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

-----X

Teleconference

June 25, 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

VANTAGE ON ROOSEVELT LLC

WILLIAM KEFALAS

1
2 CHAIRMAN GIRARDI: I'll start
3 the meeting now. I'll take
4 attendance. Ms. Hargraves?

5 MS. HARGRAVES: Yes.

6 CHAIRMAN GIRARDI: Ms. Guerra?
7 Mr. Johnson?

8 MR. JOHNSON: Here.

9 CHAIRMAN GIRARDI: Mr.
10 Oppenheimer? No Mr. Oppenheimer, no
11 Ms. Guerra. Mr. Marsh?

12 MR. MARSH: Yes, I'm here.

13 CHAIRMAN GIRARDI: Mr. Majkut?

14 MR. MAJKUT: Present.

15 CHAIRMAN GIRARDI: Ms.
16 Vanderhall? Ms. Vanderhall?
17 Reverend Mallette?

18 REVEREND MALLETT: Present.

19 CHAIRMAN GIRARDI: Mr. Bedford?

20 MR. BEDFORD: Present.

21 CHAIRMAN GIRARDI: Flo Girardi,
22 myself, is present. I'm going to
23 call a meeting of the Town of
24 Hempstead IDA to order. We have a
25 quorum.

1
2 First item on the agenda is
3 Public Comment with Respect to
4 Agenda Items. Is there anybody on
5 that has any comments to any items
6 that are on the existing agenda?

7 MS. GARRY: Yes, I do.
8 Katherine Garry.

9 CHAIRMAN GIRARDI: Okay, Ms.
10 Garry.

11 MS. GARRY: I have several
12 questions regarding the Hempstead
13 item, City Autoplex. I was
14 wondering, it seems like there is
15 going to be some type of --

16 MR. PAROLA: Excuse me. Excuse
17 me. One moment. Go ahead, Mike.

18 MR. LODATO: Bill Weir, you're
19 on the call, correct?

20 MR. WEIR: Yes, I am.

21 MR. LODATO: Is the Hempstead
22 item removed or does it still need
23 to be on for a resolution?

24 MR. WEIR: The Hempstead item
25 is on. The only change to the

1
2 resolution is the bank asked --
3 Originally, the resolution that
4 approves adopted had the mortgage
5 being granted by the company and the
6 IDA and the bank has requested that
7 we add the real estate entity as
8 corporate proof of the property to
9 the mortgage. So the mortgage is
10 going to have three parties instead
11 of two. That's the only change to
12 the transaction. No other changes.
13 Transaction of benefits just adding
14 one extra party to the mortgager.

15 MR. LODATO: Thank you.

16 MS. GARRY: May I finish my
17 question?

18 CHAIRMAN GIRARDI: Go ahead.

19 MS. GARRY: How many years is
20 this Pilot for?

21 CHAIRMAN GIRARDI: So the Pilot
22 was --

23 MR. LODATO: I have to go pull
24 the file. I don't have that in
25 front of me.

1
2 MR. PAROLA: This has already
3 been adopted. We're not voting on a
4 Pilot. It's done. It's ready to
5 close. This is basically a paper
6 change.

7 MS. GARRY: I realize that but
8 I don't think you need to be so
9 hostile.

10 MR. PAROLA: I'm not being
11 hostile.

12 MS. GARRY: Is it being
13 changed?

14 MR. PAROLA: We already vetted
15 this. Its done. We're not
16 answering questions about this. You
17 have copies of the Pilot. You have
18 copies of everything that's already
19 been vetted.

20 MS. GARRY: The deal is still
21 being called Mazda of Garden City?

22 CHAIRMAN GIRARDI: Ms. Garry, I
23 just want to -- Maybe you're not
24 clear. Maybe you are. What this is
25 on for today for is they are adding

1
2 another responsible party to the
3 mortgage. So everything is already
4 in place, just adding another name
5 for the bank in case there's a
6 problem there's another responsible
7 party. That's all. Nothing else
8 has changed as far as we know.

9 MS. GARRY: So the original
10 Pilot for the Mazda and it was
11 Mazda. It's the same number of
12 years as the Mazda. It's the same?

13 MR. PAROLA: No change.
14 Correct. No change.

15 MS. GARRY: So that it's still
16 going to be called Mazda of Garden
17 City presumably; is that correct?

18 MR. PAROLA: As of today, yes.

19 MS. GARRY: Okay. You plan any
20 other modifications today?

21 MR. PAROLA: No.

22 CHAIRMAN GIRARDI: To that, no.

23 MS. GARRY: Okay. Thank you.

24 MR. PAROLA: Thank you.

25 CHAIRMAN GIRARDI: Thank you,

1 Ms. Garry.

2 Village of Hempstead.

3 Consideration of the resolution to
4 add 229 Franklin Reality as the
5 mortgager on the City Autoplex
6 project and/or amendment of the City
7 Autoplex authorizing resolution.
8

9 So we need a motion. Do I have
10 a motion?

11 MS. HARGRAVES: I'll make a
12 motion. This is Stacy.

13 MS. VANDERHALL: Second.

14 CHAIRMAN GIRARDI: Seconded by
15 Ms. Vanderhall?

16 MS. VANDERHALL: Yes.

17 CHAIRMAN GIRARDI: I'm going to
18 take a vote.

19 Mr. Oppenheimer? Mr. Johnson?

20 MR. JOHNSON: Aye.

21 CHAIRMAN GIRARDI: Ms. Guerra
22 not here. Ms. Hargraves?

23 MS. HARGRAVES: Aye.

24 CHAIRMAN GIRARDI: Flo Girardi
25 is an Aye. Mr. Bedford?

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MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Reverend
Mallette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Ms.
Vanderhall?

MS. VANDERHALL: Aye. Mr.
Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: The eyes
have it.

On to the next item on the
agenda. It's new business in the
Town of Hempstead. Village of
Hempstead, obviously, you're invited
to stay on.

Consideration of an authorizing
resolution for Angion-Biomedica, 51
Charles Lindbergh Boulevard,
Uniondale.

MR. MARSH: Mr. Chairman, this
is James Marsh. I'll recuse on this

1
2 application so I'm not going to
3 participate. Thank you.

4 CHAIRMAN GIRARDI: Okay. Any
5 questions from the Board? Staff
6 want to make comments first before
7 the Board asks questions?

8 MR. LODATO: This has been
9 vetted. We've had an inducement,
10 public hearing, and now we're up to
11 the authorization.

12 CHAIRMAN GIRARDI: No questions
13 from the Board?

14 Flo Girardi, I'll make the
15 motion. Do I have a second?

16 REVEREND MALLETT: Second.

17 CHAIRMAN GIRARDI: I'll take a
18 vote. I'm an aye. Mr. Bedford?

19 MR. BEDFORD: Aye.

20 CHAIRMAN GIRARDI: Reverend
21 Mallette?

22 REVEREND MALLETT: Aye.

23 CHAIRMAN GIRARDI: Ms.
24 Vanderhall?

25 MS. VANDERHALL: Aye.

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CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh is
recused.

Next item on the agenda,
consideration of an Inducement
Resolution for Vantage on Roosevelt,
46-54 Roosevelt Avenue, Valley
Stream.

MR. LODATO: Mr. Kefalas, are
you on the call for your
presentation? Perhaps we can move
on to the next item and go back in a
moment. Maybe he's not here.

CHAIRMAN GIRARDI: There is
nobody else representing Vantage on
the phone?

MR. LODATO: Let me give him a
call. I'll call his cell phone.

CHAIRMAN GIRARDI: Okay. Next
item. Consideration of an Approval
of a Tenant Consent for Valley
Stream Green Acres LLC, 40 Shakes.
Staff? Fred?

1
2 MR. PAROLA: 174 square feet.
3 Green Acres Mall. Two full-time
4 employees, three part-timers. I
5 guess it's really a kiosk.

6 CHAIRMAN GIRARDI: Any
7 questions from the Board?

8 Flo Girardi, I'll make the
9 motion. Do I have a second?

10 MR. MAJKUT: Second the motion.

11 CHAIRMAN GIRARDI: Second by
12 Mr. Majkut. I'll take a vote. Flo
13 Girardi is an aye. Mr. Bedford?

14 MR. BEDFORD: Aye.

15 CHAIRMAN GIRARDI: Reverend
16 Mallette?

17 REVEREND MALLETT: Aye.

18 CHAIRMAN GIRARDI: Ms.
19 Vanderhall?

20 MS. VANDERHALL: Aye.

21 CHAIRMAN GIRARDI: Mr. Majkut?

22 MR. MAJKUT: Aye.

23 CHAIRMAN GIRARDI: Mr. Marsh.

24 MR. MARSH: Yes.

25 CHAIRMAN GIRARDI: The ayes

1
2 have it. I'm going to move on to
3 new business until we hear back from
4 Michael on the Valley Stream
5 project.

6 New business would the CEO
7 Report.

8 MR. PAROLA: No changes this
9 month. We are getting active again.
10 We have quite a few inquiries and
11 matters that have been, as I said
12 last month, held up as a result of
13 the virus and the impact upon
14 various Boards that had to approve
15 before we have an opportunity to
16 judge a particular project.

17 Hopefully, this situation in
18 our lives is put past us. We will
19 see a number of projects closing in
20 the foreseeable future.

21 CHAIRMAN GIRARDI: No
22 questions. Next item on the agenda,
23 consideration and approval of the
24 2019 Annual Financial Report. Go to
25 committee. Everything seems to be

1
2 in order; is that correct, Mr.
3 Marsh?

4 MR. MARSH: Yes, that's
5 correct.

6 CHAIRMAN GIRARDI: I'll make a
7 motion.

8 MR. MARSH: I'll second it.

9 CHAIRMAN GIRARDI: Second by
10 Mr. Marsh. I'll take a vote. Flo
11 Girardi is an Aye. Mr. Bedford?

12 MR. BEDFORD: Aye.

13 CHAIRMAN GIRARDI: Reverend
14 Mallette?

15 REVEREND MALLETT: Aye.

16 CHAIRMAN GIRARDI: Vanderhall?

17 MS. VANDERHALL: Aye.

18 CHAIRMAN GIRARDI: Majkut?

19 MR. MAJKUT: Aye.

20 CHAIRMAN GIRARDI: And Mr.
21 Marsh?

22 MR. MARSH: Yes.

23 CHAIRMAN GIRARDI: Next item,
24 consideration of a renewal of the
25 contract with Todd Shapiro &

1
2 Associations for consulting
3 services.

4 MR. PAROLA: The contract is
5 up. Allen does a wonderful job in
6 terms of getting the word out for
7 us. We've had increase of
8 publicity, both in law and business,
9 as well as Newsday and it's working
10 out well. And if we ever get out of
11 this pandemic, we'll be doing some
12 other meetings and ventures to get
13 our name back out there or continue
14 to get our name back out there.

15 MR. MARSH: Is this the same
16 thing as we authorized last year?

17 MR. PAROLA: Yes. It continues
18 the existing fee. No increase.

19 MR. MARSH: Okay. Thank you
20 very much.

21 MR. PAROLA: Yes, of course.

22 CHAIRMAN GIRARDI: Any other
23 questions?

24 MS. VANDERHALL: I'll make the
25 motion.

1
2 CHAIRMAN GIRARDI: I'll second
3 the motion. I'll take a vote. Flo
4 Girardi is an Aye. Mr. Bedford?

5 MR. BEDFORD: Aye.

6 CHAIRMAN GIRARDI: Reverend
7 Mallette?

8 REVEREND MALLETTTE: Aye.

9 CHAIRMAN GIRARDI: Ms.
10 Vanderhall?

11 MS. VANDERHALL: Aye.

12 CHAIRMAN GIRARDI: Majkut?

13 MR. MAJKUT: Aye.

14 CHAIRMAN GIRARDI: Mr. Marsh?

15 MR. MARSH: Yes.

16 CHAIRMAN GIRARDI: Thank you.

17 Before I move on to all
18 business, Fred, there was an article
19 in Newsday we briefly spoke about.
20 They may have some questions as far
21 as the IDA getting involved in PPP,
22 small business loan less than 15
23 employees. Do you want to give us a
24 feedback on that one?

25 MR. PAROLA: Yes, I will.

1
2 First of all, the LDC had the power
3 to do this previously. In a
4 conference call with a supervisor
5 and one of the counsel persons about
6 six weeks ago, I shared with him at
7 that time only the LDC that I
8 believed the Board would be willing
9 to put forth a sum -- I threw out a
10 half million dollars in terms of
11 assisting small businesses if they
12 felt that they wanted to put a
13 program together with other town
14 entities during this crisis period
15 and they took that under advisement
16 and so far I know that the County
17 has adopted something as well as an
18 a number of other local
19 municipalities around the state to
20 do that very thing, but some other
21 towns have not done it and since my
22 conversation of 6 weeks ago, as you
23 indicated, the IDA has been added to
24 the agencies that are now eligible
25 to participate in such a bailout, if

1
2 I may call it, plan.

3 Bill, I don't know if counsel
4 has anything to add.

5 MR. WEIR: I'll second. So
6 this new legislation you can create
7 a loan program. The hardest part is
8 going to be administering the loan
9 and you are permitted to, you know,
10 partner with somebody who can
11 administer the loans for you; be it
12 credit review, and do like a loan
13 origination.

14 One LDC in the state in the
15 Hudson Valley area recently set up a
16 program for the LDC to do this
17 before the IDA legislation was
18 adopted and they are partnering with
19 a not-for-profit lending company in
20 Westchester to do it for them. It's
21 somebody like New York Business
22 Development Company, you know, to do
23 the loan origination, so they will
24 have a program in that LDC put up a
25 half a million dollars. They will

1
2 make loans out to eligible small
3 businesses.

4 Ironically, the period that
5 they came up with for businesses in
6 their County were very, very similar
7 to what was in the state legislation
8 and of small business of the IDAs to
9 make loans. And this is a temporary
10 program only during the period of
11 this COVID-19 emergency, so it's not
12 permanent ability to take loans the
13 way the LDC has.

14 Knowing your staff, as diligent
15 as they are, I would recommend that
16 if you do go forward with a program
17 like this that you partner with an
18 entity who can help you administer
19 the loans because you do have to do
20 proper credit reviews and so forth
21 on each of these entities.

22 There is going to be a series
23 of webinars next week being
24 conducted by New York State Economic
25 Development Counsel. I think it

1
2 would be prudent for not only staff
3 but interested Board members to
4 attend those webinars next week.
5 We'll be announcing the dates and
6 times of them.

7 MR. PAROLA: Thanks Bill. I
8 would just add that one of the
9 concerns that -- and I don't know
10 how this works out, but having been
11 involved in politics and government
12 for a long time and knowing the
13 nature of the beast out there, I
14 think the feeling was, to some
15 extent, that a half a million
16 dollars is a lot of money but it
17 really isn't.

18 If you have 100 people apply,
19 you may make half of them happy and
20 tick off 50 more who didn't get the
21 money and that was a concern on the
22 one hand.

23 On the other hand, Bill you're
24 very cogent and I had suggested that
25 if we do adopt anything that we

1
2 would work for a not-for-profit or
3 another lending entity because
4 obviously, we don't have the
5 staffing or the wherewith all to
6 both get the loan and track it and
7 blah, blah, blah.

8 So if that's what it is, again,
9 I would be happy to follow-up on it
10 with the administration to see if
11 they are thinking about doing
12 anything.

13 MR. MARSH: Have you gotten any
14 requests from local businesses for
15 loans?

16 MR. PAROLA: No. We've had
17 inquiries from people but nothing in
18 cement, not at all, no.

19 MR. WEIR: I mean the one thing
20 that you do have to recognize with
21 this is the default -- I would
22 imagine the default rate would be
23 very high.

24 MR. PAROLA: Yeah.

25 MR. WEIR: So any money you put

1
2 into this program seeing, you know,
3 very little of it coming back to
4 you. I imagine for a lot of these
5 small businesses this is simply a
6 loan of last resort and they still
7 may wind up closing so it's the one
8 thing the Board has to recognize.
9 You make these loans, if the
10 businesses don't survive, they won't
11 be able to pay you back.

12 REVEREND MALLETTE: Right.

13 CHAIRMAN GIRARDI: Bill, is
14 there any discretion we could use or
15 no?

16 MR. WEIR: There's parameters.
17 Yeah. That's why I would recommend
18 using a company that's
19 not-for-profit to do a credit review
20 and make sure that you cannot give
21 somebody who's already on the verge
22 of bankruptcy a loan. So again,
23 your staff doesn't really have that
24 band which to do that kind of credit
25 review so that's why I think you can

1
2 mitigate the damage by having a
3 reputable company help you, but
4 still...

5 When entities like Hertz and
6 others file for bankruptcy because
7 they can't survive COVID, the little
8 corner store may have even greater
9 difficulty coming out of it so...
10 All the due diligence in the world
11 still cannot necessarily save these
12 businesses.

13 CHAIRMAN GIRARDI: Thank you.
14 Any other questions from the Board?

15 Michael, back on or no?

16 MR. LODATO: Yeah, I'm here.

17 MR. BEDFORD: I just want to
18 echo a couple of things here. I
19 would think we have to have a real
20 long discussion before we got into
21 any kind of lending under the state
22 COVID program.

23 I understand the benefits and
24 what we can do for some small
25 business but I mean the PPP loans

1
2 are out there under the Care doc and
3 the State businesses qualify for
4 those.

5 I have a feeling that you're
6 talking about businesses that if
7 they are coming to us for this
8 funding, they are probably right on
9 the verge. So I want to echo the
10 sentiment that anything that we put
11 out on this you probably have to
12 expect it gone and not coming back.

13 CHAIRMAN GIRARDI: Okay. So
14 just echoing what Mr. Weir said as
15 far as doing the due diligence on
16 credit check.

17 Did you want to have a separate
18 committee to talk about this or you
19 want to bring it up in a meeting?
20 What did you have in mind?

21 MR. BEDFORD: I think that
22 would probably be a good idea.

23 MR. PAROLA: Well, let's see if
24 the administration -- I mean you can
25 have some people potentially in

1
2 place but let me see if the
3 administration has any thoughts
4 about this as a follow-up.

5 CHAIRMAN GIRARDI: That makes
6 sense.

7 MR. BEDFORD: That makes sense.

8 CHAIRMAN GIRARDI: What was
9 that?

10 MR. PAROLA: I just said for
11 the various negative reasons we'll
12 make an inquiry. I tried to already
13 about 3 weeks ago when there was
14 nothing happening yet. I inquired
15 of one of the assistants to the
16 supervisor. They said there was
17 nothing happening yet, but I'll
18 follow up.

19 CHAIRMAN GIRARDI: Okay.

20 MR. LODATO: Mr. Kefalas for
21 Vantage is on the call. He had a
22 problem logging in but he's in.

23 CHAIRMAN GIRARDI: We will move
24 back to new business item on the
25 agenda. Vantage on Roosevelt Valley

1 Stream. Go ahead, Mr. Kefalas.

2 MR. KEFALAS: Good morning.

3 CHAIRMAN GIRARDI: Morning.

4 MR. KEFALAS: You want me to
5 present the project?

6 CHAIRMAN GIRARDI: Yes.

7 MR. KEFALAS: This business is
8 a small piece of property at the
9 corner of Roosevelt Avenue and
10 Cochran Place across the street from
11 the Valley Stream. The address is
12 46-54 Roosevelt Avenue. The
13 property is about 14,900 square
14 feet. It has been used as a parking
15 lot for many years. We filed with
16 the Village of Hempstead to improve
17 the property to a three-story,
18 17-unit building. The building will
19 contain 12 two-bedroom units and
20 five one-bedroom units and 21 car
21 parking on the lot.

22 This is a great improvement for
23 the area. We will not neighbors
24 (inaudible). The Board of Zoning of
25

1
2 the project (inaudible). And we
3 believe we will be providing the
4 housing for millennials. We'll
5 create many jobs during the
6 construction and those 17 families
7 will increase the tax base.

8 We will not affect the school
9 system because we don't think that
10 we will get too many kids to school.
11 For example, we just finished
12 another project which is also an IDA
13 approved project, the Promenade on
14 Central. That project did great and
15 is fully rented. We only have a
16 couple of kids that go to the school
17 and that neighborhood was greatly
18 improved. So what else?

19 We estimate the cost to be
20 about 5 million. We did do the
21 studies so there won't be no
22 environmental adverse affects. We
23 did station project transit
24 (inaudible) and it will be geared
25 towards the millennial generation

1
2 that live here.

3 MR. MARSH: Mr. Chairman, this
4 is James Marsh. I heard the
5 Promenade has similar ownership. I
6 have a client who is in lending with
7 the Promenade and so I'm going to
8 have to recuse myself on this
9 application and I ask staff to send
10 me the form. I'll sign it and send
11 it in, but I'm not going to
12 participate.

13 CHAIRMAN GIRARDI: Thank you.

14 MR. LODATO: We'll send you
15 that form. We have no problem.

16 CHAIRMAN GIRARDI: Any
17 questions from the Board?

18 MR. RYAN: Mr. Kefalas, do you
19 need any zoning approvals from the
20 Village?

21 MR. KEFALAS: We already
22 received the approval from the Board
23 of Zoning.

24 MR. RYAN: Are any other
25 approvals needed from the Village?

1
2 MR. KEFALAS: Just for the
3 building permit. We are in the
4 process of filing the plans and
5 getting that.

6 MR. RYAN: Okay. Thank you.

7 CHAIRMAN GIRARDI: Mr. Kefalas,
8 there's 1 units. How many are one-
9 bedroom and how many two-bedrooms if
10 you don't mind? What's the rent?

11 MR. KEFALAS: Five one-bedrooms
12 and 12 two-bedrooms. The rent will
13 be -- Two bedrooms it will be --

14 CHAIRMAN GIRARDI: There is
15 seventeen units, no?

16 MR. KEFALAS: Twelve
17 two-bedrooms and five one-bedroom.
18 It's six on each floor so it's a
19 3-story. We have five one-bedrooms
20 on the ground floor and six on --

21 CHAIRMAN GIRARDI: You said it
22 was luxury apartments. How much is
23 the asking rent?

24 MR. KEFALAS: The two-bedroom
25 will be 2500 a month, between 2450

1
2 and 2650.

3 CHAIRMAN GIRARDI: All right.

4 LEGISLATOR GAYLOR: Legislator
5 William Gaylor 6th District, Nassau
6 County. I have a few questions. So
7 the questions are mostly focused
8 around the impact on taxpayers of
9 Valley Stream. What does the
10 estimated increase that taxpayers
11 will see as a result of this Pilot.
12 Anybody calculate that?

13 MR. KEFALAS: We don't know the
14 exact number.

15 MR. PAROLA: Mr. Kefalas, let
16 Mike handle this.

17 MR. LODATO: Give me one
18 second. I just had it.

19 LEGISLATOR GAYLOR: Just while
20 you're searching, let me clarify.
21 Everybody knows when you take a
22 property off the tax roll, there's
23 going to be an impact to Valley
24 Stream by virtue of the way the
25 school districts are set up. In

1
2 Valley Stream you've got three
3 taxing school districts and one non-
4 taxing school district. The non-
5 taxing central High School District
6 is funded by the other three taxing
7 school districts.

8 When you take a property off a
9 tax roll, you give the developer a
10 Pilot, then that lost tax revenue is
11 redistributed amongst the school
12 districts and impacts every
13 resident.

14 We all remember Green Acres.
15 Most folks were affected similarly
16 450 and \$1,200 and the Green Acres
17 Pilot went through and that's what
18 I'm looking to know is what will
19 this -- Go ahead.

20 MR. KEFALAS: Mr. Gaylor, the
21 property is a vacant piece of
22 property, vacant land. We're not
23 asking for any reduction of taxes.
24 We're asking for a Pilot to be able
25 to build the building. The taxes

1
2 will be increased from the current
3 state with the Pilot or without it.
4 So there is not any reduction of
5 taxes.

6 MR. LODATO: Mr. Gaylor, the
7 taxes are currently 32,000 and the
8 Pilot starts at 32,000 so there's no
9 reduction. It would be 32,000 and
10 then the fourth goes to fifty, 65,
11 75, 77 so there is an increase every
12 year out to the 15th year.

13 MR. PAROLA: That's not just
14 school, that's general and Village.
15 We're talking about a small
16 percentage here.

17 MR. LODATO: Yeah, everyone
18 will receive the same proportion of
19 shares they receive currently,
20 whatever percentage that is and this
21 will increase by the end of the
22 Pilot three times the amount than
23 what they are paying currently.

24 LEGISLATOR GAYLOR: I
25 understand that but Pilots are not

1
2 included in school taxes and so the
3 lost money for the next 15 years is
4 redistributed to each individual
5 taxpayer. Whether it's a small
6 proportion or not, it's on the
7 taxpayer and that's the number that
8 taxpayers want to know in advance.
9 If it's \$10 --

10 MR. PAROLA: If the School
11 District does it properly, as we
12 have tried to put into our
13 paperwork, the Pilot money does go
14 towards the school. It goes towards
15 the tax base even though it's a
16 different agenda.

17 LEGISLATOR GAYLOR: I hear you.
18 I got it. I hear what you're
19 saying, but I would like to know
20 what that number is or I think we
21 could develop this part of the IDA
22 presentation. What is the tax
23 impact going to be?

24 MR. RYAN: When you say that, I
25 think I'm trying to understand the

1
2 question. Mike is giving you what
3 the current taxes are total
4 including the school and he is
5 giving you how it's going to
6 progress by the end of year 15.

7 When you say "what impact,"
8 that's the impact. I don't
9 understand what you're asking.

10 LEGISLATOR GAYLOR: But pilots
11 are not calculated as part -- they
12 are not considered taxes for school
13 district purposes.

14 MR. PAROLA: They are tax --

15 LEGISLATOR GAYLOR: It's not a
16 tax. It's a payment in lieu of
17 taxes and therefore it's not counted
18 as a tax. That's why we saw an
19 increase when the Green Acres
20 project got approved. Everyone's
21 taxes went up from 450 to \$1,200.

22 MR. RYAN: These are set dollar
23 amounts. They are payments in lieu
24 of taxes. I don't understand what
25 the question is again because if

1
2 you're saying the Green Acres bill
3 went up, they shouldn't have because
4 of any Pilot. That was an error by
5 the School District.

6 MS. LONGO: Mr. Gaylor, this is
7 Ms. Longo. Just for clarification
8 purposes, yes, that school district,
9 that one particular school district
10 has chosen to view pilots as not tax
11 dollars. That's an opinion that was
12 granted by their attorney. That is
13 not the case in other school
14 districts in the Town of Hempstead,
15 just that school district.

16 LEGISLATOR GAYLOR: So, okay,
17 all right. I'll leave it at that.

18 MR. PAROLA: Thanks, Bill.

19 CHAIRMAN GIRARDI: Any other
20 questions from the Board?

21 MR. MAJKUT: I have some
22 questions. So of the 54
23 construction jobs that are going to
24 be created, do you realize that
25 there are required to be Nassau

1
2 Suffolk laborers on there?

3 MR. KEFALAS: Yes.

4 MR. MAJKUT: Have you reached
5 out to any entities like the Nassau
6 Suffolk building trades to get
7 contractors in line to do the
8 project?

9 MR. KEFALAS: Not yet. We
10 don't have the perspective drawings
11 prepared yet. As soon as we have
12 them, we will reach out.

13 MR. MAJKUT: So it is your
14 intention to reach out to them as an
15 entity, give them an opportunity to
16 bid on the project, correct?

17 MR. KEFALAS: Most definitely,
18 yes.

19 MR. MAJKUT: Okay. Very good.
20 Thank you.

21 CHAIRMAN GIRARDI: Staff.
22 Questions from staff. We're asking
23 for consideration of a Pilot
24 Inducement Resolution for a project
25 that does not have a building

1 permit; is that correct?

2 MR. LODATO: They won't have
3 building permits. Usually we do
4 inducement projects without building
5 permits.
6

7 CHAIRMAN GIRARDI: Okay. Do I
8 have a motion? Nobody wants to make
9 a motion for Valley Stream?

10 MR. MAJKUT: I'll make a
11 motion.

12 CHAIRMAN GIRARDI: Flo Girardi,
13 I'll second the motion. I'll take a
14 vote. Flo Girardi is an aye. Mr.
15 Bedford?

16 MR. BEDFORD: Aye.

17 CHAIRMAN GIRARDI: Reverend
18 Mallette?

19 REVEREND MALLETTTE: Aye.

20 CHAIRMAN GIRARDI: Ms.
21 Vanderhall?

22 MS. VANDERHALL: Aye.

23 CHAIRMAN GIRARDI: Mr. Majkut?

24 MR. MAJKUT: Aye.

25 CHAIRMAN GIRARDI: Mr. Marsh is

1
2 recused, correct?

3 MR. MARSH: That is correct.

4 CHAIRMAN GIRARDI: The ayes
5 have it. So we'll move on to the
6 next item on the agenda.

7 MR. KEFALAS: Thank you very
8 much.

9 CHAIRMAN GIRARDI: Thank you.
10 Reading approval of the minutes of
11 the previous meeting, consideration
12 and adoption of the May 28, 2020.

13 I'll make a motion to waive the
14 reading of the minutes. Do I have a
15 second?

16 REVEREND MALLETTE: Aye.

17 MR. BEDFORD: Aye.

18 CHAIRMAN GIRARDI: Second by
19 Mr. Bedford. I'll take a vote. Flo
20 Girardi is an aye. Mr. Bedford?

21 MR. BEDFORD: Aye.

22 CHAIRMAN GIRARDI: Reverend
23 Mallette?

24 REVEREND MALLETTE: Aye.

25 CHAIRMAN GIRARDI: Vanderhall?

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MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Next item
before the treasurer, Financial
Statements and Expenditure List.
May 22 to June 18, 2020.

REVEREND MALLETTE: All is
well. Everything looks great.

CHAIRMAN GIRARDI: Next item on
the agenda if no questions,
Committee Updates. We had the audit
committee this morning.

MR. PAROLA: Yes.

MR. MARSH: We had an audit
committee meeting this morning and
the financials that were presented
by management were reviewed and
approved and submitted to the Board
today. Thank you.

CHAIRMAN GIRARDI: Next item.
Do we need an executive session?

1
2 MR. LODATO: No, we can't have
3 it anyway. There is a secondary
4 line.

5 CHAIRMAN GIRARDI: I'll make a
6 motion to adjourn today's meeting.
7 Do I have a second?

8 REVEREND MALLETTTE: Second.

9 CHAIRMAN GIRARDI: We'll take a
10 vote. Mr. Marsh?

11 MR. MARSH: Yes.

12 CHAIRMAN GIRARDI: Mr. Majkut?

13 MR. MAJKUT: Aye.

14 CHAIRMAN GIRARDI: Ms.
15 Vanderhall?

16 MS. VANDERHALL: Aye.

17 CHAIRMAN GIRARDI: Reverend
18 Mallette?

19 REVEREND MALLETTTE: Aye.

20 CHAIRMAN GIRARDI: Mr. Bedford?

21 MR. BEDFORD: Aye.

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

24
25 (Time noted: 9:37 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 15th day of July, 2020.

Dolly Fevola

DOLLY FEVOLA

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