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IN THE MATTER OF THE  
TOWN OF HEMPSTEAD INDUSTRIAL  
DEVELOPMENT AGENCY BOARD MEETING  
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Teleconference  
February 25, 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 MALLETT  
JACK MAJKUT  
ROBERT BEDFORD  
CHERICE VANDERHALL  
JAMES MARSH

Village of Hempstead Board

LAMONT JOHNSON  
DAN OPPENHEIMER  
KARLA GUERRA  
STACEY HARGRAVES

Park Lake

DAN DEEGAN, Forchelli Deegan Terrana  
SCOTT JAFFEE, Project CEO

S&S

DAVID CURRY, Farrell Fritz, P.C.  
USMAN BANDUKRA, Project CEO

1  
2 CHAIRMAN GIRARDI: Let's take  
3 attendance.

4 Ms. Vanderhall?

5 MS. VANDERHALL: Here.

6 CHAIRMAN GIRARDI: Mr. Bedford?

7 MR. BEDFORD: Here.

8 CHAIRMAN GIRARDI: Mr. Marsh?

9 MR. MARSH: Present.

10 CHAIRMAN GIRARDI: Mr. Majkut?

11 MR. MAJKUT: Here.

12 CHAIRMAN GIRARDI: Reverend  
13 Mallette?

14 REVEREND MALLETTTE: Here.

15 CHAIRMAN GIRARDI: Mr.  
16 Oppenheimer?

17 MR. OPPENHEIMER: Here.

18 CHAIRMAN GIRARDI: Staff is  
19 here. I would like to call to order  
20 today's meeting of the Town of  
21 Hempstead IDA. We have a quorum.

22 First item on the agenda is  
23 comment with respect to agenda  
24 items.

25 As far as Park Lake is

1  
2 concerned, if you did not speak at  
3 the public hearing, then we'll give  
4 you two minutes today, but that was  
5 a lengthy, almost two hour hearing.  
6 It was a great turnout. People made  
7 their voices heard.

8 No other public comment to any  
9 of the other agenda items?

10 Next item. Village of  
11 Freeport. There is no new business.

12 Village of Hempstead.  
13 Consideration of an Authorizing  
14 Resolution for Park Lake Hempstead  
15 LP.

16 MR. PAROLA: Any Board members  
17 have any comments or questions?

18 MR. DEEGAN: Can you hear me,  
19 Mr. Chairman? I would like to, you  
20 know, with your permission, I'd like  
21 to give a short presentation and  
22 address some of the comments and  
23 questions that were raised at the  
24 public hearing.

25 MS. GARRY: This is Katherine

1  
2 Garry. I feel it's very unfair to  
3 say that the public cannot speak.

4 MR. PAROLA: Thank you. Your  
5 comment will be noted.

6 MR. DEEGAN: Thank you,  
7 Mr. Chairman.

8 My name is Dan Deegan, with the  
9 Law Firm Forchelli Deegan Terrana,  
10 the attorney for the applicant. I  
11 also have with me Scott Jaffee and  
12 Chris Poulin from the applicant who  
13 will be available for questions also  
14 from the Board as we go forward.

15 I just wanted to give a quick  
16 overview again and address some of  
17 the comments that were made at the  
18 public hearing. I know that the  
19 Board has had the opportunity to  
20 review the transcript of the public  
21 hearing so we just wanted to clear  
22 up some of the items that were made  
23 and address some of the questions  
24 that were raised.

25 As everybody here knows,

1  
2 everybody is pretty familiar with  
3 this project at this point. This is  
4 a housing community that was built  
5 in the 1940s. It consists of 240  
6 units. It's currently home to 1100  
7 Village residents, including 300  
8 children under the age of 18. It's  
9 100 percent affordable HUD backed  
10 Section 8 housing community which  
11 has never been on the tax rolls. We  
12 all know that it's in disrepair.  
13 It's old, deteriorating and out  
14 dated.

15 In 2018, this IDA granted a  
16 PILOT that called for 5 million  
17 dollars (inaudible) and there's  
18 still 10 years left on that existing  
19 PILOT agreement. That 5 million  
20 dollars was invested in the property  
21 in the form of asbestos removal,  
22 electrical upgrades, some windows,  
23 security upgrades, basically health  
24 and safety upgrades that were made.  
25 We were able to keep the full

1  
2 maintenance staff on even through  
3 the pandemic. But as I think  
4 everybody here knows, that was a  
5 drop in the bucket and not nearly  
6 enough of what this property needs.  
7 This property is in need of a major  
8 gut renovation and rehabilitation.

9 What is being presented today  
10 to this Board is really a once in a  
11 lifetime opportunity, a 35 million  
12 dollar gut renovation project. This  
13 gut renovation which will be a total  
14 (inaudible) will transform the  
15 property from old and deteriorated  
16 to new and beautiful. This would  
17 radically transform the lives of the  
18 1100 residents, including the 300  
19 kids that currently live there.

20 The renovation construction  
21 work will be done at prevailing  
22 wages. The developers hired Engel  
23 Burman who is a very well known and  
24 prestigious contractor that can do  
25 the work at prevailing wages. Engel

1  
2 Burman is known for their high  
3 quality work. This will be, as we  
4 said, a transform of these  
5 apartments from old to basically  
6 brand new apartments. In the  
7 Board's package, there's renderings  
8 of what the outside of the building  
9 would look like. This is going to  
10 be a big benefit not only for the  
11 residents there but for the  
12 surrounding community.

13 Part of the project is to  
14 provide on site a fully renovated  
15 new on site management office and  
16 also community space of the existing  
17 PAL building which was not planned  
18 on being touched previously and is  
19 now going to be completely renovated  
20 and made into a brand new looking  
21 building that will house the  
22 services. The developer will also  
23 be providing a full time on site  
24 tenant services worker that will be  
25 available for the tenants for the



1  
2 property. The project is also going  
3 to add laundry facilities to the  
4 project. Right now the community  
5 does not have laundry facilities and  
6 residents are forced to go off site.  
7 This will now benefit people and  
8 this will be available on site as  
9 part of this project. Another major  
10 upgrade which is very important not  
11 only to this community but also to  
12 the surrounding village and other  
13 houses is the upgrades to the  
14 security. We're going to be using  
15 state of the art technology in  
16 coordination with the police  
17 department to make sure that this  
18 property is one of the safest  
19 properties in the Village.

20 One of the items that's been  
21 brought up in the public hearing and  
22 in the public discourse has been the  
23 concern on the impact of homeowners  
24 in the Village. As we pointed out,  
25 this property has always been off

1  
2 the tax rolls. Even though it's off  
3 the tax rolls, it pays very  
4 significant payments in lieu of tax  
5 payment in excess of \$500,000.

6 What is being proposed to this  
7 Board now is a PILOT that would  
8 ultimately pay 47 million dollars  
9 over the length of the PILOT which  
10 includes 30 million dollars to the  
11 school and approximately 10 million  
12 dollars to the Village.

13 This property, because it's an  
14 affordable housing project, it  
15 cannot go onto the tax bracket. It  
16 cannot pay full taxes. It's not  
17 fair to compare this project with  
18 market rate projects in Garden City.  
19 There was some comments made at the  
20 public hearing that there was a  
21 PILOT done in Garden City for a  
22 facility there that seems to be a  
23 better PILOT. It's apples and  
24 oranges. That project is brand new,  
25 luxury, market rate apartment

1 buildings that doesn't exist today.  
2  
3 It'll be built in Garden City. This  
4 is an existing 100 percent  
5 affordable project that is  
6 deteriorating in the Village of  
7 Hempstead that's been around since  
8 the 1940s.

9 This property, in order to  
10 remain sustainable and to facilitate  
11 this renovation project, needs a  
12 PILOT. Without the PILOT, the  
13 project and this 35 million dollar  
14 renovation is absolutely not  
15 necessary.

16 There was a feasibility report  
17 that was commissioned by National  
18 Development Counsel which is in the  
19 Board's package. That feasibility  
20 study was done by NDC, National  
21 Development Counsel. They are not  
22 for profit. They do analyses for  
23 municipalities around the country.  
24 They had come to the conclusion that  
25 the requested PILOT here is

1  
2 absolutely necessary and it is fair,  
3 the fair level of PILOT given the  
4 needs of this property and the  
5 proposed financing here.

6 There is no negative impact on  
7 the homeowners given the current  
8 situation and the proposal here. As  
9 a matter of fact, the proposed PILOT  
10 actually increased the PILOT  
11 payments over what was previously  
12 considered. Once the 10 years runs  
13 out, the increase is going forward  
14 every year with a result in 47  
15 million dollars, as I said. Without  
16 this, there is a very big negative  
17 impact to the tenants and the  
18 residents.

19 One of the comments that were  
20 made publicly is that we, you know,  
21 have enough affordable housing.  
22 Well, this is not a proposal to  
23 create affordable housing. This is  
24 an existing project. These people  
25 are here. These are our neighbors.

1  
2 They're the community. They're  
3 here. They deserve to have a  
4 quality of life. This is an  
5 opportunity to do so.

6 If we can't move forward today  
7 with this, this opportunity is going  
8 to be lost. There's various factors  
9 that have come together to put  
10 extreme (inaudible) on this, which  
11 basically comes down to, you know,  
12 today is the day. If we can't do  
13 this today, it cannot happen, and  
14 this opportunity is going to be lost  
15 once and for all.

16 There were other comments that  
17 were made that potentially this  
18 renovation plan is somehow a plan or  
19 plot to convert this to a market  
20 rate housing. Number one, you know,  
21 Scott Jaffee, who is the developer  
22 behind this, has an excellent  
23 reputation. He has never in his  
24 career, and he owns many, many  
25 projects, has never converted a

1  
2 project to market rate. That's  
3 never been part of his business  
4 model.

5 There will be a 38 year HAP  
6 contract, Housing Assistance Program  
7 contract, to HUD that would mandate  
8 this to become and stay affordable  
9 housing. This IDA, if it's inclined  
10 to grant this, will have its own set  
11 of documents which will call for  
12 that if this were ever converted to  
13 anything other than 100 percent  
14 affordable housing it would result  
15 in a (inaudible) of benefits with  
16 termination of the PILOT and it  
17 would be put back on the tax rolls.  
18 It is not realistic or fair to ever  
19 even consider that this property or  
20 this developer is going to convert  
21 this property to market rate.

22 As we sit here today, this  
23 property is at the crossroads. If  
24 it's not approved today, we cannot  
25 get this put into place. This

1 financing is going to go away. I  
2 think we've indicated last time, you  
3 know, Scott Jaffee, is partners with  
4 other national owners in this  
5 property now. There is a window to  
6 make this happen now. We've already  
7 received several extensions. This  
8 has taken a lot longer than  
9 anticipated to get to this point.  
10 If we can't get it approved now, the  
11 current owners are going to take  
12 this property in a different  
13 direction. We're not sure what that  
14 direction could be, but their  
15 business model is not to renovate  
16 (inaudible) mass renovation that  
17 we're proposing now.

18 We have done tremendous  
19 outreach on this project. We've met  
20 with the mayor. We've met with the  
21 Village trustees. They have all  
22 expressed to us face to face their  
23 strong support for this project,  
24 this renovation. We've met with the  
25

1  
2 tenants extensively. The public  
3 record is replete with their  
4 comments. There is also a signed  
5 petition that is signed by the  
6 tenants who, you know, they have  
7 made their feelings known about  
8 this.

9 This PILOT, there is a lot of  
10 talk about 42 years. Is 42 years  
11 too long a PILOT? Number one, since  
12 the 1940s, it has been off the tax  
13 roll. It's always been subject to a  
14 PILOT for more than 40 years. The  
15 bottom line is, this project is  
16 always going to have to be subject  
17 to a PILOT if it's going to be  
18 affordable housing, which is what  
19 everybody wants and what everybody  
20 needs for this particular site  
21 because that's the way it's always  
22 been operated. There are actually  
23 1100 residents there. To say that  
24 the property is going to somehow  
25 become marketable and back onto the



1 tax rolls is just not realistic.  
2  
3 There is 10 years remaining on the  
4 existing PILOTs.

5 In effect, what we're looking  
6 for, and we've broken this down,  
7 we're looking to have this IDA  
8 grant, to keep the existing 10 years  
9 in effect, so that's not a new  
10 request there, to basically have  
11 another 10 years after that that is  
12 going to be granted on the schedule  
13 that's before you. Then after that  
14 10 years, which is basically 20  
15 years from today, if the property is  
16 in compliance, if it's continued to  
17 be operated in the way that this  
18 Board has mandated as affordable  
19 housing, if this investment has been  
20 made, then and only then does the  
21 second 20 years come into play. The  
22 reason why this is so important is  
23 because, and there is a letter in  
24 your file and the record, the HUD  
25 underwriter has indicated this 35

1 million dollars cannot be made  
2 available unless this financing for  
3 the 40 year term is put in place.  
4 So it's a two year bond construction  
5 period and then a four year bond.  
6 It's called a HUD 4 loan. That  
7 requires that a PILOT be behind it.  
8 What's happened in the past is  
9 there's been 10 year increments, 15  
10 year increments, sometimes shorter.  
11 The problem is, with those short  
12 increments, you cannot make this  
13 type of major investment in this  
14 property. This financing is a once  
15 in a lifetime opportunity to do that  
16 which is going to be lost if we  
17 can't operate today. I would ask it  
18 get approved today.  
19

20 I would certainly welcome any  
21 questions from any Board members.  
22 Chris and Scott are here.

23 One of the last thoughts I want  
24 to leave everybody with is that  
25 Scott Jaffee has shown himself to be

1  
2 the real deal, you know, Long Island  
3 based person who has an excellent  
4 reputation. He visits the site. He  
5 meets with the tenants. He really  
6 cares about the community. We've  
7 had these discussions with various  
8 stakeholders. We've met with school  
9 officials. There is going to be a  
10 major commitment to this community  
11 on an ongoing basis if we can make  
12 this happen. We really want to be  
13 partners with the Village, with the  
14 school district, and everybody here.

15 If I can leave you with one  
16 last thought is that, you know,  
17 right now there's 300 kids living  
18 in this community that are living in  
19 less than ideal conditions. This is  
20 an opportunity for them to have  
21 their lives transformed. It's in  
22 the IDA Board's hands to do that.  
23 If we can't act today, that's not  
24 going to be happen. It will be a  
25 terrible shame not only for, you

1  
2 know, obviously, it's a shame for  
3 the developer, because this is our  
4 plan and our vision here, but even  
5 worse is going to be what impact it  
6 will have on these residents.

7 With that, Mr. Chairman, I turn  
8 it over for any questions for myself  
9 or for my clients.

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

12 Do any Board members have any  
13 questions for Mr. Deegan?

14 MR. MAJKUT: I have a question.

15 CHAIRMAN GIRARDI: Go ahead.

16 MR. MAJKUT: Mr. Deegan, can  
17 you give a quick overview of the  
18 construction jobs that will be  
19 created and permanent jobs?

20 MR. DEEGAN: As I indicated,  
21 you know, it's a 35 million dollar  
22 construction project. The  
23 contractor is Engel Burman. Because  
24 of the nature of the financing, it's  
25 going to be prevailing wage, which

1  
2 pretty much translates to union  
3 level wages. It's going to be -- I  
4 don't have it right in front of me  
5 what was listed in the application,  
6 but it's a significant number of  
7 construction jobs for sure at  
8 prevailing wage. Then, you know,  
9 because it's an affordable housing  
10 project, there is not -- I believe  
11 we have --

12 I would ask, Scott, how many  
13 employees, full-time employees, are  
14 there at the site going forward?

15 MR. JAFFEE: We have currently  
16 nine and it's currently 32 union  
17 jobs (inaudible). 32 union that  
18 service the building now. Those  
19 jobs can stay. And as we also  
20 indicated, there is going to be a  
21 full-time tenant services person  
22 hired to be at the community center  
23 management building available to  
24 tenants which we believe is going to  
25 be a vast improvement over the

1  
2 current operations.

3 MS. GRAVELY: I want to know if  
4 there is a Section 3 goal and if  
5 there is (inaudible).

6 CHAIRMAN GIRARDI: We're not  
7 doing public comment. We had the  
8 public hearing. We're not doing any  
9 more public comment on the project.

10 Mr. Majkut, does that answer  
11 your question?

12 MR. MAJKUT: Can anybody hear  
13 me? There is background noise going  
14 on.

15 CHAIRMAN GIRARDI: Go ahead,  
16 Mr. Majkut.

17 MR. MAJKUT: I believe that  
18 this is going to create many  
19 construction jobs which will  
20 absolutely be a benefit to the  
21 community. I believe this is a  
22 project worth while because of the  
23 job creation alone and also the good  
24 it's going to do for the community,  
25 for the people, for the residents

1  
2 who live there. I think that this  
3 Board should consider moving forward  
4 with this project. Prevailing wage  
5 jobs are good paying jobs with  
6 benefits.

7 In addition, I would say that  
8 as far as concerns for hiring local  
9 residents, most unions have a base  
10 of members that live all over Nassau  
11 and Suffolk County and in Hempstead  
12 and everywhere that, you know,  
13 construction goes on, and we're able  
14 to move these people to try to get  
15 as many local residents employed at  
16 these construction sites.

17 With that being said, like I  
18 said, I think the Board should move  
19 forward with this project.

20 CHAIRMAN GIRARDI: Thank you,  
21 Mr. Majkut.

22 MR. OPPENHEIMER: I have one  
23 question for Mr. Jaffee.

24 Can you describe some of your  
25 other community initiatives over and

1  
2 above or outside the scope of a  
3 property but community enhancement,  
4 community improvements, initiatives  
5 that you've taken within the  
6 communities where your projects  
7 exist?

8 MR. JAFFEE: Yes, sir. Thank  
9 you for your question, Mr.  
10 Oppenheimer.

11 In most of my communities right  
12 now in New York City, I have for  
13 years now, and not just for the  
14 children who are living in my  
15 property, in all my other properties  
16 around New York City --

17 THE COURT REPORTER: I'm having  
18 a very hard time hearing you.

19 CHAIRMAN GIRARDI: The  
20 connection is horrible. Do you have  
21 another way to call in?

22 MR. JAFFEE: I'm on a zoom  
23 link. I will try another way.

24 CHAIRMAN GIRARDI: Okay.

25 MR. JAFFEE: In all my other



1  
2 properties around New York City I  
3 have initiated with children, one of  
4 the things that we have done is  
5 initiated with nonprofits around  
6 communities studying for SATs,  
7 tutoring for kids that need  
8 tutoring, and help even advising  
9 children to get into colleges and  
10 financial help doing that as well.  
11 We've done that in all our  
12 communities. In the Bronx, we're  
13 partnered with the local high  
14 school. In Brooklyn, we're  
15 partnered with restoration  
16 development, which is a big  
17 nonprofit. We also plan on  
18 providing that kind of services here  
19 as well with the children, not just  
20 in our community, but children  
21 within the community, not just  
22 within the property. Part of the  
23 development of the Social Service  
24 Board, there will be help for the  
25 kids with the computer center and

1  
2 other services that they will need.  
3 I hope that answers your question.

4 MR. OPPENHEIMER: It does.  
5 Thank you.

6 CHAIRMAN GIRARDI: Any other  
7 Board members have questions?

8 MS. VANDERHALL: I was reading  
9 through the transcript from the  
10 public hearing. I have questions  
11 just about a few statements.

12 It was stated that there will  
13 be selective upgrades and  
14 replacements of kitchens and  
15 bathrooms. I'd like to know what  
16 the developer means by selective and  
17 how will that be determined.

18 MR. JAFFEE: In the apartments,  
19 we're doing complete upgrades with  
20 really nice kitchens and nice baths  
21 with, you know, really upgraded  
22 tiles and cabinetry and things of  
23 that nature.

24 MS. VANDERHALL: Is that for  
25 all 240 units?

1  
2 MR. JAFFEE: Yes, 100 percent.

3 MR. DEEGAN: The word selective  
4 is misleading. I'm not sure why  
5 it's in there, Ms. Vanderhall, but I  
6 understand your question. Every  
7 single apartment is being fully  
8 renovated.

9 The other thing which I know I  
10 said last time is that all of the  
11 tenants are staying on the property.  
12 No one is going to be displaced by  
13 this renovation project at all.  
14 There's a nondisplacement plan  
15 that's been filed with the IDA Board  
16 for your analysis. But the  
17 intention and plan is that everybody  
18 there is being given the opportunity  
19 to stay there. They may temporarily  
20 move for a month or so into a  
21 different apartment while their  
22 apartment gets renovated, but  
23 everybody gets to stay.

24 MS. VANDERHALL: I also read  
25 that there will be solar panels

1  
2 involved. Is solar panels going to  
3 be installed on the entire, on all  
4 of the buildings?

5 MR. JAFFEE: We will have solar  
6 panels on all the roofs but they  
7 will not be completely covering all  
8 the roofs, depending on the  
9 direction of the sun. There is a  
10 special coordination that is done  
11 with that but, yes, we will be  
12 having solar panels.

13 MS. VANDERHALL: And then, my  
14 last question goes back to the  
15 community benefits that you had in  
16 the city, the tutoring, the SAT prep  
17 and college prep and such. Has  
18 there been any commitment here to  
19 the Village, any sort of community  
20 benefit?

21 MR. DEEGAN: Certainly, there  
22 is a commitment. This developer is  
23 going to invest in the community, is  
24 going to be partners to the Village  
25 and to the school district in terms

1 of, obviously, it's a very  
2 significant number of the Village  
3 and school district, you know,  
4 constituents at this project, at  
5 this community. There is going to  
6 be an ongoing relationship. We've  
7 expressed that to Board members.  
8 We've expressed that to Trustee  
9 Johnson. We've expressed that to  
10 the mayor and also to, you know, to  
11 this IDA Board right now, you know,  
12 that there is going to be an  
13 ongoing, you know, partnership and  
14 investment, and not only in this  
15 project itself but in the  
16 surrounding community consistent  
17 with what this developer has done at  
18 its other projects, but we believe  
19 probably even more so than in other  
20 places, given the nature of this  
21 particular community.

22  
23 MR. JAFFEE: And we currently  
24 committed to a full-time service  
25 coordinator to help with the

1  
2 regiments and the kids and we will  
3 then take it from that point to do  
4 the reach out.

5 CHAIRMAN GIRARDI: Just  
6 remember to state your name for the  
7 court reporter before you speak.

8 MS. VANDERHALL: My other  
9 concern is that this is a 40 year  
10 HUD Section 221 (d)(4) loan,  
11 correct?

12 MR. DEEGAN: Yes.

13 MS. VANDERHALL: I know the  
14 application was first made to the  
15 IDA in either November or December.  
16 Why is it that you cannot seek an  
17 extension of the time to complete  
18 this? And I ask because I  
19 understand that you've been good  
20 neighbors with the community, the  
21 Village and the city, but I have to  
22 sympathize with both the residents  
23 and the homeowners in the Village of  
24 Hempstead. Park Lake is indeed in  
25 need of renovations and repair but

1  
2 the homeowners have been  
3 contributing to the pot for some  
4 time. Just because it's been off  
5 the tax rolls and they have never  
6 received anything from this property  
7 doesn't mean that they should  
8 continue to contribute. There is a  
9 full renovation going on here but I  
10 believe that a PILOT should bring  
11 jobs to the community, right, and  
12 should also provide a substantial  
13 benefit to the Village. So I guess  
14 my question is, I'll get to that,  
15 is, we'd like to see what that  
16 substantial benefit could be to the  
17 Village, and I'd like to know if we  
18 can get an extension for time to  
19 actually complete the process for  
20 this loan so we could discuss that  
21 benefit.

22 MR. DEEGAN: A couple of  
23 things. Number one, while it's been  
24 off the tax rolls, as I indicated,  
25 what we're proposing here is to pay

1  
2 47 million dollars to the Village,  
3 school district and the county, so  
4 it's not that the property is not  
5 paying anything. The next 10 years,  
6 as we indicated, are already fixed  
7 by this IDA as to what is going to  
8 be paid. After that, the payments  
9 go up at a rate that is higher than  
10 what was previously contemplated.  
11 This actual new agreement does  
12 result in additional money going  
13 into the property and into the  
14 effective taxing jurisdictions.

15 In terms of the timing, you  
16 know, in 2018, when this project was  
17 put in place, Scott Jaffee had other  
18 partners which were national  
19 developers and national owners.  
20 This project before the IDA is to  
21 acquire their interest in the  
22 project and to, you know, do this  
23 new and put this financing in place  
24 in order to do this renovation.  
25 That's the current ownership of the



1 property, national developers. This  
2 property has had a history of having  
3 kind of -- I don't know if you call  
4 them absentee but, out of town  
5 owners that are not connected to the  
6 community. So the problem is that  
7 we are in contract to buy the  
8 property meaning, Scott is an owner  
9 in the existing ownership. He  
10 doesn't control it, whereas with  
11 this, he'd be able to control the  
12 property. The problem is the time  
13 has run out. There's been an  
14 ongoing negotiation. The current  
15 owners which are big national  
16 companies have basically said, they  
17 really said that if this can't be  
18 done by January, you're done, and we  
19 got them into February. We told  
20 them that, you know, we're putting  
21 everything on the table here. This  
22 is our last ditch effort to get it  
23 done. The meeting is on  
24 February 25th. We're putting

1 everything in here. We promised  
2 this is going. If we can't get it  
3 done now, there's not going to be  
4 anymore extensions. Basically, the  
5 property, what we've been told, the  
6 current ownership is going to take  
7 it in a different direction, whether  
8 that means selling it to a not for  
9 profit who takes it off the tax  
10 rolls. Who knows? Whether it's  
11 just maintaining the status quo or  
12 riding out the next 10 years. And  
13 then when 10 years comes, they make  
14 another application for another 10  
15 year extension at that time, you  
16 know, that's a possibility too, but  
17 that is really a big disservice to  
18 the people that are there now.  
19 Scott has the ability with  
20 everything that is lined up here to  
21 get this 35 million dollars to be  
22 put into this property. Without  
23 this today, that is going to be lost  
24 because he's not going to be able to  
25

1 control it going forward past today.  
2 I know we've reached out to  
3 everybody in the Village. Cherice,  
4 we've reached out to you as well.  
5 You can tell the urgency in our  
6 voices and our concern. We're not  
7 crying wolf here. We're on the, I  
8 would call it crossroads. We're on  
9 the edge of a cliff here. If we  
10 can't get this done, it's going to  
11 go away. The project will just go  
12 on as it is. That's a terrible  
13 waste of an opportunity that's here  
14 right now.

15  
16 MS. VANDERHALL: I understand  
17 that.

18 MR. DEEGAN: Believe me, we  
19 understand, there is an election  
20 going on. It's a political season.  
21 There is all kind of factors that if  
22 we could put it off another month,  
23 we would, but we just can't.

24 MS. VANDERHALL: Election  
25 aside, the issue here is that in

1  
2 four months you're asking us -- We  
3 had a hearing just last week. I  
4 read the transcript. It's kind of  
5 all over the place. In four months,  
6 you're asking us to represent the  
7 people of the Village of Hempstead  
8 diligently by allowing a 42 year in  
9 total PILOT. You're asking for  
10 another 30. I'm 40 years old. I  
11 turned 40 last week. You're asking  
12 me to commit generations of  
13 Hempstead Village residents to a  
14 PILOT until I'm at least 82. It's  
15 unfair to do in that time frame.

16 MR. DEEGAN: I would say, it's  
17 certainly, this property, as I said,  
18 it is always going to be subject to  
19 a PILOT, you know, unless you're  
20 going to change this and it becomes  
21 something totally different which is  
22 certainly not the developer's, you  
23 know, intention, and I don't think  
24 it's the Village's intention either.  
25 It's not certainly the residents who

1 live there intention. This is  
2 always going to be affordable  
3 housing subject to a PILOT. The  
4 PILOT that we're proposing is  
5 actually an increase from what's  
6 been previously proposed and in  
7 place. I know that this has been  
8 going on for a long time. We've had  
9 meetings. We met with the mayor and  
10 the trustees. We've talked to the  
11 IDA since last fall. We tried to  
12 get this done before the end of the  
13 year but we've been getting  
14 extensions and we're really at the  
15 end of the rope right now. I would  
16 just say that, you know, we have  
17 already have 10 years fixed. The  
18 other 30 years, it's really going to  
19 be a -- Whether it's done in small  
20 pieces or all at once, it's going to  
21 end up being the same result. The  
22 problem is, if we do it in small  
23 pieces like it's been done in the  
24 past, we're not going to have this  
25

1  
2 ability to get 35 million dollars to  
3 put into the property to transform  
4 everybody's lives.

5 MS. VANDERHALL: Let me just  
6 ask one last question. I know we've  
7 kind of discussed it but I'd like  
8 the Board members to be clear.  
9 Initially we talked about the  
10 structure for a community center.  
11 That's not going to happen. You're  
12 going to renovate existing space,  
13 right, which is the space that is  
14 utilized for the PAL?

15 MR. DEEGAN: Yes. There is an  
16 under utilized PAL building. We're  
17 basically going to take that  
18 building and renovate it and put the  
19 management and community space into  
20 that and then take the existing  
21 rundown management space and turn  
22 that into laundry facilities which  
23 is brand new. That's a slight  
24 change. We believe that's, you  
25 know, provides the exact same level

1  
2 of service to the tenants, same  
3 facilities. It also renovates an  
4 existing building which probably is  
5 not a bad thing.

6 CHAIRMAN GIRARDI: Thank you,  
7 Mr. Deegan.

8 Mr. Marsh, you had a question?

9 MR. MARSH: I do. First of  
10 all, the first question is to our  
11 counsel. When we grant these  
12 PILOTS, isn't there an obligation by  
13 the applicant to maintain the  
14 properties?

15 MR. WEIR: Mr. Marsh, I'm  
16 trying to answer your question. The  
17 previous applicant was required to  
18 make 5 million dollars of  
19 renovations to the project which  
20 they have made. Then they have to  
21 maintain the buildings in a  
22 serviceable condition. But as  
23 Mr. Deegan has indicated, the new  
24 applicant is proposing to make 35  
25 million dollars of additional

1  
2 improvements to the building. You  
3 know, a 40 year old sink may work  
4 perfectly well, you know, a brand  
5 new kitchen looks a lot nicer. The  
6 other one may be functional, but  
7 what they're proposing is to bring  
8 this up to the equivalent of brand  
9 new standards instead of 40 year old  
10 standards.

11 MR. MARSH: But if it's  
12 functional, why should all the  
13 taxpayers in the Town of Hempstead  
14 subsidize an upgrade? If I own my  
15 house, which I do, I can't come in  
16 and say, hey, look, my bathroom  
17 hasn't been upgraded in 30 years.  
18 I'd like a tax credit so that  
19 everybody else -- I'm having a  
20 problem with this.

21 I'm also having a problem with  
22 our policy is for a 10 year PILOT,  
23 okay. And I, frankly, I read  
24 through the public hearing report.  
25 I was troubled by the fact that the



1  
2 applicant and its counsel couldn't  
3 be bothered to show up and make the  
4 presentation that we heard this  
5 morning at the public hearing.  
6 That's troublesome, particularly  
7 since what I'm looking for is a  
8 justification to go beyond the 10  
9 years. Frankly, I don't see it, all  
10 right?

11 MR. WEIR: Mr. Deegan described

12 --

13 MR. MARSH: I don't see it.

14 MR. WEIR: I'm trying to answer  
15 your question.

16 MR. MARSH: All right. Go  
17 ahead.

18 MR. WEIR: The last thing that  
19 Mr. Deegan described, the tax  
20 credits and HUD financing, there is  
21 a limit on the amount of rent that  
22 can be charged at 30 percent of the  
23 gross income of each resident. The  
24 reason the federal government sets  
25 up these programs, including with

1  
2 the vouchers is that, they're trying  
3 to make it affordable for the  
4 residents. In order to do that,  
5 they cannot do this financing for 35  
6 million dollars to renovate  
7 apartments that are getting old and  
8 tired and need to be renovated to  
9 make them last another 40 years  
10 unless, you know, if the rent they  
11 can charge is limited, they can't go  
12 back on the tax rolls and maintain  
13 it as affordable housing so, yes, we  
14 have 10 years left on the PILOT --

15 MR. MARSH: Let me say this,  
16 from what I observed and seen, okay,  
17 from the Section 8 Housing, it's not  
18 a fair statement to say the tenant  
19 can only pay 30 percent of their  
20 income. That's true. But the  
21 government makes up a substantial  
22 piece of the difference. And if the  
23 property is being properly managed,  
24 which I'm hearing that it's falling  
25 apart and there's all sorts of

1  
2 problems, okay, under the existing  
3 PILOT, it would indicate to me that  
4 the current ownership is not doing  
5 what they represented to us when  
6 they came in and asked for a new  
7 PILOT and committed to putting in  
8 another 4 million dollars. I'm  
9 troubled by this. I'm very much  
10 troubled. These people have a right  
11 to live in safe, sanitary housing.  
12 And if that's not being provided by  
13 the current ownership, maybe we  
14 should be taking a look at whether  
15 or not we have grounds to revoke the  
16 existing PILOT, much less grant an  
17 extension.

18 My second point to counsel, all  
19 right, is this, if the developer is  
20 making a commitment to provide  
21 additional educational services to  
22 the children who are residing in  
23 this facility, can that be written  
24 into the agreements so that if they  
25 fail to pay or invest an amount

1  
2 that's agreed to, all right, the  
3 PILOT would be at risk? Can you  
4 build that in or is this just some  
5 puff? The current owners were  
6 saying that we're running the place.  
7 Well, maybe there are old sinks but  
8 everything is okay. When Mr. Deegan  
9 made his presentation, it sounded to  
10 me like this looked like public  
11 housing in the City of New York that  
12 is falling apart. That is very  
13 troublesome to me.

14 MR. DEEGAN: Can I respond and  
15 answer your question?

16 MR. MARSH: Yes.

17 MR. DEEGAN: In 2018, you know,  
18 this property, as I said, has a long  
19 history. We bought this property in  
20 2018. It was already in this  
21 condition. This is not something  
22 that was created by lack of  
23 maintenance in the last two or  
24 three years. Originally, it was  
25 thought that 5 million dollars would

1  
2 be something to fix some of the  
3 health and safety issues, which it  
4 did. It removed asbestos. It did  
5 some other things. But it was very  
6 clear once we got in there that this  
7 requires a major renovation. Scott  
8 Jaffee and his group have a  
9 tremendous reputation for running  
10 first class operations in the HUD  
11 space. This is an opportunity to  
12 have -- Engel Burman who builds  
13 luxury housing around the island and  
14 luxury facilities is going to come  
15 in here and renovate this place,  
16 because for the finance to be made  
17 available by a 40 year term of  
18 financing, and we have a letter that  
19 is in the IDA Board package that  
20 clearly says that without a 40 year  
21 term this financing cannot be made  
22 available; so in other words, this  
23 amount of money cannot be put into  
24 this project, these projects,  
25 because you're right to say that

1 they're, you know, the tenants pay  
2 30 percent of their income and the  
3 rest of it is paid for by HUD;  
4 therefore, HUD, in effect, by  
5 providing the money to finance this  
6 (inaudible) in this 35 million  
7 renovation. This is an opportunity  
8 not for the taxpayers for the  
9 Village of Hempstead to subsidize.  
10 This is an opportunity for the  
11 federal government to come in and  
12 put 35 million dollars into the  
13 Village of Hempstead and into this  
14 community. The PILOT has always  
15 been in place. That's not changing.  
16 All we're saying is to recognize  
17 that it's going to stay in place and  
18 it has to stay in place. And if we  
19 can do that and recognize the 42  
20 year term, you know, or 32 with the  
21 10 plus 32, it makes this financing  
22 available, which is basically, you  
23 know, it boils down to the federal  
24 government giving 35 million dollar  
25

1  
2 in investment money to this  
3 community.

4 MR. MARSH: Mr. Deegan, let's  
5 go to the project costs. If the  
6 building is purchased three years  
7 ago and it turned out that the  
8 buyers overpaid for the building,  
9 why is the current applicant willing  
10 to pay \$65,000 for a building that  
11 looked like -- I'm sorry, 65 million  
12 dollars, for a building that looks  
13 like, according to your statements,  
14 to be a wreck? Maybe the current  
15 owners should be reducing their  
16 sales price to make this more  
17 palatable for everybody.

18 MR. DEEGAN: Well, you're  
19 entitled to your opinion. The  
20 bottom line is, sales prices are  
21 driven by projected revenue and  
22 expenses and also the condition of  
23 the building.

24 MR. MARSH: Exactly. The  
25 projected revenue that you're

1  
2 talking about is predicated on us  
3 giving a tax break that doesn't seem  
4 to have been utilized properly the  
5 last time we did it three years ago.  
6 And I don't see giving over a 20  
7 year PILOT is going to make it any  
8 better.

9 My other problem with your  
10 other project costs is that you're  
11 showing or stating that there is  
12 only going to be 35 million invested  
13 in hard costs and yet there is a 12  
14 million dollar developer's fee.  
15 What is the justification for paying  
16 that amount, almost a third of what  
17 the real benefit to the community is  
18 going to be as a developer's fee?  
19 Frankly, I don't see it.

20 MR. DEEGAN: Right. So this is  
21 a financial structure. It involves  
22 low income tax credits from the  
23 state to the federal government and  
24 it includes bonds through Nassau  
25 County. It's going to include the



1  
2 D(4) loan that we've indicated, and  
3 it's going to involve equity. These  
4 financial structures, the tax credit  
5 investors and HUD expect to see the  
6 developer fee at this rate at this  
7 level.

8 MR. MARSH: Mr. Deegan, I'm  
9 looking at your project costs and  
10 you've already built in almost a 4  
11 million dollar reserve. You've  
12 built in additional soft cost  
13 contingencies. This thing is repeat  
14 with fluff, okay. Yet, you're  
15 asking us to grant a tax benefit.

16 MR. DEEGAN: With all due  
17 respect, Mr. Marsh, you're  
18 completely off base. You don't  
19 understand how these financial  
20 structures are put together for  
21 affordable housing.

22 MR. MARSH: Oh, Mr. Deegan, I  
23 certainly do understand. That's  
24 your problem. I do understand.

25 Now, let me come back to one

1  
2 other point. Why didn't your  
3 clients and yourself appear at the  
4 public hearing? It is troublesome  
5 to me that you're asking for these  
6 benefits and you didn't show up at  
7 the public hearing so you could've  
8 been responsive to the questions  
9 that the community had.

10 MR. DEEGAN: We were at the  
11 public hearing. I put my appearance  
12 on the record. I introduced my  
13 clients, Scott Jaffee and Chris  
14 Poulin and Mitch Reiter from the  
15 applicant. I then put a lengthy  
16 statement on the record and was  
17 present throughout the entire public  
18 hearing. I don't know why you're  
19 saying we weren't there.

20 MR. MARSH: The lengthy  
21 statement didn't show up on the  
22 record so that bothers me as well.

23 MR. DEEGAN: I haven't seen the  
24 record so I don't know.

25 Mike Lodato, can you confirm

1  
2 that we were there?

3 MR. LODATO: Just give me one  
4 moment.

5 MR. RYAN: I just looked at the  
6 transcript. Mr. Deegan, you, in  
7 fact, were there. You, in fact, put  
8 on a statement. It's in the  
9 transcript.

10 MR. MARSH: Give me the page  
11 and line because, Mr. Ryan, because  
12 it wasn't in the copy I saw.

13 MR. DEEGAN: I was the first  
14 speaker.

15 MR. PAROLA: Page 10, Mr.  
16 Marsh. It starts on page 8 and  
17 continues on from there.

18 MR. MARSH: My mistake.  
19 I still don't see in the  
20 presentation or statement any reason  
21 for us to exceed a 10 year PILOT.

22 MR. PAROLA: Thank you,  
23 Mr. Marsh.

24 MR. MARSH: Is that the  
25 Chairman cutting me off or is that

1  
2 from applicant who doesn't want to  
3 hear my comments?

4 MR. PAROLA: That was Fred  
5 Parola.

6 MR. MARSH: Fred, you're not on  
7 the Board. I don't appreciate you  
8 taking or assuming the position of  
9 the Chairman.

10 MR. PAROLA: It is my job to  
11 assist the Chairman.

12 MR. MARSH: I have nothing  
13 further.

14 CHAIRMAN GIRARDI: Mr. Marsh,  
15 that's it?

16 MR. MARSH: That's it.

17 CHAIRMAN GIRARDI: Thank you.

18 Any other Board members have  
19 any other questions?

20 Do I have anybody that wants to  
21 make a motion for a consideration of  
22 an authorizing resolution for Park  
23 Lake Hempstead?

24 MR. OPPENHEIMER: So moved.

25 CHAIRMAN GIRARDI: Do we have a

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25

second?

MR. MAJKUT: Second.

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

Ms. Hargraves?

MS. HARGRAVES: I abstain.

CHAIRMAN GIRARDI:  
Mr. Oppenheimer?

MR. OPPENHEIMER: Aye.

CHAIRMAN GIRARDI: Ms. Guerra?

MS. GUERRA: Nay.

CHAIRMAN GIRARDI: Mr. Johnson?

MR. JOHNSON: Nay.

CHAIRMAN GIRARDI: Yes or no?

MR. JOHNSON: Aye.

CHAIRMAN GIRARDI: Reverend  
Mallette?

REVEREND MALLETT: No.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: No.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

1  
2 CHAIRMAN GIRARDI: Ms.  
3 Vanderhall?

4 MS. VANDERHALL: No.

5 CHAIRMAN GIRARDI: Flo Girardi  
6 is a no.

7 MR. DEEGAN: Mr. Chairman, can  
8 I just say one last thing? I know  
9 you took the vote. Can we try and  
10 answer some of the questions we have  
11 and possibly put this over to  
12 another meeting? I'm asking if we  
13 can table it.

14 CHAIRMAN GIRARDI: I defer to  
15 counsel on that question.

16 MR. DEEGAN: Maybe we can  
17 address some of the concerns of the  
18 Board members that voted no and  
19 maybe we can be reconsidered in  
20 short order. I don't know if it's  
21 possible with the financing and the  
22 seller.

23 UNKNOWN SPEAKER: I think, Dan,  
24 you always have the right to ask for  
25 a reconsideration, but, I mean, the

1  
2 vote is the vote. I don't know how  
3 you undo a vote. You can't undo a  
4 vote.

5 CHAIRMAN GIRARDI: Okay. The  
6 vote stands.

7 MR. OPPENHEIMER: Can you  
8 repeat the vote totals, please?

9 CHAIRMAN GIRARDI: Sure. Flo  
10 Girardi is a no. Ms. Vanderhall is  
11 a no. Mr. Bedford is a yes.  
12 Mr. Marsh is a no. Mr. Majkut is a  
13 yes. Reverend Mallette is a no.  
14 Mr. Johnson is a yes. Ms. Guerra is  
15 a no. Mr. Oppenheimer is a yes.  
16 Ms. Hargraves abstained.

17 There is no public comment. Is  
18 that Mr. Johnson?

19 MR. JOHNSON: Did you get my  
20 answer?

21 CHAIRMAN GIRARDI: I got you as  
22 a yes.

23 MR. JOHNSON: You got it wrong.  
24 Maybe we should start doing this  
25 over zoom, you know, when you got a

1  
2 million people speaking and saying  
3 things.

4 CHAIRMAN GIRARDI: So you're a  
5 no on the project?

6 MR. JOHNSON: I'm a no.

7 CHAIRMAN GIRARDI: Thank you,  
8 Mr. Johnson.

9 CHAIRMAN GIRARDI: So we have  
10 six nos, three yeses and one  
11 abstain. That's the vote. I'll  
12 read them off again. Mr. Girardi is  
13 a no. Ms. Vanderhall is a no.  
14 Mr. Bedford is a yes. Mr. Marsh is  
15 a no. Mr. Majkut is a yes.  
16 Reverend Mallette is a no.  
17 Mr. Johnson is a no. Ms. Guerra is  
18 a no. Mr. Oppenheimer is a yes.  
19 Ms. Hargraves abstained. The vote  
20 carries. Thank you.

21 Next item on the agenda. Under  
22 new business. Consideration of a  
23 Preliminary Inducement for S & S  
24 Atlantic Realty Inc., 418 Atlantic  
25 Avenue, Oceanside.



1  
2 MR. PAROLA: This is a  
3 residential complex, 22,000 feet.  
4 It will only have 22 two bedrooms in  
5 the hamlet of Oceanside. 10 percent  
6 debt aside, project cost 4.6 million  
7 dollars.

8 CHAIRMAN GIRARDI: Anybody want  
9 to make a motion?

10 MR. CURRY: I'm counsel to the  
11 applicant.

12 CHAIRMAN GIRARDI: There's a  
13 lot of feedback. If you're not  
14 speaking, please mute your phone.

15 MR. CURRY: I assume you wanted  
16 us to make a presentation for this  
17 application, Mr. Chairman. Can you  
18 hear me? Mr. Chairman, I just  
19 wanted to see if you wanted us to  
20 make a presentation on this  
21 application. This is Dave Curry.  
22 I'm counsel for the applicant. I  
23 think we may have lost the Chairman.  
24 Can anyone from the Board hear me?

25 REVEREND MALLETT: I can hear

1  
2 you.

3 MR. RYAN: I can hear you. I  
4 don't know what happened to the  
5 Chairman. Maybe he's gotta get  
6 re-hooked up, as they say. If you  
7 can, just give it a second.

8 MR. CURRY: Of course.

9 CHAIRMAN GIRARDI: Can everyone  
10 hear me now?

11 REVEREND MALLETT: Yes, I can  
12 hear you.

13 CHAIRMAN GIRARDI: John Ryan,  
14 can you hear me?

15 MR. RYAN: Yes.

16 CHAIRMAN GIRARDI: Mr. Curry,  
17 please, take it away.

18 MR. CURRY: My name is David  
19 Curry from the Law Firm of Farrell  
20 Fritz. This is the application of  
21 S&S Atlantic Realty Inc. Our  
22 clients are Usman Bandukra. Today  
23 they are represented by their son,  
24 Ubaid, who is here to answer any  
25 questions that you might have that

1  
2 is specific to the project.

3 Usman Bandukra, just a little  
4 background on the family, came to  
5 the United States from India in 1973  
6 where he opened a newsstand in  
7 Harlem. He then started purchasing  
8 and operating several newsstands and  
9 one government contract to operate  
10 newsstands throughout transportation  
11 hubs throughout the tri-state area.  
12 In the 1980s, he began purchasing  
13 small real estate, single-family  
14 homes and small commercial  
15 properties, mostly all in the  
16 tri-state area and Long Island,  
17 including homes that, you know, it's  
18 a small commercial property. Then  
19 in the 90s, he opened three 7-Eleven  
20 stores which are still in operation  
21 in Garden City Park, Valley Stream  
22 and Oceanside, as well as expanding  
23 his newsstand operations throughout  
24 the tri-state area, including  
25 several locations with the MTA. The

1  
2 family is looking to transition its  
3 operation to real estate  
4 development. The family owns and  
5 operates small commercial properties  
6 almost all located in the Oceanside  
7 area within the Town of Hempstead.

8 We put in an application  
9 originally in August of 2019. Due  
10 to zoning and other municipal  
11 issues, we are now before the Board  
12 with this project. The project is a  
13 22,500 square foot multi-family  
14 building. It consists of 22  
15 two-bedroom units and one  
16 one-bedroom unit which would be  
17 utilized for the superintendent that  
18 would manage the property. This is  
19 in a transit oriented district in  
20 the Town of Hempstead. The Town  
21 recognizes the need for transit  
22 oriented development on Long Island  
23 to attract and to maintain young  
24 people and others that are in  
25 desperate need of rental housing in

1 the area. The project is located  
2 within a half mile walk of both the  
3 Oceanside and the East Rockaway Long  
4 Island Railroad station. The  
5 project addresses the recognized  
6 need for rental housing in the Town.  
7 The family has already or will  
8 invest over a million dollars into  
9 this project. This particular site  
10 was purchased by the family in two  
11 transactions in 2001 and 2002. They  
12 have been looking to make this  
13 development a reality for 20 years  
14 and it just wasn't economically  
15 feasible to do so and the family  
16 decided at that time to continue to  
17 rent just the structures that were  
18 there. Now they have decided that  
19 with the agency's help, this will be  
20 a feasible project to go forward and  
21 they are looking to create a  
22 beautiful project right on Atlantic  
23 Avenue.  
24

25 The project will generate much

1  
2 needed construction jobs and the one  
3 permanent superintendent job, as  
4 well as other, you know, services  
5 such as landscaping that you would  
6 expect to have with sites like this.  
7 Construction is anticipated to take  
8 between 18 months and two years.  
9 The agency's financial assistance is  
10 necessary for the success of the  
11 project, particularly in light of  
12 some project changes that were dated  
13 as a result of the Town coming, in  
14 civil engineers coming in and saying  
15 among other things that because of  
16 where the project is located the  
17 entire site needs to be raised two  
18 feet. That is something that was  
19 recently told to the applicant  
20 which, of course, is just, you know,  
21 an added expense. The agency's  
22 assistance will permit the applicant  
23 to keep construction and operating  
24 cost down in order to charge  
25 competitive rental rates to local

1  
2 residents who will contribute to the  
3 economic vibrancy of the Town and  
4 the Oceanside community. The idea  
5 here is to attract some people,  
6 empty nesters, maybe people who have  
7 jobs who walk to the Long Island  
8 Railroad (inaudible) to their jobs  
9 that will stay on Long Island. And  
10 when they come home, their income  
11 will be used here in the local  
12 community instead of the same people  
13 moving out of Long Island.

14 The project will increase  
15 revenue over time to the taxing  
16 jurisdiction. Even with the PILOT,  
17 the property is currently vacant.  
18 The town granted a change of zone  
19 for mixed business (inaudible)  
20 trying to provide higher density  
21 near popular railroad station and  
22 bus route, in vision of (inaudible)  
23 and will be a benefit to the  
24 community. There are also  
25 facilities within the community for

1  
2 those residents to shop and do  
3 everything locally and add to the  
4 transit oriented nature that the  
5 Town is trying to create in the  
6 area.

7 The project has the backing of  
8 Councilman D'Esposito and the family  
9 has support of Kate Murray as well.  
10 The company has obtained secret  
11 approval from the Town that showed  
12 that the project will not have a  
13 negative impact on the environment.  
14 The project has gotten zoning  
15 approval, as well as site plan  
16 approval.

17 The company is seeking the  
18 PILOT that is before you, as well as  
19 mortgage tax abatement and sales tax  
20 abatement. A study that was  
21 presented to the IDA from RD  
22 Geronimo chose a negative net return  
23 without the agency's assistance and  
24 the study just concluded that it is  
25 not an economically feasible project



1 without the assistance of the IDA.

2  
3 Thank you very much. We look  
4 forward to answering any questions  
5 you might have.

6 CHAIRMAN GIRARDI: Thank you.

7 Any Board members have any  
8 questions for Mr. Curry?

9 MR. MARSH: What I'd like to  
10 ask is, how many construction jobs  
11 are contemplated by this project?

12 MR. CURRY: Ubaid, I'm not sure  
13 if you have that number.

14 I don't know if we were able to  
15 give a precise number in the  
16 application. I don't have it in  
17 front of me.

18 Do you have the construction  
19 numbers, Ubaid?

20 UBAID: I don't know exactly  
21 how many jobs. I know that there's,  
22 obviously, it's 22,500 square foot,  
23 it's going to be several, you know,  
24 I mean, obviously, electricians,  
25 framers. The -- what do you call it

1 -- electricians, framers, roofers.  
2  
3 I mean, the whole shebang. It's  
4 entire brand new construction with  
5 -- what do you call it -- the local  
6 site work as well. I mean, if  
7 you're asking to put a number, a  
8 figure of exactly how many jobs, I  
9 don't know exactly.

10 MR. MARSH: I think that's  
11 relevant to the application.

12 Are the construction workers  
13 going to be paid prevailing wages?

14 MR. CURRY: The construction  
15 project will be open to all bidders.  
16 The client will take the most  
17 competitive of those bids. That's  
18 including those that pay prevailing  
19 wage.

20 MR. MARSH: You're really not  
21 answering the question.

22 With respect to the term of the  
23 PILOT for 15 years, can you  
24 succinctly give me reasons why we  
25 should be extending our typical

1  
2 policy of a PILOT for 10 years for  
3 the 15 on this project?

4 MR. CURRY: Well, we asked for  
5 15 and the IDA did not grant it.  
6 That's why we're here today. But  
7 we're up for a 15-year PILOT. We  
8 did ask for it because of the  
9 project costs that will be involved.  
10 Without that PILOT stretched over  
11 that time, we feel that in order to  
12 even make a small return, the rent  
13 that would have to be charged is far  
14 in excess of what the market will  
15 allow. So we've asked for it to be  
16 stretched over 15 years so that we  
17 can ramp up and we can get to a  
18 place where we can charge rent that  
19 is competitive for the area and not  
20 have to get that money back sooner  
21 which would put us in a place that  
22 the rent would be far greater and  
23 would lead to vacancy.

24 MR. MARSH: How long is the  
25 construction project contemplated to

1  
2 be?

3 MR. CURRY: Approximately  
4 18 months.

5 MR. MARSH: After that, you're  
6 committing to one full-time job?

7 MR. CURRY: Well, it's a 23  
8 unit project. It will have one  
9 full-time superintendent that will  
10 be full time and will live on the  
11 site. Then the other jobs that  
12 would be created would be indirect.  
13 It would be, you know, landscaping  
14 and other trades that would come  
15 onto the site.

16 MR. MARSH: Mr. Chairman, thank  
17 you for giving me the opportunity to  
18 ask the questions. I have no  
19 furtherer questions at this time.

20 CHAIRMAN GIRARDI: Thank you,  
21 Mr. Marsh.

22 Any other Board members have  
23 any questions on this project?

24 I'd like to make a motion. Do  
25 I have a second?

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MS. VANDERHALL: Second.

CHAIRMAN GIRARDI: Thank you,  
Ms. Vanderhall.

CHAIRMAN GIRARDI: I'm going to  
take a vote. Flo Girardi is an aye.

Ms. Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: No.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Reverend  
Mallette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Motion is  
passed.

Next item on the agenda.  
Consideration of a Tenant Consent  
for Green Acres Adjacent, 750 West  
Sunrise Highway, Valley Stream, Cold  
Stone Creamery.

MR. PAROLA: This is a well

1  
2 known ice cream vendor, 1,000 square  
3 foot at Valley Stream, 20 full-time  
4 employees with a 300,000 payroll.  
5 It seems to be a fine situs.

6 CHAIRMAN GIRARDI: We need a  
7 motion.

8 REVEREND MALLETTTE: So moved.

9 CHAIRMAN GIRARDI: Second.  
10 Take a vote.

11 Reverend Mallette?

12 REVEREND MALLETTTE: Aye.

13 CHAIRMAN GIRARDI: Mr. Majkut?

14 MR. MAJKUT: Aye.

15 CHAIRMAN GIRARDI: Mr. Marsh?

16 MR. MARSH: Yes.

17 CHAIRMAN GIRARDI: Mr. Bedford?

18 MR. BEDFORD: Aye.

19 CHAIRMAN GIRARDI: Ms.  
20 Vanderhall?

21 MS. VANDERHALL: Aye.

22 CHAIRMAN GIRARDI: Flo Girardi  
23 is an aye.

24 Next item on the agenda. New  
25 Business. Consideration of a Tenant

1  
2 Consent for Valley Stream Green  
3 Acres, 2034 Sunrise Highway, Valley  
4 Stream, Primark.

5 MR. PAROLA: I think it's a  
6 clothing. It's a 5 million dollar  
7 estimated payroll, 53,000 square, a  
8 5 million dollar payroll, as I said.  
9 With that, 150 full-time employees.  
10 Obviously, a solid tenant. They're  
11 taking a great deal of space. Deems  
12 appropriate to staff.

13 CHAIRMAN GIRARDI: Any  
14 questions?

15 I'll make a motion. Do I have  
16 a second?

17 MR. MARSH: I'll second it.

18 CHAIRMAN GIRARDI: Take a vote.  
19 Reverend Mallette?

20 REVEREND MALLETTTE: Aye.

21 CHAIRMAN GIRARDI: Mr. Majkut?

22 MR. MAJKUT: Aye.

23 CHAIRMAN GIRARDI: Mr. Marsh?

24 MR. MARSH: Yes.

25 CHAIRMAN GIRARDI: Mr. Bedford?

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MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Ms.

Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Flo Girardi

is an aye.

Next item on the agenda. CEO's Report.

MR. PAROLA: We have a number of items that, I won't say languishing but, because of COVID and other matters, have been held up because of the inability to comply with buildings zone requirements. Much of that is moving along. We have three projects, one in Oceanside, another one in Lynbrook, and another location that is moving along. You'll see at the end of the active projects that we've already done the Lufthansa Fuel Cell project. That has been completed. I think that environmentally as well as economically is (inaudible). You



1  
2 have a new application. Excuse me.  
3 The former Zwanger Pesiri has been  
4 bought both in Lynbrook and  
5 Levittown by a new entity. Those  
6 transactions have closed as well. A  
7 lot of activity. Seems like  
8 economic activity is in good  
9 standing. That's only a good thing.

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

12 Next item on the agenda.  
13 Summary of Confidential Evaluation  
14 of Board Performance.

15 MR. PAROLA: They're in the  
16 packets. It speaks for itself.

17 CHAIRMAN GIRARDI: Any  
18 questions?

19 Next item. Summary of Board  
20 Member Self Evaluations.

21 MR. LODATO: We had spoken  
22 about this earlier in many meetings.  
23 Those who were not there, we can't  
24 give a summary because we're still  
25 making a few. I re-e-mailed it to

1  
2 you this morning. If you didn't  
3 fill it out for the IDA, please send  
4 it in as soon as you can.

5 CHAIRMAN GIRARDI: Thank you.

6 Moving on to Old Business.

7 Late PILOT Payments 830 Atlantic and  
8 Dover Gourmet.

9 MR. PAROLA: They are both in  
10 compliance now I believe. I know  
11 Dover Gourmet has submitted.

12 Has the other?

13 MS. EAMES: Dover Gourmet  
14 should be arriving today. I know we  
15 have not received payment from 830  
16 Atlantic.

17 MR. PAROLA: So what we would  
18 ask staff is that many of these  
19 businesses obviously have been  
20 severely impacted by COVID. We've  
21 been working with them. We've done  
22 our mailings. I personally have  
23 called each of them. I left  
24 messages and talked to their CFOs,  
25 their financial people, and they are

1  
2 working. We would ask for time to  
3 give them more time to comply. No  
4 one has said they do not wish to  
5 comply but they are just so badly  
6 impacted by what has gone on for the  
7 last year, so we would ask that you  
8 table this for now and let us work  
9 through it. We see no situation  
10 where, again, anyone has, you know,  
11 said we're not doing it, so we are  
12 optimistic within the month all will  
13 be in compliance.

14 CHAIRMAN GIRARDI: If there's  
15 no questions, I'm going to make a  
16 motion to table.

17 REVEREND MALLETT: Second.

18 CHAIRMAN GIRARDI: Flo Girardi  
19 is an aye.

20 Ms. Vanderhall?

21 MS. VANDERHALL: Aye.

22 CHAIRMAN GIRARDI: Mr. Bedford?

23 MR. BEDFORD: Aye.

24 CHAIRMAN GIRARDI: Mr. Marsh?

25 MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: And Reverend Mallette?

REVEREND MALLETT: Aye.

CHAIRMAN GIRARDI: Next item on the agenda. Old Business. Compliance Review for 2020.

MR. PAROLA: I would say the same response. We are working on obtaining documentation. Some things have been submitted. Some items have not. We've been on the phone with CEOs and others that are responsible for these entities to comply with our requests. Many of them thought they had sent everything. They are resending. I would ask you once again to give them an opportunity to comply. Again, no one has said no. They're all working on getting in the information that we require for the state.

1  
2 CHAIRMAN GIRARDI: Next item on  
3 the agenda. Reading and Approval of  
4 the Minutes of Previous Meeting.  
5 Consideration and Adoption of the  
6 Minutes of January 21, 2021.

7 I'll make the motion. Do I  
8 have a second?

9 MR. MARSH: I'll second the  
10 motion.

11 CHAIRMAN GIRARDI: Flo Girardi  
12 is an aye.

13 Ms. Vanderhall?

14 MS. VANDERHALL: Aye.

15 CHAIRMAN GIRARDI: Mr. Marsh?

16 MR. MARSH: Yes.

17 CHAIRMAN GIRARDI: Mr. Majkut?

18 MR. MAJKUT: Aye.

19 CHAIRMAN GIRARDI: Reverend  
20 Mallette?

21 REVEREND MALLETT: Aye.

22 CHAIRMAN GIRARDI: Next item on  
23 the agenda. Report of the  
24 Treasurer. Financial Statements and  
25 Expenditure List for January 15,

2021 to February 18th of 2021.

REVEREND MALLETTE: Thank you,  
Mr. Chairman. All looks well.  
Everything appears to be in order.

CHAIRMAN GIRARDI: I'm going to  
make a motion for an adjournment.  
Do I have a second to adjourn  
today's meeting?

MR. MARSH: Yes, I second the  
motion.

CHAIRMAN GIRARDI: Take a vote.  
Reverend Mallette?

REVEREND MALLETTE: Aye.

CHAIRMAN GIRARDI: Mr. Majkut?

MR. MAJKUT: Aye.

CHAIRMAN GIRARDI: Mr. Marsh?

MR. MARSH: Yes.

CHAIRMAN GIRARDI: Mr. Bedford?

MR. BEDFORD: Aye.

CHAIRMAN GIRARDI: Ms.  
Vanderhall?

MS. VANDERHALL: Aye.

CHAIRMAN GIRARDI: Flo Girardi  
is an aye.

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

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CERTIFICATION

I, DENISE MANTEKAS, a Notary Public  
in and for the State of New York, do hereby certify:

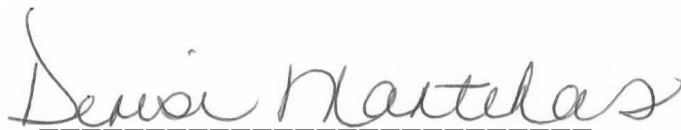
THAT the witness whose testimony is herein  
before set forth, was duly sworn by me; and

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 2nd day of March,  
2021.



DENISE MANTEKAS

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