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IN THE MATTER OF THE
TOWN OF HEMPSTEAD INDUSTRIAL
DEVELOPMENT AGENCY BOARD MEETING

-----X

Teleconference

March 26, 2020
9:00 a.m.

B E F O R E: FLORESTANO GIRARDI

Dolly Fevola,
Court Reporter

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

- CHERICE VANDERHALL
- JAMES MARSH
- ERIC MALLETTE
- JACK MAJKUT
- JOHN RYAN
- FREDERICK PAROLA
- MICHAEL LODATO
- ARLYN EAMES
- DANIEL OPPENHEIMER
- KARLA GUERRA
- STACEY HARGRAVES
- DANIEL BAKER
- AL D'AGOSTINO
- ADAM GORDON
- NICK TERZULLI
- PAUL AVVENTO
- STEVEN SEDEREAS
- JEFFREY CITRIN

(OTHERS APPEARING BY PHONE NOT NAMED)

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2 CHAIRMAN GIRARDI: I'm going to
3 confirm we have a quorum. We have
4 Reverend Mallett, Ms. Vanderhall,
5 Mr. Marsh, Mr. Mike from the Village
6 of Hempstead, Mr. Oppenheimer, Ms.
7 Guerra and Ms. Hargraves.

8 MR. PAROLA: Okay.

9 CHAIRMAN GIRARDI: If anybody
10 wants to speak, put out your name
11 first and then we can hear what you
12 have to say.

13 Any public comments with
14 respect to agenda items? I don't
15 think anyone from the public is on,
16 but if they are, now is the time to
17 voice any concerns you may have.

18 Moving on to Village business.
19 Village of Freeport, no new
20 business.

21 Village of Hempstead.
22 Presentation in consideration of
23 Assignment and Assumption for City
24 Autoplex, L.L.C.

25 MR. BAKER: Good morning.

1
2 That's me. I'm on. Daniel Baker
3 from Cirtilman Balin. I'm the
4 attorney for the applicant to the
5 Autoplex, L.L.C.

6 First off, I hope everyone is
7 doing well and, you know, making out
8 through all the insanity. I'll try
9 to be as brief as possible and I
10 think we can, hopefully, with this
11 matter.

12 This is a request for an
13 assignment and assumption of an
14 existing agreement that was approved
15 last year by the Board for Garden
16 City Holdings, L.L.C. As everybody
17 knows or might know this is the
18 Mazda dealership located in the
19 Village of Hempstead. It was
20 approved for the project at that
21 time. The applicant now, who is
22 seeking to have this assigned to
23 them, is not looking to change
24 anything about the approved -- they
25 are hoping to proceed and complete

1
2 the construction that has begun
3 initially but has not gone too far.
4 One of the main reasons for this is
5 the desire of the existing owner of
6 the property and the dealership to
7 leave the automobile dealership
8 industry.

9 The principal or one of the
10 principals who is running that
11 business has gone through some
12 health issues. They are having a
13 child that has made her change her
14 direction and want to get out of the
15 business. So the intention is to
16 sell to the applicant now, which is
17 run by a gentleman, the principal of
18 that company, Don Lia. He and his
19 group own seven other car
20 dealerships and have done so for
21 many years and operated in good
22 form. They are well versed in the
23 expertise of doing so and will
24 continue the project in the same
25 fashion as the current company; if

1
2 not, you know, even having a better
3 handle on this kind of business.

4 Again, the idea is to proceed
5 exactly as this project was approved
6 originally. The only difference
7 would be the change in ownership.
8 They will continue to utilize,
9 during the construction phase, local
10 workers through the assistance of
11 Reverend Benjamin, again, as was
12 originally contemplated. They will
13 also carry forward the program to
14 take in five people each year from
15 Hempstead High School to work in
16 their Apprenticeship Program and
17 every other thing that they intended
18 to do will go forward.

19 So with that, if there are any
20 questions, I would be happy to
21 answer if I can.

22 MR. OPPENHEIMER: Good morning.
23 This is Don Oppenheimer from the
24 Village of Hempstead. Can you hear
25 me?

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MR. BAKER: Yes, I can.

MR. OPPENHEIMER: Okay. Great.

I don't know that you would have the answer to all of these questions but regarding the employment details that are spelled out in the application. First year listed as 54 full-time; 3 to 4, part-time; second year 59 full-time, 4 to 5 part-time.

Will the apprentice positions be considered part-time?

MR. BAKER: That's a good question. I don't know that we ever really contemplated it like that, but I don't know the answer to that.

CHAIRMAN GIRARDI: If I can interject, I thought they were additional to the employment numbers that you stated.

MR. BAKER: Yeah, they are additional but to the question of whether or not they will be full-time or part-time positions, I

1
2 just don't know the answer.

3 MR. OPPENHEIMER: Okay.

4 MR. BAKER: Again, this was
5 contemplated originally so whatever
6 is going to happen is not going to
7 change.

8 MR. OPPENHEIMER: Understood.
9 I just want to clarify exactly where
10 it stands now.

11 Do you know how long each
12 apprentice position will last? Is
13 it a one year, 90 day? What is the
14 length of time?

15 MR. BAKER: No, I believe it's
16 one year and it's likely going to be
17 during the school year and then the
18 next year will start a new group of
19 apprentices.

20 MR. OPPENHEIMER: Some of the
21 jobs a undefined number listed as
22 salary in the range of 50 to \$70,000
23 with benefits. Do you have the
24 number of jobs out of those 54 to 59
25 full-time jobs that are salaries

1
2 with benefits?

3 MR. BAKER: I don't.

4 MR. OPPENHEIMER: And there's a
5 listing also, hourly jobs in the \$13
6 to \$22 range per hour. I assume you
7 would not have that number either?

8 MR. BAKER: No, I wouldn't.
9 And to be quite candid, we're, at
10 this point, approved for the
11 project.

12 MR. OPPENHEIMER: Understood.
13 I can follow-up on that with Mr.
14 Lodato so that this will be
15 something that I would expect the
16 Agency to follow through with over
17 the time period of the Pilot on
18 that?

19 MR. BAKER: And that is fine.
20 That's fine.

21 MR. OPPENHEIMER: Good. One
22 other small item.

23 MR. PAROLA: And that's part of
24 the filing we do so we will
25 follow-up and get you an answer.

1
2 MR. OPPENHEIMER: Thank you,
3 Mr. Parola.

4 Page 16, paragraph 9 was not
5 initialed. It looks to me like
6 that's just an oversight on the
7 document, Mr. Parola, if you want to
8 look over that.

9 MR. LODATO: I'm looking at
10 that and I think that was probably
11 due to the way it carried over from
12 one page to another. Absolutely.
13 It's just an oversight.

14 MR. OPPENHEIMER: Last
15 question. Mr. Lia's other
16 dealerships are named for the areas
17 where they are located. What is the
18 proposed name for the new
19 dealership?

20 MR. BAKER: As far as I know,
21 it is not changing from what it is
22 now.

23 MR. OPPENHEIMER: So Garden
24 City Mazda?

25 MR. BAKER: I believe so.

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2 MR. OPPENHEIMER: Located
3 within the Village of Hempstead?

4 MR. BAKER: Understood, but
5 that, again, is -- My understanding
6 is that it will remain.

7 MR. OPPENHEIMER: Okay. Thank
8 you.

9 MR. BAKER: Yup.

10 MS. VANDERHALL: Good morning.
11 This is Cherice Vanderhall. I just
12 have a few questions.

13 I understand that this is an
14 assignment but Garden City Auto
15 Holdings was induced. Have they
16 provided any of the five positions
17 annually to the Hempstead High
18 School students?

19 MR. BAKER: This is Dan Baker.
20 The project has not started yet
21 because it has not completed so they
22 can't apprenticeships until they
23 have the new facility which will
24 have the room and new equipment and
25 everything that's going to be in

1
2 there to allow for that. So once
3 the project is completed in the new
4 building that's when the
5 Apprenticeship Program will start.

6 MS. VANDERHALL: Okay. So then
7 that leads to my next question.

8 Am I reading correctly that the
9 new building -- It's now 15,000
10 square feet. The new building will
11 be 33,000 square feet?

12 MR. BAKER: Whatever we had in
13 there is what it will be.

14 MS. VANDERHALL: So doubling in
15 size?

16 MR. BAKER: And it's a new
17 building, just so you understand,
18 next door. There are two parcels.
19 It's not where the existing building
20 is. It's where they just demoed
21 some old buildings and last I saw it
22 it was just a, you know, cleared lot
23 that's ready to go, ready to build.

24 MS. VANDERHALL: And when do
25 you expect the new building to be

1
2 complete?

3 MR. BAKER: As soon as possible
4 but it's going to take, if I
5 remember correctly, four to six
6 months to get it built.

7 MS. VANDERHALL: I'm only
8 asking because it was -- I don't
9 have the history on this, but I
10 believe that the reason for the
11 Pilot initially was for this program
12 two years ago, so I'm wondering what
13 the delay was. One.

14 And then two, if it's going to
15 take four to six months why is there
16 only a 2 percent increase each year
17 on the payment amount.

18 MR. BAKER: So there are a
19 number of questions so let me try to
20 address first the timing.

21 The approval for this and
22 ultimate closing did not happen
23 until the end of last summer. It
24 took quite a long time to get this
25 one approved for a variety of

1
2 reasons that had nothing to do with
3 the applicant but had to do with
4 unfortunately getting the approvals
5 through on the Town end. Once it
6 was approved, the work had begun but
7 the reason for this assignment, as I
8 understand it, and the sale of the
9 business and the property is what
10 has led to a further delay and that
11 had to do with health related issues
12 with the principal of the current
13 owner.

14 So the idea is to get this done
15 as soon as possible so that the new
16 owner can get in and resume the work
17 so that this can get moving.

18 There are also considerations
19 that have to do with the financing
20 that is coming through --
21 interestingly enough it's not
22 through Mazda but it comes through
23 Toyota -- I guess through some link
24 there -- and the financing is only
25 going to go through once this

1
2 transaction goes through.

3 So while there was a desire to
4 get this transaction done a few
5 months ago, they could not
6 effectuate the transfer until they
7 had approval from this Board. So
8 something that they wanted to do
9 probably as far back as three months
10 ago, maybe even four, has not been
11 able to happen until now and that's
12 why we're trying to do it.

13 And, of course, there has been
14 some delay through the current
15 circumstances with meetings and so
16 forth.

17 So the idea is to get this
18 done, get it done quickly. The new
19 owner can come in and resume the
20 work immediately and get this built.

21 MS. HARGRAVES: I have a
22 question. If this new owner has
23 seven dealerships, why does he need
24 a Pilot in the Village of Hempstead?

25 MR. BAKER: First of all, the

1
2 property already has it. Second of
3 all, in order to get this one built,
4 it's the same circumstances and
5 numbers.

6 This operates, you know, as a
7 business. Just because he has seven
8 others does not mean that they all
9 contribute to this one. This is a
10 stand-alone. It's the business that
11 he is a taking over and the only way
12 he will and can take it over is if
13 this deal is in place, as it already
14 is.

15 MS. VANDERHALL: My last
16 question regarding the 2 percent
17 increase in the proposed Pilot. I
18 was just wondering if the project is
19 going to be doubling in size, why is
20 the increase so small?

21 MR. BAKER: That's the deal
22 that we were provided and that was
23 what was acceptable to them.

24 You know, a better Pilot I'm
25 sure would be welcomed by the

1
2 current owner or the proposed
3 assignee, but that's the one that we
4 have.

5 MR. LODATO: This is Mike
6 Lodato from the Town of Hempstead
7 IDA.

8 Just to be clear, as Dan had
9 mentioned, this Pilot is already in
10 place for the current structure and
11 the current owner so they would just
12 be getting the benefits assigned to
13 them. There was no change in the
14 Pilot, no change in any of the
15 benefits including mortgage, the
16 sales tax, everything. Everything
17 is just going to filter to someone
18 else who, because of the health
19 issues Dan had mentioned, we are
20 looking to just make sure that
21 everything is constructed and keeps
22 moving forward in a positive way.
23 There is no change in structure or
24 in anything or in construction
25 either.

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MS. VANDERHALL: Thank you.

MS. GUERRA: This is Karla Guerra. I think my phone is giving the feedback. I do have questions but I can't participate in the meeting due to the feedback so I'm going to call back from another line if that's possible so I can participate in the meeting.

CHAIRMAN GIRARDI: Sure. Go ahead.

MR. BAKER: I would just add one thing on to Mike's last comment which is pursuant to the agreements that are in place now with the current company and the Agency, there are provisions in there that not only allow for the assignment and assumption of this agreement, but, you know, to do so in such a way that the Agency will not stand in the way of something like that. We've got the ability and the right to do so so long as, you know, in

1
2 essence, the proposed designee is
3 expected to fit in the shoes of the
4 current company and we believe that
5 is absolutely the case.

6 MS. VANDERHALL: Good morning
7 again. This is Cherice Vanderhall.
8 Thank you, Dan, for that.

9 I just wanted to know if the
10 project itself had changed. So does
11 the increase in the building change
12 with the assignment as well?

13 Does this new owner --

14 MR. BAKER: Yes. Again, there
15 has been no change to the plan.
16 There is no change to the benefit.
17 There is no change to the project.
18 It is, in essence, a true assignment
19 of exactly what exists right now.

20 CHAIRMAN GIRARDI: So, Mr.
21 Baker, I guess Ms. Vanderhall's
22 paperwork, the paperwork we got for
23 today's meeting, this is the exact
24 paperwork that was originally
25 submitted by Autoplex, correct?

1
2 MR. BAKER: Correct. Submitted
3 by Garden City Auto Holdings, yes.

4 CHAIRMAN GIRARDI: The exact
5 paperwork when they originally asked
6 for a Pilot.

7 MR. BAKER: This is correct.
8 We're not seeking any change to the
9 Pilot or any other benefits?

10 CHAIRMAN GIRARDI: Any other
11 questions?

12 MS. GUERRA: Yes. This is
13 Karla Guerra. I do have a question,
14 I'm sorry. I'm not sure what I
15 missed when I had to hang up.

16 CHAIRMAN GIRARDI: No problem.

17 MS. Guerra: In the seven car
18 dealers that I believe the principal
19 owns, are there any apprenticeship
20 programs in those dealerships
21 related to local high school
22 students?

23 MR. BAKER: Not that I'm aware
24 of. And that's just to say I don't
25 know. I don't know if there are or

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aren't.

MS. GUERRA: And you don't have your client with you at the moment?

MR. BAKER: No, he could not make this call.

MS. GUERRA: Okay. I do have another question. In the application, which I'm not sure if you would know -- in the application that was provided to me, at the end there is a narrative regarding, I guess, the project and it says that none of Mr. Lia's immediate family have been convicted of something related to fraud or felonies.

I guess my question is what about Mr. Lia?

MR. BAKER: As far as I know he is not.

CHAIRMAN GIRARDI: He couldn't make the meeting in general.

MR. PAROLA: That question was originally asked with the application from him directly.

1
2 MS. Guerra: That's what I
3 figured.

4 MR. BAKER: It's in the body of
5 the application, I believe.

6 MS. GUERRA: That's what I
7 figured. It was just a little weird
8 that it was the immediate family was
9 being asked.

10 MR. RYAN: That was an
11 amendment we made because of an
12 instance out in Suffolk County. The
13 actual applicant principal answers a
14 different question. This was an
15 expansion of that question to
16 include family members because there
17 was an incident out in Suffolk
18 County where that question wasn't
19 asked and, in fact, the family
20 members directly related to the
21 project had been convicted of
22 crimes.

23 MS. GUERRA: Right. And that's
24 a very good question to have. And
25 that leads me to just take a look

1
2 and some things from the nineties
3 90s did come up with Mr. Lia and
4 with investigations and so forth and
5 that's why I felt the need to
6 confirm that he is not a convicted
7 felon or anything related to being
8 convicted or paying out to Honda for
9 special preference.

10 MR. BAKER: As far as I know,
11 no.

12 MS. GUERRA: Okay.

13 CHAIRMAN GIRARDI: Anything
14 else?

15 MS. GUERRA: Yes.

16 Mr. Baker, you said 4 to 6
17 months for this project. Is that
18 realistic because that's probably
19 very similar to the original
20 estimate that was told, you know, a
21 couple of years ago for
22 construction. I think it was
23 probably, you know, 8 to 12 but here
24 we are 2 years later.

25 So given the current situation

1
2 that we're in with the Corona virus
3 and all that, realistically, how
4 long are we looking for for there
5 actually to be a structure and not
6 an eye sore on Franklin Avenue?

7 MR. BAKER: I don't mean to be
8 cute with this, but do you know how
9 Corona is going to affect
10 everything? I don't. I can't say.

11 You know, I do know that
12 construction is listed as an
13 essential job so presumably they can
14 continue, but from day to day we do
15 not know what's going to happen so
16 all I can tell you is that the
17 intention is to get moving as soon
18 as possible and build and finish as
19 soon as possible because there are
20 also -- and this was part of the
21 original application for the current
22 owner. You know, there are mandates
23 in place from Mazda U.S.A. to get
24 this done and to operate in a
25 certain way and the existing

1
2 facility does not qualify or meet
3 the requirements for Mazda so, you
4 know, again, there is -- I'm sure
5 everyone is getting a little leeway
6 these days with the Corona virus
7 issues but certainly they have to
8 get this done as soon as possible
9 with Mazda.

10 MR. LODATO: I just want to
11 clarify something that I don't
12 believe Ms. Guerra heard because she
13 was off the call at that point.
14 This is not -- This project was not
15 closed 2 years ago. The project was
16 induced I think it was around a
17 year-and-a-half or 2 years ago;
18 however, there were holdups on the
19 Town portion of the approvals and it
20 did not close out of project with
21 the IDA until I believe it was late
22 summer of last year.

23 So this is not a 2-year gap
24 that no work had begun. They had
25 not closed with us so they couldn't

1
2 start the work until everything was
3 in place.

4 MS. GUERRA: Thank you, Mr.
5 Lodato but we do have -- There is no
6 current structure right now on
7 Franklin Avenue. The Mazda
8 dealership has been raised and now
9 there is just an empty lot as you
10 said, Mr. Baker, right?

11 MR. BAKER: That's correct.
12 And again, as I stated earlier,
13 unfortunately, things went on hold
14 due to health issues with the
15 principal of the current owners.

16 All I can tell you is the
17 proposed new owner would like to get
18 this done as soon as possible and
19 proceed with construction as soon as
20 possible.

21 MS. GUERRA: I'm not asking
22 you, Mr. Baker, to, you know, tell
23 us all what's happening with the
24 Corona virus, but I'm asking you to
25 give us a well-sounded estimate of

1
2 the construction like you did, which
3 was 4 to 6 months. And to be honest
4 with you, if you think that after
5 conversations with your client that
6 that's what you want to represent to
7 the Board that it will take 4 to 6
8 months, you know, then I'll take
9 that. You know, I'll hold you to
10 that. If you want to adjust that
11 given our current situation then
12 that's fine.

13 But, you know, I do not want to
14 have that eye sore on Franklin
15 Avenue for much longer than
16 necessary so that's really what I
17 was looking for you to do, not to
18 give me an estimate as to the Corona
19 virus. I'm sure you understand
20 that.

21 MS. BAKER: I do but I don't
22 know. What else I can say to that?

23 MS. GUERRA: Is 4 to 6 months
24 realistic?

25 MR. BAKER: I don't know. I

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don't know.

MS. GUERRA: Four to 6 months?

MR. BAKER: I'll tell you 20 times, I don't know. I mean this is a really scary time so the answer is still I don't know.

What I can tell you is this, which I've said now probably three to five times, the new owner wants to get in as soon as possible. The new owner wants to get to work as soon as possible. The sooner that they can do that, the sooner that the current state of the property can change and become a new building.

And I can tell you this, my guess is, and I don't know this for sure, but my guess is if this does not happen sooner than later then nothing will change because I don't know what the current owner is planning to do based on their current circumstances.

1
2 So in my mind, it seems to me
3 that if this could be approved today
4 and we can proceed with the
5 execution of the assignment
6 documents that is the best chance of
7 the "eye sore" going away as soon as
8 possible.

9 MR. RYAN: Mr. Baker, is it
10 your client's best estimate under
11 all the circumstances that it will
12 take 4 to 6 months to build this
13 project?

14 MR. BAKER: At this point, I
15 would say yes. It is not a
16 guarantee like any project...

17 MR. RYAN: I said estimate.

18 MR. BAKER: Yes.

19 MR. RYAN: Anybody having
20 anything else?

21 CHAIRMAN GIRARDI: Do I have a
22 motion?

23 MR. OPPENHEIMER: Dan
24 Oppenheimer. So moved.

25 CHAIRMAN GIRARDI: Flo Girardi,

1
2 second. I'm going to take a vote.
3 I'm going to call you name. As I
4 call your name, just give me an Aye
5 or Nay, okay.

6 Ms. Hargraves?

7 MS. HARGRAVES: Nay.

8 CHAIRMAN GIRARDI: Ms. Guerra?

9 MS. GUERRA: Nay.

10 CHAIRMAN GIRARDI: Mr.
11 Oppenheimer?

12 MR. OPPENHEIMER: Aye.

13 CHAIRMAN GIRARDI: Mr. Majkut?

14 MR. MAJKUT: Aye.

15 CHAIRMAN GIRARDI: Mr. Marsh?

16 MR. MARSH: Yes.

17 CHAIRMAN GIRARDI: Ms.
18 Vanderhall?

19 MS. VANDERHALL: Aye.

20 CHAIRMAN GIRARDI: Reverend
21 Mallette?

22 REVEREND MALLETTE: Aye.

23 CHAIRMAN GIRARDI: So the Ayes
24 have it. The motion is passed.

25 MR. BAKER: Thank you very

1
2 much.

3 CHAIRMAN GIRARDI: Next item on
4 the agenda is also Village of
5 Hempstead. 50 Clinton Refi. Mr.
6 Parola, are you there?

7 MR. PAROLA: I'm sorry. I was
8 just tallying. What was the
9 question?

10 CHAIRMAN GIRARDI: Next item on
11 the agenda is 50 Clinton.

12 MR. PAROLA: Michael.

13 MR. LODATO: Yeah, 50 Clinton
14 has submitted to us a refinance they
15 would like to do. They have
16 explained within their letter, which
17 they are also being represented by
18 Mr. Baker, they are looking to
19 refinance.

20 They came to us about, I don't
21 know, a few months back for an
22 approval relating to this property
23 with sales tax exemption. They are
24 now looking to get another
25 4.5 million on top of their current

1
2 mortgage to roll back into the
3 building for more repairs.

4 Some of you were here for this
5 so you may remember. I know we have
6 some new members. This property was
7 one that was -- and Mr. Baker can
8 correct me if I'm wrong -- had been
9 inspected previous to purchase by
10 the current owner but there was some
11 underlying issues that were not seen
12 or they were not aware of before
13 they made the purchase, including a
14 stream underneath the parking garage
15 which has led to deterioration and
16 this has caused a lot more expense
17 for the client than originally
18 anticipated.

19 MR. BAKER: That is correct.

20 MR. LODATO: And all new money
21 is going back into the facility.
22 This is not a "cash out," for lack
23 of a better term.

24 CHAIRMAN GIRARDI: Any
25 questions?

1
2 MR. OPPENHEIMER: Yes. Dan
3 Oppenheimer, Village of Hempstead.
4 Mr. Baker is representing 50 Clinton
5 also?

6 MR. BAKER: That's correct.

7 MR. OPPENHEIMER: Hi, Mr.
8 Baker. So, to your knowledge, the
9 4.5 million that is coming out or
10 approximately 4.5 million coming out
11 as partial return of equity, is that
12 sufficient to complete all necessary
13 repairs as far as are known today,
14 upper and lower parking facilities,
15 without any additional delays? Will
16 this funding ensure that those
17 repairs and rebuilding are
18 completed?

19 MR. BAKER: That is what is
20 expected from the company. You
21 know, this is just an extension
22 really of the last time we were
23 before the Board when we asked for,
24 again, an extension of the sales tax
25 benefit and time to complete. And

1
2 that's again because of the
3 undetected issues at the site that
4 were not found during initial due
5 diligence when they were buying the
6 building, but only really came out
7 later and turned out to be much more
8 of a mess.

9 So the owner of the property is
10 looking to do exactly what they have
11 said they were going to do since the
12 time they acquired the property
13 which is to repair the building,
14 restore what needs to be taken care
15 of and get this back into a good
16 working building that will not only
17 operate better, but look better, and
18 not have any issues related to the
19 parking garage for safety or
20 anything like that.

21 So this is just the ability now
22 to finance what they promised to do,
23 which means for them taking on more
24 debt. It's not something they
25 certainly wanted to do when they

1
2 acquired the building nor do they
3 want to do it now but they have no
4 choice if they are going to follow
5 through with everything they had
6 committed to doing.

7 All we're looking for is
8 consent to the loan. We're not
9 asking for anything else.

10 MR. OPPENHEIMER: Do they have
11 a timetable, again, subject to
12 change for the completion of the
13 known needed repairs to the upper
14 and lower parking facilities?

15 MR. BAKER: I don't know that
16 at this time. As soon as possible.

17 MS. GUERRA: Good morning, Mr.
18 Baker. This is Karla Guerra. I do
19 have some question and maybe you
20 could explain. Perhaps it's
21 something that I'm not remembering
22 or is in my notes.

23 The letter given to us from
24 Bethpage Federal Credit Union is
25 addressed to Ms. Vashovsky. Cheana

1
2 Vashovsky. I'm trying to remember
3 because I know your clients have
4 been before the Board a couple
5 times. Usually there's a gentleman
6 that comes in with you. Could you
7 just explain, I guess, is Ms.
8 Vashovsky now a principal of
9 Alphamore? Why is the letter of
10 commitment given in her name? I'm
11 just wondering.

12 MR. BAKER: I believe she's
13 their in-house counsel.

14 MS. GUERRA: Okay. And that --

15 MR. BAKER: The gentleman
16 you're referring to is William
17 Siegel who is one of the principals,
18 but I believe they are in-house
19 counsel.

20 MS. GUERRA: This says the
21 guarantor. I don't know if you have
22 the letter before you.

23 MR. OPPENHEIMER: That's
24 correct, Ms. Guerra.

25 MR. BAKER: I don't have it in

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front of me.

CHAIRMAN GIRARDI: I have a question from the Board.

MS. GUERRA: Mr. Girardi, I just want a confirmation. So we don't know who was taking out this loan?

MR. BAKER: Again, it's Alphamore, LLC who is taking out the loan. I believe that she is one of -- somebody that works there. I don't know exactly what her position is.

MS. GUERRA: Or why she is the guarantor more importantly?

MR. BAKER: I don't know what you mean by why she is the guarantor.

MS. GUERRA: Well, she's listed as the guarantor. That's what you're asking us to consider today is this letter of commitment from Bethpage Credit Union to Alphamore, right? This is what we're talking

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about?

MR. BAKER: Right.

MR. GUERRA: So she signs the letter at the end as the guarantor.

MR. BAKER: Oh, as a member. So then I assume that she's one of the members of the L.L.C.

MS. GUERRA: Okay. So the gentleman who --

MR. BAKER: I'm looking at it now because I just pulled it up.

MS. GUERRA: Okay. Do you want some time?

MR. BAKER: No, no, no. I just pulled it up. I see that she's one of the members now of the L.L.C, but I do know that Mr. Siegel is. I spoke to him, if it was not last week then it was a week before. He is still one of the principals here.

MR. MARSH: Excuse me. This is James Marsh. Mr. Chairman, I'd like to make a motion to table this to our next meeting. I don't feel we

1
2 were given adequate amount of time
3 to review this request so I'm making
4 a motion to table this until our
5 next meeting.

6 CHAIRMAN GIRARDI: Do I have
7 second on that?

8 MR. PAROLA: No second. Move
9 on.

10 CHAIRMAN GIRARDI: I'll ask a
11 second time. Do I have second?
12 We'll move on.

13 MS. GUERRA: I know that you
14 told Mr. Oppenheimer as soon as
15 possible. Can you give us an
16 idea -- I don't know if you have
17 your client there with you but -- of
18 what is left to do on this property
19 in terms of bringing it to a point
20 where people are satisfied with it?
21 I know there were a lot of issues
22 that I don't think we need to
23 rehash, if we do I can go through my
24 memory, but can you give me an idea
25 of where we are in terms of the

1
2 dissolving those issues?

3 MR. BAKER: Yes. So I don't
4 know exactly what is left remaining
5 and what has been completed, but I
6 do know that the parking garage is
7 probably the number one item that
8 has not yet been finished and needs
9 to be, in addition to a number of
10 the systems in the building
11 including HVAC and others.

12 So in addition to those there
13 are also some aesthetic items that I
14 know they want to take care of that
15 I don't believe have been fully
16 taken care of yet, but the idea is
17 to, you know, do all of the things
18 that they initially set out to do so
19 they can make this a good building
20 for leasing to tenants and a good
21 building as one of the centerpieces
22 of the Village which was something
23 they initially intended and promised
24 to do.

25 MS. GUERRA: And how does this

1
2 loan further that, Mr. Baker?

3 MR. BAKER: It allows us to pay
4 for all the work that needs to be
5 done.

6 CHAIRMAN GIRARDI: Mr. Baker,
7 maybe this will help answer your
8 question, Ms. Guerra. Correct me if
9 I'm wrong, anybody, but didn't we
10 receive from Alphamore the estimates
11 and the amount of work that was done
12 and maybe even it may have been the
13 work going forward that needed to be
14 done?

15 MR. BAKER: We did. Yes.

16 CHAIRMAN GIRARDI: We do have
17 all that paperwork --

18 MR. BAKER: Yes.

19 CHAIRMAN GIRARDI: -- as to
20 what was done and the problems they
21 ran into and why they needed this to
22 move forward, correct?

23 MR. BAKER: Yes, that is
24 correct and I apologize that I don't
25 have everything at my fingertips,

1
2 but working remotely makes it
3 somewhat difficult to have full
4 files here.

5 MS. GUERRA: Mr. Baker, I don't
6 have that either and that's why I
7 was asking if you had that
8 information because that is in my
9 office and not with me remotely, but
10 I do know that there were estimates
11 and I just want to make sure that
12 this money is going to be used for
13 that purpose, to address those
14 construction and those things that
15 need to be fixed for this property
16 because, again, you know, we'd like
17 to move on this and you've been back
18 with us on this for this client a
19 couple of different times on a
20 couple of different issues.

21 MR. BAKER: Yes, that is fully
22 the intention.

23 CHAIRMAN GIRARDI: Any other
24 questions?

25 MR. OPPENHEIMER: One other

1
2 question regarding Ms. Vashovsky.
3 The very first paragraph of the
4 Bethpage letter states the ownership
5 and management of the borrower shall
6 be solely held by Cheana Vashovsky,
7 solely held, so it would seem that
8 she's more than a representative or
9 part of this. Does that represent a
10 change in the ownership at
11 Alphamore?

12 MR. BAKER: Not as for as I
13 know but I can check on that. I
14 don't know.

15 MR. OPPENHEIMER: Mr. Parola or
16 Mr. Lodato, would you have any
17 information on that, whether that
18 represents a change in the ownership
19 of Alphamore.

20 MR. PAROLA: It's not reflected
21 in the file. No, no change.

22 MR. OPPENHEIMER: Thank you.

23 MR. PAROLA: Certainly.

24 CHAIRMAN GIRARDI: Do I have a
25 motion?

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2 MR. OPPENHEIMER: Dan
3 Oppenheimer, so moved.

4 CHAIRMAN GIRARDI: Do I have a
5 second? I will second it.

6 I will take a vote. I'll call
7 out your name.

8 Ms. Hargraves?

9 MS. HARGRAVES: Yes.

10 CHAIRMAN GIRARDI: Ms. Guerra?

11 MS. GUERRA: Nay.

12 CHAIRMAN GIRARDI: Mr.
13 Oppenheimer?

14 MR. OPPENHEIMER: Aye.

15 CHAIRMAN GIRARDI: Mr. Majkut?

16 MR. MAJKUT: Aye.

17 CHAIRMAN GIRARDI: Mr. Marsh?

18 MR. MARSH: I'm going to
19 abstain. I don't believe we've had
20 adequate time to review this
21 particularly since it appears that
22 there may have been a change of
23 ownership so I'm abstaining.

24 MR. PAROLA: There is no change
25 in ownership for the record.

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2 CHAIRMAN GIRARDI: We're having
3 a vote.

4 Reverend Mallette?

5 REVEREND MALLETTE: Aye.

6 CHAIRMAN GIRARDI: The Ayes
7 have it with just Mr. Marsh's
8 abstention.

9 MS. VANDERHALL: I didn't vote
10 but it's a yes. This is Cherice
11 Vanderhall.

12 CHAIRMAN GIRARDI: Oh, I'm
13 sorry, Cherice.

14 Village of Hempstead will
15 obviously stay on. Thank you very
16 much everyone.

17 Now this is the second meeting.

18 (Whereupon, second meeting
19 begins.)

20 CHAIRMAN GIRARDI: Next item on
21 the agenda, new business.
22 Consideration of an Authorizing
23 Resolution for JFK Logistics,
24 Woodmere.

25 I'm going to make a motion to

1
2 table this project. Do I have a
3 second?

4 REVEREND MALLETTE: Second.

5 MS. VANDERHALL: Second.

6 MR. GORDAN: Excuse me. This
7 is Adam Gordan from Wildflower. May
8 I ask why this is being tabled
9 again?

10 CHAIRMAN GIRARDI: Pending
11 litigation going on so we want to
12 have executive session and we need
13 advice from counsel.

14 Next item on the agenda --

15 MR. D'AGOSTINO: May I ask
16 why --

17 MR. PAROLA: There's no
18 discussion.

19 MR. D'AGOSTINO: My question is
20 might you -- You said you're going
21 into executive session. Might you
22 come back to this?

23 CHAIRMAN GIRARDI: No, we're
24 not.

25 MR. D'AGOSTINO: Okay. That's

1
2 all I wanted to know. Thank you
3 very much, gentlemen.

4 MR. PAROLA: Thank you.

5 MR. D'AGOSTINO: I'm here. I
6 hear you.

7 MR. PAROLA: I said thank you.

8 MR. D'AGOSTINO: Thank you all.
9 Thank you for your courtesy. John
10 as well. Thanks. Bye-bye.

11 MR. BAKER: For the record,
12 this is Daniel Baker. I'm counsel
13 to JFK Logistics. Had we known this
14 was going to happen we could have
15 spoken at the public portion of the
16 meeting earlier. Since that did not
17 happen I'm just going to speak now.
18 I know my client has dropped off, it
19 sounded like, but we don't
20 understand why --

21 MR. MARSH: Mr. Baker, this is
22 James Marsh. My question is this.
23 Why didn't the applicant show up at
24 the public hearing?

25 MR. BAKER: Excuse me?

1
2 MR. MARSH: Why didn't the
3 applicant come to the public hearing
4 to testify?

5 MR. BAKER: The applicant was
6 there. Mr. Marsh, there was no
7 reason to testify at that point.

8 MR. MARSH: He didn't think he
9 needed to say anything in support of
10 his application?

11 MR. BAKER: We said it all in
12 the preliminary inducement meeting.

13 MR. MARSH: Mr. Chairman, I'm
14 going to object to anything being
15 added at the point with respect to a
16 tabled application. It's out of
17 order.

18 CHAIRMAN GIRARDI: Mr. Marsh
19 and Mr. Baker, please. Next item on
20 the addenda.

21 MR. PAROLA: The applicant was
22 at the hearing.

23 MR. MARSH: He didn't testify,
24 right? He doesn't even care enough
25 about his own application.

1
2 MR. BAKER: Excuse me, Mr.
3 Marsh! You're out of order now.
4 And I've had enough of this from you
5 at every single meeting.

6 MR. MARSH: Who's telling me
7 I'm out of order?

8 MR. BAKER: This is Daniel
9 Baker telling you you're out of
10 order like you always are. Thank
11 you very much.

12 MR. MARSH: Thank you.

13 MR. PAROLA: Yeah, we can't
14 draw conclusions. If he was asked a
15 question, he would have responded.
16 The opposition was well represented
17 and if there was a question for him,
18 he would have answered. He was
19 there.

20 MR. RYAN: Mr. Marsh, I'm going
21 to recommend that further dialogue
22 cease. I'm also going to recommend
23 that the Chairman -- There was a
24 motion to table, it was seconded. I
25 think there should be a vote on the

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motion for the record.

CHAIRMAN GIRARDI: We'll take a vote on the motion. I'll call your names. I made the motion so I'm an Aye.

Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Ms. Vanderhall?

MR. SPEAKER: She may have left.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: We have four Ayes and we have no response from Ms. Vanderhall right now.

MS. VANDERHALL: I'm back. I'm sorry.

CHAIRMAN GIRARDI: Ms. Vanderhall your vote to motion.

MS. VANDERHALL: Yes. Table

1
2 it, yes.

3 CHAIRMAN GIRARDI: Okay. Thank
4 you. Mr. Ryan, you have the tally?

5 MR. RYAN: Yes. Move on.

6 CHAIRMAN GIRARDI: Next item on
7 the agenda, consideration of an
8 Authorizing Resolution for an
9 Equipment Lease for Arrow Linen
10 Supply Company, Garden City.

11 As I recall, they were doing
12 some environmental water
13 reclamation.

14 MR. TERZULLI: That's correct,
15 Chairman. This is Nick Terzulli of
16 Farrell Fritz, counsel to Arrow
17 Linen. How are you guys doing
18 today? Thanks for accommodating us
19 and having this meeting on the
20 phone. We really appreciate it.

21 You were generous enough to
22 grant a preliminary induced
23 resolution for this project in
24 December.

25 As you know, Arrow Linen is a

1
2 client in good standing with the
3 Town of Hempstead IDA. In 2013,
4 Arrow closed a deal with the IDA for
5 a headquarters facility in Garden
6 City. This application before you
7 is for a sales tax exemption for a
8 water reclamation system to make
9 their processes more environmentally
10 efficient and some related
11 infrastructure technology
12 improvements. The total cost of the
13 project is approximately
14 \$1.5 million.

15 CHAIRMAN GIRARDI: Any
16 questions? Do I have motion?

17 MR. MAJKUT: I'll make a
18 motion.

19 CHAIRMAN GIRARDI: I'll now
20 take a vote.

21 Mr. Majkut?

22 MR. MAJKUT: Aye.

23 CHAIRMAN GIRARDI: Mr. Marsh?

24 MR. MARSH: Yes.

25 CHAIRMAN GIRARDI: Ms.

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Vanderhall?

MS. VANDERHALL: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Flo Girardi
is an Aye.

Thank you.

MR. LODATO: This is Mike
Lodato from the Hempstead IDA. I
just wanted to make you aware,
Chairman, that Ms. Vanderhall said
she had time constraints so I don't
know if she's able to stay past
10:00.

MS. VANDERHALL: Yes. I don't
think we --

CHAIRMAN GIRARDI: Just let us
know.

MS. VANDERHALL: Okay. No
problem. Thanks.

CHAIRMAN GIRARDI: Next item.
Even though it's on the agenda, this
was tabled. It was Gabrielli.

1
2 Consideration of an Inducement
3 Resolution on expansion for
4 Gabrielli Inwood, L.L.C.

5 MR. SEDEREAS: Thank you
6 everyone for being here and for
7 organizing this Board meeting call.
8 We really appreciate it. I'm an
9 attorney with Davidoff, Hunter &
10 Citrin, as well as Jeff Citrin who's
11 on the line. Also on the line is
12 Paul Avvento from Gabrielli and
13 Keith Summer (phonetic) and Frank
14 Smith.

15 As you're aware, the applicant
16 is Gabrielli Inwood, L.L.C. the
17 operating entity Gabrielli Truck
18 (inaudible) Ltd. By way of
19 background, the property is located
20 at 31 Alemeda Street in Inwood. The
21 company is a commercial truck
22 dealership with a high concentration
23 of service and repairs. It's also a
24 leading distributor for some of the
25 biggest trucking companies including

1
2 Ford and MAC. It has numerous
3 locations throughout the New York,
4 New Jersey and Connecticut
5 metropolitan area. Currently the
6 building size at the site is 4,098
7 square feet.

8 As you know, Gabrielli entered
9 into an original IDA lease with the
10 Town of Hempstead dated February 1,
11 2015. At that time, Gabrielli had
12 contemplated renovations and
13 expansion of an existing building by
14 10,000 square feet. During the
15 period of time between then and now,
16 unfortunately, Gabrielli experienced
17 a lot of building department delays
18 and during the delay Gabrielli had
19 to essentially reevaluate the
20 business needs and realized that the
21 10,000 square foot expansion that it
22 originally had contemplated and
23 applied for just was not enough and
24 now it's contemplating a 20,000
25 square foot expansion.

1
2 As you know, Gabrielli during
3 the year 2018 continuously met its
4 employment targets; however, because
5 of the building delays with the
6 Building Department, in 2019 it was
7 not able to hit the big jump in
8 employment numbers they were
9 committed to to employ 50 employees,
10 so that's why we are asking for this
11 inducement.

12 We're making a new building
13 application. There is a 20,000
14 square foot expansion. It's great
15 for the Town of Hempstead, more
16 sales tax revenue, and it actually
17 contemplates by the year 2023 to
18 have 80 employees at the facility
19 which is thirty more employees than
20 they had originally covered.

21 MR. RYAN: Do you need any type
22 of zoning approvals or anything or
23 is this just as a right to be built?

24 MR. SEDAREAS: As of right.

25 MR. RYAN: Thank you.

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2 CHAIRMAN GIRARDI: You know
3 what, I hate to do this. I was
4 under the impression this was not
5 going off today so Mr. Avvento, you
6 announced yourself when you came in,
7 you and whoever else. I hate to do
8 this. I'm going to move to table
9 it. I really don't like doing this,
10 but I'm a little short with the
11 original Pilot and I know we're a
12 few years into it.

13 Any Board members have any
14 input on this?

15 MR. CITRIN: Jeff Citrin. Mr.
16 Lodato, can you explain the
17 situation, please?

18 MR. LODATO: Give me a moment
19 to gather my thoughts here.

20 The Chairman is looking to
21 table because I guess he was under
22 the impression this was being tabled
23 or put off to next month maybe with
24 everything going on. I'm not sure
25 if it's just a miscommunication.

1
2 I'm not certain to be honest.

3 MR. MARSH: Mr. Chairman, I'll
4 move to table it.

5 CHAIRMAN GIRARDI: Second.

6 MR. AVVENTO: Is there any
7 questions that you might have of us
8 now that we can be helpful in any
9 confusion on anyone's part?

10 CHAIRMAN GIRARDI: I, for one,
11 when I get my agenda, I usually go
12 line by line with staff every month
13 and I have not had the chance to do
14 that on this project because I
15 thought it was being tables, so I'm
16 a little uncomfortable.

17 I'm going to make a motion to
18 table. Do I have a second?

19 MR. PAROLA: We have a motion.
20 You'll be seconding it, Mr.
21 Chairman. Mr. Marsh made a motion.

22 MR. O'BRIEN: Just for
23 clarification, I think what happened
24 here is that we heard that you
25 weren't well and that you would not

1
2 be able to make the meeting and
3 therefore, I think that's what was
4 on the Chairman's mind when he
5 believed it was tabled because he
6 and I did have one discussion and we
7 did not go over it because we
8 thought you were not well and could
9 not be there and for some reason we
10 interpreted that Gabrielli was
11 asking for an adjournment.

12 So part of the fault is mine,
13 but what we may do is we may have an
14 earlier meeting. Also, our other
15 two new members are not here so we
16 have a bare minimum of four. We
17 really would like obviously all our
18 contingent members here. So under
19 those circumstances it's probably
20 best to adjourn it and we'll try to
21 have a special meeting on this and
22 another matter that was tabled
23 within the next two weeks.

24 MR. AVVENTO: Okay. No
25 objections on our part.

1
2 MR. LODATO: I apologize
3 Steven, Jeff and Paul. I was not
4 aware of that so we will try to get
5 you on as soon as possible as Mr.
6 Parola had said.

7 MR. SEDAREAS: I appreciate
8 that.

9 MR. PAROLA: It's our fault.
10 We apologize profusely.

11 CHAIRMAN GIRARDI: Ryan, do we
12 need a vote here?

13 MR. RYAN: You have a first and
14 second. You want to do a vote?

15 CHAIRMAN GIRARDI: We'll take a
16 vote to table.

17 Mr. Marsh?

18 MR. MARSH: Yes.

19 CHAIRMAN GIRARDI: Ms.
20 Vanderhall? I think she left.

21 MR. PAROLA: She had another
22 meeting.

23 CHAIRMAN GIRARDI: Reverend
24 Mallette?

25 REVEREND MALLETTTE: Aye.

1
2 CHAIRMAN GIRARDI: Motion is
3 tabled. Next item.

4 Mr. Majkut?

5 MR. MAJKUT: Aye.

6 CHAIRMAN GIRARDI: Very good.
7 I'm sorry if I missed you.

8 Next item on the agenda.
9 Consideration of a Tenant Consent
10 for Valley Stream Green Acres -
11 Cohen's Optical.

12 MR. PAROLA: It's 1800 square
13 feet. Ten full-time, three
14 part-time jobs. Estimated total
15 payroll of 600,000. Valley Stream,
16 Green Acres continues to develop and
17 provide jobs in economic
18 development. Staff thinks this is a
19 good thing.

20 CHAIRMAN GIRARDI: I'll make
21 the motion.

22 REVEREND MALLETT: Second.

23 CHAIRMAN GIRARDI: We'll have a
24 vote.

25 Mr. Majkut?

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MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Flo Girardi,
Aye.

Next item on the agenda.
Consideration of a Tenant Consent
for Valley Stream, Green Acres,
Asphalt, New York, which is an
apparel company, I believe.

MR. PAROLA: Yes. For whatever
reason, I don't know what kind of
clothes they make, but it is a
clothing entity. It's almost 3,000
square feet, three full-time
employees. Excuse me, two full-time
and two part-time employees which
comes to the equivalent of three.
And again, it's Valley Stream, Green
Acres and staff sees it as a
positive economic development.

1
2 CHAIRMAN GIRARDI: I'll make
3 the motion. Seconded by Mr. Majkut.
4 Do I have a vote?

5 MR. MAJKUT:

6 MR. MAJKUT: Aye.

7 CHAIRMAN GIRARDI: Mr. Marsh?

8 MR. MARSH: Yes.

9 CHAIRMAN GIRARDI: Reverend
10 Mallette?

11 REVEREND MALLETTE: Aye.

12 CHAIRMAN GIRARDI: Flo Girardi
13 is an Aye.

14 We'll move on to new business.

15 MR. PAROLA: Are there enough
16 new developments in the documents
17 submitted? If anyone has any
18 questions, certainly happy to answer
19 now or later.

20 CHAIRMAN GIRARDI: Next item on
21 the agenda. Consideration and
22 Adoption of the Mission Statement of
23 2020 and Measurement Report. I'll
24 make the motion.

25 REVEREND MALLETTE: Reverend

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Mallette, second.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: That's four
Ayes.

Next item on the agenda.
Consideration from Adoption of the
Property Disposition Policy. I'll
make the motion. We'll have a
second.

REVEREND MALLETTE: Mallette,
seconds.

CHAIRMAN GIRARDI: I'll have
the vote.

MR. MAJKUT?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: We have four
Ayes. The Ayes have it.

REVEREND MALLETTE: I still
have to vote, right, even though I

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made the second?

CHAIRMAN GIRARDI: Yes.

Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI:

Consideration of the Purchasing
Guidelines --

MR. PAROLA: No. Operations
and Accomplishments, Mr. Chairman,
the one above.

CHAIRMAN GIRARDI: Do I have a
motion? I'm an Aye.

Mr. Majkut? Do I have a
second?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Do I have a
vote? Mr. Majkut on the vote.

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: The Ayes

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have it.

Consideration of the Agency
Self Evaluation Policy and
Procedures.

MR. PAROLA: No change.

CHAIRMAN GIRARDI: Do I have a
motion?

REVEREND MALLETTE: Mallette,
so moved.

CHAIRMAN GIRARDI: I will
second it.

Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Flo Girardi,
I'm an Aye.

Consideration of the Code of
Ethics.

MR. LODATO: No change to that
document.

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2 CHAIRMAN GIRARDI: I'll make a
3 motion. Do I have a second?

4 MR. MARSH: This is Marsh.
5 I'll second it.

6 CHAIRMAN GIRARDI: We'll have a
7 vote. I'm an Aye.

8 Mr. Majkut?

9 MR. MAJKUT: Aye.

10 CHAIRMAN GIRARDI: Mr. Marsh?

11 MR. MARSH: Yes.

12 CHAIRMAN GIRARDI: Reverend
13 Mallette?

14 REVEREND MALLETTTE: Aye.

15 CHAIRMAN GIRARDI: The Ayes
16 have it.

17 Consideration of the Investment
18 Policy and Guidelines.

19 MR. PAROLA: No change to our
20 prudent policy as mandated by law.

21 CHAIRMAN GIRARDI: I'll make
22 the motion.

23 MR. MAJKUT: Second.

24 CHAIRMAN GIRARDI: Vote.

25 MR. MAJKUT: Aye.

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CHAIRMAN GIRARDI: Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETTTE: Aye.

CHAIRMAN GIRARDI: Next item.
Consideration of the Assessment and
Effectiveness of Internal Controls.

MR. PAROLA: Again, our
auditors have commended our
operation in terms of protections
against possible fraud or deceit and
there's really no change to the
document.

CHAIRMAN GIRARDI: We have a
motion?

REVEREND MALLETTTE: Mallette
makes the motion.

CHAIRMAN GIRARDI: Marsh?

MR. MARSH: I second the
motion.

CHAIRMAN GIRARDI: We'll have a
vote. I'm an Aye.

Mr. Majkut?

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MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Thanks.

Next item. Consideration of a
Resolution to Appoint John Ryan as
Agency counsel.

MR. MARSH: I'll make the
motion.

CHAIRMAN GIRARDI: I'll second
it. Do I have a vote?

Mr. MAJKUT?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: I'm an Aye
as well.

MR. RYAN: Thank you all.

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CHAIRMAN GIRARDI:

Consideration of a Resolution to
appoint Nixon Peabody LLP and
Phillips Lytle LLP as
Transaction/Bond Counsel.

I'll make a motion.

MR. MARSH: Second.

CHAIRMAN GIRARDI: I'm an Aye.
Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Malette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Next item on
the addenda. Appointment of Board
Officers.

MR. LODATO: We've moved
positions around a little bit to
make way for new members and the
treasurer is going to be Eric
Malette. Jack Majkut is looking to
or has volunteered to be the

1
2 secretary going forward for the IDA.

3 CHAIRMAN GIRARDI: I'll make
4 the motion.

5 MR. MARSH: Seconded by Marsh.

6 CHAIRMAN GIRARDI: Second by
7 Mr. Marsh. I'll have a vote. I'm
8 an Aye.

9 Mr. Majkut?

10 MR. MAJKUT: Aye.

11 CHAIRMAN GIRARDI: Mr. Marsh?

12 MR. MARSH: Yes.

13 CHAIRMAN GIRARDI: Reverend
14 Mallette?

15 REVEREND MALLETTTE: Aye.

16 CHAIRMAN GIRARDI: Next item.
17 Appointment of Contract and
18 Compliance Officer.

19 MR. PAROLA: That's Edie Longo.

20 CHAIRMAN GIRARDI: I'll make
21 the motion. Do I have a second?

22 REVEREND MALLETTTE: I make the
23 second.

24 CHAIRMAN GIRARDI: I'll have a
25 vote. I'm an Aye.

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Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Abstain.

CHAIRMAN GIRARDI: Reverend
Malette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Mr. Ryan,
how do we proceed? We only have
four members and one of them has
abstained.

MR. RYAN: Well, not that
motion fails and you have to bring
it up at the next meeting when you
have enough votes.

MR. PAROLA: We'll need one.
We'll consider it for next month or
in two weeks when we have a full
Board.

CHAIRMAN GIRARDI: Okay.

MR. MARSH: Excuse me. Excuse
me. What's this two-week thing?

MR. PAROLA: We have a number
of items. You'll be contacted if

1
2 you're still on the Board.

3 MR. MARSH: Thanks a lot. I
4 really resent the way this agenda us
5 being shuffled around. We all have
6 jobs to do and it is extremely
7 difficult to -- especially at this
8 time to be constantly making
9 arrangements for these special
10 meetings.

11 We spent two days trying to set
12 up a special meeting in March and
13 then after I thought the dates had
14 been agreed to and we shifted our
15 schedules around, it was cancelled.
16 I think we have stated meetings and
17 that's what we should stick to
18 unless there's is a real emergency.

19 Mr. Chairman, that's my
20 comment.

21 MR. PAROLA: It's a fair
22 comment. I would just add these are
23 extraordinary times and there's
24 economic development that is waiting
25 because we have not been an

1
2 effective Board able to move forward
3 and therefore, we have to keep our
4 options open.

5 Unfortunately, two of our new
6 members could not make the meeting.
7 Hopefully, they will make the next
8 one even if the ones that are
9 currently on can't.

10 CHAIRMAN GIRARDI: Mr. Marsh,
11 I'm going to discuss this with Stan
12 and I'll definitely talk to you
13 about it.

14 Next item on the agenda.
15 Consideration of Agency Committees.

16 MR. LODATO: We need a motion.

17 CHAIRMAN GIRARDI: I'll make
18 the motion. Do I have a second?

19 MR. MARSH: I'll second it.

20 CHAIRMAN GIRARDI: Second by
21 Mr. Marsh. I'm an Aye.

22 Mr. Majkut?

23 MR. MAJKUT: Aye.

24 CHAIRMAN GIRARDI: Mr. Marsh?

25 MR. MARSH: Yes.

1
2 CHAIRMAN GIRARDI: Reverend
3 Mallette?

4 REVEREND MALLETTE: Aye.

5 CHAIRMAN GIRARDI: The Ayes
6 have it.

7 Next item on the agenda.
8 Summary of Board Self Evaluations.
9 Who wants to do that? Arlyn? Mike?

10 MR. LODATO: We received all of
11 your notes about what the Board
12 feels we should be doing and the
13 communications between the Board and
14 staff and we put it all on that
15 summary report for you to look at
16 but there really is not much more to
17 report otherwise. It's just for
18 your information.

19 CHAIRMAN GIRARDI: Does the
20 Board have any questions?

21 Next item on the agenda.
22 Consideration and Adoption of Salary
23 Resolutions for the IDA staff which
24 would be an increase of 2 percent,
25 and I believe that that is in line

1
2 with what the Town of Hempstead has
3 done for the Town of Hempstead
4 employees.

5 MR. PAROLA: That is correct.
6 And, in fact, last year some got an
7 increase and it was less than what
8 the Town of Hempstead did as well so
9 we are actually, for the two-year
10 cycle, under what the Town of
11 Hempstead is doing for its
12 employees.

13 MR. MARSH: Mr. Chairman, can
14 we identify who we consider to be
15 staff?

16 MR. PAROLA: There are six
17 members here. There's three
18 full-time; Mike Lodato, Arlyn Eames,
19 Laura Tomeo and three part-timers;
20 Edie Longo, Fred Parola and Lorraine
21 Rhoads.

22 MR. MARSH: And the request is
23 for 2 percent for everybody?

24 MR. PAROLA: Yes, sir, across
25 the board.

1
2 MR. MARSH: Okay. One other
3 question. I thought Lorraine was
4 retiring at the end of December?

5 MR. PAROLA: We go month to
6 month. The complications of State
7 reporting is such that Lorraine is
8 working -- we're not talking about
9 50 hours here.

10 MR. MARSH: We're not arguing
11 that. It's just that at the end of
12 the year I was told she was
13 retiring. I believe the whole board
14 was and now she's still working.

15 MR. PAROLA: We're
16 transitioning. She is still here
17 and working. She's still doing 12
18 to 15 hours a week.

19 MR. MARSH: Okay. You're
20 running things.

21 MR. PAROLA: You know, I wish
22 you -- I know you're busy all of you
23 but if you could spend a day with
24 us, even in this mess, and you'll
25 see what's going on, we're going to

1
2 be late on our compliance because
3 they forced us to cut back on our
4 hours and our presence here, but
5 we're working to comply with the
6 State which is due usually on
7 March 31st.

8 As you know, the fiscal year it
9 will be delayed but nobody is going
10 to get it in faster -- I'm not
11 talking about myself -- about the
12 people that work here. Lorraine and
13 Laura are interfacing very well.
14 It's still a difficult, involved
15 transitional situation as it is with
16 Michael and Arlyn and Edie's
17 incredible roll that she plays. I
18 try not to get in the way, being
19 somewhat facetious, but I'm here
20 obviously from a governmental
21 political experience because this is
22 an office that is fraught with great
23 problems from various areas of which
24 I would talk to you privately, if
25 you wish, but I'm not putting this

1
2 on any record, just to say that.

3 MR. RYAN: If I may, we're
4 talking about staff salary issues
5 and probably if we were going to get
6 into this discussion it should have
7 been done in executive session.

8 That having been said, I think
9 the dialogue should end and whatever
10 is going to happen is going to
11 happen.

12 MR. PAROLA: Yes, sir. I'm
13 sorry. Someone has to advocate for
14 these people.

15 MR. RYAN: No, no. I'm trying
16 to be a lawyer that's all.

17 MR. PAROLA: You're doing a
18 good job of it, Counsel.

19 MR. RYAN: Some days better
20 than others, I guess.

21 CHAIRMAN GIRARDI:
22 Consideration and Adoption of Salary
23 Resolutions for IDA staff. I'll
24 make the motion. Do I have a
25 second?

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REVEREND MALLETTE: Second.

CHAIRMAN GIRARDI: I'll have a
vote. I'm an Aye. Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Malette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: The Ayes
have it.

MR. PAROLA: Thank you for your
faith everyone.

CHAIRMAN GIRARDI: Next item on
the agenda is Compliance 2019
Reporting Update and
Review/Employment Shortfalls.

MR. PAROLA: Arlyn, shortfalls.
We're in pretty good shape. We've
been working on this. Obviously
made our calls. You have a listing
in front of you. Letters have been
provided. If you look, you will see
virtually full compliance. What we

1
2 plan to do is at our next full
3 meeting probably we'll get some
4 responses and again what we've done
5 in the past is to create a
6 subcommittee that looks initially at
7 the reasons why there's a shortfall.
8 Probably Arlyn and I will represent
9 the staff. Maybe, Mr. Chairman,
10 next month we'll appoint two members
11 or whatever your pleasure, and we'll
12 take a look at them individually and
13 make recommendations as to whether
14 any of these projects should be
15 terminated for failure to comply.

16 CHAIRMAN GIRARDI: That's a
17 great idea.

18 MR. PAROLA: Thank you, sir.

19 CHAIRMAN GIRARDI: Any comments
20 from the Board?

21 MR. PAROLA: We don't need a
22 vote on that. It's just an FYI.

23 CHAIRMAN GIRARDI: Next item.
24 Reading and Approval of the Minutes
25 of the Previous Meeting. I'm going

1
2 to make a motion to waive it.

3 MR. MARSH: I'll second it.

4 CHAIRMAN GIRARDI: Let's have a
5 vote. I'm an Aye.

6 Mr. Majkut?

7 MR. MAJKUT: Aye.

8 CHAIRMAN GIRARDI: Mr. Marsh?

9 MR. MARSH: Aye.

10 CHAIRMAN GIRARDI: Reverend
11 Mallette?

12 REVEREND MALLETT: Aye.

13 CHAIRMAN GIRARDI: Next item on
14 the agenda. Report of the
15 Treasurer.

16 MR. LODATO: The treasurer is
17 currently -- hold on -- He just
18 switched. Just to get him a level
19 of comfort, everything is in order
20 but obviously, if you have
21 questions, let us know. As Fred
22 would say, we are -- What's the word
23 you normally use? Flush?

24 MR. PAROLA: Flush and viable.

25 CHAIRMAN GIRARDI: Okay. I'm

1
2 going to make a motion to adjourn
3 the meeting with the IDA.

4 MR. MARSH: Second.

5 CHAIRMAN GIRARDI: Second by
6 Mr. Marsh. We'll have a vote. I'm
7 an Aye.

8 Mr. Majkut?

9 MR. Majkut: Aye.

10 CHAIRMAN GIRARDI: Mr. Marsh?

11 MR. MARSH: Aye.

12 CHAIRMAN GIRARDI: Reverend
13 Mallette?

14 REVEREND MALLETTTE: Aye.

15 (Whereupon, the minutes of this
16 meeting concerning the IDA have been
17 concluded.)

18
19 (Time noted: 10:15 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 15th day of April, 2020.

DOLLY FEVOLA

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