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

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Teleconference

April 23, 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 :

Town of Hempstead IDA

FRED PAROLA  
EDIE LONGO  
ARLYN EAMES  
LAURA TOMEO  
ARLYN EAMES  
MICHAEL LODATO

BILL WEIR, Nixon Peabody  
JOHN RYAN, Ryan Brennan & Donnelly, LLP

Board of Directors

FLORESTANO GIRARDI  
JAMES MARSH  
REV. ERIC MALLETT  
JACK MAJKUT  
CHERICE VANDERHALL  
ROBERT BEDFORD

DANIEL BAKER, JFK Logistics  
AL D'AGOSTINO, Minerva & D'Agostino

Gabrielli Truck Sales

STEVEN SEDEREAS, ESQ.  
PAUL AVVENTO  
FRANK SMITH  
KEITH SUMA

Main Street Apartments

DAVID LENO, Rivkin Radler  
RASHED WALKER  
750 Merrick Road  
Dan Deegan, Esq. Forchelli, Deegan, Terrana  
Steven Novenstein  
Nicholas Coslov  
Jonathan Orr  
Graham Tedesco

1  
2 CHAIRMAN GIRARDI: I'm going to  
3 take roll call so I can call the  
4 meeting to order.

5 Mr. Majkut?

6 MR. MAJKUT: Yes.

7 CHAIRMAN GIRARDI: Reverend  
8 Mallette?

9 REVEREND MALLETT: Here.

10 CHAIRMAN GIRARDI: Mr. Bedford?  
11 Mr. Bedford? Ms. Vanderhall?

12 MS. VANDERHALL: Here.

13 CHAIRMAN GIRARDI: Mr. Marsh?

14 MR. MARSH: Present.

15 CHAIRMAN GIRARDI: Flo Girardi  
16 is present. Mr. Bedford, are you  
17 on?

18 I'm going to take a roll call  
19 quick for the Village of Hempstead.

20 Mr. Oppenheimer? Ms.  
21 Hargraves? Ms. Guerra?

22 MR. PAROLA: She's ill. That  
23 answers that.

24 CHAIRMAN GIRARDI: I'm going to  
25 make a motion to move to executive

1 session. Do I have a second?

2 MR. MARSH: Second.

3 MR. RYAN: John Ryan. The  
4 motion is to go through executive  
5 session to discuss a matter of  
6 litigation.  
7

8 CHAIRMAN GIRARDI: Correct.  
9 Second by Mr. Marsh. Executive  
10 session. Now we'll take a vote.

11 Mr. Majkut?

12 MR. MAJKUT: Aye.

13 CHAIRMAN GIRARDI: Reverend  
14 Mallette?

15 REVEREND MALLETT: Aye.

16 CHAIRMAN GIRARDI: Ms.  
17 Vanderhall?

18 MS. VANDERHALL: Aye.

19 CHAIRMAN GIRARDI: Mr. Marsh?

20 MR. MARSH: Yes.

21 CHAIRMAN GIRARDI: Flo Girardi  
22 is a yes. Mr. Bedford?

23 MR. BEDFORD: Aye.

24 CHAIRMAN GIRARDI: Motion is  
25 carried. We're going to move to

1  
2 executive session. Everybody has  
3 the phone number to call in?

4 I would like to call the Town  
5 of Hempstead IDA Board Meeting back  
6 in session. Do I have a motion?

7 MR. MARSH: I'll make the  
8 motion.

9 CHAIRMAN GIRARDI: I'll second  
10 it. Can I have a vote?

11 Mr. Majkut?

12 MR. MAJKUT: Aye.

13 CHAIRMAN GIRARDI: Reverend  
14 Mallette?

15 REVEREND MALLETT: Aye.

16 CHAIRMAN GIRARDI: Mr. Bedford?  
17 Ms. Vanderhall?

18 MR. MARSH: Yes.

19 CHAIRMAN GIRARDI: I'm an aye.  
20 I'm going to move on to the roll  
21 call for the Town of Hempstead  
22 again. Anybody here from the Town  
23 of Hempstead? Mr. Oppenheimer? Ms.  
24 Hargraves? Mr. Johnston? I  
25 understand Ms. Guerra is ill. Mr.

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Parola, are you on?

MR. PAROLA: I'm on, sir.

CHAIRMAN GIRARDI: So the Village of Hempstead has a couple of items on the agenda. Nobody is here from the Village of Hempstead.

MR. PAROLA: We don't have a quorum for business for the Village of Hempstead. Although we can do the informal presentation by Main Street Apartments. They just want to -- the second item -- they just merely want to address the matter, make the Board of aware of their intent and just get a feeling as to our feeling, your feeling with respect to --

CHAIRMAN GIRARDI: We're going to have to do it again in front of the Village. Does it make sense for them to do it twice?

MR. PAROLA: Perhaps not.

CHAIRMAN GIRARDI: All right, anybody here for Main Street

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Apartments?

MR. LENO: Yes. Dave Leno from Rivkin Radler on behalf of the applicant.

CHAIRMAN GIRARDI: Really, I guess it will be your call if you're going to make a presentation today only to make it again in front of the Village IDA members.

MR. LENO: So Rashed Walker is on the call. He is the principal for the applicant so I'm just trying to get confirmation from him as to whether, you know -- I guess...

CHAIRMAN GIRARDI: You get confirmation. I'm going to move up to my agenda.

MR. LENO: Okay.

CHAIRMAN GIRARDI: So we have a quorum. Next item on the agenda is any public comment with respect to agenda items.

MR. D'AGOSTINO: This is Al D'Agostino. With respect to JFK

1  
2 Logistics, I know that you request  
3 public comment up front. I had  
4 proposed to the attorney for the  
5 applicant, Dan Deegan -- Dan Baker,  
6 I'm sorry -- that I would join in on  
7 those comments and I would expect  
8 you'd want to hear something from me  
9 at that point but obviously, it's at  
10 the discretion of the Chairman.

11 MR. BAKER: I guess  
12 simultaneously I'm about to jump in  
13 and first start off. Good morning  
14 to everybody and health to everyone  
15 as well. I know our matter is a  
16 little further down the agenda, but  
17 we did want to make a quick  
18 statement during the public comment  
19 section if that's okay with the  
20 Chairman.

21 CHAIRMAN GIRARDI: That's fine.

22 MR. BAKER: Okay. So, you  
23 know, to bring the Board up to  
24 speed, we first had this matter on a  
25 few months ago. We have had many



1  
2 discussions with the school district  
3 mostly by way of discussion between  
4 me and Mr. D'Agostino and in light  
5 of those discussions we had come to  
6 an agreement in consideration of my  
7 client JFK Logistics trying to seek  
8 to address the concerns of the  
9 Lawrence School District which we  
10 believe it has. And, at this point,  
11 we have agreed to propose an amended  
12 pilot schedule to the IDA which we  
13 have forwarded to staff counsel,  
14 which they have, which would be a  
15 15-year schedule.

16 In addition to that, the  
17 applicant, JFK Logistics, will be  
18 making a one-time payment, assuming  
19 this is approved at closes, of  
20 \$250,000 to the school district at  
21 the time of closing with the IDA.

22 And finally, as part of the  
23 agreement, the stipulation of  
24 discontinuance with prejudice with  
25 regard to the lawsuit initiated by

1  
2 the school district will be signed  
3 now and held in escrow pending that  
4 closing with the IDA and payment to  
5 the school district upon which time  
6 the stipulation will be assigned to  
7 the court.

8 MR. D'AGOSTINO: Are you  
9 finished?

10 MR. BAKER: Yes, I'm finished.

11 MR. D'AGOSTINO: Mr. Chairman,  
12 if you would hear me now. I'm  
13 counsel to the Lawrence Union free  
14 School District, Number 1510 of  
15 Hempstead.

16 Mr. Baker has accurately stated  
17 what the understanding is with the  
18 stool district. And should the  
19 Board approve the amended schedule  
20 which was submitted and as Mr. Baker  
21 has put forth, the opposition of the  
22 school district to this application  
23 would be withdrawn. And the  
24 stipulation of discontinuance  
25 assigned and submitted to Mr. Baker

1  
2 as he has accurately represented.

3 CHAIRMAN GIRARDI: Thank you,  
4 Mr. D'Agostino.

5 Any more public comments with  
6 respect to JFK Logistics? Any  
7 public comment to anything else on  
8 today's addenda?

9 MR. LENO: Chairman, I just  
10 wanted to advise that I spoke with  
11 my client with regard to the  
12 informal presentation about Main  
13 Street Hempstead Apartments. In  
14 light of the fact that the Village  
15 of Hempstead members are not  
16 available to participate in the  
17 conversation, we are fine with  
18 postponing rather than doing it  
19 twice. We're fine with postponing  
20 until the next meeting when they  
21 will be available.

22 All we were looking to do is  
23 really just bring everyone up to  
24 date. I think many of the Board  
25 members are familiar with this

1  
2 application. It was originally  
3 under a different group known as  
4 BRP. It involves the same property.  
5 It involves roughly the same project  
6 design and what have you, and that  
7 project as induced. This was really  
8 an update and refreshment of that  
9 application, but with some  
10 additional twists in light of the  
11 current circumstances that might  
12 make it a little more pressing at  
13 this time.

14 But we are willing to have that  
15 presentation, that informal  
16 presentation that's indicated on the  
17 agenda adjourned until the next  
18 available date.

19 CHAIRMAN GIRARDI: Thank you.

20 MR. PAROLA: Mr. Chairman, I  
21 just wanted to say to David and his  
22 client that we apologize on behalf  
23 of staff and the Board. We  
24 confirmed that the Hempstead Village  
25 portion would be here. We do not

1  
2 know what happened that they missed  
3 the meeting. We do know that Ms.  
4 Guerra has the virus so she could  
5 not be available, but we are amazed  
6 that the other three are not here  
7 and we apologize, but we'll make  
8 sure we'll make an effort for the  
9 next meeting so that this does not  
10 occur again.

11 MR. LENO: Thank you, Mr.  
12 Parola.

13 CHAIRMAN GIRARDI: I'm going to  
14 jump back up to the Village  
15 business. Village of Freeport, no  
16 new business. Village of Hempstead,  
17 we have two projects on there; Main  
18 Street Apartments, JS Hempstead,  
19 Approval of Subordination and  
20 Attornment Agreement and Refinancing  
21 approval which we cannot move ahead  
22 with because we don't have a quorum  
23 from Hempstead.

24 I'm going to move on to new  
25 business. First item, Consideration

1  
2 of an Authorizing Resolution for JFK  
3 Logistics. I'm going to take a  
4 vote. I'll call out your name.

5 Mr. Majkut?

6 MR. MAJKUT: I'd like to say a  
7 few words about this before we take  
8 the vote.

9 CHAIRMAN GIRARDI: Go ahead.

10 MR. MAJKUT: So I just want to  
11 be clear and state for the record  
12 that this project in the lease  
13 agreement there is requirement to  
14 hire 90 percent local labor from  
15 Nassau or Suffolk County. I am  
16 going to make sure that we monitor  
17 this project because I have received  
18 a few complaints, even though we  
19 have not approved this project yet,  
20 but early on some of the preliminary  
21 work that has begun on this site  
22 it's been reported to me that they  
23 were not using local labor with some  
24 of the things being performed.

25 If this project is going to

1  
2 have that situation continue  
3 throughout, I am going to make a  
4 motion to have these benefits  
5 terminated so I just wanted JFK  
6 Logistics to understand that this is  
7 what it is. There is an agreement  
8 in place and they are going to live  
9 up to it. That's all I have to say.

10 CHAIRMAN GIRARDI: Thank you,  
11 Mr. Majkut.

12 MR. MARSH: I have concern that  
13 we're violating our UTEC policy on  
14 granting more than a 10-year pilot.  
15 The standard is 10 years. I'm very  
16 concerned that we're going to 15 and  
17 I do not see anything in the record  
18 that justifies that grant and I want  
19 to note that that's my objection. I  
20 think it's a pretty good project,  
21 but I don't see any reason to go  
22 over 10 years especially since we  
23 have another project on Gabrielli  
24 that's going to create the same  
25 number of jobs and that is a 10-year

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Pilot.

So I have not been convinced that there is any justification for going over 10 years on this project. And that's my comments, Mr. Chairman. I think you need to have a motion made to adopt the approvals.

CHAIRMAN GIRARDI: Adopt what approvals?

MR. RYAN: I think you need to have someone make a motion to adopt the authorizing resolution for the JFK Logistics project.

CHAIRMAN GIRARDI: I'm going to make the motion. Flo Girardi is making the motion. Do I have a second?

REVEREND MALLETT: Second.

CHAIRMAN GIRARDI: I'll take a vote. Flo Girardi is an aye.

Mr. Marsh?

MR. MARSH: No.

CHAIRMAN GIRARDI: Ms.



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Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: The ayes

have it. The motion is passed.

I'll move on to the next order of  
business which is Presentation and  
Consideration of an Inducement  
Resolution on an Expansion for  
Gabrielli Inwood. It was tabled  
from Marsh.

MR. SEDEREAS: This is Steve  
Sedereas from Davidoff, Hutcher &  
Citrin. I'm joined by Jeff Citrin  
also from Davidoff Hutcher & Citrin.  
Also, Paul Avvento from Gabrielli  
Truck Sales and Keith Suma and Frank  
Smith from H2M. We're the

1  
2 architects for the project.

3 The applicant is Gabrielli  
4 Inwood, LLC. The operating entity  
5 at the location of 31 Alemeda  
6 Street, Inwood, New York is  
7 Gabrielli Truck Sales.

8 By way of background, Gabrielli  
9 Truck Sales is a commercial truck  
10 dealership with a high concentration  
11 in service and repairs. It's also a  
12 leading distributor for some of the  
13 biggest trucking companies including  
14 Ford and Mac. It has numerous  
15 locations throughout New York, New  
16 Jersey and Connecticut.

17 As the IDA is aware, we  
18 entered -- Gabrielli entered into a  
19 lease dated February 1, 2015. The  
20 original project contemplated  
21 renovations and expansion of its  
22 existing building by 10,000 square  
23 feet. The employee targets for the  
24 lease through 2018 covenant just 50  
25 employees in 2019. It could not

1  
2 meet the 50 employee target due to  
3 certain building department delays  
4 and I want to talk a little bit  
5 about the building department  
6 delays.

7 The building application was  
8 not approved until October 15, 2019,  
9 which is four years after Gabrielli  
10 submitted its original building  
11 application. During the delay  
12 period, fortunately Gabrielli's  
13 business continued to grow but also  
14 Gabrielli's needs changed.

15 During this period of time of  
16 the Department of Buildings delay,  
17 Gabrielli accepted business  
18 operations and its leads at the  
19 subject project site. Gabrielli  
20 determined that it makes much more  
21 sense to expand the facility much  
22 more than what was contemplated with  
23 the existing project.

24 The new project is going to  
25 call for a larger expansion than

1  
2 what was originally contemplated.  
3 Gabrielli has obtained approval from  
4 the Hempstead Building Department to  
5 construct a 20,230 square foot  
6 building extension, which is more  
7 than double the size than what  
8 Gabrielli originally planned.

9 The employee target. The  
10 larger expansion will allow  
11 Gabrielli to not only employ the 50  
12 employees as originally promised by  
13 2019, but it will actually be able  
14 to employ 75 to 80 employees by the  
15 year 2023.

16 The cost of the expansion is  
17 expected to be about \$7.2 billion.  
18 Gabrielli will be using the site to  
19 expand its service and repair  
20 operations through the truck  
21 warranty and repairs. This includes  
22 government agencies such as Nassau  
23 County.

24 Gabrielli is looking for a  
25 completion date of March 2021, but

1  
2 it may need to be actually June 2021  
3 due to the COVID-19 pandemic. We're  
4 looking to free the pilot for  
5 3 years and obtain a new pilot for  
6 10 years. This assistance is  
7 necessary because the industry is  
8 very competitive, serving the same  
9 customers for things such as  
10 acquisition operations and  
11 construction. Allowing Gabrielli to  
12 move forward will provide Hempstead  
13 with substantial tax revenue and job  
14 revenue.

15 MR. MARSH: I have a question.  
16 Are we being asked to approve a  
17 10-year pilot or 13-year pilot?

18 CHAIRMAN GIRARDI: It's an  
19 inducement, I believe. I don't  
20 think they've come up with a pilot  
21 yet. Am I wrong, Stan?

22 MR. MARSH: There was one  
23 attached to the papers they sent  
24 out.

25 UNKNOWN SPEAKER: Yes, there's

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a pilot.

CHAIRMAN GIRARDI: I'm sorry.

MR. LODATO: There is a pilot.

It is a 10-year pilot.

MR. MARSH: But is it being  
picky-backed on the three-year pilot  
that'S running out or is it  
10 years, that's it?

MR. LODATO: It's encompassing  
the old pilot and moving forward  
10 years. It is not piggy-backing.

MR. MARSH: I just want to be  
clear they're getting 10 years if we  
approve it, not if we induce it.  
Granting the pilot, they are going  
to have 10 years, not the balance of  
the three and then another 10? I  
want to be very clear on this.

MR. LODATO: Yes, it's a  
10-year pilot.

MR. MARSH: What about the  
three remaining, are they going to  
be subsumed into the 10-year pilot?

MR. LODATO: There is more than

1  
2 3 years remaining. I don't know off  
3 the top of my head what year they  
4 are in. Perhaps Steven Sedereas or  
5 Paul Avvento can fill that in, but  
6 this was just -- If we were to  
7 close, the pilot would take place  
8 whenever it took place and it would  
9 be 10 years in total.

10 It's the new pilot of 10 years.  
11 It is not getting another 3 years  
12 from the old pilot or anything of  
13 that nature.

14 MR. MARSH: The old pilots will  
15 be terminated when we close?

16 MR. LODATO: Correct. Yes.  
17 The old pilot will be wrapped into  
18 the new one and the new pilot will  
19 take place. That's it. We'll be  
20 working off the new pilot.

21 MR. MARSH: Okay. I just would  
22 like the resolutions to be very  
23 clear on that if and when we get the  
24 inducement and then if and when you  
25 finish developing the plan. I want

1  
2 it to be very clear we're not  
3 exceeding the 10 years which is our  
4 basic policy because this is a new  
5 application and it's a new set of  
6 benefits.

7 MR. AVVENTO: I understand that  
8 which is fine.

9 CHAIRMAN GIRARDI: Any other  
10 questions from the Board? I'll make  
11 a motion. Do I have a second?

12 MS. VANDERHALL: Second.

13 CHAIRMAN GIRARDI: I'll take a  
14 vote. Mr. Majkut?

15 MR. MAJKUT: Aye.

16 CHAIRMAN GIRARDI: Reverend  
17 Mallette?

18 REVEREND MALLETT: Aye.

19 CHAIRMAN GIRARDI: Mr. Bedford?

20 MR. BEDFORD: Aye.

21 CHAIRMAN GIRARDI: Ms.  
22 Vanderhall?

23 MS. VANDERHALL: Aye.

24 CHAIRMAN GIRARDI: Mr. Marsh?

25 MR. MARSH: Yes.



1  
2 CHAIRMAN GIRARDI: Flo Girardi  
3 is an eye as well. Resolution is  
4 passed.

5 Next item on the agenda,  
6 Presentation and Consideration of a  
7 Preliminary Inducement for 750  
8 Merrick Road L.L.C.

9 MR. AVVENTO: I'm sorry --

10 CHAIRMAN GIRARDI: Go ahead,  
11 Mr. Avvento, I'm sorry.

12 MR. AVVENTO: We just want to  
13 thank the Board for the approval.  
14 We appreciate everybody's help.  
15 Hope everybody stays healthy during  
16 this crazy time and everybody be  
17 careful. God be with all of you.  
18 Thank you very much.

19 CHAIRMAN GIRARDI: Thank you.

20 MR. PAROLA: Take care, Paul.

21 CHAIRMAN GIRARDI: 750 Merrick  
22 Road.

23 MR. DEEGAN: Thank you, Mr.  
24 Chairman. This is Dan Deegan at the  
25 Law Firm of Forchelli, Deegan and

1  
2 Terrana on behalf of the applicant.

3 I also have with me on the phone,  
4 Steven Novenstein who is the  
5 president, Nick who is the CEO and  
6 Graham Tedesco and Jonathan Orr for  
7 the applicant.

8 The applicant is Storage  
9 Deluxe. The project that we're  
10 talking about here is the  
11 development of a much needed storage  
12 facility geared towards serving  
13 local businesses in and around the  
14 Valley Stream area. The property is  
15 at 750 West Merrick Road in Valley  
16 Stream.

17 The project would be a joint  
18 venture between Storage Deluxe and  
19 the representatives I have on the  
20 phone from Storage Deluxe and  
21 CubeSmart which would be the  
22 operator.

23 Storage Deluxe is a leading  
24 storage developer in New York  
25 central area and we've developed

1  
2 over 65 properties. CubeSmart is a  
3 public trading company on the New  
4 York Stock Exchange with over 500  
5 locations in 24 states.

6 The concept of this project and  
7 the goal is to develop a public  
8 storage facility that is geared  
9 towards servicing local businesses.

10 The site itself is a pretty  
11 well known site in Valley Stream.  
12 It's a 1.2 acre site. It currently  
13 has an abandoned building on it.  
14 It's about a 7500 square foot  
15 structure that was normally used as  
16 car dealership. The project would  
17 demolish that structure.

18 The car dealership was  
19 abandoned, blighted and the mayor of  
20 the village and the Village Board  
21 would like to see the redevelopment  
22 of this blighted site.

23 The plan would be to construct  
24 a new four-story 140,00 square foot  
25 storage facility on the site of

1  
2 their new single building with new  
3 paving and landscaping which will  
4 beautify the site. There would  
5 really be no school impact and very  
6 low traffic generation.

7 We're talking about the  
8 construction of a building that  
9 would cost about 24 million,  
10 including acquisition about  
11 \$24.6 million, and we're talking  
12 about a building that at this point  
13 is shovel ready and ready to go but  
14 for this IDA approval.

15 If we can get this IDA's  
16 approval we could start construction  
17 and complete it probably in 14 to  
18 18 months. The project would  
19 generate 130 construction jobs which  
20 is obviously much needed in this  
21 current atmosphere at the current  
22 time. The project has already  
23 received building site plan  
24 approval. As I said, it has support  
25 of the village mayor and trustees.

1  
2 One of the goals of this  
3 project is to service local  
4 businesses, as I've said. There has  
5 been a decline in the number of --  
6 We commissioned an Economic Impact  
7 Study by Nelson & Pope and that  
8 study confirmed a lot of what we  
9 have seen in the market place which  
10 is that there has been a decline in  
11 the number of local warehouse  
12 facilities in the area and rising  
13 commercial rents.

14 There are many types of  
15 businesses that could utilize a  
16 facility like this. The idea would  
17 be to design the facility in a way  
18 that accommodates the businesses by  
19 having a majority of the space in  
20 the building larger units, larger  
21 than 10 x 10 which is what is  
22 typically needed by businesses. The  
23 commercial users prefer larger  
24 units.

25 In the local area there is 850

1  
2 businesses in the village and over  
3 2500 businesses in the town. We see  
4 this as a real need for those  
5 businesses and, you know, providing  
6 something that besides beautifying  
7 the space would be very important to  
8 the business community and the Town  
9 and certainly in the village.

10 The idea would be to market  
11 this project to area businesses and  
12 target those commercial users. We  
13 would be providing an on-site  
14 business center with work area in  
15 order to cater to the company's  
16 commercial threshold customers.

17 The problem is and the reason  
18 why we're before you is that this  
19 project with this new construction  
20 is not financially feasible without  
21 the IDA's assistance. What we're  
22 asking for from the IDA would be a  
23 mortgage recording tax exemption,  
24 sales and use tax exemption on the  
25 construction materials and then a

1  
2 10-year pilot that would phase in  
3 the value of the new assessment.

4 Currently, because of the  
5 structure, the current taxes are  
6 just under \$200,000 a year. The  
7 plan would be a pilot that once the  
8 project is completed immediately  
9 double that current tax space. This  
10 has been discussed with the Village  
11 mayor and the mayor and the Village  
12 Board are supportive of the project  
13 and the proposed pilot that would  
14 increase the taxes as we're  
15 contemplating in our proposed pilot.

16 As I said, I don't think it's  
17 being emphasized enough given the  
18 crisis that we're all going through  
19 that this will provide much needed  
20 construction jobs almost  
21 immediately. With the IDA's  
22 assistance we will be willing to  
23 start this project ASAP. As I said,  
24 we have approval and support local  
25 businesses which is very important

1  
2 in this time of recovery hopefully  
3 that is going to come up and we ask  
4 for the IDA's assistance.

5 With that being said, we'll  
6 take any questions that you have.

7 MR. MARSH: Of these 130  
8 construction jobs, how many are  
9 anticipated to be Town of Hempstead  
10 residents?

11 MR. DEEGAN: I don't know that  
12 we've identified -- I'll let the  
13 client answer. Jonathan is on the  
14 phone. They are heading the  
15 development here. I don't know that  
16 we've actually awarded any contracts  
17 but Jonathan, I'll let you answer  
18 that question.

19 MR. ORR: This is Jonathan Orr.  
20 As far as our bidding process goes,  
21 we have in-house GC and we bid our  
22 contracts out to any and all  
23 applicants so our process will be  
24 open. Of course, we would love to  
25 include local contractors as they



1  
2 have easy access to the site and it  
3 would be very efficient to them but  
4 all of our bidding is open so long  
5 as they could deliver what we need  
6 to get done for the prices that we  
7 need.

8 MR. MARSH: When the project is  
9 complete, how many full-time  
10 employees is it going to have?

11 MR. ORR: It would be 4.

12 MR. MARSH: I'm sorry, I didn't  
13 hear the answer.

14 MR. ORR: Four.

15 MR. MARSH: Okay. So we're  
16 giving these benefits for four  
17 full-time employees and we don't  
18 know where the labor is coming from.

19 Would you accept a restriction  
20 in these documents that would  
21 require you to use local labor, say  
22 90 percent of the construction.

23 MR. DEEGAN: So I was going to  
24 say, I don't know that -- Certainly  
25 the intention and the goal would be

1  
2 to have local labor and that's  
3 local, the Nassau, Suffolk and the  
4 boroughs. You know, that typically  
5 would be the entities that would end  
6 up constructing this. We have not  
7 gone up for bid and not gotten  
8 contractors yet.

9 MR. MARSH: The problem I have  
10 is we have seen projects where the  
11 labor has been imported from out of  
12 state and since a large piece of  
13 what we're supposed to be doing is  
14 generating jobs, generating jobs for  
15 non-local employees, to me, does not  
16 give it any credit. And when the  
17 project is done, you're having four  
18 full-time employees hardly justifies  
19 the amount of benefits you're  
20 looking for in my opinion.

21 MR. DEEGAN: This project,  
22 number one, as I said, has a very  
23 significant construction job  
24 component which obviously is needed  
25 at this point. The other driver

1  
2 here is that it will be picking up a  
3 blighted site and immediately  
4 beautifying it and doubling the  
5 taxes on it without any kind of real  
6 impact in terms of traffic or  
7 school-aged children. That's why  
8 the Village is so supportive of it.

9 And, you know, I hear what  
10 you're saying. You know, covenant  
11 though is difficult at this point,  
12 but that is our intention and this  
13 is a preliminary improvement. If we  
14 have to come back before you, maybe  
15 we can get a better sense as to what  
16 we would be willing to agree to  
17 without limiting our ability.  
18 Certainly, I think it's everyone's  
19 intention here to utilize local  
20 labor if it's available and  
21 competitive for this project.

22 I don't think we're -- The only  
23 question is whether or not we can  
24 have a covenant, which I think it's  
25 premature to agree or not agree to

1  
2 that at this point.

3 MR. ORR: Dan, if I can add one  
4 thing in relation to the job  
5 creation. We have found throughout  
6 our experience that the overwhelming  
7 majority of people that use our  
8 facilities come from within 3 to  
9 5 miles of our site, so all the  
10 businesses that we would be serving  
11 with our services would be local  
12 businesses and helping those jobs as  
13 well, continuing to thrive with an  
14 alternative cheaper solution with a  
15 more expensive warehouse or rental  
16 in another area.

17 MR. DEEGAN: By servicing and  
18 providing a facility for the local  
19 businesses, we are hopefully also  
20 having a multiply affect  
21 facilitating those businesses and  
22 their ability to hire people local.

23 We do expect local businesses  
24 to be customers of this facility and  
25 those jobs, the people employed by

1  
2 those businesses will be, you know,  
3 an ancillary multiply affect of this  
4 project.

5 MR. MARSH: That's an  
6 interesting concept. Do you have  
7 any statistics that would justify  
8 that statement?

9 Did you audit any reports?

10 MR. DEEGAN: Yes. Yes, we did.  
11 So we eluded to the Nelson & Pope  
12 Report and also industry studies  
13 from Storage Deluxe that show that,  
14 first of all, there's about 850  
15 businesses in the village and over  
16 2500 in the town. The studies show  
17 that approximately 11 percent or 10  
18 to 11 percent of those local  
19 businesses will utilize the space.  
20 We do anticipate that a good number  
21 of these local business will be  
22 using it. And, you know, the  
23 study --

24 MR. MARSH: But that's not the  
25 question. This is not the question.

1  
2 The question is, do you have  
3 anything to show how the local  
4 businesses who are going to be  
5 utilizing your services will  
6 increase their employment?

7 MR. DEEGAN: Well, whether or  
8 not they increase it or not or  
9 maintain it, the point is it  
10 facilitates the business because  
11 it's a flexible alternative to  
12 renting out warehouse space and  
13 taking an entire building for  
14 themselves or big space.

15 MR. MARSH: That addresses the  
16 profitability of the project to you.  
17 It does not indicate that it's  
18 creating or sustaining any jobs in  
19 the community.

20 I thought it was an interesting  
21 point that you were making that  
22 perhaps your customers would be able  
23 to grow their business if they  
24 utilized your service, but I would  
25 like to see some documentation for

1  
2 that.

3 MR. DEEGAN: I believe the  
4 Nelson & Pope Report study does  
5 include that it would be a benefit  
6 to the local businesses to have this  
7 available to them. While I don't  
8 think it projects actual job  
9 creation from it, it certainly is  
10 not just a financial benefit to us  
11 as the operator, but certainly to  
12 the businesses by helping them  
13 manage their costs and allow them to  
14 be more flexible in their capacity  
15 so that they can maximize their  
16 business which in turn maximizes  
17 their employment.

18 MR. ORR: That's correct. I  
19 would say that the alternative to  
20 being able to spend a couple of  
21 hundred or a few hundred dollars a  
22 month to use one of our spaces  
23 versus tens of thousands a month,  
24 possibly even more if you include  
25 real estate taxes for their own

1  
2 larger warehouse, would allow for  
3 companies to be more profitable on  
4 their end. And rather than having  
5 to decide between letting go of an  
6 employee or having to cut expenses  
7 that way, we provide a cheaper  
8 alternative that allows them to keep  
9 their bottom line down and employ as  
10 many employees as they possibly can.

11 MR. MARSH: But following that  
12 logic, if you're taking business  
13 from existing taxpayers, aren't you  
14 getting your own fair advantage if  
15 we give you a pilot so you're not  
16 paying your fair share of the taxes,  
17 and then being able to compete with  
18 those who are paying full taxes?

19 MR. DEEGAN: So, Mr. Marsh, the  
20 problem is this project, first of  
21 all, we're going to be doubling the  
22 taxes even with the pilot that are  
23 currently being paid on this  
24 property and beautifying the  
25 property but, number two, we're



1  
2 talking about creating a new tax  
3 base by building this building or  
4 phasing in those taxes over the  
5 course of the pilot. Without this  
6 pilot, this project doesn't get  
7 built. It's not an either having  
8 100 percent of the taxes or what  
9 we're proposing -- what we're  
10 proposing or staying the way it is.  
11 That's why we need the IDA's  
12 assistance and that's why it's a net  
13 positive impact for all taxpayers  
14 and certainly the Village who gets  
15 the immediate benefit of the  
16 development and the blight.

17 MR. NOVENSTEIN: Mr. Marsh, to  
18 answer your question, we're not  
19 competing with warehouses. The  
20 businesses that we're marketing to  
21 and using, based on our experience,  
22 are small companies, a lot of  
23 start-up companies. There is  
24 anywhere from pharmaceutical reps  
25 that, you know, that work in the

1  
2 area or they commute but they live  
3 close to the facility and they need  
4 to have their drugs be in controlled  
5 units which we will supply.

6 It's a small janitorial supply.  
7 It's a small HVAC contractor. It's  
8 not the big companies. It's small  
9 or start-up companies or the local  
10 Poland Spring or water delivery or  
11 the coffee person or a small person  
12 that, you know, fixes copiers.  
13 Those are the businesses that we  
14 support with self storage.

15 Instead of taking a 300 square  
16 foot or 200 square foot facility on  
17 a month-to-month basis, they could  
18 not afford to sign a 5-year lease in  
19 a warehouse. They just don't have  
20 it. So it's a lot of start-up  
21 companies. It's a lot of incubator.  
22 It's people that started a side  
23 business and grow into it.

24 We've seen people that are, you  
25 know, do a side invitation business

1  
2 or party supplier, all kinds of  
3 different local businesses. That's  
4 really what the bread and butter for  
5 us is.

6 MR. MARSH: Then I  
7 misunderstood your colleague when he  
8 was saying that the existing  
9 businesses would be able to save  
10 tens of thousands of dollars in  
11 rents which they could invest in  
12 their own business because they  
13 would not need warehouses.

14 You know, which way is it? Are  
15 you targeting small start-ups, in  
16 which case you may or may not be  
17 creating -- those customers of yours  
18 may or may not be adding to the  
19 employment or are you giving an  
20 opportunity to large businesses to  
21 grow and add to employees? Which  
22 way is it?

23 MR. NOVENSTEIN: So we have  
24 people that do lading for events.  
25 We have DJs that do parties. We

1  
2 have other party planners. We have  
3 restaurants that sometimes need to  
4 store their chairs and tables during  
5 the off season in our facility.  
6 It's really not sometimes bigger  
7 businesses like restaurants.

8 But to your comment that we're  
9 competing with -- We're not  
10 competing with an industrial  
11 warehouse that's leasing out 10,000  
12 square foot chunks for 5-year  
13 leases. That's really not who we  
14 are competing with. But what we've  
15 seen in a lot of these businesses is  
16 they tend to grow. They tend to  
17 grow with us. It will take multiple  
18 years. At some point they might go  
19 get their own building but it's not  
20 a one size fits all.

21 We're trying to cater, like I  
22 said before, from the pharmaceutical  
23 reps to the water delivery person to  
24 some small contractors. I mean we  
25 also store records for them. We're

1  
2 able to do a lot of different things  
3 and they like to have the  
4 optionality especially a start-up  
5 business or smaller business. It's  
6 much easier to have optionality  
7 rather than lock them into a lease.  
8 That's just what we've seen over our  
9 facilities in a lot of geographical  
10 areas.

11 Just as a point, we do a lot of  
12 stuff in the City. We do Long  
13 Island and the City we do the  
14 boroughs. Even the borough  
15 properties, a lot of our testing  
16 agencies and a lot of our  
17 contractors and contractors that we  
18 use for construction come from Long  
19 Island. We'll try to get a roster  
20 of what the companies are but we do  
21 want to build local when we do build  
22 as best we can. Thank you.

23 MR. MAJKUT: So I just want to  
24 correct a couple of points. I  
25 believe it was Dan who mentioned

1  
2 that they try to use local labor to  
3 the best of their ability, including  
4 Nassau, Suffolk and the five  
5 boroughs. The five boroughs is not  
6 part of the deal here. The labor  
7 will come from Nassau and Suffolk  
8 County, 90 percent. That's the  
9 deal.

10 I just want to be clear on  
11 that. Not the five boroughs. We're  
12 not looking to subsidize people who  
13 live in the five boroughs. We're  
14 looking to try to hopefully  
15 subsidize people from the Town of  
16 Hempstead but Nassau and Suffolk  
17 specifically. That's all I have.

18 MR. DEEGAN: We understand  
19 that's the goal.

20 CHAIRMAN GIRARDI: Any other  
21 comments or questions? Do I have a  
22 motion? Do I have a second?

23 MR. MAJKUT: I'll second it.

24 CHAIRMAN GIRARDI: I'll take a  
25 vote. Flo Girardi is a yes.

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Mr. Marsh?

MR. MARSH: No. I would consider changing it if we got a firm commitment to using 90 percent Long Island labor for the construction, but the only justification I see for giving this benefit since they are only creating but 4 full-time jobs is putting our local people back to work in the construction industry. So I want to see that commitment first before I vote yes.

CHAIRMAN GIRARDI: Thank you, Mr. Marsh.

Ms. Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: I'll vote aye at this point, but I would, you know, also state that I agree that I would want to see going forward a firmer commitment on the labor. I agree with Mr. Marsh on that.

1  
2 CHAIRMAN GIRARDI: Mr.  
3 Mallette? Reverend Mallette, I'm  
4 sorry.

5 REVEREND MALLETTTE: Aye.

6 CHAIRMAN GIRARDI: The ayes  
7 have it. The motion is carried.  
8 We'll move on.

9 MR. DEEGAN: Thank you very  
10 much.

11 CHAIRMAN GIRARDI: Thank you,  
12 sir.

13 CEO Report, Mr. Parola.

14 MR. PAROLA: Yes. You'll  
15 notice on the third page the three  
16 new initiatives. Obviously, Main  
17 Street Apartments which we have to  
18 tabled for today, as well as we have  
19 Main Street Apartments and JS  
20 Hempstead as two new entities that  
21 are moving forward and obviously  
22 they were tabled and Village Lofts  
23 which is in its early stages in the  
24 Village of Hempstead as well that  
25 was not addressed this month. Other



1  
2 than that, most is in place and if  
3 you have any questions certainly  
4 we'll be happy to answer.

5 Don't need a motion.

6 CHAIRMAN GIRARDI: No questions  
7 from the Board?

8 Next item on the agenda under  
9 new business, Appointment of a  
10 Contracting/Compliance Officer.

11 MR. PAROLA: On behalf of  
12 staff, the old saying, if it ain't  
13 broke, don't fix it. This is a team  
14 effort really between -- We had some  
15 discussion. We'll down the line  
16 look for Arlyn to pursue this but  
17 right now it's in place. All the  
18 filings are in place with Edie's  
19 name and this is a must or we're not  
20 going to be able to file our timely  
21 reports so staff urges you to adopt.  
22 Edie is the officer, compliance  
23 officer.

24 CHAIRMAN GIRARDI: Do we need a  
25 motion?

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MR. PAROLA: Yes.

REVEREND MALLETTE: I so move.

CHAIRMAN GIRARDI: Flo Girardi,  
I'll second.

Mr. Bedford?

MR. BEDFORD: Second.

CHAIRMAN GIRARDI: I'll take a  
vote. Flo Girardi, aye. Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Ms.  
Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Reverend  
Malette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Motion  
passed.

The next item on the agenda is  
the COVID-19 policy, amended policy.

MR. PAROLA: As with most

1  
2 procedures and policies adopted by  
3 the IDA, the Town of Hempstead has  
4 the policy to negotiate with their  
5 unions, and I believe that's in your  
6 packet. We are following their  
7 procedure as a result of this  
8 serious virus situation.

9 For the most part, we have been  
10 deemed essential and have been  
11 working, a few of us, each day and  
12 working from home or we're not in  
13 the office. We've been able to keep  
14 abreast of developments through  
15 project filings. It never ends.

16 I will reiterate what I've said  
17 before that probably 35 percent of  
18 our time, in terms of person hours,  
19 is committed to complying with  
20 Regulations and requirements and  
21 reporting to the State of New York.  
22 They constantly are altering,  
23 demanding new requirements and  
24 consequently we -- you get your bang  
25 for your buck because you got three

1  
2 retirees who don't need the benefits  
3 who are doing their job in  
4 supporting the staff and this has  
5 been a very nice marriage so far.  
6 So we're in compliance with the  
7 Town.

8 We're going to look at these  
9 policies pursuant to a discussion  
10 and committee meeting and we have a  
11 subcommittee to do that, and from  
12 this point we would urge the Board  
13 to adopt so that we can continue  
14 working in a flexible and orderly  
15 manner. That's it.

16 CHAIRMAN GIRARDI: Adopt the  
17 policy?

18 MR. PAROLA: Yes, sir.

19 CHAIRMAN GIRARDI: We need a  
20 motion.

21 MR. BEDFORD: I so move.

22 MS. VANDERHALL: Second.

23 CHAIRMAN GIRARDI: Thank you.  
24 We'll take a vote. Mr. Majkut?

25 MR. MAJKUT: Aye.

1  
2 CHAIRMAN GIRARDI: Reverend  
3 Mallette?

4 REVEREND MALLETTE: Aye.

5 CHAIRMAN GIRARDI: Mr. Bedford?

6 MR. BEDFORD: Aye.

7 CHAIRMAN GIRARDI: Ms.  
8 Vanderhall?

9 MS. VANDERHALL: Aye.

10 CHAIRMAN GIRARDI: Mr. Marsh?

11 MR. MARSH: Yes.

12 CHAIRMAN GIRARDI: Flo Girardi  
13 is an aye.

14 Next item on the agenda J&C  
15 Autoworld approval of Subordination  
16 and Attornment Agreement Mike,  
17 you're going to take this one?

18 MR. RYAN: Isn't that the  
19 matter that was on for the Village  
20 of Hempstead? We can't do that.

21 MR. LONGO: No, different  
22 project.

23 MR. RYAN: Okay, sorry.

24 MR. PAROLA: This is Autoworld.

25 MR. LODATO: Right, J&C

1  
2 Autoworld. We spoke to our counsel,  
3 Nixon Peabody a couple of weeks ago  
4 and J&C Autoworld is looking to do a  
5 Subordination and Attornment  
6 Agreement.

7 Bill Weir, are you on the line  
8 or Terrance?

9 MR. WEIR: They are refinancing  
10 their mortgage. They're not asking  
11 for any benefits. Anyway, with  
12 respect to this project, I'll be  
13 refinancing their mortgage. The  
14 mortgage as come due and so they  
15 need to refinance it.

16 At this point, they are not  
17 asking for any benefits from the  
18 IDA. All that we're be requested to  
19 do is give a standard form of a  
20 non-disturbance and attornment  
21 agreement that we will sign that  
22 basically says that they are not in  
23 default and that the project will go  
24 forward and, you know -- So it's  
25 just we have a standard form that

1  
2 the IDA uses. So all we need is the  
3 IDA's Board permission for the staff  
4 to execute that SNDA.

5 CHAIRMAN GIRARDI: Any  
6 questions from the Board? Any  
7 comments?

8 Next item on the agenda,  
9 Discussion of COVID-19 Sales Tax  
10 Exemption Extension Policy.

11 MR. PAROLA: Flo, we need a  
12 motion; don't we?

13 CHAIRMAN GIRARDI: Okay. I'm  
14 sorry. I didn't realize we needed a  
15 motion.

16 MR. PAROLA: Yeah.

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

19 REVEREND MALLETT: Second.

20 CHAIRMAN GIRARDI: I'll take  
21 the vote. Flo Girardi is an aye.  
22 Mr. Marsh?

23 MR. MARSH: Yes.

24 CHAIRMAN GIRARDI: Ms.  
25 Vanderhall?

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MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Reverend  
Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: The ayes  
have it.

Next item on the agenda,  
Discussion of COVID-19 Sales Tax  
Exemption Extension Policy.

MR. LODATO: Fred, do you want  
to talk about this?

MR. PAROLA: Oh, I'm sorry. I  
don't have this.

MR. LODATO: This is the  
meeting that you were --

MR. PAROLA: Oh, I'm sorry.  
I'm so sorry. The caption did not  
trigger anything in my cerebrum  
because I'm probably brain dead.

This is a policy that's been



1  
2 adopted in Suffolk County. It is a  
3 policy that we're not going to make  
4 any money on it, but what it will do  
5 is provide up to \$100,000, so a  
6 little under \$1 million in  
7 investment, waiving the sales tax  
8 for any company that applies to us  
9 and is willing to convert its  
10 operation or some of its practices  
11 to creating gloves, masks, what have  
12 you, to the benefit of our medical  
13 people and for individuals who  
14 obviously need to be protected from  
15 the virus.

16 Yesterday, I had a discussion,  
17 two discussions, one with Joe  
18 Nocella, Chief of staff to the  
19 Supervisor and with Kathy Malone who  
20 is also in the Supervisor's office.  
21 We separately discussed this  
22 proposal and although the Town  
23 obviously had nothing to per se do  
24 with it, they were very favorable to  
25 it and urged its adoption informally

1  
2 because they recognize that we need  
3 it now so we need the time for these  
4 companies to get moving and provide  
5 the incentive.

6 So on behalf of staff I would  
7 recommend that you adopt. Although  
8 it's under discussion that you adopt  
9 it.

10 MS. LONGO: Just so the Board  
11 is aware, this policy is the same  
12 policy that has already been adopted  
13 by several IDAs around Long Island,  
14 including Suffolk and Brookhaven.

15 CHAIRMAN GIRARDI: Okay. It  
16 says "discussion" so does that mean  
17 adoption? Approval?

18 MR. PAROLA: Pursuant to my  
19 discussion yesterday, I think we  
20 would like to move it to adoption so  
21 that we act in a timely fashion now.

22 MR. MARSH: The question and  
23 the issue I have with this is I  
24 think to the extent it's addressing  
25 the COVID-19 situation, it's too

1  
2 little too late. Nobody is going to  
3 be able to go out and order the  
4 types of machinery that they are  
5 going to need to perform this type  
6 of manufacturing process that's  
7 going to come through within any  
8 period of time that will produce  
9 anything.

10 To me, this a "feel-good" type  
11 of resolution. I'm not against it,  
12 but I think it should be expanded to  
13 cover other types of pandemics that  
14 result in similar types of -- or  
15 they refer to it as at the cause as  
16 opposed to targeting just the  
17 COVID-19 because the problem is I  
18 think it's going to just look like  
19 we're pandering and we're not really  
20 providing any useful benefit to  
21 anybody. By the time somebody gets  
22 it to the point where they can order  
23 the machinery, we'll be obligated to  
24 pay the sales tax.

25 The other thing that I am

1  
2 concerned about it guaranteeing  
3 extra sales tax exemptions when I  
4 was told that the Nassau County  
5 budget is running significantly  
6 behind primarily because of the lack  
7 of sales tax.

8 My question is, is it possible  
9 that we're just adding to that  
10 problem. But that's why I would  
11 like some more information on this.  
12 I think it's premature to vote on  
13 this today. It's not going to have  
14 any immediate affect anyway. I  
15 would like to see it explored  
16 further with respect to pandemics  
17 generally, and then I think we  
18 should consider it in a thoughtful  
19 fashion. That's my opinion.

20 MR. PAROLA: I think delay  
21 would make what Mr. Marsh is  
22 articulating a reality. He doesn't  
23 know what's out there in terms of  
24 the ability of the American system.  
25 I mean a ventilator company invented

1  
2 a new ventilator in the midwest  
3 within 30 days so to say this may  
4 not have applicability is an  
5 inappropriate comment.

6 MR. MARSH: Excuse me, Fred.

7 MR. PAROLA: Excuse me. I'm  
8 not done.

9 MR. MARSH: Okay. Go ahead.

10 MR. PAROLA: In Suffolk County  
11 they have already had companies  
12 within a few weeks adopt this and do  
13 something. So rather than do  
14 something than do nothing at all  
15 where there is a possibility where  
16 we can save lives.

17 MR. WEIR: I'm the one who  
18 helped draft the project for Suffolk  
19 County and Brookhaven. The day it  
20 was adopted several companies  
21 submitted applications to the  
22 Suffolk County IDA and they have  
23 already geared up and started --  
24 they ordered equipment. They  
25 already geared up and started

1  
2 producing the PPEs for hospitals  
3 around Long Island including gowns  
4 and masks and so forth.

5 Also, with the with the  
6 governor's order that anybody going  
7 out needs masks, you know, there is  
8 a lot of companies out there who are  
9 switching over production right now  
10 so this is critical. This is not  
11 theoretical. Companies are using  
12 this and they do need limited  
13 benefits of \$100,000 and so it's a  
14 project that does work. It has been  
15 working and people are doing it  
16 right now. They are switching over  
17 production so they are keeping  
18 people employed who are coming into  
19 their companies and they are keeping  
20 people alive so it is, with all due  
21 respect, a very relevant and very  
22 important program.

23 MR. MARSH: Did somebody  
24 mention that it would be capped at  
25 \$1 million in benefits?

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MR. WEIR: No, it's \$100,000.

MR. MARSH: And there is no cap on it?

MR. WEIR: No, there's a cap of \$100,000 per --

MR. MARSH: Per applicant?

MR. WEIR: Per applicant.

MR. MARSH: But we have no idea what the ceiling could be of the benefits we're giving away. How are we going to police that once they've ordered the equipment it's, in fact, being used for the purpose of providing protective gear to the front line people?

How do we know that beyond them saying that's what we're doing with it?

MR. WEIR: The documents that we have drafted for Suffolk IDA and Brookhaven IDA and we capture provision in there and the same reporting requirements as every IDA project we have.

1  
2 MR. MARSH: Are those  
3 requirements being recited in this  
4 policy that we were given yesterday  
5 to look at?

6 MR. WEIR: The documents have  
7 all the requirements in them in the  
8 form of the equipment lease  
9 agreement.

10 CHAIRMAN GIRARDI: Any other  
11 questions from the Board? I'm going  
12 to make a motion. Do I have a  
13 second?

14 MR. MAJKUT: Second the motion.

15 CHAIRMAN GIRARDI: I'll take a  
16 vote. Flo Girardi is an aye.

17 Mr. Marsh?

18 MR. MARSH: Yes.

19 CHAIRMAN GIRARDI: Mr. Bedford?

20 MR. BEDFORD: Aye.

21 CHAIRMAN GIRARDI: Ms.  
22 Vanderhall?

23 MS. VANDERHALL: Aye.

24 CHAIRMAN GIRARDI: Reverend  
25 Mallette?



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REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Motion is  
passed.

Next item on the agenda is  
annual compliance report update for  
2019.

MS. EAMES: Good morning, this  
is Arlyn Eames, deputy financial  
officer. Can you hear me?

MS. LONGO: Yes.

MS. EAMES: We're in good shape  
as far as compliance from all of our  
projects for 2019. We were in the  
middle of preparing our reports to  
be sent out to the state agencies  
regarding project compliance when  
the Corona virus hit and  
unfortunately our auditing firm was  
not able to come to our office to  
audit our documents; therefore, we  
have been unable to submit anything  
to New York State.

1  
2           The agency has advised the  
3 state of this and asked for an  
4 extension because we are currently  
5 unable to submit anything before  
6 it's been audited.

7           CHAIRMAN GIRARDI: Arlyn, did  
8 they give you a timeframe, the  
9 auditing company, when they think  
10 they're going to come in or should  
11 we send them the records?

12           MS. EAMES: We can look into  
13 that possibility next week, but it  
14 is voluminous. It's not something  
15 that we can just e-mail. We would  
16 probably have to box up our  
17 documents and send them, copy them  
18 first perhaps.

19           We're going to be checking in  
20 with them again in this coming week  
21 but it's basically the New York on  
22 pause, stay at home orders that are  
23 preventing them from coming into our  
24 office and their own policies for  
25 visiting clients at this time.

1  
2 MR. MARSH: What was the  
3 state's response for your request to  
4 an extension?

5 MS. EAMES: The state's  
6 response was no, they could not give  
7 us an extension, but we have no  
8 choice because we can't send a  
9 report that has not been audited by  
10 our accounting firm.

11 CHAIRMAN GIRARDI: So --

12 MS. LONGO: This is Edie Longo.  
13 The reason for the no response is  
14 that it requires the governor to  
15 sign an executive order or for new  
16 legislation to be put in place to  
17 extend the deadline, and they have  
18 not gotten to that. It's pretty  
19 similar to they still haven't gotten  
20 to the extension of the taxes unless  
21 they do that, but that's why. They  
22 can't override the governor or the  
23 regulations that govern the agency.

24 MR. MARSH: Have they requested  
25 for an executive order?

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MS. LONGO: I have no idea.

CHAIRMAN GIRARDI: As a laymen,  
I'm sure that we're not the only  
agency that has not submitted.

MR. WEIR: Again, this applies  
to every single authority in New  
York State, local and state,  
including large ones like the MTA,  
Dormitory Authority, Thruway  
Authority. It has been brought to  
the governor's attention and brought  
to the attention of New York  
State -- by the New York State EDC  
and allegedly they're working on an  
executive order right now. I think  
it's a little far down on the  
governor's list of things to do.

The ADO has said they  
understand that people cannot file  
on time and that, you know, no  
action can be taken against anybody  
who cannot timely file. The  
governor has not issued an executive  
order yet.

1  
2 CHAIRMAN GIRARDI: Okay. Any  
3 other questions?

4 Next item on the agenda,  
5 reading and approval of minutes of  
6 the previous meeting. Consideration  
7 and adoption of the minutes of the  
8 March 26, 2020 meeting. I will make  
9 a motion to suspend --

10 MR. MARSH: Mr. Chairman, I  
11 would like to note a correction. I  
12 was, in fact, in attendance at that  
13 meeting. I'm referred to in the  
14 minutes of the meeting but it  
15 appears that I was not marked  
16 present at the roll call which was  
17 incorrect.

18 CHAIRMAN GIRARDI: And then I  
19 move to approve it.

20 MR. MARSH: Okay.

21 CHAIRMAN GIRARDI: Fred?

22 MR. PAROLA: Aye.

23 CHAIRMAN GIRARDI: Michael?

24 MR. LODATO: Yes.

25 MR. PAROLA: We'll correct

1  
2 that. Those were not our minutes.  
3 Those are the transmission minutes  
4 so I will contact her today.

5 MR. MARSH: Subject to the  
6 revision, I move that we waive it  
7 after correction.

8 CHAIRMAN GIRARDI: Flo Girardi,  
9 second. I need a vote.

10 Mr. Majkut?

11 MR. MAJKUT: Aye.

12 CHAIRMAN GIRARDI: Reverend  
13 Mallette?

14 REVEREND MALLETTTE: Aye.

15 CHAIRMAN GIRARDI: Mr. Bedford?

16 MR. BEDFORD: Aye.

17 CHAIRMAN GIRARDI: Ms.  
18 Vanderhall?

19 MS. VANDERHALL: Aye.

20 CHAIRMAN GIRARDI: Mr. Marsh?

21 MR. MARSH: Yes.

22 CHAIRMAN GIRARDI: Flo Girardi  
23 is an aye.

24 Next item on the agenda, Report  
25 of the Treasurer, financial

1  
2 statement and expenditure list for  
3 March 20 to April 16, 2020.

4 REVEREND MALLETTE: Financial  
5 statements and expenditure list from  
6 what I can see all looks in place  
7 and everything appears to be in  
8 order.

9 CHAIRMAN GIRARDI: Very good.  
10 Any questions?

11 Next item on the agenda,  
12 Committee Updates. We had the  
13 committee meeting this morning. I  
14 don't think any updates are needed  
15 so I will make a motion to adjourn  
16 today's IDA meeting.

17 MR. MARSH: Second.

18 CHAIRMAN GIRARDI: I'll take a  
19 vote. Mr. Majkut?

20 MR. MAJKUT: Aye.

21 CHAIRMAN GIRARDI: Reverend  
22 Mallette?

23 REVEREND MALLETTE: Aye.

24 CHAIRMAN GIRARDI: Mr. Bedford?

25 MR. BEDFORD: Aye.

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CHAIRMAN GIRARDI: Ms.  
Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Flo Girardi  
is an aye. Meeting is adjourned.

(Time noted: 10:20 a.m.)



## 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 30th day of April, 2020.

A handwritten signature in cursive script that reads "Dolly Fevola". The signature is written in dark ink and is positioned above a horizontal dashed line.

DOLLY FEVOLA

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