered these applications
23 favorably in all instances as they
24 represent great improvements to the
25 community. They are all supported

1
2 by County Executive Curran who has
3 encouraged further development of
4 transit-oriented projects.

5 I could take some time to go
6 through the advantages of
7 transit-oriented developments but I
8 know this board is very familiar
9 with them and I won't take the time
10 to expand upon them now.

11 The applicant has worked
12 closely with the Village of Roslyn
13 which had adopted a
14 transit-oriented mixed-use district
15 which included the area within
16 which this project is proposed.

17 They came to a mutual
18 conclusion as to what would be in
19 the best interest of the community
20 and unanimously approved the
21 application at a site plan hearing
22 in March.

23 With me this evening are
24 presenters, my colleague John
25 Chillemi will speak on certain

1
2 aspects of the project; Jordan
3 Karlik on behalf of the applicant,
4 one of the principles; Joe
5 Yacobellis on of behalf of Mojo
6 Stumer Architects who designed the
7 project; and Noelle Clark on behalf
8 of Lew Engineering who has been
9 working on the environmental
10 issues.

11 I will say at the outset that
12 this is a site that hardly is
13 retail but has been in existence
14 for so many years that it's unable
15 to really attract meaningful retail
16 occupancy and is in a very poor
17 physical condition.

18 So having said that, let me
19 start with Jordan Karlik to speak a
20 little bit about the applicant and
21 his experience and involvement in
22 the community.

23 MR. KARLIK: Good evening,
24 everybody, Chairman of the Board,
25 Members of the Board. My name is

1
2 Jordan Karlik appearing on behalf
3 of the applicant tonight.

4 I am one of the principles at
5 JK Equities, developer of the
6 project. JK Equities is a local
7 real estate firm located in Roslyn
8 about one mile from the development
9 site. Our firm has been in the
10 real estate development business
11 for over 20 years, having completed
12 projects up and down the east coast
13 as well as in the mid-west. Most
14 of these projects have been mixed
15 use developments, very similar to
16 the one on Warner Avenue. In
17 addition to working in Roslyn, I
18 have lived in the community for
19 nearly 30 years. I grew up in this
20 town and I am now raising my own
21 family in Roslyn.

22 Roslyn, like many other parts
23 of Nassau County, is a great place
24 to live. The community is
25 conveniently located and filled

1
2 with great amenities which easily
3 lure people to lay down roots here.

4 Housing in Roslyn and
5 generally the North Shore is in low
6 supply and is even more scarce when
7 looking for quality rental housing.
8 Our project at Warner Avenue will
9 help address this need, bringing
10 greater diversity to the existing
11 housing stock and to the community
12 in general.

13 Our specific transit-oriented
14 location has been overlooked for
15 many years and is sorely in need of
16 reinvestment. Our investment in
17 the project totaling near
18 40 million will be transformative
19 for the immediate area and have
20 profound positive impacts, both
21 long- and short-term on the local
22 economy which is currently needed
23 more than ever. I, along with our
24 entire team, are excited to work
25 with the IDA and all other

1
2 stakeholders to deliver a
3 first-class mixed use building to
4 the community.

5 Thank you.

6 MR. FALTISHEK: Thank you,
7 Jordan.

8 Let me turn it over now to
9 Joe Yacobellis of Mojo Stumer
10 Architects.

11 MR. YACOBELLIS: Good
12 evening, everybody. My name is Joe
13 Yacobellis. I am director of
14 design with Mojo Stumer Associates
15 and we are the architect for the
16 project.

17 I would like to thank
18 everybody for their time tonight.
19 We certainly are excited to be here
20 and excited to show you this
21 building. As Jordan mentioned, we
22 have been at this project for quite
23 a while now, it's been on our board
24 for about four years. We have been
25 through really, I think a good and

1
2 a collaborative process with the
3 Village of Roslyn in getting the
4 approvals obtained that we need to
5 build this building. I think the
6 entirety of this process has been
7 very positive in the way the
8 building has developed, and what we
9 have come to is what we think is a
10 beautiful building. It's an
11 exciting and a dynamic building and
12 we think it's going to be something
13 that has a significantly positive
14 impact not only on the Village of
15 Roslyn, but more specifically on
16 the station area.

17 When you look at this
18 particular neighborhood and really
19 any village or downtown in Long
20 Island and how pivotal and
21 important our railroad stations are
22 in terms of defining a community
23 and defining a neighborhood, the
24 Roslyn station area as it currently
25 exists really is an underserved

1
2 portion of this village. It's a
3 busy train station. It's a pivotal
4 part of this community and it's
5 surrounded by surface parking and
6 some, we would say almost
7 dilapidated retail. There is very
8 walkability, there are a few
9 services and there is very little
10 to attract anyone to this area
11 other than the train station
12 itself.

13 So a big part of the design
14 of our building was not putting up
15 something that was going to be
16 financially feasible and economical
17 for developers in terms of their
18 return on investment, but putting
19 up a building that could really be
20 a new landmark in this village and
21 when you look at the entrance to
22 the village from the south as this
23 site really is, we think this is a
24 building that can help redefine
25 Roslyn, certainly the southern

1
2 portion, and become a beautiful new
3 focal point for the entire station
4 area.

5 I will try to be brief on
6 this but I'm happy to answer as
7 many questions as there may be as
8 it relates to the architecture, but
9 the one thing I will say, and you
10 can actually see it pretty well in
11 these pictures, if we can possibly
12 hold it for here for one second.

13 The design of this building, as
14 much as any we have done recently,
15 is really driven from a deep
16 understanding and a responsiveness
17 to the site conditions and I think
18 in general that kind of an approach
19 generally leads to really good
20 architecture.

21 The site here has significant
22 topography that slopes
23 approximately ten- to twelve feet
24 from west to east along Warner
25 Avenue and then even more

1
2 significantly from the southeast to
3 the northwest diagonally across the
4 property there's a 15- to 16-foot
5 rise in grade. All of this makes
6 the site rather difficult to plan
7 from the early stages but there are
8 numerous iterations of this
9 project. We looked at plan after
10 plan that we ultimately came to
11 this building which we think sits
12 really beautifully within the site.
13 It navigates the different
14 topography and responds we think
15 appropriately to the different
16 elevations, so along Warner Avenue
17 which you're seeing on the left
18 side picture, there is really
19 beautiful street frontage of retail
20 and it slopes down with the site
21 which we think gives the building a
22 really beautiful connection to the
23 ground. Each retail store is kind
24 of stepped down along the lowering
25 grade, but more importantly what

1
2 that provides, this is the frontage
3 facing to the station, this
4 provides a really beautiful and we
5 think a vibrant and dynamic retail
6 street scene, a pedestrian-friendly
7 walkable street scene that has the
8 potential to create a really great
9 walkable connection between the
10 station and the surrounding
11 neighborhoods. This becomes a
12 desirable place to walk rather than
13 an old, ugly building that you had
14 to kind of hustle by.

15 You can see in the picture on
16 the right where the grade drops
17 pretty significantly around toward
18 the north of the property. We are
19 proposing to dig out a significant
20 portion of the site to lower the
21 grade in order to create the
22 vehicular access in this portion to
23 the north where the surface lot
24 will exist and the entrance to the
25 vehicular parking which would be

1
2 under the building.

3 Architecturally speaking,
4 there are a few important moves I
5 will mention here, and again,
6 keeping it brief, I will leave it
7 up open to questions. What you see
8 in looking at the image on the left
9 is there is a strong horizontal
10 break in the building where we
11 wanted to create a big visual
12 separation between the retail
13 portion below and the apartment or
14 residential portion above. We
15 think that does a few different
16 things that helped us building in
17 many ways. One, and most
18 importantly, it helps to reduce the
19 visual scale of the building. We
20 are always very cognizant of the
21 impact our buildings have in their
22 communities and while this building
23 is appropriately sized, there are
24 similar buildings, similar height
25 all around it including the fire

1
2 station and Sunharbor Manor to the
3 west. We still want to be very
4 cognizant of the height and the
5 impact of the size and massing of
6 the building. So by creating this
7 horizontal break it sort of shrinks
8 the emotion and the feel of what
9 the height of this building might
10 look like to a passer-by.

11 It also creates some
12 architectural significance in
13 creating a pedestal where this
14 retail exists and then a completely
15 different architectural treatment
16 above that for the three stories of
17 multifamily.

18 As you can see there are
19 large windows which we think will
20 help make this building marketable
21 and very popular for residents,
22 some varying architectural
23 treatments which I won't go into
24 right now, but ultimately the goal
25 here has been to create a building

1
2 not just economical and not just
3 easy and quick to build but
4 something that's going to be
5 dynamic and vibrant and memorable
6 for people in this village. Like I
7 say at all of these meetings, we
8 are often very lucky to work with
9 some of the best developers on this
10 Island and it's the easiest thing
11 for us to do, to put up a big, flat
12 building with a big, flat facade
13 and some Home Depot-type windows,
14 but working with JK Equities,
15 they've made it clear from the
16 beginning they are looking for a
17 quality building and that's what we
18 like to bring to the table and
19 there is a lot of texture and
20 careful thought that went into this
21 building that we think is really
22 going to help it be a positive
23 impact on this village in this
24 area.

25 I am happy to answer any

1
2 questions as to the specifics
3 of the building itself, otherwise
4 I'll pass it back to the attorneys.

5 CHAIRMAN KESSEL: Thank you
6 Joe.

7 Mike.

8 MR. FALTISHEK: Thank you.

9 Just to frame out a little
10 bit of the detail, the retail area
11 will consist of approximately
12 16,000 square feet divided into
13 several different units. A number
14 of multifamily units is 54 broken
15 down between 23 one-bedroom units
16 and 31 two-bedroom units. There
17 will be a total of 103 parking
18 spaces available. There are no
19 applications for variances
20 necessary. Everything is fully
21 compliant with the code of the
22 Village of Roslyn and we expect to
23 be submitting construction drawings
24 to the Building Department for the
25 issuance of building permits in the

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very near future.

Let me now turn then to John Chillemi to speak on the impacts of the project in the community.

MR. CHILLEMI: Good evening. Thank you.

So one quick clarification, it's 6,600 square feet of retail.

16,000 is both sides of the property, Michael.

MR. FALTISHEK: Okay. Sorry.

MR. CHILLEMI: So a couple of the impacts this property will have, first and foremost, we are proposing 54 units. Of those 54 units 20% will be allocated for affordable housing. And those residents whose incomes do not exceed 120% of the AMI will be qualified for those units. They will be allocated pro rata amongst the units so six will be two-bedroom units, five will be one-bedroom units.

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2 The allocation of the 20% was
3 a direct request of the village who
4 had increased their requirement
5 from the initially contemplated 10%
6 and the applicant conceded and
7 agreed to it.

8 Another impact -- or not
9 impact -- is on the traffic. So in
10 connection with the village
11 approvals, the applicant had a
12 traffic impact and parking analysis
13 conducted which concluded that the
14 proposed project would generally
15 only moderate -- only generate only
16 a moderate amount of peak hour,
17 peak period traffic. The traffic
18 generated by the project can be
19 accommodated by the adjacent
20 roadways and intersections without
21 any significant negative impacts to
22 the traffic conditions.

23 Furthermore, due to the
24 proximity to the Roslyn train
25 station, we anticipate the majority

1
2 of the residents will be commuters
3 who will utilize the public
4 transportation over the use of
5 motor vehicles.

6 Additionally, the project is
7 located within the Roslyn Union
8 Free School District and we have
9 done some significant analyses in
10 connection with the anticipated
11 school age children that this
12 project would generate. There are
13 a couple of published works; one
14 from Rutgers University in 2006,
15 one from the REI at Stony Brook
16 from 2019, then one from Vision
17 Long Island in 2017. Each of these
18 estimate between two and seven
19 school-age children will be
20 generated from this project and
21 again indicating not a significant
22 adverse impact to the local school
23 district.

24 Lastly, the condition -- the
25 environmental conditions at the

1
2 proposed project site have been
3 impacted by past uses. I believe a
4 former dry cleaner used to occupy
5 the space. The applicant has
6 voluntarily chosen to include the
7 subject property into the New York
8 State Department of Environmental
9 Conservation Ground Field Cleanup
10 Program and will abide by the
11 requirements supported by the
12 program.

13 As Michael indicated, the
14 applicant has engaged Gro
15 Environmental and Engineering as
16 their remediation consultant and we
17 have a representative from that
18 consultant here if there are any
19 specific concerns the board may
20 have.

21 And then lastly: Economic
22 impact. The subject property is
23 located in an area in need of
24 redevelopment. As evidenced by the
25 village's specific rezoning of the

1
2 subject property to permit this
3 type of use, in addition to the
4 approximately 160 construction jobs
5 that will be created over the
6 course of the construction period,
7 we anticipate that residents will
8 utilize local shops, businesses and
9 amenities offering an overall
10 benefit to the community.

11 With that we would like to
12 open it up for any questions the
13 board will have.

14 CHAIRMAN KESSEL: Thank you,
15 John and Mike, Joe.

16 Are there any -- first, are
17 there any questions from the board
18 members.

19 SECRETARY FUSCO:
20 Mr. Chairman, I have a few
21 questions.

22 CHAIRMAN KESSEL: Sure,
23 Chris.

24 SECRETARY FUSCO: Okay. My
25 first question is: What is the

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total construction cost?

MR. FALTISHEK: John, do you want to take that?

MR. CHILLEMI: Yes. The total construction cost is approximately \$40 million.

CHAIRMAN KESSEL: How much? I didn't hear that.

MR. CHILLEMI: 40.

SECRETARY FUSCO: Okay. Is this -- What's the total square feet?

MR. CHILLEMI: The property is, the whole site itself is about 39,000 square feet.

MR. KOMAROMI: I apologize. The proposed project is about 109,000; is that correct?

MR. CHILLEMI: Correct, yes.

SECRETARY FUSCO: So the entire project is 109,000 square feet?

MR. CHILLEMI: Correct.

SECRETARY FUSCO: Is this

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reinforced concrete?

MR. CHILLEMI: I am going to let the architect chime in on that.

MR. YACOBELLIS: I can speak to that, certainly.

We are still developing some of the final structural concepts but the definitive direction will be that there will be a site cast concrete podium for first floor level and part of the first floor and it will be timber frame construction from the partial first floor up through the remainder of the building.

SECRETARY FUSCO: Okay. Do you have a general contractor or a construction manager in place?

MR. YACOBELLIS: Yes. I believe Doug Renna is on the call with us.

MR. FALTISHEK: Yes. Consiglio Construction Company and Doug Renna is available to answer

1
2 any specific questions related to
3 contractor and the construction.

4 SECRETARY FUSCO: Okay. So
5 what is the name of -- is it a GC,
6 is he a construction manager,
7 Mr. Consiglio?

8 MR. RENNA: I can answer that
9 question.

10 We are a construction
11 management firm.

12 SECRETARY FUSCO: Where are
13 you located?

14 MR. RENNA: We have two
15 offices; one in Ronkonkoma and one
16 in New York City.

17 SECRETARY FUSCO: Do you use,
18 on your projects on Long Island, do
19 you use the Nassau/ Suffolk
20 Building Trades Council?

21 MR. RENNA: We do, yes.

22 SECRETARY FUSCO: Are you in
23 contact with the
24 Nassau/Suffolk Building Trades
25 Council on this project?

1
2 MR. RENNA: Over the past
3 week I have had
4 conversations with several members
5 of the Council to solicit their
6 participation in the project.

7 SECRETARY FUSCO: So when you
8 say several members of the Council,
9 you mean specific trades?

10 MR. RENNA: Correct.

11 SECRETARY FUSCO: Who might
12 that be?

13 MR. RENNA: Carpenters and
14 plumbers.

15 SECRETARY FUSCO: Okay.

16 MR. FALTISHEK: The applicant
17 has also met with Matty Aracich of
18 the Council and spoken to him about
19 the project. It will be an open
20 shop bid process that the applicant
21 has used in the past on other
22 projects and recognize as well that
23 it's not simply a matter of price
24 when the bidding goes out but a
25 matter of a variety of factors we

1
2 will be taking into consideration
3 including the skill and expertise
4 of the people and their ability to
5 deliver a timely project.

6 SECRETARY FUSCO: Lastly,
7 what is the timeframe of the
8 project?

9 MR. KARLIK: This is Jordan
10 Karlik.

11 We hope to break ground late
12 summer or early fall and complete
13 roughly 17 months later.

14 SECRETARY FUSCO: Okay.
15 Thank you.

16 CHAIRMAN KESSEL: Thank you,
17 Chris.

18 Any other board members have
19 any questions for the applicants.

20 (No response.)

21 CHAIRMAN KESSEL: All right.
22 Hearing none, let me just indicate
23 that this is a project, obviously,
24 that we are all interested in. I
25 know that the County Executive is

1
2 as well. She has been major
3 advocate for transit-oriented
4 development. I know Michael, a
5 longtime friend working on another
6 project down in Oceanside/East
7 Rockaway area and was one of the
8 first projects we looked at when we
9 came into office.

10 I also want to just, you
11 know, commend the Village of Roslyn
12 and some of the other villages,
13 Farmingdale, Westbury, for being
14 progressive in looking at and
15 welcoming transit-oriented
16 development. It's going to be a
17 key to our county's revival and
18 survival and I think that as we go
19 forward we will be talking a little
20 bit about incentives that the
21 county and the IDA can give for
22 transit-oriented development. I
23 think it's critical to our future
24 and I think these villages deserve
25 a lot of credit for recognizing

1
2 that. Especially Roslyn's desire
3 for a 20% affordability
4 percentage. That's very important.

5 So I look forward to working
6 with the Warner Avenue LLC Group on
7 this. This is a preliminary
8 inducement. Obviously if we vote
9 in favor of the preliminary
10 inducement resolution, it
11 authorizes the staff and our team
12 to negotiate a package that would
13 then be subject for a public
14 hearing and public comment and come
15 back to the board at a future date.

16 MR. FALTISHEK: Mr. Chairman,
17 if I may, along the same lines, at
18 the conclusion of the vote by the
19 village in favor of this project,
20 several of the trustees provided
21 some observations I would like to
22 share with the board.

23 Deputy Mayor Bernstein stated
24 that: The eyesore will be replaced
25 by a beautifully designed building

1
2 together with improvements to the
3 streetscape, the sidewalks, the
4 addition of trees, addition of
5 foliage, the addition of lighting.

6 Trustee Westerguard described
7 how over the last 30 years the area
8 had become a dilapidated eyesore of
9 a building.

10 They went on, Deputy Mayor
11 Bernstein further stated: The
12 developer worked closely with them
13 on the project and has done so for
14 over two and a half years. They
15 had required -- the developer did
16 not originally want to do it but
17 they eventually came along on a
18 workforce housing approach for 20%
19 residential set aside for
20 affordable at an AMI of 120%.

21 Finally he said: We can only
22 accomplish all the foregoing if we
23 had a developer that was willing to
24 make the financial commitment to do
25 all of this, which this developer

1
2 has done. And that was just a
3 snippet of the accolades we
4 received at the conclusion of the
5 village hearings.

6 CHAIRMAN KESSEL: Thank you,
7 Mike. I appreciate it.

8 Again, before we vote, are
9 there any board members who have
10 any further comments or questions.

11 (No response.)

12 CHAIRMAN KESSEL: All right.
13 Hearing none, this is a vote for a
14 preliminary resolution to authorize
15 the process for the Warner Avenue
16 housing and retail project.

17 Do I hear a motion to approve
18 that preliminary resolution.

19 VICE CHAIRMAN WARREN:
20 Chairman Kessel, I'll make the
21 motion.

22 CHAIRMAN KESSEL: Thank you,
23 Lewis.

24 Is there a second.

25 SECOND VICE CHAIRMAN SIMON:

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Anthony Simon seconds it.

CHAIRMAN KESSEL: All right.
Anthony Simon, thank you very much.

All those in favor by voice
vote indicate by saying "Aye."

(Whereupon all members
responded in the affirmative.)

CHAIRMAN KESSEL: Are there
any opposed?

(No response.)

CHAIRMAN KESSEL: Are there
any abstentions?

(No response.)

CHAIRMAN KESSEL: Okay. The
resolution carries. Thank you to
Mike and the applicants, it was a
very good presentation. It's the
kind of presentation everyone
should give because it was thorough
and it covered a lot of the bases
so we appreciate that. Thank you.

MR. FALTISHEK: Thank you,
Mr. Chairman. Look forward to
seeing you at the adoption of the

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final resolution.

CHAIRMAN KESSEL: Thank you,
Mike. Take care.

MR. FALTISHEK: Be well.
Everyone stay healthy.

CHAIRMAN KESSEL: Thank you.

MR. FALTISCHEK: Which this
developer has done. And that was
just a snippet of the accolades we
received at the conclusion of
Village hearings.

CHAIRMAN KESSEL: Thank you,
Mike. Appreciate it.

Again, before we vote, are
there any board members who have
any further comments or questions?
All right, hearing none, this is a
vote for a preliminary resolution
to authorize the process for the
Warner Avenue Housing and Retail
Project. Do I hear a motion to
approve that preliminary
resolution?

MEMBER LEWIS: Chairman

1
2 Kessel, Lewis Warren makes a motion
3 to approve it.

4 CHAIRMAN KESSEL: Thank you,
5 Lewis.

6 Is there a second?

7 MEMBER SIMON: Anthony Simon
8 seconds it.

9 CHAIRMAN KESSEL: All right,
10 Anthony Simon, thank you very much.

11 All those in favor by voice
12 vote indicate by saying aye.

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

15 CHAIRMAN KESSEL: Are there
16 any opposed? Are there any
17 abstentions? Okay, the resolution
18 carries. Thank you to Mike and the
19 applicants. It's -- it was a very
20 good presentation. It's the kind
21 of presentation everyone should
22 give because it was thorough and it
23 covered a lot of the bases, so we
24 appreciate that. Thank you.

25 MR. FALTISCHEK: Thank you,

1
2 Mr. Chairman, we look forward to
3 seeing you at the adoption of the
4 final resolution.

5 CHAIRMAN KESSEL: Thank you,
6 Mike, take care.

7 MR. FALTISCHEK: Be well.
8 Bye, everyone, stay healthy.

9 CHAIRMAN KESSEL: Thank you.

10 We've got a couple of
11 consents. First Cold Spring Harbor
12 Laboratory, Andrew.

13 MEMBER KOMAROMI: Mr.
14 Chairman, this is a consent for an
15 extension of a standby bond
16 purchase agreement. This is a tax
17 exempt bond for Cold Spring Harbor,
18 one of the older transactions of
19 the IDA goes back to 1999. As you
20 note, these days the IDA is not
21 issuing 501 C-3 Bonds anymore.
22 These type of transactions are done
23 by its sister entity LEAC but this
24 is an existing older transaction
25 when the IDA still had the ability

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to issue these bonds.

This -- the resolution in front of the Board is an authorization to amend and to extend the standby bond purchase agreement with the current bank TD that provides the standby liquidity.

This is basically a technical resolution. Similar resolutions for this very matter have -- have been approved in the past.

CHAIRMAN KESSEL: Thank you, Andrew. Any Board members have any questions for Andrew on this Cold Spring Harbor Lab consent? All right, hearing none, do I have a motion to adopt this consent resolution for Cold Spring Harbor Lab?

MEMBER SIMON: Anthony Simon makes a motion.

CHAIRMAN KESSEL: Okay, I'll second it. All those in favor by

1 voice vote indicate by saying aye.

2 (Whereupon, all Board members
3 responded in the affirmative.)
4

5 CHAIRMAN KESSEL: Is there
6 any opposed? Are there any
7 abstentions? Okay, the Cold Spring
8 Harbor Lab consent is adopted.

9 Okay, now ACS System
10 Associates, Andrew.

11 MEMBER KOMAROMI:
12 Mr. Chairman, these are two
13 transactions proposed at the end of
14 2018, ACS 1 and ACS 2. And their
15 representative is standing by to
16 give a brief description.

17 The reason why we asked for a
18 short presentation for the Board,
19 because the request entails a
20 significant extension of completion
21 date of the project and we thought
22 that it's important that the Board
23 is briefed on the reasons.

24 CHAIRMAN KESSEL: Okay, thank
25 you. If a representative is

1
2 present can make a short
3 presentation?

4 MR. CURRY: Yes, good
5 evening, Mr. Chairman, members of
6 the Board, Mr. Coghlan and the
7 staff of the IDA. This is Peter
8 Curry, Farrell, Fritz, P.C., 400
9 RXR Plaza, Uniondale, New York.
10 With me is Ahmad Reyaz, who is the
11 Chief Executive Officer of ACS
12 System Associates, and as Andrew
13 said, this is a request for an
14 extension of sales tax abatements
15 which has not yet been utilized,
16 and really we submitted two letters
17 in connection with this request for
18 the extension, and really it points
19 out the Trifecta of things that
20 happened in the pandemic.

21 So initially we would say
22 that the applicant lost a
23 significant amount of business
24 which affected its bottom line,
25 affected its ability to keep its

1
2 employees.

3 Secondly, there was a
4 slowdown of the governmental
5 process, so certain applications
6 that it was making could not be
7 acted on as quickly as they were
8 initially believed would happen, so
9 things have slowed down quite a bit
10 in terms of getting the necessary
11 permits for new construction, and
12 finally, the cost of materials has
13 gone up significantly since this
14 process started. That combined
15 with the loss of income means that
16 it's a lot more difficult for them
17 to pay for the costs of the
18 renovations and improvements that
19 they intend to make to the new
20 premises.

21 So what we're really asking
22 for is an extension of time so that
23 the company can expend all the
24 money and do what it intended to
25 do.

1
2 I would like to point out,
3 though, that while this has been
4 going on the company has placed 156
5 employees in the two locations in
6 Nassau County. This is not an
7 example of a company not following
8 through on what it intended to do,
9 it just can't do everything that it
10 wants to do as quickly as it wants
11 to do it. So we're looking to the
12 Agency for an extension of the
13 sales tax abatement.

14 There is no additional
15 economic impact of this. There's
16 no request for additional economic
17 benefits. This is merely a request
18 to extend the company's ability to
19 use the sales tax abatement to
20 complete the project in the way
21 initially represented to the
22 Agency.

23 And I'd like to open up if
24 there are any questions from the
25 board.

1
2 MEMBER KOMAROMI:

3 Mr. Chairman, I think -- I think
4 you're on mute.

5 CHAIRMAN KESSEL: Okay,
6 sorry. Peter, how long is the
7 extension for?

8 MR. CURRY: The extension is
9 the request of the end of 2022.
10 They were really set back by this.
11 And again, really with the
12 reduction in net operating income
13 it's going to take a little longer
14 for them to be able to acquire for
15 everything they need to acquire and
16 complete the improvement.

17 CHAIRMAN KESSEL: Thank you.

18 Are there any questions from
19 Board members? All right, hearing
20 none, do I hear a motion to approve
21 the ACS System Associates
22 extension?

23 MEMBER COUMATOS: Chairman
24 Kessel, I do.

25 CHAIRMAN KESSEL: Thank you,

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John.

Is there a second?

MEMBER WARREN: I'll second,
Lewis Warren, Chairman Kessel.

CHAIRMAN KESSEL: All right,
Lewis Warren seconds it.

I think we can do 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 consent
resolution for ACS System
Associates is adopted.

MR. CURRY: Thank you,
Mr. Chairman, thank you members of
the Board for hearing this tonight
and good luck with the rest of your
meeting.

CHAIRMAN KESSEL: Thank you,
Peter. Have a goodnight.

We have a couple of other

1
2 things. We've got approval of the
3 March 18, 2021 minutes. First do I
4 hear a motion to approve those
5 minutes?

6 MEMBER SIMON: Anthony Simon
7 makes the motion.

8 CHAIRMAN KESSEL: All right,
9 Anthony, I'll second it.

10 Are there any comments,
11 additions, corrections or omissions
12 from any -- any of the Board
13 members for those minutes? All
14 right, hearing none, I think we can
15 do a voice vote. All those in
16 favor indicate by saying aye.

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

19 CHAIRMAN KESSEL: Any
20 opposed? Any abstentions? Okay,
21 thank you.

22 We've got one more resolution
23 to expand the engagement of
24 Discover Long Island's
25 Bandwagon initiative -- Wango, I'm

1
2 sorry, Bandwango initiative. I ask
3 Harry if he'd like to describe this
4 resolution.

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

7 Members, you may recall a
8 prior approval resolution, a
9 partnership for a PILOT program
10 that the Suffolk County Agency
11 administered by Discover Long
12 Island for Downtown Deals Travel
13 Pass to our drive consumers to our
14 downtowns. We had three downtowns
15 selected. Suffolk selected three.
16 As a reminder, our three downtowns
17 are Farmingdale, Great Neck,
18 Rockville Centre.

19 So we recently received some
20 metrics, had an additional
21 conversation with Discover Long
22 Island. We were impressed by the
23 responses. The key worry is that
24 we needed engaged downtown. One of
25 the downtowns was not as fully

1
2 engaged as we would have liked, so
3 what we're seeking today is an
4 approval for \$7,000 to expand the
5 program to an additional four
6 downtowns to be selected, and we
7 have reached out to a number of
8 Board members for their input on
9 which downtowns to select and to
10 help us through the process.

11 So again, 3,000 -- \$7,000
12 request to expand the Downtown
13 Deals Travel Pass to an additional
14 four downtowns to be determined.

15 CHAIRMAN KESSEL: Thank you,
16 Harry.

17 Are there any questions on
18 the part of the Board? Okay,
19 hearing none, do I hear a motion to
20 adopt this resolution?

21 MEMBER FUSCO: I'll make the
22 motion to adopt the resolution,
23 Mr. Chairman.

24 CHAIRMAN KESSEL: All right,
25 thank you, Chris.

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Is there a second?

MEMBER FLORES: Amy Flores
seconds.

CHAIRMAN KESSEL: Thank you,
Amy.

Any further comments about
this resolution? Hearing none I
think we can do another voice vote.
All those in favor indicate by
saying aye.

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

MR. CHAIRMAN: Are there any
opposed? Are there any
abstentions? All right, the motion
carries. Thank you.

All right, Anne LaMorte, CFO,
IDA Financial Report.

MEMBER LAMORTE: My report is
located in the CFO folder. The
name is NCIDA March 20, 2021. If
we take a look at the revenues, we
have no closing revenues through
March, but as Harry stated, we did

1
2 close on a project in April and we
3 anticipate on closing three -- on
4 three more by June.

5 And if we take a look at the
6 expenses, the expenses are in line
7 and they are actually lower than
8 budgeted for the first three
9 months, and you can look at the
10 bottom of the page and you'll see
11 the cash balance at March 31st.

12 Any questions? Thank you.

13 CHAIRMAN KESSEL: Thank you,
14 Anne.

15 Hearing none, thank you to
16 the Board.

17 Before we adjourn, number
18 one, is there any new business that
19 any Board member would like to
20 bring up? All right, hearing none
21 I want to announce with some
22 excitement that our next IDA Board
23 meeting is scheduled for May 27,
24 towards the end of May, and it is
25 our intention, absent any

1
2 complications, to have that meeting
3 in person in Mineola in the
4 Legislative Chambers.

5 I've asked Harry and Danielle
6 and our staff and I want to thank
7 Harry, Danielle, Catherine,
8 Colleen, our whole staff in the
9 great work that they do to plan to
10 go forward to use the Legislative
11 Chamber. It -- it's a spacious
12 room and it is available that
13 night, and it will allow us to
14 follow all COVID protocols
15 including masking, social
16 distancing and any other protocols
17 that the County and the County
18 Legislature have in place.

19 Now, I know that we've all
20 talked about getting back to some
21 sense of normalcy. We -- I don't
22 think we've met in person for over
23 a year, so but this is something I
24 think we're all excited about in
25 terms of meeting together in

1
2 person. There are limitations. We
3 will have to, you know, control the
4 number of people that come into the
5 room, but I do think that the
6 capacity under COVID will allow us
7 to incorporate most, if not all, of
8 our -- our Board and staff and the
9 public and the applicants. And I
10 -- I really look forward to seeing
11 everyone in person.

12 Obviously, we're planning to
13 do this. If -- if there are some
14 reversals in terms of COVID and a
15 pattern that develops we may have
16 to change, but right now the plan
17 is to go back to in-person meetings
18 starting on May 27th at our normal
19 time of 6:30, and I'm really,
20 really looking forward to that.

21 Having said that, do I hear a
22 motion to adjourn this meeting?

23 MEMBER SIMON: Anthony Simon
24 makes a motion.

25 CHAIRMAN KESSEL: Okay, is

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there a second?

MEMBER FLORES: Amy Flores
seconds.

CHAIRMAN KESSEL: All right,
Amy, thank you.

All those in favor of
adjourning indicate by saying aye.

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

CHAIRMAN KESSEL: Any
opposed? Any abstentions?

All right, it is now 8:15,
this meeting is adjourned and I
wish everyone a good few weeks and
I look forward to seeing you. Stay
healthy and be careful as we go out
there, but thank you to everyone
and we'll see you soon.

(Time noted: 8:15 p.m.)

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