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IN THE MATTER OF  
NOTICE OF A PUBLIC HEARING  
RE: GARDEN CITY AUTO HOLDINGS, LLC

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350 Front Street  
Hempstead, New York

March 14, 2018  
9:15 a.m.

B E F O R E:  
FREDERICK E. PAROLA, Chief Executive Officer  
EDITH LONGO, Chief Financial Officer  
MICHAEL LODATO, Deputy Agency Administrator

Dolly Fevola,  
Court Reporter

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

TOWN OF HEMPSTEAD  
INDUSTRIAL DEVELOPMENT AGENCY  
350 Front Street  
Hempstead, New York 11550

CERTILMAN BALIN, ADLER & HYMAN, LLP  
90 Merrick Avenue, 9th Floor  
East Meadow, New York 11554  
BY: DANIEL J. BAKER, ESQ.

ALSO PRESENT:

JACK BIERWIRTH  
PATRICIA McNEIL  
ADAM HABER  
KATHERINE GARRY  
TERRY WINSTON  
TERRI BANKS  
JEFFREY DANIELS  
SHELLY BRAZLEY  
CAPRISE RINES

1  
2 MR. LODATO: Good morning. It  
3 is March 14, 2018. We're opening  
4 the public hearing regarding Garden  
5 City Auto Holdings, L.L.C.

6 Notice is hereby given that a  
7 public hearing pursuant to Title 1  
8 of Article 18-A of the New York  
9 State General Municipal Law will be  
10 held by the Town of Hempstead  
11 Industrial Development Agency ("the  
12 Agency") on the 14th day of March,  
13 2018 at 9:15 a.m., local time, at  
14 350 Front Street, Hempstead, New  
15 York in connection with the  
16 following matters:

17 Garden City Auto Holdings, LLC,  
18 a New York limited liability  
19 company, on behalf of itself and/or  
20 the principals of the Garden City  
21 Auto Holdings, LLC and/or an entity  
22 formed or to be formed on behalf of  
23 the foregoing (collectively, the  
24 "Company"), submitted its  
25 application for financial assistance

(the "Application") to the Agency to enter into a transaction in which the Agency will assist in the acquisition of an approximately 1.4 acre parcel of land located at 225-223 North Franklin Street, Village of Hempstead, New York 11550 (the "Land"), the demolition of an existing approximately 15,000 square foot building located thereon and the construction of an approximately 33,500 square foot building thereon (the "Improvements"), and the acquisition and installation therein of certain equipment and personal property (the "Equipment"; and together with the Land and the Improvements, the "Facility"), which Facility is to be subleased and leased by the Agency to the Company and is to be used by the Company for its primary use as an automobile dealership and service center (the "Project"). The Facility will be

1  
2 initially owned, operated and/or  
3 managed by the Company.

4 The Agency contemplates that it  
5 will provide financial assistance to  
6 the Company in the form of  
7 exemptions from mortgage recording  
8 taxes in connection with the  
9 financing or any subsequent  
10 refinancing of the Facility,  
11 exemptions from sales and use taxes  
12 and abatement of real property  
13 taxes, consistent with the policies  
14 of the Agency.

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

1  
2 the Agency and an analysis of the  
3 costs and benefits of the proposed  
4 facility. Dated March 2, 2018.  
5 Town of Hempstead Industrial  
6 Development Agency by Frederick E.  
7 Parola.

8 My name is Mike Lodato. I'm  
9 with the Town of Hempstead  
10 Industrial Development Agency. I'm  
11 the Deputy Agency Administrator and  
12 I'm here with Eddy Longo who is the  
13 Deputy Executive Director and CFO,  
14 and we will open it now for public  
15 comment whoever would like to kick  
16 this off.

17 MS. LONGO: Just identify  
18 yourself by name before you speak  
19 because she's taking every word so  
20 we don't want to confuse who is  
21 saying what. So does anybody have  
22 any comments they would like to  
23 share?

24 MS. GARRY: Katherine Garry.  
25 Just for clarification, is Mr.

1  
2 Parola Bell not planning to be here?

3 MS. LONGO: Mr. Parola is at  
4 another meeting. I'm not sure what  
5 the relevance is.

6 MS. GARRY: He is still the  
7 CFO?

8 MS. LONGO: He is not the CFO.  
9 Never has been.

10 MS. GARRY: What is he?

11 MS. LONGO: He was the  
12 Executive Director. He's now the  
13 CEO.

14 MS. GARRY: Thank you for your  
15 clarification.

16 MR. HABER: Do you have a  
17 quorum? I don't know who's on the  
18 Board.

19 Adam Haber, I'm representing  
20 the Supervisor's Office of the Town  
21 of Hempstead.

22 MS. LONGO: The Board is not in  
23 attendance at the Public Hearing.  
24 They are welcome to attend but  
25 they're just not here.

1  
2 MR. HABER: So this is the  
3 hearing. When do they do the actual  
4 vote?

5 MS. LONGO: The actual vote  
6 would be done after they've had an  
7 opportunity to review the minutes of  
8 the transcript.

9 MS. GARRY: When is the next  
10 IDA meeting?

11 MS. LONGO: The 29th of March.

12 MS. GARRY: What time?

13 MS. LONGO: Same time.  
14 9 o'clock.

15 MR. HABER: Here? In this  
16 room?

17 MS. LONGO: No, in the  
18 pavilion.

19 MR. HABER: Brief statement on  
20 behalf of the Supervisor. This is  
21 about the Garden City Auto Holdings,  
22 LLC/Garden City Mazda IDA  
23 application.

24 My name is Adam Haber. I'm  
25 head of Economic Development for the



1  
2 Town.

3 According to the authorizing  
4 statute of the Industrial  
5 Development Agency Act of 1969, the  
6 purpose of an IDA is to promote,  
7 develop, encourage and assist in  
8 acquiring constructing, improving  
9 maintaining or equipping certain  
10 facilities, thereby advancing the  
11 job opportunities, health, general  
12 prosperity and the economic welfare  
13 of the people of New York.

14 The 2013 State law, advocated  
15 for by Governor Andrew M. Cuomo,  
16 stops IDAs from granting tax breaks  
17 to retailers expect in unique  
18 circumstances, such as when the  
19 retailer derives a substantial  
20 portion of its sales from outside a  
21 geographic region. This provision  
22 has been called "the tourist  
23 destination exception."

24 Four dealerships won tax breaks  
25 from the Nassau IDA starting in 2014

1  
2 through last year to refurbish  
3 showrooms and maintenance  
4 facilities. They alleged they  
5 needed government assistance to keep  
6 up with car manufacturer's  
7 requirements. This practice has to  
8 stop.

9 Garden City Auto Holdings,  
10 L.L.C. and Garden City Mazda's  
11 application for a Town of Hempstead  
12 IDA tax brake should be denied. The  
13 creation of a mere 11 jobs shouldn't  
14 be financed with tax revenue taken  
15 from the hardworking residents of  
16 the Town of Hempstead.

17 IDAs should not give tax breaks  
18 to companies that can easily  
19 relocate and need to be where their  
20 customers are, such as car  
21 dealerships. IDAs should be  
22 creating jobs and expanding the tax  
23 base to lower taxes, not to raise  
24 them.

25 The Town of Hempstead IDA

1  
2 should pursue organizations that  
3 focus on technology, healthcare or  
4 light manufacturing instead of car  
5 dealerships.

6 I urge you to deny this  
7 application and focus your efforts  
8 on projects that will cause real job  
9 creation and economic benefit.  
10 That's something we can all agree  
11 on.

12 This is a statement from the  
13 Supervisor, Laurie Gillen and I'm  
14 reading on her behalf as Adam Haber,  
15 head of Economic Development for the  
16 Town.

17 MS. LONGO: Anyone else?

18 Ms. Garry.

19 MS. GARRY: My name is  
20 Katherine Garry, resident of the  
21 Town of Hempstead.

22 In conjunction with the  
23 statement that was just read, I  
24 oppose this PILOT for Mazda. I  
25 believe it's a 10-year PILOT.

1  
2 Is that what it's for? Is it a  
3 10-year PILOT?

4 MR. BAKER: Yes.

5 MS. GARRY: I have an exhibit  
6 which I'll submit. This is from the  
7 Village of Hempstead's budget book  
8 from tax year 2016 - 2017. It lists  
9 the various PILOTS that are  
10 currently in operation in Hempstead.

11 As you can see from the list  
12 there are actually -- it looks as  
13 though 26 but there is actually 23  
14 because there are three numbers  
15 missing in this first column here.  
16 They are missing because they have  
17 been terminated. There is three  
18 that used to be there and their  
19 numbers are missing because they  
20 have been terminated so there are 23  
21 existing as of the time this was  
22 produced last year.

23 Since that time, though, there  
24 have been four additional PILOTS;  
25 the 50 Clinton, the CPK Dell, the

1  
2 Dollar Store and the FDR Laundry so  
3 there are actually a total of 27  
4 existing PILOTS in the Village.

5 MS. LONGO: As a point of  
6 reference, CPK is not closed.

7 MR. LODATO: Nor is FDR.

8 MS. GARRY: At the present  
9 time.

10 MR. LODATO: Correct.

11 MS. GARRY: They were approved,  
12 however, by the Board.

13 MS. LONGO: They are not an IDA  
14 project until the day they close.

15 MS. GARRY: We understand that  
16 but they were approved originally  
17 and there seems to be question as to  
18 why they are not approved at this  
19 point but they can still be  
20 approved.

21 First of all, it was CPK that  
22 did not go forward on it and if  
23 their conditions change they can  
24 still have their PILOT, I presume.  
25 And FDR is undecided because there

1  
2 is a challenge on it.

3 At any rate, the Village of  
4 Hempstead because of all of these  
5 PILOTS -- and it's one, two, three,  
6 four, six already are car  
7 dealerships and so this will be the  
8 seventh car dealership if you go  
9 ahead with it.

10 The Village is losing -- I  
11 calculated this -- between four and  
12 \$6 million a year on these PILOTS  
13 and the school district is losing at  
14 least \$10 million as far as I can  
15 see. It's hard to get exact figures  
16 because the Village assessor does  
17 not reassess the properties after  
18 they get the PILOT, after they  
19 construct their facility so it's  
20 hard to determine exactly what the  
21 actual loss is, but it's a very  
22 serious loss. And if the purpose of  
23 this, as Mr. Haber outlined, was to  
24 assist a community in its economic  
25 development, it's very clear that

1  
2 these PILOTS have had the opposite  
3 impact and have really injured the  
4 community, created all kinds of  
5 problems, particularly the apartment  
6 building ones and now the car  
7 dealerships. So that's my first  
8 comment.

9 Secondly, I was present at the  
10 presentation to the IDA Board, the  
11 initial presentation a month or so  
12 ago, and the presentation indicated  
13 that the Mazda people are attempting  
14 to sell this to the community on the  
15 basis that they are going to have an  
16 apprentice program for five students  
17 at the Hempstead High School and  
18 this apprentice program would be to  
19 help them be on the scene to learn  
20 how to be a mechanic for cars and  
21 it's very difficult at this point to  
22 get employees for car repairs  
23 because, according to her, cars are  
24 now computer and so people need a  
25 whole lot of training, and because

1  
2 she needs people to be hired to do  
3 this work because she's expanding  
4 her business now, she has agreed to  
5 take five students from Hempstead  
6 High School who would take several  
7 years to become a full-scale  
8 mechanic.

9 The problem with this is, it's  
10 a very nice thought. It's a very  
11 nice program and I think everyone of  
12 the car dealers should have such a  
13 thing; however, it's not a reason to  
14 give a tax break to the whole  
15 community because the cost of that  
16 apprenticeship program is being paid  
17 for by the loss of taxes that the  
18 residents get, so it's really the  
19 residents of Hempstead who are  
20 paying for this apprenticeship  
21 program.

22 And you can expand that also to  
23 the jobs they are supposed to  
24 create, 11 jobs after 2 years, and  
25 the tax breaks are such that, again,



1  
2 those jobs are being paid for by the  
3 people who pay the taxes in the  
4 community, the homeowners and the  
5 other businesses. And therefore,  
6 this hardly justifies it and it  
7 underscores what Mr. Haber said that  
8 11 jobs is really not sufficient to  
9 allow for a PILOT for this type of  
10 business.

11 In terms of construction jobs,  
12 they have indicated they would work  
13 with Reggie Benjamin and that's very  
14 nice and it's a good thought;  
15 however, there is no guarantee on  
16 it. No guarantee as to how many  
17 people from Hempstead would even get  
18 the construction jobs and  
19 construction jobs are not the jobs  
20 upon which a PILOT is based. It is  
21 supposed to be based on permanent  
22 long-scale, you know, regular jobs,  
23 extended jobs, not just, you know,  
24 for a year.

25 Then, in terms of -- Apparently

1  
2 they are moving. They have their  
3 original building at 209 Franklin  
4 and they are going to move like to  
5 225 to 239 Franklin. So apparently  
6 that original property appears will  
7 be vacant and probably up for sale  
8 and we look at what happens in  
9 Hempstead when groups with PILOTS  
10 sell their original property, they  
11 sell them to -- they have in the  
12 past, several of them -- have sold  
13 them to non-profits so that kills  
14 the income there.

15 If you look at what Honda did,  
16 Honda was on the corner of Franklin  
17 and Jackson and now through, not the  
18 IDA but the LDC, which is the same  
19 Board as the IDA Board, they got  
20 benefits, incredible benefits to  
21 build schools on a major  
22 thoroughfare and take that Honda  
23 property off the tax roles. It's a  
24 major property, not only that one  
25 but the one at the end of the block

1  
2 where they have the middle school.  
3 That was a New York State building  
4 off the tax roles. And then, the  
5 Dell company did the same thing when  
6 it got its PILOT. And I understand  
7 it's not in effect now, but they did  
8 on the basis that they were going to  
9 get that PILOT, they sold their  
10 original property to a nonprofit who  
11 was threatening to leave it vacant  
12 if it does not get a 20-year PILOT.

13 So we see the danger here that  
14 can occur because they have made no  
15 promises, as far as I know, not to  
16 sell to sell to a non-profit for the  
17 property that they will not be  
18 using.

19 Just on a general moral basis  
20 for a business, it should have an  
21 obligation to care about the  
22 businesses and the homeowners that  
23 they do their business and they have  
24 been there a long time. They have  
25 been making money in the community

1  
2 and now they want basically welfare  
3 from the other businesses that don't  
4 have PILOTS, as well as the  
5 homeowners. In other words, it's  
6 having the other taxpayers assist  
7 them to increase their profits.  
8 That's what it's about. It's about  
9 increasing their profits. They are  
10 expanding their business and they  
11 want the taxpayers to help them  
12 increase their profits.

13 The Village is already at  
14 96 percent of their tax limit  
15 according to the mayor and so this  
16 becomes a very serious problem as  
17 well because all of these PILOTS are  
18 creating the rise in this, you know,  
19 tax limit that the Village is  
20 approaching.

21 I believe that these companies  
22 need to live within their means. If  
23 they want to expand, they should be  
24 able to get their own funding.  
25 Regular taxpayers are unable to get

1  
2 this type of welfare and it seems  
3 very unfair that these businesses in  
4 order to create profits are going to  
5 impact the local residents.

6 I also bring to your attention  
7 that the president, Donald Trump,  
8 has passed a tax reduction benefit  
9 to major businesses and to  
10 businesses across the board such  
11 that I believe it was from  
12 35 percent to 21 percent that these  
13 businesses would pay and I think  
14 it's inappropriate for them now that  
15 they have that tax benefit to be  
16 asking for a PILOT.

17 I also indicate that I see  
18 indication that in the sales tax  
19 benefit they are not only asking for  
20 a PILOT, they also get sales tax  
21 benefits of \$324,000 on this deal.  
22 And there is also -- maybe you can  
23 answer this question whether they  
24 are going ahead with the mortgage  
25 tax reduction as well?

1  
2 MS. LONGO: The mortgage tax  
3 has not been decided.

4 MS. GARRY: But it's a  
5 possibility.

6 MS. LONGO: Always a  
7 possibility.

8 MS. GARRY: Okay. The Village  
9 of Hempstead's tax rate is  
10 extraordinarily high at  
11 83.48 percent -- \$83.48 per hundred  
12 assessed evaluation, extremely high.  
13 I live in Rockville Centre and the  
14 average people in Hempstead pay  
15 2,000 more in Village tax than I  
16 pay. And the Village of Rockville  
17 Centre gets better services as well.

18 That is basically my statement  
19 and I will yield the floor to  
20 whoever else wants to make a  
21 statement.

22 MS. LONGO: Mr. Baker, you said  
23 you wanted to make a statement.  
24 Would anybody else like to be heard?

25 MS. WINSTON. My name is Terry

1  
2 Winston and I'm a resident of the  
3 Town of Hempstead. I am utterly  
4 disgusted with the Town of Hempstead  
5 IDA regarding your senseless and  
6 constant approval of PILOT  
7 applications. It doesn't take a  
8 rocket scientist to realize that the  
9 abysmal plight that the Village  
10 finds itself in is a direct result  
11 of the irresponsible and  
12 questionable PILOTS approved by this  
13 agency, the Village and Nassau  
14 County.

15 The tired overused excuse is  
16 that jobs will be created followed  
17 by economic growth. This analogy is  
18 a myth and to put it bluntly, a lie.  
19 The Village has approximately 25-27  
20 PILOTS along with numerous  
21 non-profits and governmental  
22 structures that are subsidized by  
23 the homeowners and what's left of  
24 the small businesses. In spite of  
25 this heavy burden, this agency sees

1  
2 fit to dump yet another one upon the  
3 Village. These are not businesses  
4 that want to invest in the Village.  
5 Investors use their own money and it  
6 would be beneath them to come into  
7 the community begging for financial  
8 assistance knowing that the  
9 community can not afford it. It is  
10 a travesty that this agency approves  
11 them so readily and with "no  
12 questions asked" approach until  
13 after the fact.

14 As a lifelong resident of  
15 Nassau County and a homeowner in the  
16 Town of Hempstead, I know firsthand  
17 what your irresponsible inept  
18 decisions have created. This agency  
19 gets an "A" for unleashing  
20 segregation, genocide and  
21 unwarranted financial hardship on  
22 the Village of Hempstead.

23 If this agency continues this  
24 path of destruction of a community,  
25 the residents in this community will



1  
2 no longer exist due to displacement  
3 because eventually it will be  
4 financially impossible to live here  
5 and that equals genocide.

6 If my words are harsh it's  
7 because it's well placed.

8 MS. LONGO: Would anyone else  
9 like to be heard?

10 MR. DANIELS: Jeffrey Daniels.  
11 I'm a lifelong Village resident here  
12 and I'd say those words were  
13 eloquent. I think it's been an  
14 atrocity to what's occurred here. I  
15 think the IDA Board of the Town of  
16 Hempstead should make it a priority  
17 to rebuild, rejuvenate and  
18 re-invigor the economy.

19 The Village of Hempstead is the  
20 largest village by population in the  
21 State of New York. It is almost  
22 10 percent of the population of the  
23 Town of Hempstead. And in the  
24 fiscal year 2017 the Village of  
25 Hempstead will absorb over

1  
2 \$4 million of PILOT payments. \$4  
3 million have been wiped off the  
4 rolls of the Village of Hempstead  
5 with 10 and 15-year tax abatements.  
6 So that's basically \$40 million out  
7 of the Village of Hempstead.

8 The lowest high school  
9 graduation rate probably in all of  
10 Long Island, one of the lowest. If  
11 you look at the history of the Town  
12 of Hempstead IDA Board and their  
13 lack of oversight and what has  
14 occurred with these PILOT  
15 agreements, the lack of  
16 collaboration between the benefits  
17 to, not just the Village of  
18 Hempstead but also to the Town of  
19 Hempstead, in the way of jobs that  
20 were never created and the lack of a  
21 recapture agreement in those PILOT  
22 agreements which was mandated in  
23 2016. Just in 2016, how many other  
24 PILOTS have gone through prior to  
25 the fact that you didn't have a

1  
2 recapture provision, which was in  
3 your 2017 audit, it was issued in  
4 your audit from the State controller  
5 that you needed to have a recapture  
6 provision. That's the only way it  
7 went into your agreement. It's too  
8 late for the Village of Hempstead by  
9 then, too late for the Village of  
10 Hempstead.

11 Just look at your history. You  
12 gave a PILOT to 590-600 Fulton in  
13 order for the gentleman to purchase  
14 the property, to purchase the  
15 property. The property was being  
16 sold above market. You subsidized  
17 the purchase of that property in the  
18 name of affordable housing. The  
19 rents on that property at the time  
20 that you guys acquired it was below  
21 the tax credit affordable rent for  
22 Long Island. So the property was  
23 already affordable by definition of  
24 HUD. You gave them a \$400,000  
25 annual abatement, equals 4.7

1 million dollars on the backs of the  
2 residents of the Village of  
3 Hempstead. Third quarter, that  
4 gentleman bought that building for  
5 \$22.9. He promised the  
6 consideration for that PILOT was new  
7 windows, new kitchens, new  
8 bathrooms, new foyers outside,  
9 security, roof, and there has been  
10 zero oversight by the Town of  
11 Hempstead for that and that work  
12 remains outstanding today. That  
13 building was already in the rent  
14 stabilization program so that work,  
15 those capital improvements, by law  
16 the landlord had the ability to bill  
17 back to residents. He did not need  
18 a tax abatement in order to do that.  
19 It was already constitutionally  
20 written in the law and yet we sit  
21 here today and deliberate even  
22 further tax abatements through this  
23 program.  
24

25 In the third quarter of 2017,

1  
2 590-600 Fulton Avenue was refinanced  
3 for 46 million dollars. 46 million  
4 dollars. Twice what he paid for it.  
5 And the living conditions in that  
6 building are deplorable.  
7 Deplorable. Deplorable. And it's  
8 on the basis of the tax abatements  
9 that have been given by this Board.

10 MS. RINES: Please don't  
11 disrespect us again.

12 My name is Caprise Rines. I  
13 feel that this attorney is being  
14 very disrespectful to the comments  
15 of the people in room and if this  
16 disrespect continues, I'm going to  
17 have this IDA cited. And I'm going  
18 to go the Attorney General's Office  
19 for disrespect to this community.

20 If this man rolls his eyes and  
21 makes one more body gesture, I want  
22 this shut down. Continue, sir.

23 MR. DANIELS: One of the  
24 purposes of this Board should be to  
25 rejuvenate and focus back on the

1  
2 Village of Hempstead. It is  
3 10 percent of the population of the  
4 Town of Hempstead. You have a  
5 deplorable history of putting these  
6 PILOTS through with no benefit back  
7 to the Village.

8 I understand job creation and I  
9 agree with you there should be job  
10 creation, but what you have created  
11 is a vicious downward cycle onto the  
12 Village of Hempstead.

13 For instance, Ms. Garry states  
14 83 percent, close to 85 percent, of  
15 the taxes that you are abating are  
16 Village of Hempstead school taxes.  
17 School taxes. We don't have a track  
18 for our children to run track on.  
19 It is dangerous to run around that  
20 track. The value of homes in the  
21 Village of Hempstead are some of the  
22 lowest in Nassau County. The amount  
23 of tax in relation to the value of  
24 the homes are the highest in Nassau  
25 County and as a function of these

1  
2 tax abatements, the Village of  
3 Hempstead is at 96 percent of its  
4 tax capacity. We are going to have  
5 to cut services. How can we justify  
6 cutting services for a deal that  
7 works without a tax abatement?

8 First of all, I find it highly  
9 insulting that two, which would be  
10 the second auto dealership within  
11 the boundaries of the Incorporated  
12 Village of Hempstead decide to call  
13 themselves or base themselves as  
14 Garden City. That's insulting. And  
15 yet you come to the Village of  
16 Hempstead to bounce your projects on  
17 the backs of Village of Hempstead  
18 residents. I find that highly  
19 insulting.

20 Secondly, the way car  
21 dealerships work are very similar to  
22 franchises. In fact, most of them  
23 are franchises. So there's a  
24 franchise right around the Village  
25 and in the surrounding area. Where

1  
2 is Mazda going to go? Where will  
3 that franchise take them? More than  
4 likely, and I wonder if the Board  
5 has even looked at that, it was  
6 probably mandated by Mazda  
7 Corporation that Mazda invested into  
8 its dealership. If you have seen  
9 that Mazda dealership, it is  
10 atrocious. Their inventory floods,  
11 not only their lot but also our  
12 street. Their operations flood our  
13 street.

14 Did Hassel BMW need a PILOT  
15 agreement to invest \$10 million into  
16 the BMW facility in Freeport? It  
17 was mandated by BMW that they  
18 upgrade their standards, the same  
19 way I'm pretty sure it is mandated  
20 by Mazda to upgrade their standards.  
21 They don't need a tax abatement to  
22 do that.

23 The Town of Hempstead needs to  
24 work with the Village. Hour home  
25 values are low because our taxes are



1  
2 high. Our home values are low  
3 because we have no tax base. Our  
4 school district is poor because they  
5 lose all the money.

6 Members of this Board. Mr.  
7 Ardito is a member of the Western  
8 Property Owners Association in  
9 Garden City. Third main line track  
10 is coming through Garden City, Long  
11 Island Railroad. There's an MOU  
12 between the LIRR and the Western  
13 Property Owners Association. They  
14 will receive two-and-a-half million  
15 dollars due to the fact that the  
16 train line is going through.  
17 Economic benefit is to everyone that  
18 we get a third rail, a third line  
19 going down the main line. Whether  
20 it be as far east as Ronkonkoma to  
21 local to Mineola, everyone benefits.  
22 But the people of Garden City and  
23 the members of the Western Property  
24 Owners Association realized that  
25 they were going to be impacted so

1  
2 what did they do? They have an MOU  
3 with the Long Island Railroad. The  
4 Long Island Railroad understands  
5 that they are impacted. They are  
6 giving them two-and-a-half million  
7 dollars. The Western Property  
8 Owners Association is involved in a  
9 design build contract including  
10 figuring out who will be the design  
11 build engineer and contractor.  
12 There's times being stated so that  
13 deliveries are not being made at the  
14 time that kids are in school.  
15 There's information in there that  
16 says where construction workers can  
17 park. We've got a multi-million  
18 dollar sewer lift operation going on  
19 right down the street right in front  
20 of this building here. When I was  
21 walking up, the construction workers  
22 that was working on that, one of  
23 them was urinating in front of the  
24 building. That's what people do in  
25 the Village of Hempstead because

1 nobody cares. And it starts here  
2 with how this Board treats us.  
3

4 Go back to the Western Property  
5 Owners Association. There is a  
6 reserve at the end of the  
7 construction of that third line.  
8 There is a \$10 million reserve. You  
9 know why? So that if there is  
10 something built there that does not  
11 look right or is not where the  
12 residents of that area like, they  
13 have a fund that they can go in and  
14 fix it. There is no such fund here  
15 in the Town of Hempstead Industrial  
16 Development Agency. If there was,  
17 we would have recaptured the tax  
18 break that you gave to 590-600  
19 Fulton. You would have recaptured  
20 the tax break that you gave to  
21 Millennium Honda. I understand the  
22 benefits you gave to Millennium  
23 Honda. I understand the benefits to  
24 Nassau County. I don't see the  
25 benefit of a four-story garage.

1  
2 Millennium Honda quadrupled  
3 their inventory, sells millions of  
4 dollars of cars now of which Nassau  
5 County at least 4 percent sales tax.  
6 So if they abated the taxes, there's  
7 a cost benefit going back to Nassau  
8 County. We abate our taxes we get  
9 no cost benefit. The tax burden is  
10 shifted from these corporations onto  
11 the backs of homeowners. Most of  
12 them minority, most of them are  
13 already dealing with a racially  
14 discriminatory assessment process  
15 that was already decided in the  
16 courts. The ACLU already decided  
17 that the original assessment as  
18 delivered to Nassau County back in  
19 2002 were discriminatory that caused  
20 the freeze that caused everything to  
21 turn around within the County and  
22 we're now back in the same situation  
23 again. Newsday highlighted it in  
24 2017. There is two different  
25 assessments; one for lower income

1  
2 areas and one for higher income  
3 areas and, of course, we shoulder  
4 that burden.

5 I am not against PILOTS. That  
6 is an acronym and when used properly  
7 benefits the public. This a public  
8 benefit corporation. That's what  
9 the IDA is, a public benefit  
10 corporation. The Village of  
11 Hempstead is part of the public.  
12 We're 10 percent of the Town, nearly  
13 10 percent of the Town. Look  
14 around. The Village cannot afford  
15 this.

16 Our schools don't look like  
17 Garden City schools. Our schools  
18 look like trailer parks. Are  
19 children can't run on a track  
20 because the track is beat up. They  
21 can't even host a track tournament  
22 because no one will run on that  
23 track. Nobody will. And we're  
24 saying this is the community that we  
25 want to take more tax benefits from?

1  
2 The Village of Hempstead is at  
3 96 percent of its tax limit, levy  
4 limit, and this is the community we  
5 want to strip taxes from?

6 If I go back and think and look  
7 at what's being done for the public  
8 good, and it will involve eminent  
9 domain along the way for that third  
10 track, will have eminent domain  
11 associated with it, but there is a  
12 group and one member of this Board  
13 is a member of that group that is  
14 going to benefit directly, not just  
15 through this trickle down economic  
16 theory that's been used here with  
17 the IDA Board, but directly benefit  
18 and make sure in their that despite  
19 whatever they do on that third track  
20 that they cannot diminish the  
21 services of the Hempstead branch.  
22 You know why? Because that's the  
23 branch they ride.

24 At this Board, traditionally,  
25 we have not had a voice. We need a

1  
2 voice and a voice is not four people  
3 on a Board who cannot have a  
4 deciding vote. We need this town to  
5 work with the Village to add to the  
6 economic base and vibrancy of the  
7 Village, not to further diminish it.  
8 This further diminishes the same way  
9 the other five auto dealership  
10 PILOTS that you have given thus far.

11 I think it's great if you want  
12 to have an apprenticeship program  
13 for auto body mechanics, but let me  
14 tell you one thing. Years ago the  
15 Village of Hempstead High School had  
16 its own auto body/auto mechanic shop  
17 within the school. It was part of  
18 the curriculum and many students  
19 graduated through that program and  
20 went on to be mechanics, not five.  
21 And the reason that program does not  
22 exist is because we've got millions  
23 of dollars off the roles.

24 We have a vacant parcel on  
25 Washington Avenue, a stones throw or

1  
2 if I'm hitting the ball well, maybe  
3 even one of my three woods, to the  
4 school site that has sat vacant for  
5 years. The Village of Hempstead  
6 school board has been trying to  
7 float a bond. The Village has been  
8 fighting it back and forth.

9 \$4 million annually coming off  
10 of our rolls. That \$4 million  
11 leveraged is enough to rebuild a  
12 school. We don't have a school  
13 because of the IDA Board. That is  
14 the problem.

15 We're not against PILOTS.  
16 We're against PILOTS that decimate  
17 the Village of Hempstead and  
18 traditionally that's what this body  
19 has done time in and time again.  
20 You have taken buildings off of the  
21 tax rolls and placed that tax burden  
22 onto the backs of our homeowners,  
23 diminishing their property values,  
24 which most of our Town residents,  
25 Village residents, that is their



1 largest asset. That is wealth  
2 transfer. It's a vicious, vicious  
3 cycle. It's easy for everybody to  
4 say the Village can't get their act  
5 together. The Village is this. The  
6 Village has the high crime rate, but  
7 we have stripped the Village of  
8 having any hope. We need to turn  
9 that around today.  
10

11 That third line should not be  
12 redirected right through the gut of  
13 the Village and that's exactly what  
14 this tax abatement does. Thank you.

15 MR. BIERWIRTH: It's Jack  
16 Bierwirth. I'm here on behalf of  
17 Regina Armstrong who's the acting  
18 Superintendent of the Hempstead  
19 Public Schools.

20 Three quick points. First,  
21 going back to the point made by Adam  
22 Haber, the school district does  
23 support IDA projects as they were  
24 originally designed to bring  
25 economic activity and jobs to a

1  
2 community. That is something this  
3 community needs and the school  
4 district needs.

5 The second point is that the  
6 cumulative impact of the PILOTS  
7 which have been discussed with me  
8 since I came to the district in  
9 October representing the  
10 Commissioner of Education, that the  
11 cumulative impacts of the PILOTS has  
12 been dwindling tax base and putting  
13 more of the school property taxes  
14 onto the homeowners.

15 If you make the pie smaller,  
16 the remaining parts of the pie have  
17 to pick up a greater burden and  
18 that's a problem for the school  
19 district because the school district  
20 has to figure out how to compete,  
21 how to prepare its kids for the  
22 twenty first century on a tax base  
23 that isn't as big as most of its  
24 neighbors. Actually, is not as big  
25 as any of its neighbors.

I heard about the jobs.

Hempstead kids have access to BOCES. Many more than five positions -- if I heard that correctly -- five positions does not do much for a 3,000 student high school. We need a lot more training programs.

In terms of PILOTS in general, I think the IDA, particularly with anything that's residential, and I know this one is not residential, needs to take account of the impact of a larger number of residents with kids on the school district. I know people look at the money that's coming in, whether it's taxes or PILOTS, but if the cost to the school district is to have to build more buildings and hire more staff, the Village may benefit because it may not have that much in the way of increased services, but the school district may have to lay out a lot more and I think that part of the

1  
2 equation needs to be looked at.

3 The capacity of the school  
4 district is really for about 2000  
5 students less than the district has  
6 now. The district is 7600 students.  
7 The high school. I worked in  
8 Hempstead from '74 to '77, not long  
9 after that new high school was  
10 built. It was built for 15 to 1600  
11 students. In another three or  
12 four years we're going to have over  
13 3,000. So we've either got to  
14 figure out where to put them or ask  
15 the community to flip the cost of --  
16 I don't know -- another 100 to  
17 \$200 million worth of facilities.

18 So please, in terms of your  
19 economic calculations, you've got to  
20 take into account both the annual  
21 cost of the school district, in  
22 terms of staff and operations, and  
23 the capital costs in terms of  
24 building buildings that the school  
25 district does not have now.

1  
2 MS. LONGO: Thank you.

3 MS. RINES: My name is Caprise  
4 Rines. I'm a resident of Hempstead.  
5 Insanity is doing the same thing  
6 over and over again and expecting a  
7 different result. I sat at plenty  
8 of these IDA meetings and given my  
9 opinion on different PILOTS and I  
10 will say that since the oversight I  
11 feel that you have not used the  
12 tools it takes to say, if you're not  
13 doing what you're supposed to, take  
14 the PILOT away. And I'm afraid that  
15 we're giving PILOTS to people who do  
16 not deserve them.

17 And in regards to this, I agree  
18 with the statement that Jeff made.  
19 I didn't hear Mr. Haber's statement,  
20 but I think that when we give these  
21 PILOTS away, the original purpose of  
22 a PILOT was to create jobs for  
23 struggling communities and it wasn't  
24 supposed to be welfare for  
25 businesses and that's what it seems

1  
2 like it is here.

3 I am not eligible and I'm a  
4 disabled American and I'm not  
5 eligible for welfare. Why are  
6 businesses eligible for welfare?

7 Our president gave -- like Ms.  
8 Garry said -- a tax break for  
9 businesses and the attorney did not  
10 agree with that statement because I  
11 read it on his face when he frowned  
12 his face when he frowned his face.

13 In addition, she said that he  
14 might be eligible -- she might be  
15 eligible for a break on the  
16 mortgage. That's an additional  
17 break for her. In addition to that,  
18 she's made profits. What did she do  
19 with her profit? Why is she looking  
20 for a PILOT in our community? We  
21 are struggling. There are more  
22 homes in foreclosure in Hempstead.  
23 People are losing their homes and  
24 you're asking us to give you a  
25 break. Give us a break.

1  
2 On average, some homeowners are  
3 paying over \$1,000 towards their  
4 taxes as opposed to their principal  
5 on their mortgage and you want us to  
6 give you a break. Give us a break.  
7 This is not fair that you're asking  
8 a burden on us. We're struggling to  
9 keep our families in our homes,  
10 paying our light bill, paying for  
11 medication and she made a profit?

12 Do like everybody else do, make  
13 it work with what you have. Make it  
14 work with what you have. This is  
15 not fair that you're asking from us  
16 to do less. Do more with what we  
17 have. Do more with what you have  
18 because I'm very upset that I'm  
19 sitting here, that we have to come  
20 in every time a business wants to  
21 come in our community, kick rocks  
22 for socks because I'm upset.

23 The passion that we feel is  
24 that we're trying not to lose our  
25 homes. We're struggling to put gas

1  
2 in our cars. When I have to go to  
3 the gas station, I have to determine  
4 if I'm going to put 10 or \$15. I  
5 have to spend my gas to come to a  
6 meeting to tell you no more PILOTS.

7 Now, if you was telling me  
8 you're giving me 250 jobs to people  
9 in our community and not these  
10 construction jobs because I don't  
11 see any black faces on these  
12 construction jobs outside and they  
13 are not from my community here. And  
14 the fact that I crossed the street  
15 and they did not stop the traffic to  
16 help me get across the street shows  
17 they don't care for me and they  
18 don't care for my community.

19 And guess what, all these  
20 businesses don't shop here. If that  
21 was in the clause you gotta eat and  
22 shop in my community that would make  
23 me feel good. You don't put a dime  
24 in my community. When they come and  
25 they leave they don't put any money



1  
2 in my community. So the insult to  
3 me is that you don't like my  
4 community and you don't like me.

5 So I'm insulted by the fact  
6 that I'm not eligible for welfare  
7 and so I make it work with the  
8 little bit of money I get. Make it  
9 work with all the profits you  
10 receive in my community.

11 And my insult is that all these  
12 businesses that ask for a PILOT,  
13 they don't give anything back. I'm  
14 a volunteer at my school district.  
15 I don't see none of them kicking  
16 down the doors. She should have had  
17 this apprenticeship before she asked  
18 for a PILOT. I would have been on  
19 her side then if she said, I already  
20 have five students and I'm going to  
21 get another 15. She would have  
22 impressed me then.

23 When I go and knock on their  
24 door for PTA, they have never given  
25 us anything. She would have

1  
2 impressed me then, but they don't  
3 give us anything and they want  
4 something from us and I am insulted.  
5 It's an insult. Everyone knocking  
6 on our door wanting something from  
7 us. What are you giving to us?  
8 Absolutely nothing. No one donated  
9 a car when we needed something for  
10 our kids and you want a tax  
11 abatement. How dare you?

12 The purpose of PILOTS is that  
13 you're making something happen for  
14 the people of this community because  
15 you deserve it and they are waiting  
16 for the State. They think the State  
17 is going to give us something back?  
18 We're not sending that much to the  
19 State. No, we're sending a whole  
20 lot to the State but they're  
21 thinking that we're going to send it  
22 back. If we're going to have  
23 foreclosed houses that means people  
24 are not going to pay their taxes  
25 because they are losing their homes.

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And to me, it's purposeful.  
It's a plan. It's a plan to break  
the Hempstead community and I'm not  
going to allow that to happen. It's  
disgusting how bad it looks.

And I know Mazda, the  
corporation, gives these places  
money, like he said. You have to  
make it happen. You have to make it  
happen, sir.

And don't let people see your  
hand. You can't play poker. I know  
you're a poker player because I beat  
you every time.

MR. BAKER: Why are you  
attacking me?

MS. RINES: Because you keep  
showing your -- Don't show it.

MR. BAKER: I'm not showing  
anything. I'll speak when it's my  
turn to speak.

MS. RINES: Okay, but then  
don't shake your head.

Any way, my thing is this, five

1  
2 apprenticeships is nothing in our  
3 community. If she called Mazda and  
4 said throughout the Mazda  
5 dealerships, throughout Long Island,  
6 we're going to send five students to  
7 all the Mazdas she would have  
8 impressed me. She would have did  
9 her due diligence. She's not doing  
10 her due diligence here. We don't  
11 need apprenticeship programs. We  
12 need real jobs. Real jobs.

13 If she would've said, I'm going  
14 to give 25 jobs -- No, no, we don't  
15 even need the jobs. We don't need  
16 the jobs. I changed my mind on  
17 that. We don't need any more  
18 PILOTS.

19 Like she said, when her  
20 original building comes off the  
21 rolls somebody's going to go in  
22 there and I'm tired of them  
23 threatening our community. "If we  
24 leave." Then leave.

25 We need to start -- IDA come up

1  
2 with a program where you can get  
3 somebody in this community to put a  
4 business if they do leave. Come up  
5 with somebody where somebody has a  
6 business in this community and  
7 putting it in that building if they  
8 do leave because I know there is  
9 money out there to do that because  
10 it's insulting. We have all this  
11 money -- We have all these taxes we  
12 pay. Right now, the home we own,  
13 almost \$14,000 a year and all of  
14 that is going to our school taxes.  
15 It's insulting. And it's enough is  
16 enough. No more. No more.

17 And let's follow through on the  
18 other ones. Let's follow up  
19 on 590-600. Tell them no more. Do  
20 what you're supposed to do.

21 MS. McNEIL: Patricia McNeil.  
22 You speak of giving them a PILOT.  
23 Eleven jobs. Eleven jobs versus how  
24 many children? How many students  
25 we're unable to educate? It cost us

1 a minimum of \$24,000 a year to  
2 educate a child but you want to give  
3 them a \$10 million a year tax break.  
4 How is that going to help us?  
5 That's over 400 students right there  
6 that we have to find another  
7 alternative route to educate them  
8 and pay for.

9 You talk about programs,  
10 apprenticeships. We have programs  
11 at BOCES. We can train more than  
12 five students a year, more than five  
13 students a term. So the five  
14 students that they're going to  
15 train, that's peanuts. That's  
16 two grains of sand off Jones Beach.  
17 It does no good. We won't, miss it.  
18 We don't need their help with that.  
19 We need them to pay their fair  
20 share.

21 If they want to do business  
22 here, it's insulting that you don't  
23 even want to name your business --  
24 no association with us except you  
25

1  
2 want our money because you don't  
3 want to label Hempstead on your  
4 business.

5 So when you give a business a  
6 tax break, a PILOT, you make us a  
7 shareholder in their business but we  
8 get no stock. We have no voice. We  
9 get no benefits that a shareholder  
10 should get, but we pay the cost and  
11 that's a form of racial  
12 discrimination which you guys  
13 continually do over and over and  
14 over again.

15 We come here every month with  
16 the same thing and you guys keep  
17 coming with the same thing. "Oh,  
18 they're going to move." Well, let  
19 them move because when they move  
20 someone else always comes in. They  
21 do. I'd rather pay to keep an empty  
22 space looking well than pay to keep  
23 a space that's making millions of  
24 dollars in business and we get  
25 nothing in return.

1  
2 How do you want to operate in a  
3 community when you don't give a damn  
4 about the community. You don't care  
5 about the students. You don't care  
6 about future growth, future  
7 education. You care about nothing.  
8 All you care about is you.

9 We don't need that type of  
10 business here. We pay too high of a  
11 cost here and that does not make  
12 sense for them to constantly do this  
13 to us.

14 So they don't want any  
15 association with us. They want our  
16 money. They don't want to help us  
17 to continue to educate our children,  
18 so what do we need with them. Take  
19 this to your neighborhood, Fred.  
20 Take it to all your neighborhoods.  
21 Get it out of ours because it makes  
22 no sense.

23 As I stated at the last meeting  
24 and I state it every time I come  
25 here, if you guys want to put this



1  
2 in our neighborhood then the rest of  
3 Nassau County should have to give up  
4 the tax money we're losing. They  
5 should make up that tax break  
6 because we can't carry it any longer  
7 but you're not going to run us out  
8 of here. We understand that's the  
9 game plan but it's not going to  
10 happen. We're going to stand here  
11 and continue to fight and I'm  
12 finished.

13 MS. LONGO: Thank you. Dan.

14 MR. BAKER: Thank you. Daniel  
15 Baker. You have my card.

16 THE REPORTER: Yes.

17 MR. BAKER: So I represent the  
18 Applicant here. I'm going to  
19 address comments that I believe are  
20 specifically relevant to the  
21 application and I'm going to try to  
22 stay away from the generalized  
23 comments which I appreciate  
24 everyone's passion but I don't  
25 particularly find it relevant to my

1  
2 role here so I'll leave that to --

3 MS. McNEIL: Well, thank you  
4 for letting us know that you don't  
5 give a damn about how we feel.

6 MR. BAKER: Excuse me. I  
7 respected everybody's comment here.  
8 I would appreciate the same thing.

9 MS. LONGO: Wait. One person  
10 at a time. She has to get this down  
11 and when two people are talking it  
12 makes it very, very difficult.  
13 Please let Dan speak. Everybody was  
14 quiet.

15 MS. McNEIL: But Dan doesn't  
16 have to insult us.

17 MS. LONGO: I don't think Dan  
18 is insulting anybody.

19 MR. BAKER: First off, I think  
20 the most important point that I'd  
21 like to put on the record here, and  
22 certainly something that we talk  
23 about at Board meetings when I  
24 present applications like this, and  
25 I think it's the most relevant

1  
2 comment to respond to the comments  
3 I've heard today which is  
4 specifically about the PILOT that is  
5 being sought here.

6 The PILOT will start at the  
7 level of the taxes now and will only  
8 increase over time. There is no  
9 reduction in taxes. There is no  
10 taking anything away from the school  
11 district taxes, the Village taxes or  
12 the general taxes, the three  
13 components of taxes that are  
14 normally paid before a PILOT is  
15 implemented.

16 So if you've looked at the  
17 record, you will see that there is a  
18 freeze for three years and then the  
19 taxes will increase thereafter. If  
20 this project is not done, the taxes  
21 will stay the way they are and if  
22 the Applicant does not receive the  
23 IDA benefits, the project will not  
24 go forward. It's as simple as that.

25 So there is no reduction taxes.

1  
2 There will only be an increase in  
3 taxes and that will only happen if  
4 the benefits are approved and given  
5 to the Applicant by the IDA. It's  
6 that simple.

7 They are not looking to go  
8 anywhere else. They are not looking  
9 to move their dealership. They are  
10 looking to maintain their dealership  
11 and, Mr. Daniels, you are correct  
12 there are mandates by Mazda as there  
13 are with just about every car  
14 manufacturing company in the United  
15 States to their dealers to maintain  
16 their properties in a certain  
17 fashion to keep up with the  
18 competitors and it is really a  
19 simple model of American economics  
20 and operating a business.

21 You need to grow. You need to  
22 be able to compete and at this point  
23 in time the Applicant cannot  
24 compete.

25 As you mentioned, Mr. Daniels,

1  
2 the property is in an antiquated  
3 state at this point. The only way  
4 it's going to be better and the only  
5 way it's going to contribute and  
6 thrive to the Village and the area  
7 is to get these benefits and to move  
8 forward.

9 Mazda does not give them the  
10 money. They, meaning Mazda  
11 Corporate, does not give the dealer  
12 the money to do this. They are not  
13 giving them what they need to  
14 improve their property so they have  
15 to seek whatever benefits they can.  
16 Again, it is not a tax decrease.  
17 The taxes will increase. But the  
18 only way to make it happen is  
19 through the benefits.

20 To address another comment  
21 which had to do with what happens if  
22 this project goes forward and they  
23 relocate the exiting dealership to  
24 the lot next door which is the  
25 subject of the application.

1  
2 So I can tell you there is no  
3 intention of selling that property.  
4 There is no intention of bringing in  
5 a not-for-profit. There is no  
6 intention of giving it or selling it  
7 to anybody else. The intent right  
8 now is to build the new dealership  
9 and then to move from the existing  
10 lot and ultimately improve the  
11 existing lot with either a new  
12 dealership or somehow add to the  
13 Mazda dealership. So meaning  
14 another car brand would come in.

15 So, in affect, this moving  
16 forward would not only allow the  
17 subject application property to be  
18 redeveloped and improved, but also  
19 the existing lot where the Mazda  
20 dealership is would, in turn, be  
21 improved with something else. This  
22 only helps because that will only  
23 increase taxes as well. So there is  
24 a benefit to this for both parcels.

25 I'm going to step back to Mr.

1  
2 Haber's comments and I will only  
3 address one issue there.

4 Sorry to hear that the  
5 Supervisor is not supportive of  
6 this. Certainly, the Village is.  
7 The mayor has shown his support, not  
8 only in writing, but by attending  
9 the initial meetings before the  
10 Board to show that they -- they  
11 being the Village -- support the  
12 application and the Applicant, but  
13 most importantly the discussion of  
14 retail as a prohibited use under the  
15 IDA except for certain exemptions  
16 and exceptions.

17 The Applicant is not seeking  
18 this approval through the exemption  
19 that you referenced. This is not a  
20 situation where they are looking to  
21 be the tourist destination. It  
22 would not qualify as a tourist  
23 destination, but it does stand next  
24 to an empire zone and as a result  
25 they qualify.

1  
2 It's not an issue that is to be  
3 determined by the Board. They  
4 qualify by right. So if you want to  
5 discuss that after, we certainly can  
6 go through the enabling laws that  
7 allows for this, but the tourist  
8 destination --

9 MS. LONGO: It's also a  
10 contiguous track as defined by the  
11 census.

12 MR. BAKER: Right. As Ms.  
13 Longo pointed out --

14 MS. RINES: Why is she making  
15 statements?

16 MR. BAKER: Well, she's allowed  
17 to speak as anybody can.

18 MS. RINES: I'm just saying --  
19 I'm confused. Is she for the PILOT?

20 MS. GARRY: Well, they are.

21 MS. LONGO: Please don't speak  
22 for me.

23 MR. BAKER: It's factual  
24 information.

25 MS. LONGO: It's factual



1  
2 information. Don't speak for me.  
3 My Board will make a decision. I  
4 don't get to vote. I don't get to  
5 decide.

6 MS. GARRY: You mean the people  
7 that are not here.

8 MR. PAROLA: They will read  
9 this record.

10 MS. RINES: I'm just confused  
11 because like it seems like whenever  
12 something negative is said she backs  
13 it. I would keep -- Like to me, it  
14 seems like a bias to me. It just  
15 seems like a bias to me.

16 What you're saying -- You're  
17 saying some good stuff that we don't  
18 have information to so I'm glad  
19 you're bringing clarification, but  
20 I'm a neutral person but it seems  
21 like any time something negative is  
22 said she chimes in.

23 MR. BAKER: I'm not sure what  
24 is negative about that.

25 MS. LONGO: That's just a fact.

1  
2 MR. BAKER: I'm simply  
3 correcting something that was  
4 mentioned earlier and pointing out  
5 how this project qualifies.

6 MS. RINES: Thank you.

7 MS. BANKS: Terri Banks. Just  
8 for clarification, I want to make  
9 sure I fully understand what you  
10 just said about empire state and the  
11 tourist designation.

12 Would you explain that just a  
13 little more deeply so I make sure I  
14 understand.

15 MR. BAKER: Yes, without  
16 getting into all the nuances of New  
17 York State law, the general premise  
18 here is that retail users are not  
19 allowed to obtain IDA benefits  
20 except if there are certain  
21 exceptions to the law. One of them  
22 is a tourist destination but that is  
23 not what we are looking for.

24 Another one is being located  
25 next to or in one of these empire

1  
2 zones, which this property is. And  
3 the other is being -- Ms. Longo  
4 knows this one better than I do.

5 MS. LONGO: It's a contiguous  
6 track as defined by the consensus  
7 bureau.

8 MS. RINES: Explain that.

9 MR. PAROLA: There is one  
10 poverty zone sadly in Nassau County.

11 MR. RINES: And that's us?

12 MR. PAROLA: It's tourist area  
13 but this is contiguous to it;  
14 therefore, as a matter of right this  
15 application can entertain what we're  
16 calling a retail project.

17 MS. RINES: So since it's a  
18 poverty zone so it's tied to that.

19 MS. LONGO: Well, there is  
20 individual track. There is  
21 probably -- and I'm guessing right  
22 now -- but there is probably 20  
23 census tracks within the Village of  
24 Hempstead. And there is one poverty  
25 census track and then there is

1  
2 contiguous tracks. Contiguous  
3 tracks then fall into the category  
4 that Mr. Baker defines.

5 MS. RINES: I'm not trying to  
6 be funny. We want to know this  
7 information so we can either fix it  
8 or have information on it and we can  
9 take that back to our community and  
10 either change it or do what we have  
11 to do with it. This is information  
12 that I never had.

13 MR. DANIELS: It's also  
14 important to note that the qualified  
15 census tracks that she's referring  
16 to are located throughout the  
17 villages and this process, this  
18 abatement process had led to the  
19 qualification of these census  
20 tracks. This constant, constant  
21 undermining of the Village tax base  
22 leads to the poverty that they are  
23 now using to get into as a reason to  
24 do more PILOTS. So that's what the  
25 vicious circle that I was referring

1  
2 to is.

3 MS. LONGO: Let Dan finish his  
4 question and we can circle back.

5 MR. BAKER: I'm just going to  
6 briefly address Mr. Daniels'  
7 comments because again, as I said  
8 earlier, I was not going to get into  
9 the generalized comments but this  
10 Applicant is not seeking to do  
11 anything to the Village or the  
12 residents of the Village. They are  
13 seeking to obtain benefits that they  
14 qualify for under State law, as do  
15 so many clients that I represent  
16 seeking applications in, not only  
17 the Village of Hempstead, but it  
18 could be the Village of Rockville  
19 Centre or it could be in Westbury or  
20 it could be in any other town,  
21 hamlet or village within the overall  
22 Town of Hempstead or any of the  
23 other towns in Nassau and Suffolk  
24 counties where I do work.

25 So I represent companies all

1  
2 over the place seeking benefits for  
3 different types of properties and  
4 projects of larger scale, smaller  
5 scale, whatever it might be, but the  
6 reality is if they have the ability  
7 to apply and they qualify and the  
8 Boards see fit to approve them, then  
9 they get the benefit. That's it.  
10 This is certainly not a case here  
11 where my client who is making this  
12 application is looking to harm  
13 anybody or doing anything to the tax  
14 rolls other than get the benefits  
15 that they may be entitled to, which  
16 do not increase taxes, but will over  
17 time.

18 The reality of the situation  
19 is -- and all you have to do is  
20 drive by the dealership now to see  
21 the condition that it's in -- the  
22 reality is that without the benefits  
23 they can't do this project and it  
24 just won't make any economic sense.

25 MR. DANIELS: Why?

1  
2 MR. BAKER: Because that's the  
3 economics of the property and the  
4 dealership.

5 MR. DANIELS: What are the  
6 details of the economic cost,  
7 benefit analysis, that shows that if  
8 you do not receive this PILOT and  
9 the property is not assessed at  
10 normal tax rolls that the project  
11 would not move forward. That is a  
12 binary thing. What are the numbers?  
13 What are you saying? For every  
14 dollar of taxes that you can't have  
15 one piece of terrazzo flooring? I  
16 don't understand. I don't  
17 understand the cost benefit analysis  
18 associated with this deal.

19 Just because you are qualified  
20 for it does not mean you get it.  
21 That's why you're here. That's why  
22 you're applying to the public  
23 agency. That's why this is a public  
24 hearing. That's why the people are  
25 here talking about it. So we

1  
2 understand, just to keep the  
3 relevance here, what is the benefit?  
4 Why you keep saying that they can't  
5 move forward if they don't get the  
6 tax abatement. They have to move  
7 forward because Mazda said so.  
8 That's just a fact.

9 MR. BAKER: The benefit is as  
10 simple as this. This is a test that  
11 we use for every application that we  
12 make. But for getting the benefits,  
13 will the project go forward. The  
14 answer here is no.

15 MS. RINES: No.

16 MR. BAKER: It's that simple.  
17 Don't tell me no.

18 MS. RINES: I'm going to tell  
19 you this. I'm going to say this to  
20 you. My mother always said, even  
21 though you qualify for it, is it  
22 good? All money is not good money.  
23 And I'm going to say this to you as  
24 a -- morally, if she doesn't go  
25 forward she can't keep the name



1 Mazda on her business. And if she  
2 wants to keep her business, she's  
3 going to do what it takes to keep  
4 her business. And I'm saying this  
5 to you as an attorney. She seems  
6 like she's a smart woman. And in  
7 this room if that Board says, we're  
8 not going to give it to, is she  
9 going to say, I'm not going to  
10 upgrade my business? Now, if they  
11 deny it, what is she going to do?  
12 You can't say, well, we're not going  
13 to go forward because I'm sure she  
14 made a profit on her business.

15 I'm going to say this to you.  
16 Worse case scenario, I know that  
17 she's not a dumb woman because women  
18 are not stupid and I know that --  
19 Well --

20 MR. BAKER: I'm not sure what  
21 you're saying about men then?

22 MS. RINES: Well, I'm going to  
23 say you all need us more than we  
24 need you.  
25

1  
2 MS. GARRY: It's men getting  
3 into all these wars.

4 MR. BAKER: Wow, Mrs. Garry.

5 MS. RINES: My statement to you  
6 is this: If they say no, she has to  
7 have a contingency plan because  
8 she's not going based on the fact  
9 that if they say -- She's not going  
10 to leave her business up to a Board  
11 that they're going to say yes  
12 because that means that -- and I'm  
13 not putting -- I know these people  
14 have integrity, that she has  
15 somebody in her pocket that  
16 guaranteed her a yes.

17 MR. BAKER: Excuse me. End of  
18 conversation with you.

19 MS. RINES: I said they have  
20 integrity. I said I know she's not  
21 going to leave it on a yes if she's  
22 guaranteed a yes. I said that she  
23 has a contingency plan that she's  
24 not waiting on a yes. So I said she  
25 has a plan B in her pocket that

1 she's not guaranteed a yes.

2  
3 So she has to have a  
4 contingency plan so you can't sit  
5 here and tell me that she's going to  
6 go and that she's not going to do  
7 anything with her business because  
8 she has the name Mazda on her  
9 business.

10 MR. BAKER: Simple answer to  
11 that is yes, I can tell you that and  
12 B, you don't know what her business  
13 is. I'm sorry to tell you that.

14 MS. RINES: I said what I said  
15 to you. She has a plan B.

16 MR. BAKER: That's your  
17 position.

18 MS. RINES: Alright. I'm not  
19 going to say no more.

20 MS. GARRY: Katherine Garry.

21 MS. LONGO: Wait. There is  
22 somebody ahead of you.

23 MS. GARRY: Why is everyone  
24 else allowed to speak?

25 MS. LONGO: There is somebody

1  
2 ahead of you.

3 Are you done Dan?

4 MR. BAKER: I'm just going to  
5 go through my notes for a second.

6 MS. LONGO: Okay.

7 MR. BAKER: The only other  
8 thing I will address are jobs and  
9 apprenticeship program.

10 So in terms of construction  
11 jobs, the discussions have been  
12 under way with Reverend Benjamin  
13 since the beginning of discussion of  
14 this project to utilize his  
15 resources to help with construction.  
16 That's something that my client  
17 believes in and has made a promise  
18 to utilize and will live up to that.

19 As far as the apprenticeship  
20 program and how it relates to the  
21 school district, whether there are  
22 available positions from BOCES or  
23 anything else, that's wonderful. If  
24 the school had its own shop that  
25 would be wonderful but my client can

1  
2 only do what they can do and that's  
3 the amount of room they have.

4 That's the capacity that they have  
5 to help in whatever way it is. If  
6 anyone here thinks that five less  
7 positions is an insult then you go  
8 find five positions for them, I'm  
9 sorry, but my client is willing to  
10 do what they can do. If they can do  
11 50, they will do 50. If they can do  
12 one, they will do one. But five is  
13 better than zero. I'm sorry to say  
14 that but that's true.

15 As far as doing it now than  
16 before and the fact that somebody  
17 thought that was an insult, they  
18 don't have capacity. That's the  
19 whole point of this application so  
20 they can enlarge their facility. By  
21 doing that they can have five  
22 positions and who knows maybe more  
23 in the future. So they're trying to  
24 do something.

25 To poke at that, that's an

1  
2 insult that anything that they are  
3 doing to help your community is  
4 wrong is insulting. I'll leave it  
5 at that. Thank you.

6 MR. HABER: Adam Haber. I'm  
7 speaking, not on behalf of the  
8 Supervisor now but on behalf of  
9 myself as head of Economic  
10 Development and government  
11 efficiency for the Town and also  
12 entrepreneur and business owner, and  
13 Mr. Baker, I don't envy the position  
14 you're in and I don't find fault  
15 with your client for trying to do  
16 what they can. Any business would  
17 do the best they can to try and find  
18 available tax breaks to maximize  
19 their profit. That's not the issue.

20 For me, the spirit of the IDA  
21 and the law is to create jobs and  
22 enhance economic activity and  
23 attract businesses to a community  
24 that normally wouldn't come unless  
25 they got a break to make it more

1  
2 worth while. For example, if Google  
3 or Amazon was going to come here,  
4 I'm sure everybody would roll over  
5 backwards and roll out the red  
6 carpet, but on your reasonable  
7 businesses can't go anywhere else  
8 and most businesses, if this IDA is  
9 awarded, will be encouraged to seek  
10 similar IDAs as opposed to getting a  
11 business loan, which is probably the  
12 more appropriate way to finance the  
13 expansion.

14 The only other point I wanted  
15 to bring up, which I respectfully  
16 disagree with you about is, you said  
17 that the taxes don't increase but  
18 will increase over time. I don't  
19 have the fact terms of the PILOT but  
20 I believe the first three years were  
21 flat; so, for example, if the taxes  
22 are \$100,000 the first year but  
23 there is a 2 percent tax increase,  
24 there would have been 102 the first  
25 year, 104 the second year and a 106

1  
2 the third year. That cumulative  
3 \$12,000 is being shifted to the  
4 Hempstead residents and will be  
5 added tax rolls until the PILOT  
6 rolls off. So it does decrease  
7 taxes. It doesn't decrease them in  
8 the ground zero but as the years go  
9 on that burden is shifted so I want  
10 to make that clear that I don't  
11 agree with that comment. That's all  
12 I have to say.

13 MS. GARRY: I agree with what  
14 Mr. Huber just said, however, it's a  
15 little more serious than what he  
16 indicated. The first three years  
17 are, in fact, frozen but they are  
18 not frozen. They are actually  
19 frozen at the taxes from the  
20 particular properties that they plan  
21 to build on and those properties are  
22 primarily parking lots and a small  
23 building so that the taxes on that  
24 property is far lower than what the  
25 real taxes will be once this new



1  
2 state-of-the-art building is built  
3 on this property. So there is a  
4 major loss in taxes and it's very  
5 unfair to make it sound like there  
6 is no loss in taxes.

7 The figures that I checked out  
8 based on the hearing or the  
9 presentation at the regular IDA  
10 meeting, I found that the fact that  
11 those taxes are the current taxes of  
12 this major parking lot -- and we  
13 know that parking lot taxes are much  
14 lower than if you have a giant  
15 state-of-the-art building on those  
16 properties.

17 I also notice that the  
18 increases that are put into those  
19 PILOT agreements are less than, not  
20 only in the first three years when  
21 it's frozen, but it's less than the  
22 normal tax rate increases in  
23 Hempstead. So there is a major  
24 discrepancy there and I find that  
25 the IDA does not accurately indicate

1  
2 when they do their analysis that the  
3 taxes that they are comparing it  
4 with are only the existing taxes  
5 before -- they don't re-appraise  
6 this new building and say what the  
7 taxes are supposed to be. I believe  
8 those of us who are calling for them  
9 to pay full taxes, we want them to  
10 pay full taxes on the new building,  
11 at the rate of that building and  
12 appraisal value, the assessed value  
13 that would be generated by the new  
14 building and the IDA routinely does  
15 not figure the figures on that  
16 basis.

17 MS. LONGO: The IDA does not do  
18 appraisals. Neither does the Town  
19 of Hempstead. That is done through  
20 Nassau County.

21 MS. GARRY: You can hire  
22 someone to do that.

23 MS. RINES: Since you have the  
24 answers on this kind of stuff,  
25 because obviously you're assessing

1  
2 the property --

3 MS. LONGO: We don't assess.

4 MS. RINES: You're giving a tax  
5 break on an empty lot. Now they put  
6 a multimillion dollar building on  
7 this empty lot and you're giving  
8 them a tax break for 10 years. So  
9 you're giving them a tax break on an  
10 empty lot for 10 years and now that  
11 he are reaping profit on a building  
12 for 10 years and so we're not going  
13 to get any taxes on that. Do you  
14 think that that's fair to the  
15 community?

16 So now, because that light bulb  
17 just went off in my head, they are  
18 getting -- and obviously at this  
19 point they're ahead of the  
20 community. So now her building is  
21 assessed now at several million  
22 dollars and we're not getting any  
23 taxes on a building that she is  
24 going to build for 10 years.

25 Now, so you see the analogy

1  
2 there. I never even thought about  
3 that, what Ms. Garry is saying. So  
4 what you're saying is not going to  
5 hurt the community, that's going to  
6 hurt the community because we're not  
7 going to get any taxes on a  
8 multimillion dollar building.

9 MR. BAKER: The answer is that  
10 the taxes will increase over time --  
11 Let me finish, please.

12 MS. RINES: Go ahead.

13 MR. BAKER: They will increase  
14 over time if this is approved. If  
15 it's not approved, they will not  
16 because they are not going to do the  
17 project.

18 MS. RINES: But what I'm saying  
19 to you is this, even so, if it's  
20 approved, it's going to be approved  
21 at the value of the actual lot that  
22 she purchased.

23 MR. BAKER: Starting with where  
24 the taxes are now; that is correct.

25 MS. RINES: Exactly. So it's

1  
2 not going to change as far as the  
3 building that she's building.

4 MR. BAKER: It will increase  
5 over time.

6 MR. DANIELS: What are the  
7 escalations?

8 MR. BAKER: You want me to tell  
9 you each year?

10 MR. DANIELS: Yes.

11 MR. BAKER: They start at  
12 158,996 for the first three years.

13 MS. GARRY: So there is already  
14 a loss.

15 MS. RINES: So it's locked in.

16 MS. LONGO: She can only get  
17 one at a time.

18 MS. RINES: Sorry.

19 MS. LONGO: Please.

20 MR. BAKER: In your year four,  
21 166,946; Year five, 175,293; Year  
22 six, 177,922; Year seven, 180,591;  
23 Year eight, 183,751; Year nine,  
24 186,967 and year ten, 190,706. And  
25 year 11, which is not part of the

1  
2 PILOT, meaning the year they would  
3 come off, it will be whatever the  
4 assessor for Nassau County assesses  
5 the property at.

6 MR. DANIELS: So roughly two or  
7 three percent escalation annually.

8 MS. GARRY: Based on the  
9 original project, not on the  
10 building that's going to be built.

11 MS. LONGO: Please one at a  
12 time. Jeff was speaking. You have  
13 to give him the opportunity.

14 MR. DANIELS: Again, what is  
15 the basis for basically freezing the  
16 assessed value at this property?  
17 What is the benefit to the Village  
18 of Hempstead.

19 I disagree with you when you  
20 said if you don't do it taxes  
21 wouldn't raise. Taxes would go up.  
22 They would be levied the same way  
23 they are being levied now in the  
24 Incorporated Village of Hempstead.  
25 They would be levied no matter what.

1  
2 So for the additional benefit based  
3 on the millions of dollars of  
4 improvements, because that's what  
5 drives the assessed value of the  
6 improvements, not the dirt but the  
7 improvements. Based on the  
8 improvements, what would be the full  
9 assessed value?

10 I'm not saying there is not a  
11 deal there. There could be a deal  
12 there to abate some taxes or to  
13 incentivize her to do it, but not at  
14 the level that you're quoting now to  
15 basically assess it for a piece of  
16 dirt going forward for the next  
17 10 years with very minimal  
18 escalations in it is stripping the  
19 benefit. The whole point is to  
20 attract investment and to spur  
21 economic growth and to give benefits  
22 to the people affected by it. This  
23 does not do that. This actually  
24 freezes the benefit.

25 Our costs in the Village of

1  
2 Hempstead continue to go up and your  
3 taxes are locked in. Locked in.  
4 The Village of Hempstead's taxes are  
5 not locked in. Why should you get a  
6 locked in tax number?

7 The IDA should be giving  
8 benefits to everyone inclusive of  
9 the Village of Hempstead residents.  
10 This does not do that. There is  
11 probably a middle ground but it's  
12 not what's on the table right now.  
13 There is definitely a middle ground  
14 between where it should be assessed  
15 and what makes sense from a profit  
16 margin and the benefits to the  
17 Village of Hempstead. That seems to  
18 be the missing piece to a lot of  
19 this.

20 We know that if everything in  
21 the Village of Hempstead was  
22 assessed the way Nassau County  
23 assesses properties we would not get  
24 anything done because it doesn't  
25 make financial sense to do it. It



1  
2 needs an abatement to make it move  
3 forward but that is not an  
4 abatement, that's a rip off.

5 MS. GARRY: That's right.

6 MR. DANIELS: That's a rip off.

7 MS. RINES: That light bulb  
8 went off in my head. Now, you, as a  
9 man, know that this is not right.

10 MR. BAKER: Please don't tell  
11 me what I know. And if I was a  
12 woman would it be any different?

13 MS. RINES: As a human being.  
14 Even as a business. Even as a  
15 business. This is not --

16 MR. BAKER: I think the insults  
17 have been enough.

18 MS. RINES: This is not  
19 business sense. Even as a business  
20 sense this is not right.

21 MR. DANIELS: It's not right.

22 MS. RINES: This is not right  
23 that you can be locked in and build  
24 a multimillion dollar building and  
25 not pay any taxes on what you

1  
2 purchase. This is not right.

3 And I'm sorry, I'm not  
4 insulting anyone. The insult is on  
5 the community of Hempstead. That's  
6 why we're here because this -- to  
7 build a multimillion dollar building  
8 and don't pay your fair share of  
9 taxes.

10 Even if they go to the Village  
11 and say, we want to simulate, meet  
12 us half way. You're not meeting us  
13 half way here. This is not half  
14 way. This is not right, I'm sorry.

15 MS. LONGO: Everybody has had  
16 an opportunity to speak so --

17 MS. GARRY: I would like to --

18 MS. LONGO: I want to thank  
19 everybody for coming.

20 MS. GARRY: I'm sorry, I would  
21 like to speak.

22 MS. LONGO: You just spoke.

23 MS. GARRY: I would like to  
24 speak again. Others have spoken.

25 MS. LONGO: I will give you one

1  
2 last time to speak.

3 MS. GARRY: I want to say that  
4 this attorney as given incorrect  
5 information when he said there will  
6 be no reduction in taxes. That's  
7 been clarified by Mr. Huber, by  
8 myself and Mr. Daniels. His  
9 statement is incorrect. For him to  
10 state unequivocally that they will  
11 not go forward with this, I don't  
12 think he's in a position to say that  
13 and that is something that we would  
14 wait to see.

15 We know often that businesses  
16 come to these PILOT agreements just  
17 like the FDR Laundry where their  
18 statement starts to be challenged  
19 and suddenly say, oh, we didn't mean  
20 this or didn't mean that. So we  
21 cannot count on his statement that  
22 they will not do anything, will not  
23 move forward on this.

24 Also, he points out that this  
25 is contiguous to a low-income area,

1  
2 distressed area, and while that is  
3 true, it is also contiguous to  
4 Garden City and that's where their  
5 clients, their customers coming, not  
6 primarily from Hempstead or from the  
7 poverty area, they are coming from  
8 Garden City and other well-to-do  
9 areas to buy these cars. So the  
10 fact that it's contiguous is totally  
11 irrelevant. It does allow them to  
12 get a retail PILOT maybe, but it  
13 certainly is not qualifying them for  
14 this benefit.

15 When he talks about jobs,  
16 one-year jobs are not the goal of a  
17 PILOT. One-year jobs are not the  
18 goal of a PILOT. So the five  
19 students -- We've gone over that  
20 several times -- that's totally  
21 inadequate to justify a PILOT and  
22 the additional jobs most likely  
23 those jobs in the automotive  
24 business will not be for Hempstead  
25 residents either. Thank you.

1  
2 And I should mention also that  
3 I was denied and the public was  
4 denied of basic information here.  
5 You said in your notice that the  
6 application would be available here,  
7 that the schedule of payments would  
8 be available and that the loss  
9 benefit analysis and letters of  
10 support would be available here at  
11 this meeting and they were not made  
12 available by you.

13 MS. LONGO: They are sitting  
14 right here.

15 MS. GARRY: Well, you did not  
16 make them available.

17 And when I requested them as of  
18 February 16th under the Freedom of  
19 Information I have still not  
20 received them.

21 MS. LONGO: They are in the  
22 mail. You came by yesterday and  
23 dropped your check and they went in  
24 the mail yesterday before I left my  
25 office to make sure.

1  
2 MS. GARRY: Well, obviously the  
3 mail doesn't deliver overnight. And  
4 giving them to me even the day of  
5 the meeting is hardly adequate to go  
6 through the type of computations --

7 MS. LONGO: Mrs. Garry, I  
8 apologize that I had two family  
9 members die in a four-day period and  
10 I was out of my office to receive  
11 that in time, but as part of the  
12 Freedom of Information Law you were  
13 furnished the documents still in a  
14 timely manner.

15 MS. GARRY: I'm sorry --

16 MS. LONGO: No.

17 MS. GARRY: Listen, no, I'm  
18 sorry. This is the not the first  
19 time this has happened. This  
20 happens time and time again. Every  
21 time I ask for these documents ahead  
22 of time she refuses to give them  
23 hiding behind the Freedom of  
24 Information Law. The Freedom of  
25 Information Law does not --

1  
2 MS. LONGO: With all due  
3 respect --

4 MR. LODATO: Lower your voice,  
5 please.

6 MS. GARRY: The Freedom of  
7 Information Law does not require a  
8 person to go through this process.  
9 An agency is allowed to give these  
10 items that are pertinent to public  
11 hearings ahead of time. You don't  
12 have to wait through this process.  
13 And your agency certainly has the  
14 ability to delegate that  
15 responsibility to someone else in  
16 the event that you have several  
17 deaths in the family.

18 MS. LONGO: In the future, I'll  
19 follow the letter of the law.

20 MS. GARRY: You follow the  
21 letter of the law. You do not  
22 follow the spirit of the law in that  
23 the law allows you to give that  
24 information out without going  
25 through the process of Freedom of

1  
2 Information. You should have that  
3 available the day that you have the  
4 notice out.

5 MS. McNEIL: Patricia McNeil.

6 MS. LONGO: This will be the  
7 last speaker.

8 MS. McNEIL: The Mazda  
9 representative says she's doing the  
10 best she can offering five positions  
11 to train five students. What we're  
12 saying is for the amount of tax  
13 break that she wants we could train  
14 more than five students with far  
15 less money than that.

16 So yes, it's great she wants to  
17 do it for five, but what she's going  
18 to take off the tax roll for five,  
19 we could educate more. So it was  
20 not being insulting to her but it's  
21 insulting to us.

22 The amount of money, the value  
23 of her building and the taxes that  
24 she pays versus the value of my home  
25 and the taxes I pay, the ratio is



1  
2 ridiculous. It's ridiculous and  
3 when I want to make upgrades to my  
4 home I can't come to the IDA or  
5 anyone else, I have to go to the  
6 bank and take a loan.

7 Yes, she should consider taking  
8 a business loan. She's been in  
9 business. She makes money. You  
10 have to reinvent yourself, reinvest  
11 in your business, and she needs to  
12 find another way besides on the  
13 backs of this community.

14 And this community will put a  
15 petition together to contact Mazda  
16 to let them know how their  
17 franchises are treating the  
18 community and how the community  
19 feels about this and it will be a  
20 public outcry, not just in  
21 Hempstead.

22 (Continued on next page.)  
23  
24  
25

1  
2 MS. McNEIL: So tell her to  
3 look forward to that. And that's  
4 not a threat, that's a promise.

5 MS. LONGO: Thank you. Thank  
6 you everybody for your comments.

7 The record is closed.

8 (Time noted: 11:00 a.m.)  
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## CERTIFICATION

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

THAT the within transcript is a true record  
of my stenographic notes.

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 19th day of March, 2018.

-----  
DOLLY FEVOLA

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