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IN THE MATTER OF THE
TOWN OF HEMPSTEAD INDUSTRIAL
DEVELOPMENT AGENCY BOARD MEETING
------------------------------------- x
Teleconference
January 21, 2021
9:00 a.m
B E F O R E: FLORESTANO GIRARDI
Denise Mantekas,
Court Reporter

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

Town of Hempstead IDA
FRED PAROLA
EDIE LONGO
ARLYN EAMES
LAURA TOMEO
MICHAEL LODATO
LORRAINE RHOADS
JOHN RYAN, Ryan Brennan \& Donnelly, LLP
BILL WEIR, Nixon Peabody
PAUL O'BRIEN, Phillips Lytle LLP
ALLEN WAX, Todd Shapiro's Office
Board of Directors
FLORESTANO GIRARDI
REV. ERIC MALLETTE
JACK MAJKUT
ROBERT BEDFORD
CHERICE VANDERHALL
JAMES MARSH
Village of Hempstead Board
LAMONT JOHNSON
DAN OPPENHEIMER

111 Hempstead Tpke, LLC (Heatherwood)
DAN DEEGAN, Forchelli Deegan Terrana
CHRIS CAPECE, Heatherwood
DAVID RIVERA, Heatherwood
City Autoplex
Dan Baker, Certilman Balin
SLZM Realty-Zwanger Pesiri
Dan Baker, Certilman Balin

CHAIRMAN GIRARDI: This is Flo Girardi, Chairman of the Town of Hempstead Board. I'm going to take attendance before $I$ open the meeting.

Mr. Bedford?

MR. BEDFORD: Present.

CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Present.

CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Present.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Present.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Present.

CHAIRMAN GIRARDI: Flo Girardi
is here.

Mr. Oppenheimer?
MR. OPPENHEIMER: Present.

CHAIRMAN GIRARDI: Mr. Johnson?

MR. JOHNSON: Present.

CHAIRMAN GIRARDI: Ms. Guerra?

MS. GUERRA: (No verbal
response.)

CHAIRMAN GIRARDI: And Ms. Hargraves?

MS. HARGRAVES: (No verbal response.)

CHAIRMAN GIRARDI: I want to open today's meeting. We have a quorum. I just want to remind everybody before they speak to please state their name for the court reporter.

Do we have any public comment with respect to any of the agenda items?

I'll move on to new business. Village of Freeport. There is no new business.

Village of Hempstead. Staff is going to take. We have some informational statements.

MR. LODATO: Good morning.
This is Mike Lodato. City Autoplex is located within the Village of

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Hempstead. They are moving their mortgage from a construction loan to a permanent financing. It's already been approved in their old documents but we just wanted to make everyone from the Village and the regular Board aware. I believe they have an attorney on the line if they would like to say anything but that's really all there is to report.

MR. BAKER: This is Daniel Baker on behalf of City Autoplex from Certilman Balin Adler \& Hyman at 90 Merrick Avenue, East Meadow, New York 11554 .

That's correct. The project was approved for a certain amount of mortgage recording tax exemption benefit. The company utilized some of that during the acquisition which was a little over a 4 million dollar acquisition financing. Now they are proceeding with construction finances which they will blend
altogether. They're not asking for any further benefits. It's all part of what was already approved, final authorization at the last time it was on for the Board meeting. Again, no new benefits, just tightening everything up at this point.

MR. MARSH: My question is, why are we being asked for this approval at this point in time if it was preapproved already?

MR. BAKER: The answer, Mr. Marsh, is, we're not asking for any approvals. It's already been approved. I think that staff just wanted to make the Board aware of the status.

MR. MARSH: Okay. So it's only on for informational purposes. We don't have to take any action.

MR. BAKER: Correct.

MR. MARSH: Thank you very much.
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CHAIRMAN GIRARDI: Any other Board members have any other questions? Okay. If not, I'm going to move on.

New business. Presentation and Consideration of a Preliminary

Inducement Resolution for 111
Hempstead Turnpike, LLC,

Heatherwood, West Hempstead.

Please remember to state your name before you speak for the court reporter. Thank you.

MR. DEEGAN: Good morning, Mr. Chairman and members of the

Board. My name is Dan Deegan with
the Law Firm Forchelli Deegan Terrana.

The applicant today is 111 Hempstead Turnpike, LLC, which is an affiliate of Heatherwood Luxury Rentals. I also have with me on the phone today Chris Capece, who is the president of Heatherwood.

Chris, you're there?

MR. CAPECE: I'm here, Dan.
MR. DEEGAN: Thank you.

Chris is known to this Board by his previous long tenure at Avalon Bay Communities and prior successful projects with this Board.

Also with me today is David Rivera, Director of Acquisitions for Heatherwood.

The proposed project before this Board today is the acquisition of a blighted $91 / 2$ acre site next to the train station in West Hempstead and a plan to redevelop it with 428 transit oriented luxury apartment units.

Over the last sixty years, Heatherwood has developed a strong reputation as a leader in rental housing throughout the greater Long Island Region.

CHAIRMAN GIRARDI: How many units did you say it was?

MR. DEEGAN: 428. It's a large
project.

CHAIRMAN GIRARDI: Okay. You were breaking up. I thought you said 128.

MR. DEEGAN: I know there is a little echo. I'm going to try and go slow.

MR. LODATO: If anyone is not speaking, please mute your line. If you have it on in two places, it sounds like we're getting someone who is on their computer playing it and someone on their phone so it's recording on their phone as it's playing on the computer. If you could please shut one off or mute one.

MR. DEEGAN: Thank you.
Heatherwood specializes in providing an enhanced residential living experience and offers modern
conveniences, such as fitness
centers, pools, sun decks, social
rooms and outdoor fitness courts.

It has had successful projects on Long Island, in Huntington, Holbrook, Hauppauge and Moriches.

The president of Heatherwood, Mr. Capece, has an extensive resume of successfully developing luxury rentals within Nassau County and in the Town of Hempstead with the assistance of this IDA Board.

The property is located at 111 Hempstead Turnpike in West Hempstead. As I mentioned, it's a 9 $1 / 2$ acre site on the corner of Hempstead Turnpike and Broad Street and is the site of the now closed National Wholesale Liquidators. While it is strategically located next to the West Hempstead railroad station, it is now vacant, blighted and an eyesore to the community.

The applicant is a contract vendee for the site and has a subject 2 contract, contract conditioned upon receiving building

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permits from the Town granting of assistance from this agency.

The applicant is seeking to
rezone the site from business district to $C A-S$ residence district which permits multifamily dwellings.

We have been meeting with Town officials and local civic groups to gain support for the plan.

The plan is to demolish all the existing structures, to develop three buildings, two three-story buildings and one four-story building. As indicated, it would be a total of 428 luxury apartment units with on site amenities, such as a club room, fitness center, outdoor pool, grilling stations, other modern conveniences.

The applicant would be investing over 179 million dollars acquisition and reconstruction of this site.
As I indicated, this community
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will consist of three separate buildings being built and delivered in phases. If all goes as planned, construction would start in January of 2022. The first apartment would be delivered in November of 2023 .

Construction would be completed in August of 2025. You're looking at a construction span of about three and a half years.

The project would bring much needed high quality rental housing options to the community. Its proximity to the train station is consistent with good planning. It would be a true transit oriented development that will help retain our existing workforce and enhance the quality of life for its future residents and the surrounding community. It would be good for the economy. It would create up to 250 much needed construction jobs. The applicant would comply with this
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Boards local labor policy. It would also create seven full-time permanent jobs. The project will result in an increase in local spending at restaurants, small businesses and retail establishments and overall be an economic boom for the community and for the Town as a whole.

The Town IDA has commissioned
its own economic impact report to
look at those positive impacts. And as you can see, this would be a tremendous boost for the Town and the community.

However, after careful study, it is clear that given the high cost of construction and a high cost of taxes, this project is not feasible without this Agency's assistance. Given the large size of this project and the long construction period, we're seeking a 20 year PILOT agreement. 20 years would be

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consistent with the term that this Board granted for the Mill Creek project across the street from this project. The project would create a new tax base, very large tax base. The request to this Board is that we be allowed to phase in that new tax base over the PILOT term. We also request a tax exemption on the eligible construction materials and furniture, fixture and equipment that is necessary to build out. We're looking for a partial mortgage recording tax exemption.

I want to make it clear to this
Board that this applicant cannot proceed with this project without the Board. We ask this Board today for a preliminary inducement so that we can move forward with the IDA's help and continue to have the (inaudible) public hearing and ultimately come back for a final approval in the future after we

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hopefully get approvals from the Board.

Having said that, Chris Capece and David Rivera are here for any questions. We would welcome any questions from the Board.

MR. PAROLA: What is the breakdown in the units in terms of bedrooms, et cetera?

MR. DEEGAN: Chris or David, you guys wanna answer?

MR. RIVERA: I can answer that for you. This is David Rivera.

We have 65 studios, 174 one bedrooms, 149 two bedrooms and 40 three bedrooms.

CHAIRMAN GIRARDI: Any Board members have any questions?

REVEREND MALLETTE: Mr. Chairman, $I$ have one question.

The material $I$ have is dated,
the application for November 4th,
and $I$ believe $I$ just heard a 20
year, you're seeking a 20-year

PILOT. The information $I$ have here is a 15-year PILOT.

MR. DEEGAN: The request is for a 20-year PILOT. We submitted that request originally -- (inaudible).

THE COURT REPORTER: I'm getting a very bad echoing. I don't know if anybody else is.

REVEREND MALLETTE: Yeah, I didn't understand that. You're coming in broken up.

MR. DEEGAN: When the application was originally submitted, we were looking at 15 years. Since that time, we drilled down on the numbers here, analyzed, you know, what's (inaudible) given this construction period. And the construction period, the way that this is going to be phased (inaudible). As we looked at the fact (inaudible) granted the 20 years term for the project (inaudible). We are asking
this Board for 20 years. MR. MARSH: This is James

Marsh. I understand our policy is for 10-year PILOTs unless there are special circumstances. In your presentation, $I$ didn't hear anything that would justify a request for 15 years, much less 20 years. I'm concerned that routinely we're getting applications for as much as they think they can squeeze out of the Board, and this comes out of our residents, our taxpayers pockets. I need to hear some reason why we should exceed 10 years. We're not creating a lot of jobs here. This is just a construction project.

MR. PAROLA: It's naked land, just for the record, so it's not generating a great deal of property tax. We do do 20 years. I'm sure Dan can build on the reason economically why they need it. If you look at the PILOT that we've

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recommended, very dramatically, those last five years ending in 5.139 million dollars.

MR. MARSH: The problem I have is, they're asking now for 20 years and the one that was submitted was 15. Again, $I$ didn't see any explanation as to why we should go over 10. And if they're asking that their application be amended, I'd like to see it. I think they should withdraw their present application and resubmit a current one. Like I say, I would like to see justification for tax shifting from this large development company to the taxpayers of the Town of Hempstead because $I$ don't see the creation of a great number of jobs.

And the fact that ten years from now the taxes are going to go up to probably what they should be in two years from now doesn't give me a lot of comfort.
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MS. LONGO: What document is everybody looking at that is showing 15 years?

MR. DEEGAN: I see 20 years on my application here.

CHAIRMAN GIRARDI: If we look on Page 5 is the draft.

MS. LONGO: Mr. Marsh and Mr. Mallette said they're looking at something with 15 years. What are you looking at?

MR. BEDFORD: What they're looking at is the page of the agenda, Page 4, that says under (inaudible) 15-year PILOT.

MR. LODATO: That was their original request. Then it (inaudible). They couldn't move forward without 20 .

MR. PAROLA: They submitted 20 years.

MR. LODATO: That was a typo on my part.

MR. PAROLA: You should have a
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20-year PILOT in your packet. It was sent to all of you.

MR. LODATO: The cost benefit analysis is based on 20 and the PILOT is 20 years. Turn the page.

REVEREND MALLETTE: I see that cost analysis. On one page, it said 15. Then the breakdown was a little confusing.

MR. MAJKUT: Correct me if I'm wrong, what you're saying is it's just a typo and should have said a 20 year PILOT. The numbers reflect the 20 years on the following page.

MR. LODATO: Correct.
MS. LONGO: Thank you, Mike.
MR. PAROLA: Dan, would you
build on your case for Mr. Marsh
with respect to justification for 20 years, please?

MR. DEEGAN: Because of the size of the project, there is going to be, the building is going to have to be phased in. There's three

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separate buildings. The
construction period is three and a
half years. When the first building is complete, we will start renting out the first building. There is going to be a long absorption period here, construction period, which effectively uses up the first five years in order to get the stabilization. Because of that, we are looking for 20 years which, on a normal building where you could see the building in 18 months, a 15-year, you know, PILOT is
warranted. But we looked at the cost of construction which, you know, this is a very tremendous investment. It's a 179 million dollar investment.

By the way, there was also an
estimate report, an evaluation
services, that pointed out that full
taxes, the $\$ 12,000$ a unit if this were built today. The comment was
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made that while this PILOT would be there in two years, but the bottom line is, without this PILOT, we would be at zero in two years because it's not getting built unless we can phase in the taxes.

Ultimately, the community will
realize taxes on this property (inaudible) discussed is a very significant upgrade from what the property is currently paying and will continue to increase ultimately towards a (inaudible) tax base. The phasing in and absorption rate in the initial years, which is effectively a five year period, is going from 15 to 20 years. That is a special circumstance. This property has tremendous demolition costs here. It's a 300,000 square foot building. Just to prepare the site is going to be a huge undertaking. It's an eyesore for the community. This is going to be
the solution to and hopefully be a big positive economic (inaudible).

Mr. Marsh is correct to say
that, you know, we're looking at this necessarily as a long term great permanent employment in and of itself. We're talking about seven jobs. But there are construction jobs immediately which are very much needed in this economy. And the economic multiplier facts which this Board's own economic consultant pointed out are tremendous for the surrounding community on the Town in terms of production of taxes and the benefit to local businesses from having a facility like this, especially when you compare it to the entity blighted warehouse type building that is there now.

MR. MARSH: I might have heard an explanation as to why you want to exceed a ten year limit for an additional five years but $I$ didn't

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here it going to 20. I'm not sure I even heard enough -- I view our mission as creating long term permanent jobs. We're an industrial development company. This is just a real estate development project. If you can't afford to build it out this way, I'm sure somebody else will come along at some point and do it and not do it on the backs of the rest of the taxpayers of the Town of Hempstead. I have not heard any real justification for going beyond 10 years. You made an argument maybe for 15 but certainly not to 20.

MR. DEEGAN: Mr. Marsh, I
assure you that there has been a sophisticated financial analysis discussed with staff that shows this property cannot -- If you want to say that this project shouldn't be built here and that it should remain vacant land or some other type of

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use should be here, that's your prerogative and your opinion. That is not what the -- We don't believe that's going to be good for the community. This is the type of the facility that will enhance the interest of the community and it is only possible financially by phasing in the new taxes (inaudible). Ten years is insufficient to, you know, for the companies and banks to
finance these types of projects because they're not going to be able to pencil out in order to justify financing necessary to construct a project like this. We believe this is exactly the project that the Town and the County and Long Island need. It's transit oriented. It's an economic boost. You're entitled to your opinion if you don't believe that. I would say that the Agency's own report from Camoin Associates airs out what we're saying and the
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economic boost far beyond. And it is not a tax (inaudible). We're talking about creating new taxes here, phasing them in, so this is an economic net gain to the affected taxing jurisdiction.

MR. MARSH: Again, you say that you've done all of this analysis and you've come to this conclusion but I think it's incumbent upon you to present it to the Board. You're right. We don't really know a lot behind this application because you haven't provided us with this information. Consequently, I don't see on the record before me any justification for going beyond 10 years.

MR. DEEGAN: This is the preliminary inducement stage. You are not voting on a PILOT today. We're asking for you to, you know, preliminary induce this. We can always continue to flush out the
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information for the IDA staff.
MR. MARSH: As I recall, some
time ago, that was the trap that
this Board was drawn into. We did
the preliminary inducement on the theory we could discuss it later on and approve it later on. Then we were told, well, everybody, we've done all this work and now you really can't renegotiate the PILOT. I'm really not buying that, that this is just a preliminary
inducement resolution. From my standpoint, if you want us to consider this project on 20 years, you need at this point to show why we should exceed our 10 year period.

MR. RYAN: Mr. Marsh, this is
John Ryan. This is on for a preliminary inducement.

MR. MARSH: I know, John. And
the last time, two years ago when
this came up, we ended up getting
trapped. I don't want to be in that
position again.
MR. RYAN: That is not true.

MR. MARSH: It is true. You
can go back and look at the minutes.
CHAIRMAN GIRARDI: Mr. Marsh, remember, we have to have a public hearing after any inducement and any project and before the authorizing resolution. Things may change after the public hearing, just to put your fears at rest.

MR. MARSH: Mr. Chairman, I just want to make clear, about two years ago, the same thing happened. There was still a public hearing and everything else. When it came up, we were basically told, you know, you really don't have a choice. It's either this or nothing, which is troublesome to me.

MR. PAROLA: That is incorrect. That is not correct, Mr. Marsh. You are twisting this again. You have a vote. Vote.

CHAIRMAN GIRARDI: Any Board members have any other questions?

Do $I$ have a motion for a
resolution for 111 Hempstead
Turnpike, LLC? Anybody want to make a motion?

MR. MAJKUT: I'll make the motion.

CHAIRMAN GIRARDI: Okay, Mr. Majkut.

Do I have a second?
MS. VANDERHALL: Second.

CHAIRMAN GIRARDI: I'll take a vote.

Mr. Bedford?

MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Reverend

Mallette?
REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?
MR. MARSH: No.
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CHAIRMAN GIRARDI: Mr. Majkut?
MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: And Flo Girardi is an aye. The ayes have it. The motion is passed.

Next item on the agenda.
MR. DEEGAN: Thank you very much.

CHAIRMAN GIRARDI: Thank you, Mr. Deegan.

Consideration of a Tenant Consent for Valley Stream Green Acres Black Pearl Drinks.

MR. PAROLA: This will have three employees, very small kiosk I guess. The monthly salary for the three employees is $\$ 2800$. It's a pretty decent salary generated. It seems to be a fair addition to the Valley Stream Green Acres situs.

CHAIRMAN GIRARDI: Any
questions?
I'll make a motion.

REVEREND MALLETTE: Second.

CHAIRMAN GIRARDI: Thank you, Reverend. Flo Girardi is an aye.

Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: And

Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Thank you.

Next item on the agenda.

Consideration of an Approval of a

New Sub-Tenant and Tenant Agency

Compliance Agreements for SLZM
Realty LLC and 3235 Hempstead LLC.

MR. LODATO: Dan, are you
looking to speak on this?
MR. BAKER: Yes. I wasn't sure
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if you or Fred wanted to lead in.

MR. PAROLA: Go ahead, Dan.

MR. BAKER: We can speak to whatever you want.

MR. LODATO: Just to be clear,

Zwanger Pesiri is located at 3235

Hempstead Turnpike. The other address is escaping me right now. The tenants currently, they're leaving and they're looking to replace those tenants with Mid Rockland Imaging, is it, Dan?

MR. BAKER: That is correct.

MR. LODATO: And that's what we're here for, to approve the new tenant.

MR. BAKER: I can get into this a little more, in a little more detail.

Again, this is Daniel Baker, Certilman Balin Adler \& Hyman. 90 Merrick Avenue, East Hempstead, New York 11554 .

I'm representing what we'll
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call the new subtenant which is Mid Rockland Imaging Partners, Inc., which is a subsidiary of RadNet Inc. in larger (inaudible) that operates radiological centers in seven states throughout the country, mostly in California and New York. They're quite a large national company.

As I stated earlier, Peter

Curry, on behalf of the owners of the two properties, as well as the current subtenants, which is Zwanger Pesiri Radiology Group.

In a nutshell, Mid Rockland is acquiring the equipment assets, in all likelihood, all the employees and other operational aspects of Zwanger Pesiri's operation at these two facilities.

The intent is to terminate the existing subleases that Zwanger has along with the appropriate IDA document to in effect allow Mid Rockland to step in, enter into new
sublease agreements and enter into new agreements with the IDA
required. Those would be the tenant agency compliance agreement and the other documents that Zwanger would be vacating from.

The owner of the property is staying in place so there is no change in the ownership structure of the deal with the IDA. They're not looking for any new benefits at this time. My understanding is that the FTE count is in compliance now and will remain in compliance after Mid Rockland.

In effect, this is really no change in the status of the structure of the deal with the IDA other than for Mid Rockland to step in as the new subtenant in place of Zwanger Pesiri.

MR. MARSH: Mr. Chairman, this
is James Marsh. I have a question.
Is there going to be a change
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in the number of employees at each of these locations over what was represented to us by the Zwanger Pesiri when they got the benefits originally?

MR. BAKER: It is anticipated that there could be more. My understanding is there might be a few more now but, because there is no addition to benefit being sought, we are asking that there be no change in the commitment as to the number of employees, which is 20 for one of the facilities, 30 for the other facilities.

MR. MARSH: My issue is this, is it going to be any less?

MR. BAKER: No. I just said that. There is not going to be any less.

MR. MARSH: Okay. And you're prepared to give us a representation to that effect on behalf of your client?
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MR. BAKER: I'm giving you that representation right now. The agreements will say the same thing with my client as they do with the Zwanger entity, which is there will be 20 acquired in one facility and 30 in the other.

MR. MARSH: Thank you very much.

MR. WEIR: Mr. Marsh, the tenant agency compliance agreements that will be executed by the new lessees will have those numbers in there.

MR. MARSH: Thank you very much, Bill.

MR. WEIR: You're welcome.
MR. CURRY: And on behalf of Zwanger Pesiri, $I$ can indicate that they are in compliance with these obligations currently. This is Peter Curry.

CHAIRMAN GIRARDI: Any Board members have any other questions?
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Thank you for the presentation. Staff has nothing to add. I'll move on to new business.

We have to make a motion first. I'll make the notion. Do $I$ have a second?

MR. BEDFORD: Second.

CHAIRMAN GIRARDI: I'll take a vote.

Mr. Bedford?
MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: Ms.
Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Flo Girardi
is an aye.
CEO's Report.
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MR. PAROLA: The main
difference is that this report is
that we moved the number of projects
that have not been moving over the
last year into the inactive status.
We will be following up the next month with calls to all of the projects to ascertain where they are and whether they're still viable.

CHAIRMAN GIRARDI: No questions?

Next item on the agenda.
Distribution of Board
Self-Evaluation forms.
I don't know how we're gonna do
that over the phone.
MR. LODATO: We're currently
missing one form of the six. If you have not sent yours in, please send it in confidentially.

MR. PAROLA: Call us if you're not sure.

CHAIRMAN GIRARDI: Next item. Consideration of Appointment of

Officers 2021 .
Who wants to take this?
MR. PAROLA: No change in the officers. Anybody wants to step up and challenge can do so.

CHAIRMAN GIRARDI: We need a motion. I'll make a motion. Do I get a second?

REVEREND MALLETTE: Second.
CHAIRMAN GIRARDI: Thank you, Reverend Mallette. We'll take a vote. Flo Girardi is an aye.

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?
MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: MS.
Vanderhall?
MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: And

Mr. Bedford?

MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: Next item on the agenda. Consideration of Agency Committees for 2021 .

MR. PAROLA: Basically, the same as we had. If there are any questions, we can answer those.

CHAIRMAN GIRARDI: I'll make a motion to keep it as is. Do I have a second?

MR. MARSH: Second.

CHAIRMAN GIRARDI: I'll take a vote. Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: MS.
Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?
MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Majkut?
MR. MAJKUT: Aye.
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CHAIRMAN GIRARDI: Flo Girardi is an aye.

Next item. Consideration of a Resolution to reappoint John E. Ryan as Agency Counsel.

If there are no questions, I'll make a motion.

MR. MARSH: I'll second it.
CHAIRMAN GIRARDI: I'll take a vote. Flo Girardi is an aye.

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.
CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: Ms.
Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Next item on the agenda. Consideration of a

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Resolution to reappoint Nixon

Peabody LLP and Phillips Lytle LLP as Transaction/Bond Counsel.

I'll make the motion. Do I get a second?

MR. MARSH: I'll second it.

CHAIRMAN GIRARDI: I'll take a vote.

Mr. Bedford?

MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Flo Girardi
is an aye.

Next item. Consideration of a Resolution to renew the Agency's

Membership with LIBDC for 2021 .
MR. PAROLA: LIBDC (inaudible)

Long Island Business Development Counsel (inaudible) Long Island version of economic development advocates very good networking on the island and also liaison with the state considering where the state legislator is currently (inaudible) economic mood and taxes. It's very important that we stay in the loop with the LIBDC.

CHAIRMAN GIRARDI: I'll make a motion.

REVEREND MALLETTE: Second.

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

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend

Mallette?
REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Ms.

Vanderhall?

MS. VANDERHALL: Yes.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Next item on the agenda. Consideration of the Construction Wage Policy.

MR. PAROLA: No change in the policy.

MR. MARSH: I have a question. We recently, in the last day or two, got another version of this. Is there any substantial difference between the one that was submitted originally and the one that was sent to us two days ago?

MR. LODATO: When that was scanned to you, the one page on the second page didn't get sucked in. That's why we had to resend it. It didn't scan in correctly. There was no change.

MR. MARSH: Okay.
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Mr. Chairman, I'll make a motion to adopt it.

CHAIRMAN GIRARDI: I will second it. Thank you.

Take a vote. Flo Girardi is an aye.

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.
CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Yes.
CHAIRMAN GIRARDI: And
Mr. Bedford?

MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: Next item on the agenda. Consideration of Salary Increases for Staff.

I'm going to make a motion to table until we can have an executive
session.

MR. MARSH: I'll second the motion, Mr. Chairman.

CHAIRMAN GIRARDI: I'll take a vote.

Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Yes.

CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Yes.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: And Flo

Girardi is an aye. It is tabled.
Next item. Consideration of a Resolution to refund AVB Harbor Isle for PILOT payment.

MR. PAROLA: They were not supposed to be in the PILOT yet.

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They paid early. They doubled up on
their taxes basically and we're sending their money back.

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

MS. VANDERHALL: Second.

CHAIRMAN GIRARDI: Take a vote.
Flo Girardi is an aye.

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: (No verbal
response.)

CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: And

Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: What do we do with Marsh?
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Next item.

MR. MARSH: Yes. I'm sorry.

CHAIRMAN GIRARDI: Thank you, Mr. Marsh.

Consideration of an Amended 2021 Meeting Schedule.

MR. PAROLA: There was a typo in the previous one so, obviously, we're submitting this to be consistent with the real calendar.

CHAIRMAN GIRARDI: I'll make the motion. Do I get a second?

MR. PAROLA: I second it.
CHAIRMAN GIRARDI: I'll take a vote.

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
Mallette?
REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: MS.
Vanderhall?
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MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: Next item on
the agenda. Bond Allocation for 2021 .

MR. PAROLA: This is
informational provided to each IDA in the state for just over 14 million dollars (inaudible) current year. Can be used for, obviously, bonds.

CHAIRMAN GIRARDI: No questions? We'll move on.

Next item on the agenda.
Consideration and Adoption of the

Minutes of December 17, 2020.
I make a motion to move to waive the reading.

REVEREND MALLETTE: Mr.
Chairman, did we skip old business?

CHAIRMAN GIRARDI: I'm sorry, we did. You're right.

City Autoplex was discussed,

Village of Hempstead.
The next item is the Late PILOT Payments 830 Atlantic LLC and Dover Gourmet.

MR. PAROLA: We are currently talking with the two entities that have not (inaudible) their PILOTs yet. We don't recommend termination at this point. Obviously, with Covid, the Dover operation is greatly impacted and they're working on getting their payment together. We've also had discussions with Atlantic with respect to their payment as well. We'll have a further update. We'll wait another month and see where we are in the aforementioned arrears.

CHAIRMAN GIRARDI: Any questions?

Next item. Consideration and Adoption of the Minutes of December 17, 2020 .

I'll move to waive the reading.
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Do I have a second?
REVEREND MALLETTE: Second.
CHAIRMAN GIRARDI: Take a vote.
Mr. Bedford?
MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: MS.
Vanderhall?
MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?
MR. MARSH: I wasn't present at the special meeting so I'm going to abstain.

MR. PAROLA: You don't have to be.

CHAIRMAN GIRARDI: This wasn't the special meeting.

MR. MARSH: January 5th was the special meeting.

CHAIRMAN GIRARDI: December 17th.

MR. MARSH: The one I got was

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January 5th.

CHAIRMAN GIRARDI: That's the special meeting. I didn't get there yet. You're ahead of me. We're doing the adoption of December 17 th.

MR. MARSH: Sorry. I misunderstood. They weren't attached originally. They came separately. Go ahead.

CHAIRMAN GIRARDI: Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: And Flo

Girardi is an aye.

Next item. Consideration and

Adoption of the Minutes of the January 5, 2021 meeting.

I'll make a motion to waive the
reading. Do $I$ have a second?

MS. VANDERHALL: Second.

CHAIRMAN GIRARDI: I'll take a
vote.

Mr. Bedford?

MR. BEDFORD: Aye.
CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Reverend Mallette?

REVEREND MALLETTE: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?
MR. MARSH: I'm going to be abstaining because $I$ wasn't at this special meeting.

CHAIRMAN GIRARDI: Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Flo Girardi
is an aye.
Next item on the agenda.
Financial Statements and Expenditure List of December 11th to January 14 , 2021 .

REVEREND MALLETTE: The treasury report, all is well. No problems or concerns at this time.

CHAIRMAN GIRARDI: Next item on the agenda. Budget Line Transfers for 2020 .

MR. MARSH: I couldn't hear
what was said.
MR. PAROLA: From the 2020 , IDA
budget line to the Workers' Comp, there's changes, obviously (inaudible) for the meeting expense line in the amount of 37190 dues and subscription line and a final transfer to 41928, which is not bad considering what occurred in this year.

MS. LONGO: There was enough money in the budget from line item to line item so there was no fund balance.

MR. MARSH: I'll make a motion to approve these transfers.

CHAIRMAN GIRARDI: I'll second the motion. Let's take a vote. Flo Girardi is an aye.

Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend
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Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: MS.

Vanderhall?

MS. VANDERHALL: Aye.
CHAIRMAN GIRARDI: And

Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Next item.
We have no Committee Updates.
I'm going to make a motion to
adjourn today's meeting. Do I have a second?

MR. MARSH: I'll second it.

CHAIRMAN GIRARDI: Take a vote.

Flo Girardi is an aye.
Mr. Majkut?
MR. MAJKUT: Aye.
CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Reverend

Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: MS.

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Vanderhall?
        MS. VANDERHALL: Aye.
        CHAIRMAN GIRARDI: Meeting is
    adjourned.
        (Time noted: 9:55 a.m.)
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CERTIFICATION
I, DENISE MANTEKAS, a Notary Public
in and for the State of New York, do hereby certify:
THAT the witness whose testimony is herein
before set forth, was duly sworn by me; and
THAT the within transcript is a true record of the testimony given by said witness.

I further certify that $I$ am not related, either by blood or marriage, to any of the parties to this action; and

THAT I am in no way interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set my hand this 27 th day of January, 2021.


DENISE MANTEKAS


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