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NOTICE OF PUBLIC HEARING  
IN THE MATTER OF 2701 ASSOCIATES LLC

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350 Front Street  
Hempstead, New York

November 13, 2017  
9:30 a.m.

B E F O R E:

FREDERICK PAROLA, Executive Director and  
Chief Executive Officer

Denise Mantekas,  
Court Reporter

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A P P E A R A N C E S:

TOWN OF HEMPSTEAD INDUSTRIAL  
DEVELOPMENT AGENCY  
Representing the  
INDUSTRIAL DEVELOPMENT AGENCY  
350 Front Street  
Hempstead, New York 11530  
BY: FREDERICK E. PAROLA, CEO

ALSO PRESENT:  
Michael Lodato, Deputy Agency Administrator

1  
2 MR. PAROLA: Good morning. It  
3 is 9:30, the 13th day of November,  
4 2017. We are here to take public  
5 testimony with respect to 2701  
6 Associates LLC, a limited liability  
7 company known as 50 Clinton Avenue  
8 for certain benefits accorded by the  
9 IDA. I will place the Notice of  
10 Public Hearing into the record and  
11 take any testimony of interested  
12 parties.

13 "NOTICE IS HEREBY GIVEN that a  
14 public hearing pursuant to Title 1  
15 of Article 18-A of the New York  
16 State General Municipal Law will be  
17 held by the Town of Hempstead  
18 Industrial Development Agency ("the  
19 Agency") on the 13th day of  
20 November, 2017, at 9:30 a.m., local  
21 time, at 350 Front Street, 2nd  
22 Floor, Hempstead, New York in  
23 connection with the following  
24 matters:

25 The Agency previously provided

1  
2 its assistance to 2701 Associates  
3 LLC, a limited liability company,  
4 organized and existing under the  
5 laws of the State of New York, on  
6 behalf of itself and/or the  
7 principals of 2701 Associates LLC  
8 and/or an entity formed or to be  
9 formed on behalf of any of the  
10 foregoing ("Original Company"), in  
11 the acquisition of an approximately  
12 2.52 acre parcel of land located at  
13 50 Clinton Street, Village of  
14 Hempstead, Town of Hempstead, New  
15 York (the "Land"), the renovation,  
16 equipping and furnishing of an  
17 approximately 135,000 square foot,  
18 7-story plus lower level building  
19 located thereon (the "Equipment" and  
20 the "Improvements"; and together  
21 with the Land, the "Facility"), all  
22 to be leased by the Agency to the  
23 Original Company for further lease  
24 by the Original Company to various  
25 tenants (collectively, the

1  
2 "Sublessees") for use as a  
3 commercial multi-tenant office  
4 building.

5 Alphamore LLC, a New York  
6 limited liability company, on behalf  
7 of itself and/or the principals of  
8 Alphamore LLC and/or an entity  
9 formed or to be formed on behalf of  
10 the foregoing (collectively, the  
11 "Company") has submitted its  
12 application for financial assistance  
13 (the "Application"), to the Agency  
14 and requested the Agency's consent  
15 to the assignment by the Original  
16 Company of all of its rights, title,  
17 interest and obligations under the  
18 Company Lease and the Lease  
19 Agreement and certain other  
20 agreements in connection with the  
21 Facility to, and the assumption by,  
22 the Company of all of such rights,  
23 title, interest and obligations of  
24 the Original Company, and the  
25 release of the Original Company from

1  
2 any further liability with respect  
3 to the Facility subject to certain  
4 requirements of the Agency. The  
5 Facility will be initially owned,  
6 operated and/or managed by the  
7 Company.

8 The Agency contemplates that it  
9 will provide financial assistance to  
10 the Company in connection with the  
11 Facility, in the form of exemptions  
12 from mortgage recording taxes,  
13 exemptions from sales and use taxes,  
14 and abatement of real property  
15 taxes, consistent with the policies  
16 of the Agency.

17 A representative of the Agency  
18 will, at the above-stated time and  
19 place, hear and accept written  
20 comments from all persons with views  
21 in favor of or opposed to either the  
22 proposed financial assistance to the  
23 Company or the location or nature of  
24 the Facility. At the hearing, all  
25 persons will have the opportunity to

1  
2 review the application for financial  
3 assistance, filed by the Company  
4 with the Agency and an analysis of  
5 the costs and benefits of the  
6 proposed Facility."

7 Welcome to everyone. Anyone  
8 wishing to be heard on this matter  
9 speak now or hold your peace.

10 MRS. GARRY: I would like to  
11 see a copy of the application, the  
12 cost benefit analysis and the  
13 schedule of payments.

14 MR. PAROLA: Well, the  
15 application, you can't see, because  
16 it has to be redacted. There are  
17 Social Security numbers on there. I  
18 don't know if it's ready. I will  
19 check.

20 Can we get Mrs. Garry a copy of  
21 the cost benefit analysis?

22 MRS. GARRY: The schedule of  
23 payments.

24 MR. PAROLA: It has not been  
25 redacted, and it has confidential

1  
2 information that we would be in  
3 violation of law in releasing.

4 MRS. GARRY: Okay.

5 MR. PAROLA: So just leave a  
6 note that you'd like that.

7 MRS. GARRY: Talking about the  
8 law, it does say here that there  
9 would be an opportunity to review  
10 the application at this hearing.

11 How many years have you been in this  
12 position where you have issued these  
13 public notices saying that this  
14 application would be available and  
15 now it's not available because you  
16 didn't take the time to redact it?

17 MR. PAROLA: I don't redact. I  
18 don't do that.

19 MRS. GARRY: Well, who does? I  
20 mean --

21 MR. PAROLA: Edie does.

22 MRS. GARRY: You have a staff  
23 here.

24 MR. NASTRE: We don't redact it  
25 until somebody asks for it. If



1  
2 nobody asks for it, we don't have to  
3 do it.

4 MRS. GARRY: If it says it's  
5 available at the public hearing, I  
6 mean, it is unconscionable to me how  
7 you talk about --

8 MR. PAROLA: Unconscionable is  
9 a very strong word.

10 MRS. GARRY: Yeah, it is, and  
11 that's why I'm using it.

12 MR. PAROLA: Okay.

13 MRS. GARRY: Because I have  
14 been to many of these public  
15 hearings and so have you. You have  
16 been here for many years, and you  
17 know that you're supposed to have it  
18 ready and redacted so that you can  
19 hand it out to the people who come  
20 to the hearing. Because if this is  
21 really a hearing, the people who  
22 come ought to have the facts before  
23 them ahead of time. It should not  
24 just be available right at the  
25 hearing. It's obvious it should

1  
2 have been available as soon as the  
3 notice was issued. And every time  
4 that I have in the past requested  
5 these things, they put me through  
6 the run around of the Freedom of  
7 Information Act; and therefore, they  
8 take a whole month before they will  
9 release these information, meanwhile  
10 --

11 MR. PAROLA: Take a look at it  
12 now.

13 MRS. GARRY: -- the public  
14 hearing has gone passed --

15 MR. PAROLA: One small point,  
16 Mrs. Garry, this is merely a  
17 reassignment. This is an existing  
18 situation. It's just a new player.  
19 You've seen the old application.  
20 There is no change from it. You had  
21 seen the old application and --

22 MRS. GARRY: I need to see the  
23 new application, because I do not  
24 just accept your word, Mr. Parola.

25 MR. PAROLA: No. You've seen

1  
2 the application.

3 MRS. GARRY: I have not see the  
4 application. This is a new  
5 application. It says here that I  
6 can review the application for the  
7 financial assistance.

8 MR. PAROLA: Stay afterward and  
9 you'll be able to look at it. Edie  
10 is going to try to prepare it in  
11 time.

12 MRS. GARRY: How does one make  
13 a statement at a public hearing when  
14 they don't have --

15 MR. PAROLA: Because there is  
16 no change to the project. It's a  
17 property tax change. This is an old  
18 saw, as they say.

19 MRS. GARRY: I would like to  
20 see it in writing.

21 MR. PAROLA: It's in writing.

22 MRS. GARRY: I object. I feel  
23 it's illegal for you to proceed  
24 here.

25 MR. PAROLA: We note your

1  
2 objection. Please move forward.

3 MRS. GARRY: I think this is a  
4 blatant slap in the face to the  
5 members of the public. Thank you.

6 MR. PAROLA: Well, at least one  
7 of them.

8 Does anyone else wish to be  
9 heard?

10 MS. NASTRE: My name is Terry  
11 Winston. I live in the Village of  
12 Hempstead.

13 You said that it's an old  
14 PILOT. It's a spinoff from the --

15 MR. NASTRE: It's an assignment  
16 of an existing PILOT that was issued  
17 in December of 2016.

18 MS. WINSTON: But he sold the  
19 property, right?

20 MR. NASTRE: He sold the  
21 property to a new party. The new  
22 party doesn't automatically get the  
23 PILOT. They have to ask for it to  
24 be assigned to them.

25 MS. WINSTON: So then there is

1  
2 a new application.

3 MR. NASTRE: They have to give  
4 us an application, yes. It's an  
5 application to take over the  
6 existing PILOT, not asking for a new  
7 one.

8 MS. WINSTON: What is the  
9 legality --

10 MR. NASTRE: They're not asking  
11 for a new PILOT.

12 MS. WINSTON: But What is the  
13 legality of you asking for the same  
14 old PILOT and he's a new owner?

15 MR. NASTRE: Correct. It's a  
16 new owner asking for the old PILOT  
17 to be continued.

18 MS. WINSTON: But it's not his  
19 PILOT. The PILOT IS --

20 MR. NASTRE: But he's asking  
21 for it to become his PILOT, which he  
22 has a right to do under the law.

23 MS. WINSTON: Well, then, like  
24 I said --

25 MR. NASTRE: It's perfectly

1  
2 legal or we wouldn't entertain the  
3 application.

4 MRS. GARRY: You do a lot of  
5 illegal things.

6 MR. NASTRE: No, we don't. I  
7 take exception to that. This Board  
8 has never done anything illegal to  
9 my knowledge --

10 MRS. GARRY: It does.

11 MR. NASTRE: In its entire  
12 history.

13 MRS. GARRY: You have said at  
14 the hearing we can have these  
15 applications and these documents.

16 MR. PAROLA: You will have  
17 them.

18 MRS. GARRY: And you have  
19 refused --

20 MR. PAROLA: You will have  
21 them.

22 MRS. GARRY: Yeah, after the  
23 hearing. I'm saying --

24 MR. NASTRE: We're working on  
25 it. We didn't know you were going

1  
2 to ask for it.

3 MRS. GARRY: Oh, really?

4 MR. NASTRE: You shouldn't ask  
5 for it the morning of the hearing.  
6 If you know you want it --

7 MRS. GARRY: It says it's  
8 available --

9 MR. NASTRE: -- you should ask  
10 for it before the hearing.

11 MRS. GARRY: It's supposed to  
12 be available.

13 MR. NASTRE: You have your  
14 objection for the record.

15 MRS. GARRY: And you need to  
16 stop disobeying the law and common  
17 sense.

18 MR. NASTRE: We're not  
19 disobeying the law.

20 MRS. GARRY: Yes, you are.

21 MR. NASTRE: No, we are not.  
22 We are not.

23 MRS. GARRY: You are such a  
24 disgrace.

25 MR. NASTRE: Okay.

1  
2 MR. PAROLA: I love your  
3 hyperbole where all of the incidents  
4 --

5 MS. WINSTON: Excuse me. I am  
6 talking.

7 MR. PAROLA: No, you're not. I  
8 was.

9 MS. WINSTON: I'm talking.  
10 It's my time.

11 MR. PAROLA: And then Mrs.  
12 Garry spoke, and Mr. Nastre spoke,  
13 and now you're speaking.

14 But your hyperbole is  
15 insulting.

16 MRS. GARRY: No. You're  
17 insulting me as a taxpayer.

18 MR. PAROLA: Oh, I'm sorry. I  
19 didn't mean to, I assure you.

20 MR. NASTRE: Let's continue;  
21 otherwise, we're going to unduly  
22 cause a long, long hearing, where it  
23 shouldn't really be all that long.

24 MR. PAROLA: Continue.

25 MS. WINSTON: When you put out



1  
2 the notice, what is the time frame?

3 MR. NASTRE: We have to notify  
4 at least 10 days before --

5 MS. WINSTON: At least 10 days.

6 MR. NASTRE: -- the authorizing  
7 resolution, and we did so.

8 MS. WINSTON: And like Mrs.  
9 Garry said --

10 MR. NASTRE: And keep in mind  
11 that this month's meeting is a week  
12 earlier than normal because of the  
13 Thanksgiving holiday, so we were  
14 under the gun to get it out timely,  
15 and we did.

16 MS. WINSTON: Well, you got it  
17 out timely, but the fact of the  
18 matter is, is that even if I were to  
19 ask for that information with  
20 respect to the application and  
21 things of that nature, they're going  
22 to give me the run around and say I  
23 have to wait 30 days.

24 MR. NASTRE: You will get it.

25 MS. WINSTON: I'm still waiting

1  
2 for information.

3 MR. NASTRE: You will get it  
4 today and you will have time --

5 MS. WINSTON: Yeah, but it's  
6 too late.

7 MR. PAROLA: We're going to  
8 hold the hearing open for you, and  
9 then you can look at it. You can't  
10 take it with you, but you can look  
11 at it, or you can foil it and  
12 request and pay for it, but you  
13 don't get to take it with you. You  
14 get to view it, read it.

15 MR. NASTRE: That's all the law  
16 provides.

17 MR. PAROLA: That's the law.

18 MRS. GARRY: This is a  
19 democracy. You are a counted  
20 democratic. This is totally  
21 ridiculous. These documents should  
22 be available immediately upon the  
23 notice, and you should know that  
24 just by --

25 MR. PAROLA: Point taken. Can

1  
2 we move on? You've made your point.

3 MRS. GARRY: In the future, I  
4 would like you to make a promise  
5 that in the future whenever there a  
6 pile that those documents, the three  
7 documents, the schedule of payments,  
8 the application, and the cost  
9 benefit analysis, should be made  
10 available immediately upon request,  
11 not 30 days through the Freedom of  
12 Information Act. That is totally  
13 contrary to the cause of this public  
14 hearing. If you want to go through  
15 the rubrics of a public hearing and  
16 have the Freedom of Information be  
17 required, then you must have your  
18 public hearing at least 40 days  
19 after you make the notice; because  
20 otherwise, we would not have time to  
21 review it. You need time to review  
22 these things. You have to look up  
23 the taxes. The person has to look  
24 up all the documentation, and it  
25 takes a lot of time for a member of

1  
2 the public to come to a public  
3 hearing and make a commentary on  
4 these documents. So I'm asking you  
5 to make that promise in the future,  
6 that these documents will be  
7 available immediately upon the  
8 notice of the public hearing without  
9 having to go through the process of  
10 the Freedom of Information Act. I  
11 would like you to say that.

12 MR. PAROLA: I note her  
13 comments.

14 MRS. GARRY: Will you do it?

15 MR. PAROLA: That's my answer.

16 Next.

17 MS. WINSTON: With respect to  
18 50 Clinton, I've, unlike probably  
19 most of you here, have gone to that  
20 building.

21 MR. NASTRE: I've been it many  
22 times.

23 MS. WINSTON: Oh, you've been  
24 in it?

25 MR. NASTRE: Yes.

1  
2 MS. WINSTON: Have you been in  
3 it recently?

4 MR NASTRE: Not too recently.  
5 I know it's in bad shape.

6 MS. WINSTON: When was the last  
7 time you were there?

8 MR. NASTRE: I can't remember.  
9 I can't give you an exact date, but  
10 I've been in it. I'm familiar with  
11 it.

12 MS. WINSTON: The building is  
13 in a horrible --

14 MR. NASTRE: I'm familiar with  
15 its importance to the Village.

16 MS. WINSTON: How important is  
17 it to the Village?

18 MR. NASTRE: It's very  
19 important.

20 MS. WINSTON: It doesn't have  
21 employees.

22 MR. NASTRE: Yes, it does.

23 MS. WINSTON: Who?

24 MR. NASTRE: Everybody who  
25 works in that building is an

1  
2 employee. Everybody who works for  
3 every tenant is an employee.

4 MS. WINSTON: No. They're  
5 paying him rent, so how can he be  
6 employing them?

7 MR. NASTRE: I'm not talking  
8 about the person who is paying the  
9 rent. If the person who is paying  
10 the rent has 20 people working for  
11 him, that's 20 jobs. If the next  
12 guy has 50 people working for him,  
13 that's 50 jobs.

14 MS. WINSTON: I'm talking about  
15 --

16 MR. NASTRE: And if the  
17 building is empty, there are no  
18 jobs.

19 MS. WINSTON: I am talking  
20 about a relationship to the owner of  
21 the building who is asking for the  
22 PILOT, okay. Most of those tenants  
23 are government.

24 MR. NASTRE: No.

25 MS. WINSTON: Yes, they are.

1  
2 MR. NASTRE: No. That's not  
3 true.

4 MR. PAROLA: No, they're not.  
5 That's not true at all. This has  
6 been vetted already at a public  
7 hearing.

8 MS. WINSTON: Can I have a  
9 list?

10 MR. PAROLA: No, because it's  
11 been done, no. We had the hearing  
12 already.

13 MS. WINSTON: So you're telling  
14 me this is a waste of time.

15 MR. PAROLA: No. Your comments  
16 are going down.

17 MR. NASTRE: Your  
18 misinformation is that it's mainly a  
19 government building. It's not.  
20 There are government tenant spaces  
21 --

22 MS. WINSTON: Most of them are.

23 MR. NASTRE: No.

24 MR. PAROLA: No, they're not.

25 MS. WINSTON: Most of them are.

1  
2 MR. NASTRE: Mr. Baker, is the  
3 owner here?

4 MR. BAKER: Yes, the owner is  
5 here.

6 MR. NASTRE: Would he have that  
7 information?

8 MR. BAKER: Yes. I think  
9 either the owner or the broker could  
10 give you --

11 MR. NASTRE: All right. We  
12 just want an approximate percentage  
13 of the government occupancy of the  
14 building.

15 MR. SARGOY: Mainly -- and I've  
16 been a leasing agent for the past  
17 four years on the building -- OGS,  
18 you know, we just consolidated.  
19 They have been in the building for  
20 many years.

21 MR. NASTRE: OGS of who?

22 MR. SARGOY: Office of General  
23 Services.

24 MR. NASTRE: Of what, the town,  
25 the county, the state?



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MR. SARGOY: No, government.

MR. NASTRE: Which entity of government, the state?

MR. SARGOY: It's the state.

MR. NASTRE: It must be the state if it's the Office of General Services.

MRS. GARRY: Are you the new owner or the old owner?

MR. PAROLA: He's the broker.

MR. SARGOY: I'm the broker on the building, so I've done all the tenants.

MR. NASTRE: He's more familiar with who is in the building.

MR. PAROLA: What percentage would you say is government presently?

MR. SARGOY: The Town of Hempstead, which is government, just gave us back 10,000. They're in 8,000. The OGS is in 13. That's 20.

MR. SIEGEL: Between 12 and

1  
2 14 percent.

3 MR. PAROLA: Thank you.

4 MR. NASTRE: It might be as  
5 much as 20, but I knew it wasn't  
6 over 20.

7 MS. WINSTON: How many  
8 businesses are there?

9 MR. SARGOY: The building is  
10 134,000 feet. Right now, it's 70  
11 percent occupied.

12 MR. SIEGEL: Approximately 55  
13 businesses.

14 MS. WINSTON: 55 businesses?

15 MR. SIEGEL: Off the top of my  
16 head.

17 MR. NASTRE: 55 percent  
18 occupied?

19 MR. SIEGEL: No, 55 separate  
20 tenant space.

21 MR. NASTRE: And it's  
22 70 percent occupied?

23 MR. SARGOY: Correct.

24 MR. PAROLA: If this gentleman  
25 didn't step forward with his group

1  
2 to provide equity for this building  
3 -- the other gentleman had obviously  
4 not been able to complete his  
5 commitment -- the result would have  
6 been a vacant building in a key, I  
7 think you'll agree, a key area as we  
8 enter into the Village of Hempstead,  
9 one that if it is restored to what  
10 it had been will be a wonderful way  
11 to then ripple forward in terms of  
12 other businesses and buildings being  
13 upgraded. So really, this is really  
14 an important project I think and  
15 what the IDA is about. This isn't a  
16 giveaway.

17 MR. NASTRE: The new owner is  
18 committed to spending an additional  
19 3 1/2 million dollars renovating the  
20 building. The present owner, or I  
21 assume he's still the present owner,  
22 committed to 2 1/2 million and was  
23 not able to live up to his  
24 commitment. This new owner has  
25 committed to 3 1/2 million, and he

1  
2 does have the financial wherewithal  
3 to do it. And he is going to not  
4 only upgrade the building, he's  
5 going to --

6 MS. WINSTON: Well, why does he  
7 need a PILOT?

8 MR. NASTRE: Because he needs  
9 the PILOT ongoing. The building has  
10 a PILOT. What would be the point in  
11 taking it away? All he's asking to  
12 do is to keep the PILOT that was  
13 voted on a year ago in effect. He's  
14 not asking for a bigger PILOT or  
15 less money. He is asking to keep  
16 the same one that this Board, and  
17 this Board in its infinite wisdom  
18 decided to grant to keep the  
19 building from becoming a horror  
20 show, a vacant mess in the middle of  
21 the Village of Hempstead. We are  
22 endeavoring to keep the building  
23 alive as best we can. And the best  
24 way to do it is to allow them to  
25 take over the spot, put the money

1  
2 into the building, attract more  
3 tenants, and hopefully, it will end  
4 up 100 percent occupied and be more  
5 of an asset to the Village, generate  
6 more sales tax and generate more  
7 property taxes at the end of the  
8 PILOT, because it will be fully  
9 occupied.

10 MS. WINSTON: Well, the prior  
11 owner allowed that building to  
12 deteriorate.

13 MR. NASTRE: No doubt about it.  
14 I couldn't agree with you more.

15 MS. WINSTON: And there's no  
16 evidence to support that he's not  
17 going to do the same.

18 MR. NASTRE: There most  
19 definitely is. His financial  
20 statements are good evidence that he  
21 will not let that happen.

22 MRS. GARRY: The other one gave  
23 you good financial statements and he  
24 didn't live up to it.

25 MR. NASTRE: You'll get the

1  
2 application. You have to know that  
3 the staff reviewed it.

4 MR. PAROLA: We can only try.

5 MRS. GARRY: We should have had  
6 the right to review this before this  
7 hearing.

8 MR. PAROLA: The record will  
9 reflect I'm allowing Mrs. Garry to  
10 read the application as we are here.  
11 You'll take your time to read it.  
12 If you have a comment, we'll take  
13 the comment.

14 MR. NASTRE: Let the record  
15 show she's been supplied with a copy  
16 of --

17 MRS. GARRY: The record shows  
18 that I've been supplied with --

19 MR. PAROLA: Yes, in 10  
20 minutes.

21 MRS. GARRY: However, it should  
22 have been given to me long before  
23 this hearing.

24 MR. PAROLA: You didn't foil  
25 it. It's 20 minutes late, 18

1  
2 minutes late. I apologize.

3 MRS. GARRY: But you need time  
4 to go through -- how many pages --  
5 it's like 20 pages. You can't go  
6 through this 20 pages without going  
7 --

8 MR. PAROLA: Yes, you can,  
9 Mrs. Garry.

10 MRS. GARRY: Don't tell me what  
11 I can do. I have other things I  
12 have to do too. The members of the  
13 public --

14 MR. PAROLA: You're talking  
15 when you should be reading then.

16 MRS. GARRY: No.

17 MR. PAROLA: Look, we know  
18 you're hurting. We know the Village  
19 of Hempstead is --

20 MS. WINSTON: You don't live  
21 here. You don't live here and I've  
22 lived here --

23 MR. PAROLA: I've listened to  
24 enough testimony in 16 years to know  
25 how this Village is hurting.

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MS. WINSTON: No, you don't.

MR. PAROLA: I am empathetic.

MR. NASTRE: We're going to be here all day if we argue.

MR. PAROLA: Any other comments?

MS. WINSTON: With this PILOT, okay, Hempstead has become a cesspool of PILOTs.

MR. NASTRE: You make that argument every time you appear.

MS. WINSTON: And that's why I'm here. With the PILOT that we have in existence, the majority of them are ill deserved.

MR. NASTRE: Okay.

MS. WINSTON: They haven't generated the jobs because that's a myth. There's one or two jobs it produces and that's it. And you, as far as I'm concerned, this Board, doesn't do a good enough job to ensure that the promises that they state or claim that they're going to



1  
2 produce happen. There is no checks  
3 and balances.

4 MR. NASTRE: Yes, there are.

5 MS. WINSTON: No, it isn't.

6 MR. NASTRE: As a matter of  
7 fact, we have revoked PILOTs from  
8 people who haven't lived up to their  
9 commitments. We have done it. We  
10 have over the years. The year that  
11 I've been year, we've revoked  
12 several. And before I was here, I'm  
13 sure we did the same thing.

14 MR. PAROLA: Definitely.

15 MR. NASTRE: We have to by law  
16 monitor every PILOT, and they have  
17 to make an annual report. And if  
18 their annual report doesn't bear out  
19 that they've met their commitment,  
20 they lose their PILOT. And that's  
21 the checks and balances that exist.

22 MR. PAROLA: And the state  
23 issues a report pursuant to what we  
24 submit. So in cases where they may  
25 find that we are not doing as you

1  
2 say, they would come down on us.  
3 They have not. In fact, we have the  
4 best record, believe it or not, of  
5 any IDA on the island in terms of --

6 MR. NASTRE: For following up  
7 PILOT.

8 MRS. GARRY: We also notice  
9 that the New York State really  
10 doesn't investigate. They just  
11 accept whatever the applicant --

12 MR. NASTRE: No, they  
13 investigate. Believe me, they watch  
14 everything we do, especially the  
15 administrative budget office --

16 MRS. GARRY: To me, it's  
17 obvious that when you gave this  
18 PILOT to the first company, 2701,  
19 that you made a very serious  
20 mistake, because obviously, they  
21 weren't able to live up to their  
22 commitment, and it's only about a  
23 year or so, maybe two at the most.

24 MR. NASTRE: One year.

25 MRS. GARRY: One year. It

1  
2 seems to me that this is just a  
3 trick of using these tax breaks to  
4 the advantage of these big  
5 corporations with the assistance of  
6 the IDA and the other tax laws that  
7 benefit businesses and leave the  
8 ordinary taxpayers picking up the  
9 tab. I object to this. I think the  
10 old PILOT should have just been  
11 discontinued instead of allowing for  
12 a new company to take this over  
13 because --

14 MR. NASTRE: They've asked to  
15 take it over. It hasn't been voted  
16 on yet. That is why the public  
17 hearing is held before the vote.

18 MRS. GARRY: We know that. So  
19 I'm suggesting that this is  
20 inappropriate and that you should  
21 just discontinue the PILOT.

22 MR. PAROLA: What do you think  
23 would happen if we discontinue the  
24 PILOT?

25 MRS. GARRY: Excuse me, Mr.

1  
2 Parola. It is not a question of  
3 what would happen because you --

4 MR. PAROLA: It is a valid  
5 question.

6 MRS. GARRY: Excuse me. Excuse  
7 me. Excuse me. It's my opinion  
8 that you and others who are in favor  
9 of this will say that it's gonna be  
10 a devastating thing because the  
11 building is going to be empty. That  
12 is just your opinion, you see, all  
13 right. Now, there's a marketplace,  
14 and there are other ways to promote  
15 the taking over building and doing  
16 the right thing by it, okay.

17 MR. PAROLA: And I'm sorry,  
18 what is that?

19 MRS. GARRY: And let the  
20 marketplace take over.

21 MR. PAROLA: What is that other  
22 alternative?

23 MRS. GARRY: Otherwise, force  
24 them to pay the full taxes if they  
25 want to take the building. They

1  
2 should pay the full taxes because it  
3 is a tremendous burden to the people  
4 of Hempstead. You already know  
5 this. We have said this time and  
6 time again. There are 27 PILOTS  
7 already existing. It's just like  
8 Valley Stream, where it comes to the  
9 point there's a breaking point, and  
10 it's time to say all right, no more,  
11 let business do what business can  
12 do, and then we'll find other ways  
13 to bring Hempstead into making it  
14 into a better community. But as  
15 long as you keep giving all these  
16 tax breaks, there will never be an  
17 opportunity to really do things the  
18 correct way and to reach out to  
19 people in the community, get them  
20 involved, let them stand up and  
21 demand that other businesses come in  
22 and do what they should be doing in  
23 a community like this. Your goal  
24 with all these PILOTS is to tax the  
25 people out to change the

1  
2 socioeconomic conditions in the  
3 community so that unemployment will  
4 go up, because the people, the lower  
5 income people, will be forced out.  
6 So then, of course, the employment  
7 rate will go down as you bring in  
8 more and more people from the  
9 outside. And you well know --

10 MR. PAROLA: Wow, what a  
11 conspiracy.

12 MRS. GARRY: -- that you have a  
13 massive developer agreement here  
14 that is bringing in 10,000 more  
15 people. That is the plan, whether  
16 you want to admit it or not. And  
17 this community is going to be -- the  
18 people in this community are going  
19 to be forced out.

20 MR. PAROLA: Do you live in  
21 Hempstead, Mrs. Garry?

22 MRS. GARRY: Excuse me. I am  
23 speaking.

24 MR. PAROLA: Where you're so  
25 intimately aware of everything? Do

1  
2 you live in the Village? I'm just  
3 curious.

4 MRS. GARRY: Mr. Parola, you  
5 know where I live.

6 MR. PAROLA: No, I don't.

7 MRS. GARRY: Yes, you do.

8 MR. PAROLA: No, I don't.

9 MRS. GARRY: I have said it  
10 time and time again.

11 MR. PAROLA: Can you put it on  
12 the record, please?

13 MRS. GARRY: No. You put it on  
14 since you know.

15 MR. PAROLA: No, I don't. I  
16 asked the question.

17 MR. HOLLAND: Excuse me. I  
18 just can't sit here and listen to  
19 this. I own a business, a school  
20 actually in the building. The  
21 building is a disgrace.

22 MR. PAROLA: Right.

23 MR. HOLLAND: But I can't sit  
24 here and see the disrespect to this  
25 lady. She has some grounds. What

1  
2 she's saying is actually -- there's  
3 some facts to what she's saying.

4 MR. PAROLA: We agreed to that.

5 MR. HOLLAND: I don't like the  
6 tone and the character that you  
7 presented right now.

8 MR. PAROLA: She's attacking us  
9 economically for false --

10 MR. HOLLAND: But she has a  
11 voice.

12 MR. PAROLA: I agree, but you  
13 can't allow false statements to go  
14 unanswered.

15 MR. HOLLAND: What she was  
16 saying is not false. I am living  
17 proof that --

18 MR. PAROLA: Well, I can attest  
19 to the fact that what she is saying  
20 about our goals which she just spoke  
21 to --

22 MRS. GARRY: Why are you  
23 talking to him like that?

24 MR. HOLLAND: I'm trying to  
25 make a point here.



1  
2 MR. PAROLA: Okay. I am sorry.  
3 Go ahead.

4 MRS. GARRY: This is nonsense.  
5 He's speaking.

6 MR. PAROLA: Then let him  
7 speak, Mrs. Garry.

8 MR. HOLLAND: I'm here as a  
9 business owner. I was made a  
10 promise that the building would be  
11 impeccable at this point. Actually,  
12 I went through you, sir  
13 (indicating). We did all the  
14 paperwork to get the lease going.  
15 And the only thing that really came  
16 out of the building was the  
17 elevators, but the building is  
18 collapsing. My office is constantly  
19 leaking. Every time it rains, it  
20 leaks. The building is horrible.  
21 It's not safe. It's horrible. But  
22 she's trying to make a point. Some  
23 of her points are valid. They're  
24 valid points.

25 MR. PAROLA: Yes, we agree.

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MR. NASTRE: We agree.

MR. HOLLAND: But the way you're going at it, it's not right.

MR. PAROLA: I apologize. It's very frustrating. We have a long history with Mrs. Garry. She's always accusing us of --

MRS. GARRY: Excuse me --

MR. PAROLA: -- everything from racism to economic sanctions. So I apologize. I overreacted. But you have to understand the history.

MS. WINSTON: You're out of line. You're really out of line right now.

MR. HOLLAND: I think everyone should respect each other and let them speak whether --

MR. NASTRE: You have to understand something. Whenever anybody testifies at any public hearing, their testimony is given weight based upon the impact of the matter at hand on that person. And

1  
2 I'll give you an example. This lady  
3 lives in the Village of Hempstead  
4 (indicating). She's impacted by our  
5 decision, no doubt. This lady lives  
6 in the Village of Rockville Centre.  
7 She's not impacted at all by this  
8 decision. So we give more weight to  
9 the testimony of people who are  
10 impacted than the testimony of  
11 people who are not impacted. And as  
12 far as I'm certain concerned, if  
13 you're not impacted, we don't give  
14 much weight to the testimony.

15 MR. HOLLAND: That isn't fair.

16 MR. NASTRE: But she makes  
17 personal attacks on our staff and  
18 our --

19 MR. HOLLAND: But she has a  
20 voice.

21 MR. NASTRE: She has a voice  
22 and we're going to listen to her  
23 voice and --

24 MRS. GARRY: It does impact me.

25 MR. PAROLA: Please, please.

1  
2 MR. NASTRE: -- we're going to  
3 give it whatever weight we decide it  
4 deserves.

5 MR. HOLLAND: Okay.

6 MR. NASTRE: I don't want a  
7 back and forth. I don't want  
8 arguments. Let her testify. We  
9 will decide what weight her  
10 testimony gets, if any.

11 MR. PAROLA: You will.

12 MR. NASTRE: We will. We're  
13 the Board. I'm one of the Board  
14 members.

15 I don't have to be here. It's  
16 not mandatory for me to be here. I  
17 made it a point to come to the  
18 public hearings to listen to what  
19 the public says so that when we have  
20 our meetings I'm better prepared to  
21 deal with what is going on. And  
22 I'll be very, very frank with you,  
23 your testimony does not have a lot  
24 of weight with our Board because the  
25 impact on you of this PILOT is

1  
2 practically nil. So say whatever  
3 you'd like, and I promise you we  
4 will not argue with you. You can  
5 attack us in any which way, shape or  
6 form you want to, and you will be  
7 allowed to talk. So go right ahead.

8 MRS. GARRY: First of all, I am  
9 impacted because I am a member of  
10 the Town of Hempstead, and I am also  
11 a member of the Nassau County, and I  
12 am also a citizen of the New York  
13 State and the United State. A lot  
14 of the funds that go through affect  
15 all of those taxing entities.

16 MR. NASTRE: No, they don't.

17 MRS. GARRY: When they apply  
18 for funds, it does.

19 MR. NASTRE: A PILOT in the  
20 Village of Hempstead does not affect  
21 your taxes in any way, shape or  
22 form.

23 MRS. GARRY: But there are  
24 other things that they requested.  
25 They're requesting the Nassau County

1  
2 gets a cut. The Town of Hempstead  
3 taxes gets a cut on these PILOTs as  
4 well. It's not just the people of  
5 Hempstead that are getting a tax  
6 increase because of these PILOTs.

7 MR. NASTRE: Your taxes are not  
8 increased as a result of any PILOT.  
9 The members of the Village of  
10 Hempstead, it may be a different  
11 story, but your taxes are not  
12 impacted --

13 MRS. GARRY: Yes. It might be  
14 minimal impact --

15 MR. NASTRE: I'm saying I'm not  
16 gonna argue with you, and I'm now  
17 finding myself --

18 MRS. GARRY: Well, yes. You're  
19 arguing because the fact of the  
20 matter is --

21 MR. NASTRE: Let us finish up.  
22 Let us --

23 MRS. GARRY: The PILOT affects  
24 the Nassau County taxes and it  
25 affects the Town of Hempstead taxes.

1  
2 MR. NASTRE: Let's get on with  
3 the people who are from the Village.

4 MRS. GARRY: And I am in the  
5 both of those things. And I think  
6 what your problem is --

7 MR. NASTRE: It only affects  
8 the taxes of the people who live in  
9 the Village of Hempstead, not the  
10 people who live in the Village of  
11 Rockville Centre. Your taxes stay  
12 the same, whether they go up or they  
13 go down.

14 MRS. GARRY: No. You're  
15 incorrect on that, sir.

16 MR. NASTRE: Am I incorrect?

17 MS. LONG: You're not  
18 incorrect.

19 MR. NASTRE: No, of course I'm  
20 not. Thank you.

21 You are incorrect, madam.

22 MR. HOLLAND: Can we move on  
23 from this? We're not getting  
24 anywhere.

25 MR. NASTRE: We're not going to

1  
2 get anywhere as long as she's  
3 testifying because all she does is  
4 states --

5 MRS. GARRY: Excuse me. I find  
6 these insults to be incredible.  
7 Number one, I am a journalist. I  
8 have lived in Hempstead for 10  
9 years. During the time I've been in  
10 Hempstead, I've become very aware --  
11 I did a total analysis -- it took me  
12 three months -- of all the PILOTs  
13 that exist to find out the people  
14 are losing 4 million dollars a year  
15 in Hempstead aside from maybe 8  
16 million in the school district. So  
17 don't make it sound like I'm just  
18 coming here with no interest in  
19 this. I have done the research. I  
20 do the research on all of these  
21 things if I have the documents ahead  
22 of time. And I have made statements  
23 that you are hurting the community  
24 of Hempstead. I'm well known by  
25 most of the people in the community,



1  
2 because I put out a newsletter after  
3 I do the research so that people can  
4 have the information, and I indicate  
5 when meetings are occurring. So  
6 don't make it look like I don't have  
7 an interest in this.

8 MR. NASTRE: I didn't say you  
9 didn't have an interest. I just  
10 said it has no impact on this  
11 decision.

12 MRS. GARRY: It does.

13 MR. NASTRE: No, it doesn't.

14 MRS. GARRY: Because when I see  
15 injustice, it hurts me. Now, maybe  
16 you can just allow all this  
17 injustice and not care that people  
18 in the community are going to be put  
19 out as this thing snowballs. These  
20 PILOTS, this whole downtown  
21 development is all part of this.  
22 They're going to be asking for 20  
23 more new PILOTS on the top of the  
24 27. And this is just another one  
25 where what was happening is the

1  
2 building owner allowed the building  
3 to go down for 10 years, and then he  
4 comes and then everybody says, oh,  
5 you poor thing, you didn't manage  
6 well so we'll help you out, and now  
7 he's transferring -- he got that  
8 PILOT, supposedly couldn't --  
9 suddenly didn't -- wasn't able to do  
10 what he said he was gonna do, so now  
11 he's gonna transfer to someone else.  
12 And we don't really know if these  
13 people are going to do what they  
14 said they were going to do.

15 MR. NASTRE: We don't.

16 MRS. GARRY: So you have my  
17 statement, and I really think that  
18 --

19 MR. NASTRE: Thank you.

20 MRS. GARRY: -- you've been out  
21 of line in trying to undercut my  
22 credibility. What I say is the  
23 facts as I see them, and I have a  
24 right to say them, and I have a  
25 right to be treated with respect and

1  
2 not to be constantly badgered every  
3 time that I disagree and give  
4 evidence that is contrary to what  
5 you want to do.

6 MR. NASTRE: Thank you for your  
7 statement.

8 Do you have anything else you  
9 would like to add?

10 MS. WINSTON: Because you were  
11 testifying before.

12 MS. WINSTON: I just find it  
13 unusual that he requested a PILOT  
14 last year, sometime last year,  
15 right?

16 MR. NASTRE: The owner who is  
17 selling requested a PILOT December  
18 of 2016 --

19 MS. WINSTON: And then all of a  
20 sudden --

21 MR. NASTRE: November of 2016.  
22 It was granted in December.

23 MS. WINSTON: And he didn't  
24 know that he was gonna sell the  
25 building?

1  
2 MR. NASTRE: Not at that time,  
3 no.

4 MS. WINSTON: Now, okay, he  
5 uses that PILOT as a sales pitch to  
6 sell the Village.

7 MR. PAROLA: No. He cannot do  
8 that legally.

9 MS. WINSTON: How do you know?

10 MR. NASTRE: Because the new  
11 owner doesn't automatically get the  
12 PILOT. So how could the seller say  
13 to the new owner, oh, you buy my  
14 building and you get my PILOT? You  
15 can't say that because it's not  
16 true.

17 MS. WINSTON: Okay.

18 MR. PAROLA: You can't sell a  
19 PILOT as part of the consideration  
20 to the --

21 MR. NASTRE: The PILOT is part  
22 of the consideration. So you're  
23 wrong again, but continue.

24 MS. WINSTON: Well, that  
25 remains to be seen.

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MR. NASTRE: Okay.

MS. WINSTON: Because that's your opinion. You don't know what's in his mind.

MR. NASTRE: It definitely remains to be seen, but we decide and --

MS. WINSTON: And you don't know what transpired with him and the new owner.

MR. NASTRE: We haven't decided anything. But don't you think that it's better to give somebody a chance to save the building than let this buyer walk away and have the building go to nothing? Isn't it better to take another chance if the PILOT is already in place?

MS. WINSTON: Let him do it without a PILOT. Let him use his own money.

MR. NASTRE: He can't do the renovation without the PILOT. He can't spend --

1  
2 MS. WINSTON: Well, that's what  
3 he says.

4 MR. NASTRE: -- the money on  
5 the taxes.

6 MS. WINSTON: That's what he  
7 says.

8 MR. NASTRE: Okay. That's what  
9 we have to determine.

10 MR. PAROLA: By the way, the  
11 former owner took a hit  
12 economically, just so you know.

13 MS. WINSTON: Well, he knew  
14 what he was getting into.

15 MR. PAROLA: Whatever, yes.  
16 I'm just saying, it's not like he's  
17 walking away doing very well on the  
18 backs of someone else. We  
19 understand he really took an  
20 economic hit. Excuse me for  
21 interrupting. Go ahead.

22 MS. WINSTON: Well, for  
23 10 years, he let it go, all right.  
24 But anyhow, to finalize what I'm  
25 saying, I grew up in Uniondale. My

1  
2 parents moved to Long Island in  
3 1969. I grew up in Uniondale, and I  
4 chose to, as an adult, live in  
5 Hempstead, and I've seen the changes  
6 over the years. In the 60's,  
7 desegregation was going on, Civil  
8 Rights movement, and I am a product  
9 of that, okay, and also, White  
10 flight, okay. So I've seen the  
11 demographics of this neighborhood  
12 change, all right. And then, of  
13 course, everything becomes devalued,  
14 all right. And this is the excuse  
15 that allows these businesses use --  
16 they say, well, the neighborhood  
17 isn't -- you know, we've got all  
18 these obstacles with this  
19 neighborhood because of the poverty  
20 and the crime and, you know, things  
21 of that nature. And in order for me  
22 to come in, I have to get a tax  
23 break, you know, and this has been  
24 going on for years, you know. And  
25 the thing with Hempstead is, there

1  
2 have been PILOTS on the table and on  
3 the table now that have gotten 20  
4 and 10 and 30 year PILOTS.

5 MR. NASTRE: Not from the Board  
6 in the last year --

7 MS. WINSTON: The fact of the  
8 matter is, at this moment now --

9 MR. NASTRE: Not 20 or 30, not  
10 even 15.

11 MS. WINSTON: Listen, at this  
12 moment now, if you look at  
13 Hempstead, there are some places  
14 that have 20 and 30 year PILOTS.

15 MS. LONGO: Not from us.

16 MR. PAROLA: Not from us.

17 MR. NASTRE: Not from the Board  
18 that --

19 MS. WINSTON: You don't have to  
20 get defensive.

21 MR. PAROLA: We can only speak  
22 for ourselves.

23 MRS. GARRY: What difference  
24 does it make? I'm not saying it's  
25 from you. I'm saying the community



1  
2 is suffering under them.

3 MR. NASTRE: Let the lady  
4 speak. You're interrupting her  
5 testimony.

6 MRS. GARRY: You're the one.  
7 You let her speak.

8 MR. NASTRE: You said you were  
9 finished.

10 MRS. GARRY: You let her speak.

11 MS. WINSTON: There is no  
12 reason for you to be defensive.  
13 There is no reason that I have to  
14 come in here and --

15 MR. NASTRE: And you want to  
16 attack me and --

17 MS. WINSTON: I'm not attacking  
18 you. I'm just making statements.  
19 Have I attacked you?

20 MR. NASTRE: If you want to  
21 attack me I'm going to defend  
22 myself. If you want to attack the  
23 staff of the IDA, I will defend  
24 them. You don't want to attack  
25 anybody, but you want to give --

1  
2 MS. WINSTON: I'm just asking  
3 questions. I'm not attacking  
4 anybody.

5 MR. NASTRE: Yes, you are.  
6 You've attacked IDAs in general by  
7 saying they give away the store, and  
8 they give 10, 20 and 30 PILOTs.

9 MS. WINSTON: You do.

10 MR. NASTRE: Not us. Don't  
11 speak of this IDA doing that.

12 MS. WINSTON: Listen, the  
13 Village of Hempstead, the Town of  
14 Hempstead and Nassau County have had  
15 their way with Hempstead. I'm not  
16 blaming just you. The Village does  
17 the same thing. But I do know one  
18 thing. I know that you don't live  
19 here.

20 MR. NASTRE: No, I don't.

21 MS. WINSTON: He doesn't live  
22 here. She doesn't live here. I  
23 don't know where you live, but I  
24 don't think you live in Hempstead  
25 either (indicating).

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MS. LONGO: That's offensive.

MS. WINSTON: I live here.

MR. NASTRE: That's why we give more weight to your testimony than from someone who doesn't live here.

MS. WINSTON: If you look around you --

MR. NASTRE: You have to admit, every time you attend one of our public hearings, you sing the same song and you do the same thing over and over. We are well aware of what your position is. We are well aware that you don't want any PILOTs to be granted in the Village of Hempstead. You've made it abundantly clear and we've heard you.

MS. WINSTON: Well, the reason being, is that the ones that you have, for the most part, for the most part, they need to be revisited.

MR. NASTRE: They can't be.

MS. WINSTON: Well, they need

1  
2 to be.

3 MR. NASTRE: Well, they can't.  
4 The only way they can be revisited  
5 is if they don't live up to their  
6 commitments.

7 MS. WINSTON: And some of the  
8 PILOTS need to be discontinued.

9 MR. NASTRE: Okay. You give us  
10 whatever evidence you think you have  
11 of those particular PILOTS.

12 MS. WINSTON: Well, this one in  
13 particular --

14 MR. NASTRE: Submit it to the  
15 staff and we'll evaluate it.

16 Let me point out something else  
17 to you. If this is such a rampant  
18 problem in the Village of Hempstead,  
19 where are all the people who are  
20 agreeing with you? Where are they  
21 now?

22 MS. WINSTON: First of all,  
23 this public hearing, okay, the way  
24 it's done -- you know, a lot of  
25 people -- first of all, most of the

1  
2 people in Hempstead work, okay. The  
3 majority of the people in Hempstead  
4 work.

5 MR. NASTRE: I know that.

6 MS. WINSTON: And the average  
7 income is maybe, tops, \$50,000 a  
8 year. The medium income is \$50,000  
9 a year. That's with all these  
10 PILOTs that are going on. So that  
11 means that, you know, they're  
12 working and then some.

13 MR. NASTRE: Do you work,  
14 ma'am?

15 MS. WINSTON: Yes, I work.

16 MR. NASTRE: Did you take today  
17 off to come to this hearing?

18 MS. WINSTON: No, I didn't, but  
19 I do work.

20 MR. PAROLA: We didn't even  
21 receive any letters.

22 MS. WINSTON: Like I said, you  
23 don't do a good job of putting this  
24 out there. You don't do a good job  
25 of putting this information out

1  
2 there.

3 MR. NASTRE: We do a better job  
4 now than was done before we got  
5 here.

6 MS. WINSTON: No, you don't.

7 MR. NASTRE: We notify way more  
8 people than ever got notified before  
9 in the history of the IDA.

10 MS. WINSTON: It's the same  
11 procedure.

12 MR. NASTRE: So don't tell me  
13 that.

14 MRS. GARRY: It doesn't get  
15 down to the people. The mayor did  
16 not announce this at the Village  
17 Board meeting, for example.

18 MR. NASTRE: The mayor has no  
19 obligation to announce --

20 MR. PAROLA: It's on line.  
21 Every elected official received it,  
22 your assembly member, your county  
23 legislator.

24 MRS. GARRY: We're talking  
25 about the people.

1  
2 MR. PAROLA: But if your  
3 elected officials receive it, then  
4 they pass it down --

5 MRS. GARRY: He doesn't pass it  
6 down. He didn't pass it down.

7 MS. LONGO: That issue doesn't  
8 lie with us.

9 MR. NASTRE: Have you finished  
10 your testimony? Are you done?

11 MS. WINSTON: Well --

12 MR. NASTRE: I'm not rushing  
13 you, but I'm asking. We do have a  
14 lot of other people to get to.

15 MS. WINSTON: And don't take my  
16 issue with the PILOTS lightly, okay.

17 MR. NASTRE: I'm not.

18 MS. WINSTON: Because you're  
19 saying I'm saying the same thing  
20 over and over again.

21 MR. NASTRE: I'm not. We  
22 evaluate each and every PILOT that  
23 comes. We have, in fact, denied a  
24 PILOT in the Village Hempstead this  
25 year.

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MS. WINSTON: One.

MR. NASTRE: One, one out of maybe three that we've gotten. That's 33 percent. So we evaluate everything. We take what you say to heart. We evaluate it. We study it. We don't just sit there in a vacuum and say what are we gonna do, should we flip a coin and see if they get this. We don't do that. And that's what you make it sound like.

MS. WINSTON: No, I didn't say that. I just said that more often that not --

MR. NASTRE: Give us credit for doing what we do and evaluating it the right way and doing the research. Give us credit, okay, because we don't take them lightly at all.

Now, are you finished? I'm not trying to cut you off, but if you are, I want to move on to another



1  
2 speaker.

3 MS. WINSTON: The thing is, I  
4 am not prepared. And the only  
5 reason why I'm not fully prepared is  
6 because I don't have the information  
7 needed that is before me, which was  
8 supposed to be furnished.

9 MR. NASTRE: We can give it to  
10 you. Thursday is the Board meeting.  
11 You can read it before then. If  
12 there are any other comments, we're  
13 going to keep the hearing open, as  
14 Fred said. Any other comments you  
15 want to make, you can make before we  
16 close the hearing.

17 MRS. GARRY: This does not  
18 include the cost benefit analysis.  
19 It does not have the schedule of  
20 payments.

21 MS. LONGO: You have to make a  
22 request for those items. I'm not a  
23 mind reader.

24 MR. NASTRE: Well, she did this  
25 morning. She made the request for

1  
2 that and the other two.

3 MRS. GARRY: I do believe it  
4 says the cost benefit analysis would  
5 be available at the public hearing.

6 MS. LONGO: It's right there to  
7 look at.

8 MR. PAROLA: You can look at  
9 it.

10 MRS. GARRY: Well, You didn't  
11 give it to us when I asked for it.

12 MR. PAROLA: You don't get to  
13 take it home. You get to look at  
14 it, not take it home. You have to  
15 foil it and you have to pay for it.

16 MRS. GARRY: No, I don't have  
17 to foil it.

18 MR. PAROLA: You do. It's  
19 available for you to look at it.  
20 It's not available for you to take  
21 home. I'm sorry.

22 MRS. GARRY: This defies common  
23 sense. When you say it's available  
24 --

25 MR. NASTRE: Available means

1  
2 that it's here and you can look at  
3 it. That's what that means.

4 MRS. GARRY: In other words,  
5 you could just look at it, but you  
6 can't take it home and analyze it.

7 MR. NASTRE: If you make a  
8 Freedom of Information Law request  
9 --

10 MRS. GARRY: And take 30 days,  
11 because this young lady here, she  
12 constantly takes a lot of time to  
13 get these documents out.

14 MS. LONGO: Excuse me?

15 Mrs. Garry: And they send  
16 letters back and forth and you go  
17 through this process.

18 We've done this now and you  
19 know it. Don't deny it.

20 MS. LONGO: Yes. Never, ever  
21 have you gotten it in a shorter  
22 amount of time than 14 days. Would  
23 you like me to pull the file? I  
24 will be happy to do that.

25 MRS. GARRY: No.

1  
2 MS. LONGO: Because you don't  
3 get to make a misrepresentation.

4 MRS. GARRY: Oh, come on. This  
5 woman is incredible to deal with in  
6 trying to get the Freedom of  
7 Information.

8 MR. PAROLA: She follows the  
9 law.

10 MRS. GARRY: The law, no. The  
11 law, there is a law of democratic  
12 process where you have respect for  
13 people. And when you say something  
14 is available at a hearing, it should  
15 be there for you to take home.

16 MR. PAROLA: That's not what  
17 the law requires.

18 MRS. GARRY: The Freedom of  
19 Information Law does not require you  
20 to go through that Freedom of  
21 Information process. It doesn't  
22 require you to go. People in every  
23 office that I've been to, if there  
24 is something that's an urgent thing,  
25 they just give to you. Sometimes

1  
2 they don't even charge you. Other  
3 people use -- giving out documents,  
4 it's not required to go through the  
5 Freedom of Information. You are  
6 allowed to give out documents  
7 without going through it, and this  
8 is a prime example of a time where  
9 you should not be going through the  
10 Freedom of Information Act, but you  
11 insist on it because it's a way of  
12 frustrating us. So you can continue  
13 with all these stupid processes and  
14 you can make yourself sound so lofty  
15 and correct. You constantly offend  
16 us. You constantly defy common  
17 sense. So that's my statement. I  
18 would like the privilege of taking  
19 home this document as well as the  
20 schedule of payments. I mean, this  
21 is like craziness. You have to go  
22 to other documents to analyze, and  
23 as Terry says, to come to a meeting  
24 well prepared to show you where  
25 there might be problems which we

1  
2 agree with. So you can continue  
3 with your nonsense and go ahead and  
4 do all your silly nonsense, and then  
5 you wonder why people say that  
6 there's a lack of democratic process  
7 when you deal with the IDA, but we  
8 know because we have been through  
9 this for years.

10 MS. WINSTON: Hypocrisy.  
11 That's what it is.

12 MR. NASTRE: Do you have  
13 anything else?

14 MS. WINSTON: That's it.

15 MR. NASTRE: Mr. Holland, would  
16 you like to testify?

17 MR. HOLLAND: I'm not familiar  
18 fully with the PILOT at all. I'm  
19 not gonna sit here and pretend I'm  
20 familiar with the details of the  
21 PILOT, but I am concerned with the  
22 building and the future of the  
23 building. Moving forward, as a  
24 tenant, I'm not sure if I'm going to  
25 renew my lease because of the

1  
2 building's condition. I don't think  
3 it's safe. With the new transfer, I  
4 don't know how to works as far as  
5 the PILOT transferred over to  
6 another owner, I'm just curious to  
7 see how the new owner will make a  
8 difference in the building. I'm  
9 really concerned about that.

10 MR. NASTRE: We're all curious  
11 to see that. We can only go by what  
12 he's promised. We don't have a  
13 crystal ball to tell us whether he's  
14 gonna be able to do it. His  
15 representative is here, and his  
16 representative will probably tell  
17 you what --

18 MR. HOLLAND: Well, I'd like to  
19 hear it.

20 MR. NASTRE: Maybe you should  
21 reserve your testimony until after  
22 he speaks.

23 MR. HOLLAND: Sure, absolutely.

24 MR. NASTRE: Is there anybody  
25 else who wants to speak before we

1  
2 have the representative from the  
3 owners speak?

4 Mr. Baker, you have the floor.

5 MR. BAKER: Thank you, Mr.  
6 Chairman.

7 As you know, we don't typically  
8 speak at these hearings. It's  
9 usually a public comment period and  
10 we wait for the Board meetings to do  
11 so, but I think it's important to  
12 clarify the record a little bit, and  
13 maybe this will help to address  
14 Mr. Holland's concerns as well.

15 MR. NASTRE: And I may say,  
16 it's a valid concern.

17 MR. BAKER: Absolutely.

18 MR. NASTRE: And we as a Board  
19 have the same concern.

20 MR. BAKER: Well, this is part  
21 of our application and presentation  
22 that we made at the inducement  
23 hearing, and certainly, anything we  
24 can address at the final authorizing  
25 hearing later this week.



1  
2 MR. NASTRE: Good.

3 MR. BAKER: First of all, just  
4 a couple of clarifications as to the  
5 current ownership and the condition  
6 of the property. First of all, the  
7 current owners, as far as I know,  
8 are not in default in any way, are  
9 in compliance and good standing with  
10 their end of the IDA arrangement.

11 MR. PAROLA: That is true.

12 MR. BAKER: To say they have  
13 not lived up to their promises and  
14 what they agreed to at the end of  
15 last year is not fully accurate. In  
16 fact, they are living up to it. In  
17 fact, they have put in, as I  
18 understand it, all of the money that  
19 they have promised to or close to  
20 it, 2 and 1/2 million dollars. The  
21 facts are that the building needs  
22 more work than they anticipated.  
23 The applicant today who is looking  
24 to buy this building does have the  
25 wherewithal to "finish the job".

1  
2 And to do so means infusing an  
3 additional 3 million dollars on top  
4 of what the current owner promised  
5 in the original IDA deal. So the  
6 deal is still the same PILOT. There  
7 is no change in that, as both you  
8 and Mr. Parola had stated earlier.  
9 This is an assignment of the  
10 existing benefits, so the existing  
11 PILOT will continue. They're not  
12 asking for anything more in terms of  
13 the PILOT, but, in fact, they are  
14 going to put more into the project,  
15 so it's a better project than was  
16 originally agreed upon by the IDA  
17 and approved by the Board.

18 Just a quick note as to the  
19 current owner and the condition of  
20 the property. They bought this  
21 property in 2007. As we all know,  
22 that was the height of the real  
23 estate market which came crashing  
24 down shortly thereafter. It is not  
25 a result or a factor of anything

1  
2 that's going on specific to the  
3 Village of Hempstead or even the  
4 Town of Hempstead or Nassau County.  
5 This property owner got caught like  
6 so many buying at what was an  
7 overinflated price and then within a  
8 short time was stuck with a building  
9 that didn't have any equity. And as  
10 a result, they could not borrow  
11 money. They could not infuse the  
12 money into the project that was  
13 necessary to fix the building up,  
14 which is a 45 to 50-year-old  
15 building or more that is in terrible  
16 disrepair. So the end result is,  
17 the IDA deal allowed them to obtain  
18 limited financing. Because of the  
19 vacancy in the building and the  
20 continued vacancy, they have not  
21 been able to borrow enough money to  
22 do what it is they need to get all  
23 of the fixes done.

24 So to some extent, and I think  
25 this might help to address

1  
2 Mr. Holland's concerns, the new  
3 perspective owner has more capital.  
4 They are a bigger company. They  
5 have more wherewithal to put the  
6 building back where it should be,  
7 which is a prominent role and  
8 position in the Village of  
9 Hempstead, so that's where we stand.

10 MR. NASTRE: And they will also  
11 be in an equity situation.

12 MR. BAKER: They will.

13 MR. NASTRE: They will have  
14 equity in the building, whereas the  
15 present owner doesn't.

16 MR. BAKER: They will be in a  
17 much stronger position.

18 So what I would suggest is,  
19 Mr. Holland, certainly, I don't  
20 think that now is the time and the  
21 place to specifically address your  
22 concerns, certainly for me, but the  
23 representatives of the incoming  
24 owner should this deal go forward is  
25 here, and the leasing agent is here,

1  
2 and I'm sure they would be happy to  
3 speak to you after the hearing is  
4 completed to specifically address  
5 your concerns and tell you what is  
6 going on. But I can tell you  
7 generally speaking that should we  
8 get the approval here and this deal  
9 is able to consummate shortly  
10 thereafter and the new owners come  
11 in, they are prepared to do exactly  
12 what they are promising to do, which  
13 is to infuse a considerable amount  
14 of money to re-position the property  
15 and fix a lot of things that are not  
16 working now as the way that they  
17 should.

18 MR. NASTRE: One thing that  
19 Mr. Holland said that was of concern  
20 to me was that the building has  
21 structural issues.

22 Do you, Mr. Baker, or Mayor  
23 Ryan, do you have any personal  
24 knowledge of anything that is unsafe  
25 about the building? Is the building

1  
2 safe for occupancy, to your  
3 knowledge? Has the building  
4 department issued any --

5 MR. RYAN: No. It's a safe  
6 occupancy and it has about  
7 70 percent occupancy at this time.

8 MR. NASTRE: I thought they  
9 said it's 70 percent occupied.

10 MR. RYAN: 70 percent. That's  
11 what I said.

12 MR. NASTRE: Oh, okay. 30  
13 percent not occupied.

14 MR. RYAN: I'm looking forward  
15 to the day it's 100 percent.

16 MR. NASTRE: So would we like  
17 to see that, of course.

18 But as far as you know, it's  
19 structurally not unsafe?

20 MR. RYAN: Yes. I've been in  
21 50 Clinton Street all the time for  
22 various reasons.

23 MR. NASTRE: Is your office on  
24 the top floor, by the way?

25 MR. HOLLAND: 6th floor.

1  
2 MR. NASTRE: Is that the top  
3 floor? That's probably why he's  
4 getting roof leaks.

5 MR. HOLLAND: It's seven floors  
6 on the building.

7 MR. NASTRE: And you're getting  
8 leaks that are coming through the  
9 6th floor?

10 MR. HOLLAND: Yes.

11 MR. NASTRE: One of things we  
12 would probably ask, Mr. Baker, if we  
13 do authorize the PILOT would be that  
14 the new owner address structural  
15 addresses, give them priority over  
16 cosmetic issues.

17 MR. BAKER: Yes.

18 MR. NASTRE: I mean, for your  
19 own good. You want to protect the  
20 building. If it's not structurally  
21 good, then you got nothing.

22 MR. SIEGEL: Right. We've  
23 already sketched a plan and a budget  
24 for the capital improvements that  
25 we're going to do immediately to the

1  
2 building.

3 MR. NASTRE: Good.

4 MR. BAKER: And structural is  
5 the first line.

6 MR. NASTRE: Maybe you can  
7 comment on those at the  
8 authorization hearing and let the  
9 public know what your priorities are  
10 going to be in the order of  
11 improvements. That would be a big  
12 help.

13 MR. SIEGEL: Sure.

14 MR. NASTRE: To the Board, you  
15 know, just to know that we have some  
16 comfort level with what you intend  
17 to do and it's not just merely  
18 putting up nicer window dressings  
19 and things like that.

20 MS. GUERRA: Mr. Nastre, if I  
21 could make a comment.

22 MR. NASTRE: Yes.

23 MR. PAROLA: This young lady is  
24 a member of the Board for the  
25 Village of Hempstead.



1  
2 MS. GUERRA: Mr. Holland, I was  
3 very concerned to hear about the  
4 safety structures. I actually  
5 worked there for some time as an  
6 attorney some time ago, not with the  
7 new owner. But at the time, I felt  
8 unsafe, so I can only imagine what  
9 it's like at this moment.

10 I would like to first say on  
11 behalf of the Village  
12 representatives that we take this  
13 very seriously. We are committed to  
14 our due diligence in looking at this  
15 and every PILOT that comes through,  
16 which is why for me -- and I am a  
17 Village resident. I've actually  
18 lived here my entire life and I  
19 continue to raise my family here in  
20 the Village of Hempstead, which is  
21 why to me it's important to take  
22 every PILOT and to make a  
23 determination based on every  
24 individual PILOT and not have a  
25 blanket no PILOTS no more policy,

1  
2 because that's not really, you know,  
3 in my experience the way good  
4 decisions are made. So we take  
5 every PILOT very seriously. We do  
6 our due diligence. And in doing  
7 that, I did at the inducement  
8 hearing speak with Mr. Baker about  
9 certain issues that I had found that  
10 were a little bit different in the  
11 application and certain things that  
12 need to be clarified, such as the  
13 occupancy, such as the number of  
14 occupants. So I can attest to the  
15 fact that the tenants are public  
16 record, because the Village  
17 representatives found those public  
18 records and did review them in  
19 anticipation of our first hearing in  
20 order to ask the specific questions  
21 to the applicant.

22 Having said that though, I am  
23 concerned to hear about the  
24 structural issues. And more of a  
25 comment I guess than a question, I

1 think that all of the Village  
2 representatives will make every  
3 effort to make sure that the new  
4 owner is committed to making this  
5 building safe and making sure that  
6 this building -- you know, it would  
7 be great if there was a whole new  
8 structure and everything goes well  
9 and there's -- I'm not even gonna go  
10 to 100 percent occupancy, but even  
11 98 percent occupancy or something  
12 like that. But what is most  
13 important is the Village residents  
14 that live there and the business  
15 owners -- because that's really who  
16 is there, is the people who run  
17 their businesses outside of the  
18 Village of Hempstead -- are safe and  
19 do not have the issues with the  
20 leaky windows and, you know, dimly  
21 lit building, you know, which has  
22 been I think a lot of the issues.  
23 And in our annual report that is  
24 done, that is going to be one of our  
25

1  
2 major questions, which is always our  
3 questions, is how many -- really,  
4 did the applicant make sure to check  
5 all the boxes and do everything that  
6 they said they were going to do in  
7 terms of employees and in terms of  
8 renovations and in terms of spending  
9 the money correctly and everything,  
10 and in terms of making the PILOT  
11 payments. The PILOT is not a 0 tax.  
12 There are still payments that are  
13 made, and we want to make sure that  
14 we get them in a timely manner as  
15 well.

16 So I guess my comment is that,  
17 you know, we will, so to speak, hold  
18 you to the fire to make sure that  
19 these things actually happen.  
20 Because I live here. I will  
21 continue to live here, and I want to  
22 make sure that that building is  
23 better.

24 MR. BAKER: I think on behalf  
25 of my client, I can tell you that

1  
2 they agree with that and that's  
3 their goal.

4 MR. NASTRE: You're not gonna  
5 get tenants when you're showing a  
6 space where there's water leaks and  
7 there's cracks in the wall. You're  
8 just not gonna draw tenants. The  
9 structural issues are definitely the  
10 most important. I think every point  
11 that Ms. Guerra made was very well  
12 taken. The Village members of our  
13 Board can certainly monitor this  
14 improvement better than the  
15 non-Village members can.

16 MR. HOLLAND: Well, on the  
17 record, I just want to just put out  
18 there that I just hope that the new  
19 owner finances are very strong,  
20 because I have heard the magic  
21 number bounced around a couple of  
22 times, 3 million. 3 million won't  
23 cut the deal to fix that building.  
24 My renovations on my home cost, you  
25 know, not 3 million, but it's higher

1  
2 up, especially in todays time with  
3 the cost of materials and  
4 everything. That building needs a  
5 lot of money to fix the structure of  
6 that building. Every floor from the  
7 bottom, from the ground up, needs  
8 work. The basement is horrible.  
9 The garage is frightening. My  
10 customers won't park in the garage.  
11 My hours are from 9 and can go as  
12 late as 10:00. So females alone are  
13 frightened to walk in that building.  
14 It's poorly lit. It's unsafe. And  
15 I don't care what you say. The  
16 building is not safe. I know that  
17 because you can see the debris from  
18 the building falling off  
19 periodically. It happens.  
20 Especially if the weather is bad, it  
21 is not good.

22 Now, when I signed on to come  
23 into this building, it was false  
24 promises, because I was sold on this  
25 building -- they gave me an image

1  
2 and a projection of what the  
3 building was going to look like in  
4 years time, and I was very patient.  
5 But four years has passed and  
6 nothing. The only thing I'm glad to  
7 say that happened is the renovations  
8 of the elevators. That's it. But  
9 the elevators don't sell the  
10 building.

11 MR. BAKER: Again, Mr. Holland,  
12 and I think your points are well  
13 taken, the budget is -- again, just  
14 another clarification -- 3 and 1/2  
15 million at this point. Whether or  
16 not more will go in --

17 MR. NASTRE: I had said 3 1/2.  
18 Somebody else said 3.

19 MR. BAKER: It will be  
20 something for the owners to  
21 determine as they go. But I can  
22 tell you that the garage is a  
23 priority, and that is within the  
24 budget, as well as some of the other  
25 things that you're concerned with.

1  
2 Again, I think that for your  
3 purposes, you know, just for the  
4 very specific purpose for you, but  
5 again, generally for the building  
6 and everyone around, the transfer of  
7 this property and the assignment of  
8 the IDA benefits to the perspective  
9 new owner is only going to help to  
10 realize what everyone is talking  
11 about here, which is to improve this  
12 building.

13 MR. HOLLAND: I hope so.

14 MR. NASTRE: Let me ask you  
15 this, Mr. Baker, just for an FYI, I  
16 would think that if the new owners  
17 go ahead and make these  
18 improvements, it would enable them  
19 to get a higher appraise value, have  
20 more equity in the building, be able  
21 to borrow more money if they need to  
22 make further improvements, whereas  
23 if they don't make these  
24 improvements and increase their  
25 equity, they can't make further



1  
2 improvements. Is that part of your  
3 plan going forward? If you got some  
4 equity and you can increase the  
5 mortgage amount and still make the  
6 payments, would you commit to doing  
7 that, at least verbally? Am I right  
8 or am I off base?

9 MR. BAKER: No. I think you're  
10 on target. And those are clearly  
11 general real estate principals that  
12 --

13 MR. NASTRE: Principals, right.  
14 I understand this and you understand  
15 this. I'm saying this for the  
16 benefit of the people here who might  
17 not understand it. But do you see  
18 what I'm getting at? If they put 3  
19 1/2 million into the building,  
20 ostensibly the building will be work  
21 at least 3 1/2 million more than it  
22 is today, which increases their  
23 equity, which increases their  
24 ability to borrow against the  
25 building, and they can use that

1  
2 money to make further improvement.  
3 Because they want to protect their  
4 investment. They don't want their  
5 investment to go down the drain.

6 MR. BAKER: At the end of the  
7 day, Mr. Chairman, you're correct.

8 MR. NASTRE: Okay.

9 MR. BAKER: Subject to market  
10 conditions that we can't foresee --

11 MR. NASTRE: Of course, that we  
12 don't know about.

13 MR. BAKER: That is generally  
14 what --

15 MR. NASTRE: We can't see any  
16 more than the owners of 2701 could  
17 foresee, that a year after they  
18 bought the building it was gonna  
19 drop 30 percent or whatever it did.

20 MR. BAKER: That's correct.

21 MR. NASTRE: Anybody else have  
22 anything they would like to add?

23 MR. RYAN: Well, it's obvious  
24 that the building needs improvement.

25 MR. NASTRE: Yes. I think we

1  
2 agree.

3 MR. RYAN: There is no better  
4 plan than what is at the table right  
5 now.

6 MR. NASTRE: I agree with that  
7 too.

8 MR. RYAN: Other than the  
9 alternative --

10 MR. NASTRE: The alternative  
11 would be do nothing. If we denied  
12 them, the building would eventually  
13 get to the point where nobody would  
14 be able to occupy it and it would  
15 have to be demolished.

16 MR. RYAN: I've been in the  
17 building many times, and I would  
18 agree that the basement, the parking  
19 area of the basement --

20 MR. HOLLAND: We just don't  
21 want the building to be --

22 MR. RYAN: The lighting is a  
23 major concern.

24 MR. HOLLAND: Yeah, but --

25 MR. RYAN: And, of course,

1  
2 inside the building, you are a  
3 better judge for your particular  
4 office.

5 But I am in favor of this plan  
6 for the Village. This is a go  
7 forward type of project.

8 MR. NASTRE: Okay. Mr.  
9 Holland, I think that the new  
10 ownership will be responsive to  
11 tenant complaints and try to do  
12 everything they can. And it sounds  
13 to me that all your complaints are  
14 very legitimate. Hopefully, if they  
15 address them, you'll renew your  
16 lease, which is to their benefit  
17 rather than walking out of the  
18 building, but that all remains to be  
19 seen based on what they can do. Any  
20 good landlord is responsive to his  
21 tenant's complaints and any good  
22 landlord will address them promptly,  
23 especially if they're structural.  
24 And I think we have a confidence  
25 level in the new ownership that they

1  
2 have the ability to do that.

3 Anyone else?

4 MS. WINSTON: When are you  
5 gonna render your decision?

6 MR. NASTRE: Thursday.

7 MS. WINSTON: Can I produce  
8 things that I have with respect to  
9 that?

10 MR. NASTRE: Sure.

11 MS. WINSTON: Because I've been  
12 there. I've taken pictures.

13 MR. NASTRE: Sure. You can  
14 submit them between now and Thursday  
15 or you can submit them Thursday  
16 morning.

17 MS. WINSTON: Okay.

18 MR. NASTRE: You have to  
19 understand that this is a tough  
20 situation, because if we take no  
21 action, then the result is not going  
22 to be good. If we take some action,  
23 if we take proper action, the  
24 results may be good. I can't say  
25 they will be, because we don't know

1 as we go forward. But it seems to  
2 me to be a win-win situation to  
3 continue this PILOT. I'm not saying  
4 that -- we haven't had a vote.  
5 There's four other members to the  
6 Board than myself. But to my way of  
7 thinking, it would be ludicrous not  
8 to give them the opportunity to take  
9 over this PILOT and do these  
10 improvements and try to save this  
11 building. It's a centerpiece of the  
12 Village. I remember the building.  
13 I moved here in 1965, and I remember  
14 the building was in its hay-day.  
15 And there was a point where it was  
16 the hub of the Village. It was 100  
17 percent occupied. It was in  
18 beautiful condition, and it has no  
19 doubt deteriorated. It probably  
20 wouldn't have if the real estate  
21 market hadn't tanked in 2008, but we  
22 don't know that. This is where I'm  
23 coming from. I'm not speaking for  
24 the other four members of the Town  
25

1  
2 or the four members from the  
3 Village. But I think Ms. Guerra  
4 made her points very well, and I  
5 think that the mayor has stated he's  
6 in favor of it, and we put weight on  
7 all that, all of that, including  
8 your testimony more so, because you  
9 live in the Village.

10 MS. WINSTON: These are some  
11 big if's. Everything is an if. If  
12 he does this, this is gonna happen.

13 MR. NASTRE: I know. But if we  
14 don't take action, there is no if.  
15 It's just inevitable.

16 MS. WINSTON: But you did. You  
17 did. You gave the prior owner a  
18 PILOT.

19 MR. NASTRE: Right. And now we  
20 have a chance to continue it or take  
21 it away. If we take it away,  
22 nothing is going to happen. The  
23 building is only going to go down  
24 the drain. It can only go down the  
25 drain, you know, unless some

1  
2 benefactor comes in who has got  
3 total amounts of disposable cash and  
4 wants to take it on, which is  
5 unlikely.

6 MS. WINSTON: Well, like I  
7 said, based on the foundation that  
8 I've seen, the only thing that is  
9 good for that building is probably  
10 to take it down, seriously.

11 MR. NASTRE: Well, I'm sure the  
12 Department of Buildings in the  
13 Village monitors the condition of  
14 the building. And if they get to  
15 the point where they think that it's  
16 not safe for human occupancy,  
17 they're not going to allow it to be  
18 occupied. So you have to have faith  
19 in the building department. They  
20 have experienced, professional  
21 people in the Village --

22 MS. WINSTON: When they work.

23 MR. NASTRE: -- that I used to  
24 work with on a regular basis when I  
25 was zoning attorney. I know they're



1  
2 competent and I know they're on top  
3 of it. The Village can't afford the  
4 liability of not being on top of it.  
5 Let's put it that way.

6 MS. WINSTON: You don't know  
7 their track record.

8 MR. NASTRE: I know the past  
9 owner's track record. I don't know  
10 their's yet, but they're gonna have  
11 one if they get this PILOT. Then  
12 their track record is gonna start.

13 MS. WINSTON: Once again, it's  
14 an if.

15 MR. NASTRE: Of course, it's an  
16 if. We can't predict the future.

17 MS. WINSTON: Every time --

18 MR. NASTRE: If I could predict  
19 the future, I'd be a wealthy man.

20 MS. WINSTON: It just seems  
21 like every time they come here with  
22 their hands out saying if, then it's  
23 gonna happen.

24 MR. NASTRE: Let me ask you  
25 something. Don't you think it

1  
2 stands to reason that -- let's  
3 assume hypothetically that the value  
4 of this PILOT over 10 years is a  
5 half a million dollars -- it's just  
6 a hypothetical -- and if we continue  
7 the PILOT, they save a half a  
8 million dollars they can put into  
9 the building. If we don't continue  
10 the PILOT and their taxes go up to  
11 the full amount, now that's a half a  
12 million more they gotta put into  
13 taxes and a half million less that  
14 they can put into the building.  
15 Don't you agree with that? Don't  
16 you see the benefit of holding the  
17 PILOT where it is?

18 MS. WINSTON: No, I don't see  
19 it, because what I see --

20 MR. NASTRE: It gives them the  
21 money to put more into the building.  
22 It's in existence. We're not  
23 changing it. It's there. It's not  
24 gonna go away if we don't give it to  
25 them.

1  
2 MS. WINSTON: But it's on my  
3 back and everybody else.

4 MR. NASTRE: The owner, as long  
5 as he's there, will still have it.  
6 If he leaves, they may not buy the  
7 building if the PILOT doesn't go  
8 through. They may not. And if it  
9 doesn't go through, this owner is  
10 not gonna stay there forever.

11 MR. HOLLAND: Okay. Everybody  
12 have a great day.

13 MR. NASTRE: Thank you, sir,  
14 for your testimony.

15 MR. PAROLA: I'm observing that  
16 it is 10:37. I adjourn this meeting  
17 sine die.

18 (Time noted: 10:40 a.m.)  
19  
20  
21  
22  
23  
24  
25

CERTIFICATION

I, DENISE MANTEKAS, a Notary Public  
in and for the State of New York, do hereby certify:

THAT the witness whose testimony is herein  
before set forth, was duly sworn by me; and

THAT the within transcript is a true record  
of the testimony given by said witness.

I further certify that I am not related,  
either by blood or marriage, to any of the parties  
to this action; and

THAT I am in no way interested in  
the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto  
set my hand this 15th day of November, 2017.

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DENISE MANTEKAS

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