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IN THE MATTER OF NOTICE OF PUBLIC HEARING
RE: HEMPSTEAD 209, LLC

-----X

350 Front Street
Hempstead, New York

April 11, 2016
9:30 a.m.

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

Dolly Fevola,
Court Reporter

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

TOWN OF HEMPSTEAD
INDUSTRIAL DEVELOPMENT AGENCY
350 Front Street
Hempstead, New York 11550
BY: FREDERICK E. PAROLA, CEO

ALSO PRESENT:

- ADAM MANN
- ALAN HEUSON
- BRANDY WATSON
- CHARLES RENFROE
- STACEY HARGRAVES
- DANIEL DEEGAN, ESQ.

1
2 HEARING OFFICER PAROLA: Good
3 morning. My name is Fred Parola,
4 Executive Director for the IDA for
5 Town of Hempstead. I'm convening
6 this meeting for Hempstead 209,
7 L.L.C. corporation that is seeking
8 benefits from the Town of Hempstead
9 Industrial Development Agency
10 pursuant to the General Municipal
11 Law. I will read the Notice.

12 Notice is hereby given that a
13 public hearing pursuant to Title 1
14 of Article 18-A of the New York
15 State General Municipal Law will be
16 held by the Town of Hempstead
17 Industrial Development Agency ("the
18 Agency") on the 11th day of April,
19 2016, at 9:30 a.m., local time, at
20 350 Front Street, Room 234, 2nd
21 Floor, Village of Hempstead, New
22 York in connection with the
23 following matters:

24 Hempstead 209, LLC, a limited
25 liability company, organized and

1 existing under the laws of the State
2 of New York, on behalf of itself
3 and/or the principals of Hempstead
4 209, LLC and/or an entity formed or
5 to be formed on behalf of any of the
6 foregoing ("the Company"), has
7 applied to the Town of Hempstead
8 Industrial Development Agency (the
9 "Agency") to enter into a
10 transaction in which the Agency will
11 assist in the acquisition of five
12 parcels of land (described as
13 Section 34, Block 300, Lots 147,
14 148, 149, 150 and 151) located at
15 209-229 Front Street, Village of
16 Hempstead, New York (the "Land"),
17 the demolition of existing
18 structures located on four parcels
19 to be developed into parking spaces
20 and the expansion, renovation,
21 construction, equipping and
22 furnishing of an approximately 2,000
23 square foot addition to an existing
24 approximately 9,250 square foot
25

1
2 building located thereon (the
3 "Equipment" and the "Improvements";
4 and together with the Land, the
5 "Facility"), all to be leased by the
6 Agency to the Company for further
7 lease by the Company to various
8 tenants including, but not limited
9 to Family Dollar (collectively, the
10 "Sublessees") for use as a
11 commercial multi-tenant building.
12 The Facility will initially be
13 owned, operated and/or managed by
14 the Company.

15 The Agency contemplates that it
16 will provide financial assistance to
17 the Company in the form of
18 exemptions from mortgage recording
19 taxes in connection with the
20 financing or any subsequent
21 refinancing of the Facility,
22 exemptions from sales and use taxes
23 and abatement of real property
24 taxes, consistent with the policies
25 of the Agency.

1
2 A representative of the Agency
3 will, at the above-stated time and
4 place, hear and accept written
5 comments from all persons with views
6 in favor of or opposed to either the
7 proposed financial assistance to the
8 Company or the location or nature of
9 the Facility. At the hearing, all
10 persons will have the opportunity to
11 review the application for financial
12 assistance filed by the Company with
13 the Agency and an analysis of the
14 costs and benefits of the proposed
15 Facility.

16 Town of Hempstead Industrial
17 Development Agency.

18 Would anyone like to be heard?
19 I have the pilot and the Economic
20 Development Report that everyone is
21 welcome to peruse.

22 MS. HARGRAVES: I have a
23 question as to why when first
24 introduced there was a certain
25 amount of jobs that were listed and

1
2 then I get an e-mail afterwards
3 saying that the number of jobs that
4 was supposed to be created has
5 diminished.

6 I don't understand if the
7 project is the same and you knew
8 what you were getting into, why the
9 decrease in the amount of jobs
10 because IDA is supposed to create
11 jobs so why now do we have projected
12 that the amount of jobs that are
13 going to be created is lower?

14 HEARING OFFICER PAROLA: This
15 is the proponent, Mr. Mann. Would
16 you like to respond to the question,
17 please.

18 MR. MANN: It's a couple of
19 things. The first thing is the
20 number shown in the book included
21 full-time and part-time. It also
22 included the Family Dollar space as
23 well as the adjacent space which has
24 not been rented.

25 The IDA calculation treats a

1
2 part-time job as a half job. So
3 that's one of the reasons. The
4 second reason is as we were
5 proceeding with the staff at the IDA
6 I'm required to guarantee a certain
7 amount of jobs and if I don't meet
8 it, they can come back to me
9 one year, two years, five years,
10 10 years down the road and say, you
11 committed to "X" and you have less
12 than "X." We have to talk.

13 So what I did there is the
14 first part one is what I just said
15 about part-time, full-time are
16 treated not one for one.

17 MS. HARGRAVES: Right, half.

18 MR. MANN: The second issue was
19 in light of the fact that the
20 adjacent space has not been rented
21 yet. I did not want to commit to a
22 number of jobs. I did not want to
23 guarantee a number of jobs.

24 MS. HARGRAVES: But you knew
25 that initially.

1
2 HEARING OFFICER PAROLA:

3 Through me.

4 MR. MANN: It is an expectation
5 of what we expect to create. When I
6 sign a document, I have to commit
7 and guarantee, so in explaining what
8 we project to create has not
9 changed, but what I'm willing to
10 guarantee is a lower number.
11 Because I rent the space next door,
12 it could be four jobs, fifteen jobs.
13 What I know is what Family Dollar
14 will be hiring, that's why the
15 number that I will commit to -- I
16 can't commit to somebody until I
17 know exactly what I rent next door.
18 And when I do rent that space, I'm
19 coming back before this Board and
20 saying, okay, guys, I've rented the
21 space, who it is, and that is
22 subject to, as I'm aware as I
23 understand that, that at least will
24 be subject to IDA approval.

25 HEARING OFFICER PAROLA: We

1
2 always urge our applicants to be
3 prudent and conservative in the
4 number of jobs they propose, and
5 he's explaining it in how it
6 happened to him. And the reason we
7 do that is because we really have
8 stringent reporting requirements
9 from the State of New York so that
10 we always tell them, if you believe
11 you're going to have 15 jobs
12 reasonably, tell us you're going to
13 have 13 because if you happen -- if
14 something goes wrong and you happen
15 to fall below, we have to, then as
16 our procedure, and we do it now, we
17 require a letter of explanation as
18 to why they've fallen short because
19 the State is really on us, as they
20 should be.

21 We're committing a certain
22 number of jobs to the folks that
23 propose, that come forward, so if
24 they fall short, you know, they've
25 embellished, we want to know why.

1
2 Sometimes it's a reasonable
3 excuse. Like, if -- I'll give you
4 an example. Rose Fence was a
5 cyclical-type job, obviously more in
6 the summer than in February for
7 projects, so they would fall short
8 at times so that explained it.

9 We had another case where after
10 the tragedy of 9/11 we had an
11 applicant who supplied food to the
12 airlines. They took a terrible hit
13 so they had to explain that.

14 There are other situations
15 where if they do not supply the
16 jobs, we will actually reduce their
17 benefits if they overpromised. And
18 we've done that. We have cut
19 benefits in certain cases where they
20 did not keep to their commitment.

21 So he's being very prudent in
22 terms of his application and,
23 obviously, when the other building
24 is housed with a tenant there will
25 be additional jobs but right now he

1
2 does not have it.

3 What happens if he can't get a
4 tenant for a year then the next
5 reporting period, if he's at 15,
6 just as an example, and he's only
7 got 11, he's going to fall subject
8 to the Board wanting to know, what
9 are you doing here?

10 So that's why. And as he gets
11 that job in hopefully -- as he fills
12 that space and he gets to the level
13 then he'll say, okay, I said
14 originally "X." I'm now at "Y"
15 because I've been able to add two
16 more folks.

17 MS. HARGRAVES: I have another
18 question. I'm also looking at the
19 salary. The full-time salary is
20 going to be average 27,000 a year?

21 MR. MANN: That is the average
22 salary for Family Dollar employees.

23 MS. HARGRAVES: Is that
24 full-time or is that for part-time
25 because you're saying you're going

1
2 to give three full-time and seven
3 part-time. What's going to be the
4 average salary for full-time,
5 average for part-time?

6 MR. MANN: That is the average
7 salary paid per employee. So that
8 would include full-time and
9 part-time.

10 MS. HARGRAVES: So what's the
11 breakdown? What's the average for
12 full-time and what's the average for
13 part-time?

14 MR. MANN: That was not
15 provided to me by Family Dollar.
16 That was what was predicted.

17 HEARING OFFICER PAROLA: You
18 don't have to break it down further.

19 Let me just reflect for the
20 record that Michael Lodato, the
21 Agency Deputy Administrator and --

22 MR. DEEGAN: Dan Deegan from
23 Forchelli Curto Deegan. I'm the
24 attorney for the Applicant.

25 MR. HEUSON: So the full and

1
2 the part-timer salary is basically
3 the same? Is that what you're
4 saying?

5 MR. MANN: No, that is the
6 average per employee. So it didn't
7 allocate --

8 HEARING OFFICER PAROLA: So
9 it's probably someone getting
10 50,000; somebody getting, you know,
11 11,000 --

12 MS. HARGRAVES: No, I was
13 asking because if you getting a
14 decent salary then the turnover
15 drops. That's the reason why I
16 asked what would be the average
17 salary because you find companies
18 that have high turnovers because
19 they're not paying their employees
20 enough money to retain them. That
21 was my question.

22 MR. MANN: Well, what I was
23 told, not specifically in answer to
24 your question, but what I have been
25 told, because I've had a lot of

1
2 conversation with Family Dollar, is
3 high turnover is not something they
4 see. They really build with their
5 staff. They offer benefits, whether
6 you're part-time, whether you're
7 full-time. They're very much about
8 promoting within.

9 They really do have a
10 commitment to local hiring. There
11 is no requirement for an automobile
12 to work at Family Dollar,
13 encouraging people to walk to work,
14 take the bus to work, take the train
15 to work. Here they will hire 10 to
16 12 people for this store including
17 full and part-time. Of those 10,
18 three people are full-time, one to
19 two of those people will likely be
20 promoted from another store within
21 the area leaving eight other
22 employees. Those will most likely
23 all be filled from local hires.

24 What they do for hiring is when
25 they're ready to hire, they

1
2 advertise in a local newspaper and
3 they post a sign at the building and
4 they do their hiring day at the
5 building, not at the coliseum, not
6 in North Carolina where their
7 headquarters are. Hiring is done at
8 the building.

9 They hire actually more than
10 what they need to staff the store.
11 Twenty to 25 employees will be
12 hired. They make it very clear that
13 not all of you will be here for the
14 full-time, but you are all hired for
15 the two weeks that we take the staff
16 to store. And they make it clear
17 that the best and brightest of you
18 will get jobs at the store for
19 full-time. It's not necessarily
20 full-time employment but for
21 permanent employment, correct,
22 better word.

23 One of those positions likely
24 will be one of the three full-time
25 people and then the rest will be the

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part-time people.

MR. HEUSON: Is that a national average salary you have here that's for this area?

MR. MANN: That is a local, correct. That was a local average of their six local stores.

MR. HEUSON: Okay.

MR. PAROLA: Just identify.

MR. HEUSON: Oh, Alan Heuson, sorry about that.

MR. PAROLA: No, I think she got it because she knew you, Charlie.

MR. HEUSON: You said there's going to be rental stores, rental property, right, on the outside?

MR. MANN: One other, correct.

MR. HEUSON: So only one?

MR. MANN: Correct. 2000 square feet, one other store.

MR. HEUSON: And do you know who will be renting it as of yet?

MR. MANN: I have not marketed

1
2 it yet.

3 MR. HEUSON: You have not
4 marketed it.

5 MR. DEEGAN: It's hard to
6 market it when it doesn't exist yet.

7 MR. HEUSON: Oh, yeah, yeah.

8 MR. MANN: You may recall I
9 mentioned at the presentation most
10 retailers don't have vision. They
11 would drive that block right now and
12 say --

13 MR. HEUSON: And it depends on
14 how much you're willing to charge
15 for the rental.

16 MR. MANN: But even in the
17 condition the property is in now
18 retailers just don't have the
19 vision. Fortunately Family Dollar
20 did and so my strategy on that space
21 is, let me get Family Dollar open,
22 they'll see how beautiful the
23 development is going to be, they'll
24 see the landscaping, they'll see the
25 beauty of the building, they'll see

1
2 how well lit the parking lot is and
3 on and on and on. They'll see the
4 traffic improvements we're making
5 and then I'm confident we'll find
6 someone who will embrace the
7 development and welcome being next
8 to Family Dollar.

9 HEARING OFFICER PAROLA: Family
10 Dollar is a mini-anchor in the sense
11 that it generates a lot of people
12 coming in and out.

13 MR. MANN: Absolutely.

14 MR. HEUSON: Did they do the
15 traffic study? Remember, I had a
16 concern about the traffic coming out
17 on Front Street?

18 MR. MANN: At the meeting we
19 discussed the Village of Hempstead
20 Traffic and Safety Board approved
21 the changes we proposed to improve
22 traffic flow at the intersection and
23 subsequent to the meeting the Nassau
24 County Department of Public Works
25 approved our site plan and all the

1
2 proposed changes, so the project is
3 100 percent permitted.

4 MR. RENFROE: Charles Renfroe.
5 Is that a yes that you did do a
6 traffic study?

7 MR. MANN: Correct, yes.

8 MR. RENFROE: Also, I think you
9 mentioned in the meeting that there
10 will be no left turn out of High
11 Street onto Front Street. There
12 will be no left turn.

13 MR. MANN: High Street onto
14 Front Street, correct.

15 MR. RENFROE: Okay.

16 MR. MANN: There will be --
17 From the site out of the Front
18 Street driveway, there will be no
19 left turn. And also, if you're
20 heading north on High Street, there
21 will be no left turns into the site
22 from High Street.

23 MR. RENFROE: Okay. I thought
24 perhaps I misunderstood. I thought
25 there was something that was

1
2 mentioned about not being able to
3 make a left turn from Front Street
4 -- I mean High Street heading
5 north -- south? I'm sorry, onto
6 Front Street heading east.

7 MR. MANN: Say that again.

8 MR. RENFROE: There will be no
9 left turn out of High Street onto
10 Front Street where that light is
11 there.

12 MR. MANN: No, that could not
13 be restricted because there is a
14 traffic signal there.

15 Well, to answer your question,
16 no, that is not a restriction that
17 was imposed by the County.

18 MR. RENFROE: Okay. I live a
19 couple of blocks from there. My
20 reason for that is normally when
21 we're trying to get out of our
22 block -- I live on Sunset Drive
23 where the golf course is. When
24 you're coming out of there during
25 rush hour, I can't even make a right

1
2 to go down Front Street because the
3 traffic is so backed up. I have to
4 go into Garden City and come back to
5 Hempstead.

6 MR. MANN: That's a signal
7 timing issue.

8 MS. HARGRAVES: Right. They
9 said they were going to fix that.

10 MR. MANN: The County is not
11 going to penalize my development
12 because of an issue where their
13 system. That's something when I met
14 with the Village of Hempstead
15 Traffic and Safety Board it was
16 discussed at every meeting, two or
17 three meetings that we had, and
18 everyone was well aware of the
19 issue. It would have been wildly
20 inappropriate for the County to say
21 to me, Adam, hey, you're doing
22 something great over there, you have
23 to fix that. That's not my problem.

24 They look at what I'm doing and
25 say, okay, you're allowed to make

1
2 lefts here. No, we're not letting
3 you have lefts out of your site onto
4 Front Street, but fortunately they
5 did not say to me, well, you gotta
6 fix the signal issue because that's
7 their equipment.

8 I'm not touching the signals.
9 I'm making some striping changes.
10 We're making improvements. We're
11 adding a turning lane but that is
12 something that will be up to the
13 County to fix. All I can say is we
14 can write letters. We can send
15 e-mails. We can make phone calls.

16 MR. RENFROE: How about -- You
17 did mention that you were removing
18 the parking lot out front on Front
19 Street. Is that yours or the
20 County? I just want to be clear.

21 MR. MANN: That's the Village
22 jurisdiction and they have approved
23 that.

24 MR. RENFROE: They have
25 approved.

1
2 MR. MANN: Correct, that was
3 approved.

4 MR. RENFROE: Okay.

5 MR. MANN: And the
6 justification for that is currently
7 that parking was serving the north
8 side stores, the furniture store,
9 and being that that portion of the
10 property will be demolished to make
11 a parking lot, on-street parking is
12 always less safe than on-site
13 parking. You get someone opening
14 their door into 35, 40,
15 45-mile-an-hour traffic and
16 practically speaking if someone is
17 coming to the center, the Family
18 Dollar, whatever gets rented next
19 door, you're not parking on the
20 street to walk 150 feet. You're
21 parking in the parking lot. It's
22 safer, it's lit, more convenient.
23 So the Village embraced that change
24 with ease.

25 And then one other change that

1
2 the Village also embraced was on
3 High Street on the north side of our
4 site so approximately 100 feet from
5 the corner. So on the west side of
6 High Street, north of Front Street,
7 approximately 100 feet north, the
8 Village will be installing a "no
9 standing here to corner" sign which
10 will clean up, free up, that part of
11 High Street so that cars are not
12 parking there so that traffic in and
13 out of the driveway is not
14 conflicting with someone that
15 decided to park there.

16 HEARING OFFICER PAROLA: That's
17 good. Please identify.

18 MS. WATSON: Brandy Watson. I
19 just have one question.

20 MR. MANN: Sure.

21 MS. WATSON: What is the term
22 of the lease that you are proposing
23 to Family Dollar?

24 MR. MANN: Family Dollar
25 committed to a 10-year term and they

1
2 have three five-year options to
3 extend the term.

4 MS. HARGRAVES: I have a
5 question. What is the projected
6 taxes, the value and the taxes? I
7 know the Village is 25 percent.

8 HEARING OFFICER PAROLA: Well,
9 no, you know that varies each year,
10 as you well know, as a systematic
11 relationship between the various
12 taxing jurisdictions. It will
13 change.

14 MS. HARGRAVES: What is it?

15 HEARING OFFICER PAROLA: Well,
16 it's there. It's submitted. That's
17 the pilot. That's the total amount.
18 I'll provide you with that so you
19 can add that.

20 MS. HARGRAVES: This is the
21 total for all three --

22 MR. PAROLA: That's the total
23 of all three. We can't, obviously,
24 determine what the piece of the pie
25 is going to be because the Town, the

1
2 school and the Village will change a
3 little each year, as you well know.

4 MS. HARGRAVES: Approximately?

5 HEARING OFFICER PAROLA: That's
6 not approximate. That's the total
7 amount. You can from that
8 extrapolate what your percentage is
9 now and give a ballpark ongoing in
10 terms of what you see through the
11 pilot.

12 I'll make a copy for you if
13 you'd like.

14 MS. HARGRAVES: Yeah. My
15 question is even if this is the
16 actual amount --

17 MR. PAROLA: Excuse me.

18 MS. HARGRAVES: That's the
19 actual amount. Historically, what
20 percentage would the Village be
21 receiving, approximately?

22 HEARING OFFICER PAROLA: You'll
23 know better than I do.

24 MS. HARGRAVES:
25 Twenty-five percent, 20 percent?

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What percentage --

MR. DEEGAN: The Village is about 30 percent of the overall tax because you have a police department and other services. So historically it's approximately 30 percent of the overall tax bill goes to the Village and the Village of Hempstead.

MS. HARGRAVES: All right. So we're looking at about 17,458,000 a year?

HEARING OFFICER PAROLA: Would you like one, Mr. Heuson?

MR. HEUSON: I have one. Thank you.

MR. DEEGAN: Just one of the things I know you guys heard at the original presentation but the thing to keep in mind about this property is that it's had a history of failure and it was paying zero taxes for a long time because the owner just kind of abandoned the property. There was a squatter for a while.

1
2 The reason why Mr. Mann even
3 got involved in this is because the
4 tax liens of the Village, the County
5 built up to such a point that the
6 property was under water where it
7 actually had more taxes than the
8 property was worth.

9 So this is a plan to try and --
10 and a big cause of that was because
11 of the taxes that were on the
12 property at the time were really
13 outsized for what was there, what
14 was being done.

15 So this plan is to renovate
16 that piece of property, make an
17 investment in the property, get the
18 taxes to get to a level that's
19 sustainable and makes sense, and
20 then obviously beautify it, create
21 economic development in terms of the
22 jobs that are going to be there and
23 this is like a rescue project of a
24 piece of property that left to its
25 own devices would just continue to

1
2 sit there because the taxes were
3 more than the property could handle.

4 MS. WATSON: Was the property
5 acquired through the tax liens?

6 MR. MANN: Correct.

7 MR. DEEGAN: Yes.

8 MR. RENFROE: I have no more
9 questions.

10 HEARING OFFICER PAROLA: We're
11 going to hold it open for a little
12 bit yet. We usually hold it open
13 25 minutes or so.

14 Please let the record reflect
15 that my chief financial officer,
16 Edie Longo, is here present.

17 MS. HARGRAVES: I have a
18 question. I see we have the 52,000
19 for the first three years, which I
20 understand how that goes, but I
21 still -- Was this property compared
22 to other IDAs that were like that,
23 just like Family Dollar? Are there
24 any in Nassau that's in the general
25 area that we can find out what

1
2 they're paying in the pilot? Are
3 there any pilots similar to this
4 Family Dollar?

5 HEARING OFFICER PAROLA: It
6 would not help because each
7 jurisdiction is different.

8 MS. HARGRAVES: Are any similar
9 to Family Dollar?

10 HEARING OFFICER PAROLA: We
11 don't know. Our analysis kept to
12 this particular site and the
13 abutting sites and the history. We
14 worked it out with counsel.

15 MS. HARGRAVES: How do we
16 determine a dollar amount? How do
17 we come to that dollar amount, the
18 taxes? What information was used to
19 come to the 52,000 for the first
20 three years, that's my question.

21 MR. DEEGAN: We took basically
22 the property that was there, as you
23 know. I think you know.

24 MS. HARGRAVES: Libby
25 Goldstein. I know the property.

1
2 MR. DEEGAN: The taxes were
3 really one of the causes of problem
4 there. The question is what is an
5 appropriate level of taxation given
6 the fact that part of the building
7 is going to be knocked down, the
8 other part is going to have a small
9 extension and there's going to be a
10 renovation. So the analysis was
11 done based upon incoming expense
12 models that the Nassau County
13 Assessor uses to figure out what an
14 appropriate taxation would be.

15 MS. HARGRAVES: And what is
16 that value without a pilot? What
17 would the value of that property
18 after the renovations be without a
19 pilot?

20 MR. DEEGAN: The taxes?

21 MS. HARGRAVES: Before the
22 taxes, you get a value and then your
23 taxes are applied to that value.
24 What would be the market value of
25 that property without a pilot based

1
2 on the information from Nassau
3 County income and expenses, what
4 would be that value?

5 MR. DEEGAN: I just know the
6 final result of that value. We
7 probably have it someplace. We can
8 find out.

9 MS. HARGRAVES: I just want to
10 know.

11 HEARING OFFICER PAROLA: It's
12 probably in this ballpark because we
13 use this sort of as a basis.

14 MS. HARGRAVES: Tax amount is
15 not value.

16 HEARING OFFICER PAROLA: But
17 what the tax would have been without
18 it is what I'm saying.

19 MS. HARGRAVES: That's my
20 question. What is the market value
21 without the pilot? This is the
22 pilot amount. The pilot amount is
23 substantially lower than what the
24 actual value is.

25 HEARING OFFICER PAROLA: Not

1
2 really. No, it's not. What we do
3 is we look at the existing taxes and
4 if they're \$52,000, for example,
5 we'll start at 52,000.

6 MS. HARGRAVES: Right, cause
7 according to this current taxes,
8 actually, just for the Village alone
9 is 32,000. The school is almost 60,
10 59,000 and the general is 9,000 so
11 that's about 60, 80. We're talking
12 about a little over 90,000.

13 HEARING OFFICER PAROLA: But
14 what we reflected here is that this
15 was zero because this is an
16 unproductive piece of property so in
17 negotiations after talking to the
18 assessor's office and in
19 negotiations with the Applicant and
20 his attorney, we determined this
21 will be a fair balance to both, get
22 some productive dollars for various
23 jurisdictions, as well as not be so
24 negative in terms of the amount as
25 to not give Mr. Mann an incentive to

1
2 develop the property.

3 MS. HARGRAVES: Of course we
4 know he needs an incentive. I'm
5 just trying to find out what would
6 be the value without --

7 HEARING OFFICER PAROLA: We'd
8 have to talk to the assessor's
9 office. They could tell you what
10 the taxes would be without it.

11 MR. DEEGAN: And Stacey is the
12 Village assessor.

13 MS. HARGRAVES: That's why I
14 wanted to know what value are you
15 talking about because you always
16 have to have an idea.

17 MR. DEEGAN: I know you
18 referenced the 90,000 before. The
19 other thing you have to realize is
20 that there are structures here that
21 are being removed in order to make a
22 parking lot.

23 MS. HARGRAVES: Which actually
24 helps because if you don't have
25 parking people just drive by, so you

1
2 have to have the parking.

3 HEARING OFFICER PAROLA: That
4 lowers the taxes, obviously.

5 MS. HARGRAVES: I understand
6 that but it also helps the project.

7 MR. MANN: Not to chime in on
8 that part but what he said about
9 parking, you look at the corridor on
10 Front Street and one of the reasons
11 it looks like what it does is
12 because there is no off-street
13 parking and without off-street
14 parking in Nassau County the retail
15 development is just not sustainable.
16 Period. Period.

17 MS. HARGRAVES: You're right.

18 MR. MANN: We strongly believe
19 we have a very sustainable
20 development for a lot of reasons and
21 one of the main reasons is because
22 we have a 34-space off-Street
23 parking lot which will make this
24 development sustainable. I just
25 wanted to add that.

1
2 MS. HARGRAVES: I agree with
3 that. I definitely agree with that.
4 That was not what I was coming at.

5 MR. MANN: I just wanted to
6 build on that.

7 MS. HARGRAVES: I agree with
8 the parking. If you have parking in
9 Nassau County chances are you
10 succeed so much better than if you
11 don't because people will just drive
12 by. Everyone drives a car out here.
13 You need parking.

14 MR. MANN: The building that
15 I'm renovating at 209 Front Street
16 or 215 per the Village, but the
17 building that I'll be renovating has
18 a 17-foot wide driveway currently.
19 At one point or another, and I'm
20 sure you all remember, there was
21 retail in the front there. It was
22 never sustainable because a 17-foot
23 driveway is illegal to Nassau County
24 standards for a one-way driveway.
25 This was being used as a two-way

1
2 driveway and there's no on-street
3 parking over there. So you had
4 stores come in and go out
5 immediately because it's just not
6 sustainable.

7 HEARING OFFICER PAROLA:

8 Observing that it is 9:58, we're
9 going to declare this hearing closed
10 sine die.

11 (Time noted: 9:58 p.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 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 20th day of April, 2016.

DOLLY FEVOLA

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