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NOTICE OF PUBLIC HEARING
IN THE MATTER OF 43-47 Broadway Realty

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1 Columbus Drive
Lynbrook, New York

10:00 a.m.
November 16, 2021

B E F O R E:

FREDERICK PAROLA, Executive Director and
Chief Executive Officer

Denise Mantekas,
Court Reporter

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

TOWN OF HEMPSTEAD INDUSTRIAL
DEVELOPMENT AGENCY
Representing the
INDUSTRIAL DEVELOPMENT AGENCY
350 Front Street
Hempstead, New York 11530
BY: FREDERICK E. PAROLA, CEO

ALSO PRESENT:

MAUREEN DOYLE, Village of Lynbrook Resident
ALAN BEACH, Mayor Village of Lynbrook
ELISABETTA COSCHIGNANO, ESQ., Breslin Realty
DAVID ORWASHER, Breslin Realty
LAURA RYDER, Village of Lynbrook

1
2 MR. PAROLA: Good morning. My
3 name is Fred Parola, Town of
4 Hempstead Industrial Development
5 Agency.

6 This is a public hearing
7 pursuant to Title I of Article 18-A
8 of the New York State General
9 Municipal Law which is being held at
10 the Lynbrook Village Hall with
11 respect to an application by 43-47
12 Broadway Realty LLC, a limited
13 liability company organized and
14 existing under the laws of the State
15 of Delaware on behalf of the
16 principals, 43-47 Broadway Realty
17 LLC.

18 "NOTICE IS HEREBY GIVEN that a
19 public hearing pursuant to Title I
20 of Article 18-A of the New York
21 State General Municipal Law will be
22 held by the Town of Hempstead
23 Industrial Development Agency ("the
24 Agency") on the 16th day of
25 November, 2021, at 10:00 a.m., local

1
2 time, at 1 Columbus Drive, Lynbrook,
3 Village Hall, Village of Lynbrook,
4 Town of Hempstead, New York in
5 connection with the following
6 matters:

7 43-47 Broadway Realty LLC, a
8 limited liability company organized
9 and existing under the laws of the
10 State of Delaware, on behalf of
11 itself and/or the principals of
12 43-47 Broadway Realty LLC and/or an
13 entity formed or to be formed on
14 behalf of the foregoing
15 (collectively, the "Company"), has
16 applied to the Town of Hempstead
17 Industrial Development Agency (the
18 "Agency"), for assistance in the
19 acquisition of an approximately
20 1.11-acre parcel of land, located at
21 the intersection of Broadway,
22 Saperstein Plaza and Langdon Place,
23 Village of Lynbrook, New York 11563
24 (more particularly NCTM # Section
25 37, Block 519, Lots 13, 14, 117-124

1
2 and 213) (the "Land"), the
3 demolition of an existing
4 approximately 50,878 square foot
5 building thereon, the construction
6 of an approximately 278,014 square
7 foot rental apartment building
8 thereon, with approximately 201
9 rental units (the proposed 201
10 apartments will include
11 approximately 55 studio units, 111
12 one-bedroom units and 35 two-bedroom
13 units), approximately 2,028 square
14 feet of ground retail and amenity
15 space and the construction of an
16 approximately 73,205 square foot
17 205-car parking garage,
18 approximately (the "Improvements"),
19 and the acquisition and installation
20 therein of certain equipment and
21 personal property (the "Equipment";
22 and together with the Land and the
23 Improvements, the "Facility"), which
24 facility will be subleased by the
25 Agency to the company and used by

1
2 the Company as (a) a mixed use
3 multi-family development with a mix
4 of 55 studio units, 111 percent
5 one-bedroom units, and 35
6 two-bedroom units, and ground floor
7 retail space (the "Project"). Ten
8 percent (10%) of the residential
9 units will be set aside as
10 "affordable housing" pursuant to
11 U.S. Department of Housing and Urban
12 Development Guidelines. The
13 Facility will be initially owned,
14 operated and/or managed by the
15 Company.

16 The Land and Improvements will
17 be leased by the Company to the
18 Agency pursuant to a certain Company
19 Lease and title to the Equipment
20 will be conveyed to the Company
21 pursuant to a Bill of Sale, and the
22 Facility will be leased and
23 subleased by the Agency to the
24 Company pursuant to a certain Lease
25 and Project Agreement.

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The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes and abatement of real property taxes, consistent with the policies and resolutions of the Agency.

A representative of the Agency will, at the above-mentioned time and place, hear and accept written comments from all persons with views in favor of or opposed to either the proposed grant of financial assistance to the Company by the Agency or the location or nature of the Facility. Prior to the hearing, all persons will have the opportunity to review on the Agency's website (<https://tohida.org/>) the application

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for financial assistance filed by the Company with the Agency and an analysis of the costs and benefits of the construction and on-going operation of the proposed Facility.

Dated November 3, 2021. Town of Hempstead Development Agency.

By: Frederick E. Parola. Title: Chief Executive Officer."

Anyone wishing to be heard may step to the podium and do so.

MAYOR BEACH: I'm Alan Beach. I'm the mayor of the Village.

My question is, we've had a similar project within the Village and they received only a 20 year IDA. This one is now 30 years. There has been some concern in the Village why this one is 10 years more than the other one. Can you give me a reason why?

MR. PAROLA: Sure. That certainly is a valid question. Let me answer generically first. What

1
2 we're finding in our discussions
3 with other IDAs, both in Suffolk and
4 the Nassau IDA is that there must,
5 because of the situation with
6 borrowing and the times we live in,
7 we're trying to match the financing
8 with the PILOTs and with the
9 benefits that are provided,
10 especially with the PILOTs.

11 In this case, this was an
12 extremely, from our records, this
13 was a, you know, a long abandoned
14 building, worthless to the
15 community, in fact, an eyesore, and
16 the costs to the developer to
17 satisfy the existing debt and buy
18 off the existing owner was such that
19 to my Board's opinion it justified a
20 30 year.

21 Interestingly enough, if you
22 look at the PILOT, I mean, the
23 existing taxes are \$184,000 rounded
24 off. By the 16th year, we're at
25 1.145 million dollars. That is a

1
2 beautiful boom to the community as
3 well as obviously folks that are
4 going to spend in the Village and
5 its surrounding areas. Obviously,
6 we're not at the low end so that's
7 good. They will have disposable
8 income. But those are some of the
9 reasons why we went to that
10 decision.

11 MAYOR BEACH: The decision of
12 the 30 years?

13 MR. PAROLA: Yes.

14 MAYOR BEACH: Okay.

15 MR. PAROLA: And I think we're
16 going to be seeing more and more of
17 longer benefits extension on PILOTS,
18 et cetera, et cetera.

19 MAYOR BEACH: Thank you very
20 much.

21 MR. PAROLA: My pleasure.
22 Thank you for letting us be here.

23 Would anyone like to be heard?
24 We are getting close to the half
25 hour mark.

1
2 MS. DOYLE: Maureen Doyle. I
3 live on Robertson Road in Lynbrook.

4 If I do understand that
5 correctly, the current annual taxes
6 is 184,000.

7 MR. PAROLA: Rounded off, yes,
8 ma'am.

9 MS. DOYLE: So in year 16 of
10 the PILOT IDA, their taxes will be
11 over a million.

12 MR. PAROLA: 1.145 million
13 dollars. In fact, you're welcome to
14 look at it. At the end of the
15 project, they finish with 1.8
16 million.

17 What we try to do is, because
18 obviously, the formative stage of
19 the PILOT, we try to the first
20 three years freeze the taxes because
21 they're just getting up and running.
22 Quite obviously, they're not going
23 to be in an economic position to
24 justify higher taxes. They start to
25 really rise in the eighth year.

1
2 MS. DOYLE: So they still pay
3 what the current taxes are for the
4 first three years?

5 MR. PAROLA: Yes, they do. And
6 I had indicated, the mayor and I had
7 a discussion, a number of IDAs,
8 especially in Suffolk, will -- I'll
9 use the word notoriously -- lower
10 taxes as an incentive below what the
11 existing market is. We don't do
12 that. We always start it, at least
13 the Town of Hempstead IDA, we always
14 try to start with what the existing
15 taxes are so that we don't pull the
16 rug from under the existing
17 governments. The only time we'll
18 vary from that or diverge from that
19 is if one of the six or seven -- we
20 don't steer but -- one of the six or
21 seven larger firms that do
22 (inaudible), that is for commercial
23 for challenging taxes. If they come
24 in with an opinion that is accepted
25 by our Board saying, well, if we

1
2 brought a challenge of taxes, the
3 taxes that are now 100,000 would be
4 80,000. Chances are that we would
5 accept that 80,000 as a figure.
6 That's the only time that we'll go
7 lower because it reflects what the
8 marketplace would be.

9 MS. DOYLE: Just throw a number
10 at me for year five. What is year
11 five?

12 MR. PAROLA: I'm sorry?

13 MS. DOYLE: What is year five,
14 if you have it handy?

15 MR. PAROLA: I do. It's 225.

16 MS. DOYLE: Okay.

17 MR. PAROLA: So that reflects
18 my argument or statement that in
19 these formative years as they're
20 getting established, we try to
21 reflect, and always have for my 20
22 years in the IDA, try to reflect
23 that the fact that in the early
24 stages, you know, it's a lot of cost
25 initially and you're not immediately

1
2 filling all of the units.

3 MS. DOYLE: That was one of my
4 other questions. How long is the
5 build, two years?

6 MR. PAROLA: I mean, depending
7 on financing, depending on the
8 existing structure, et cetera.

9 MR. ORWASHER: The construction
10 is 2 1/2 to 3 years.

11 MS. DOYLE: And then it's
12 commercial and residential, right?
13 When they do get taxes, it's on the
14 residential side? You know how
15 there's residential, commercial pay
16 on the residential?

17 MR. ORWASHER: Well, the retail
18 is the amenity to the building.
19 It's 1,000 square feet. It's really
20 not a commercial development. It's
21 an extension of the lobby.

22 MS. DOYLE: Okay.

23 MS. COSCHIGNANO: I just want
24 to reiterate what Mr. Parola had
25 said. Many of the IDAs have always

1
2 thought of that demolished land
3 value, right? Not so much in the
4 Town of Hempstead but Nassau County
5 and other places. So we did not
6 request that because we did not want
7 to take any of the income of the
8 Village or any of the District
9 services away so we're starting at
10 current taxes.

11 To answer the question
12 previously regarding how come 30
13 instead of 20, well, it is a much
14 larger project. It's extremely
15 expensive to be build. And
16 actually, post-pandemic, you'll
17 notice most is trending towards
18 longer IDAs due to the fact that
19 materials have gone up. They
20 skyrocketed. Costs have changed.
21 As we're here speaking, who knows if
22 these are actually going to go up
23 again. So that was one of the items
24 we took into consideration. It's
25 going to be a first class building.

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It's going to take time. It's going to take time to, you know, get the finances, recoup, construct. That was the major consideration. I think the difference is the timing and the extent of the project.

MR. PAROLA: Thank you, Counselor.

MS. DOYLE: I have another question.

MR. PAROLA: Please.

MS. DOYLE: I know I read it somewhere a while ago. How many estimate, like, the student population, what is the estimate? Is there a guesstimate on how many kids are going to be added to the school district?

MR. ORWASHER: I think it's 5 point something.

MR. PAROLA: Just let me tell you the makeup which reflects that. There are 55 studios, 111 one bedrooms, 35 two-bedroom units.

1
2 Obviously, the two-bedroom units,
3 the 35, might attract a child or two
4 or five in this case. But for the
5 most part, we have found and the
6 template is pretty well established,
7 projects of this nature do not
8 really bring forth student
9 population.

10 MS. DOYLE: Okay. I'm for the
11 project.

12 MR. PAROLA: We worry about the
13 school district. We don't want to
14 impact them either.

15 MS. DOYLE: So my other
16 question is, is there anything going
17 to be some -- the low income
18 housing, like, you know how some
19 buildings have to give 15 percent or
20 something?

21 MR. PAROLA: There is no set
22 aside here. This will be upper
23 scale, if that's the proper term.

24 MS. DOYLE: So the parking is
25 -- How many parking? The parking is

1
2 going to be enough, two cars or one
3 car per unit type thing?

4 MR. ORWASHER: It's 203 car
5 parking, 201 units.

6 MR. PAROLA: It's a little more
7 than one per unit.

8 MS. DOYLE: Most people have
9 two cars, okay.

10 MR. ORWASHER: Well, in
11 transportation oriented development,
12 the standards are considerably
13 lower, and in the walking Village
14 like this, which is a fairly rare
15 circumstance, but all the data
16 suggests, all the surrounding data
17 of other villages, similarly
18 situated situations, we are more
19 than adequate and studies suggested
20 that.

21 MS. DOYLE: So the municipal
22 lot that is right across from that,
23 the one that's in really bad shape,
24 maybe they can fix that up. Let
25 them use it as a staging area and

1
2 then they can repave it. I'm just
3 throwing it out there, you know,
4 when I go to pick up my Chinese
5 food.

6 MR. ORWASHER: We're trying to
7 be good stewards and good corporate
8 citizens. We will make some level
9 of accommodation (inaudible).

10 MS. RYDER: Can someone just
11 explain for the record what
12 workforce housing is exactly?

13 MS. COSCHIGNANO: Basically,
14 they take a percentage of the income
15 level, whether it's 80 percent,
16 right, of what the current average
17 level is in the area, okay. And
18 those particular units will be set
19 aside for those families or, you
20 know, single, whoever they are that
21 are not in that bracket that are in
22 this lower bracket of, whether it's
23 the 80 percent or 60 percent
24 bracket.

25 MS. RYDER: So it doesn't have

1
2 anything to do with welfare or
3 Section 8?

4 MS. COSCHIGNANO: No, it does
5 not.

6 MS. RYDER: So the workforce
7 housing, is that 10 percent?

8 MS. COSCHIGNANO: Yes.

9 MS. RYDER: Do they have to
10 live in the area?

11 MS. COSCHIGNANO: They
12 generally do. They don't really
13 come from outside. They generally
14 work and live in this area.

15 MS. RYDER: For argument sake,
16 if the average income in this area
17 is 100,000, in order to be eligible
18 for the workforce housing, they
19 would have to make you said
20 10 percent?

21 MS. COSCHIGNANO: 80,000.

22 MS. RYDER: 20 percent.

23 MR. ORWASHER: This particular
24 workforce standard is 80 percent of
25 AMI, average median income of the

1
2 geographical area. I believe it's
3 Nassau County. I believe that's the
4 matrix. So there is some latitude
5 to move up or down, usually up from
6 the 80 percent. But, you know, as a
7 commitment to the constituents in
8 Lynbrook, empty nesters and
9 millennials, people on fixed income,
10 we reached to a more affordable
11 standard so that we could provide
12 the accommodation. Also, the
13 10 percent is across the product
14 mix. So 10 percent of the studios,
15 10 percent of the --

16 MS. DOYLE: Yeah. I figured
17 you'd do a few each.

18 And then they're all rentals,
19 right?

20 MS. COSCHIGNANO: Right.

21 MR. PAROLA: We can't do
22 condominiums or cooperatives under
23 the law.

24 MS. DOYLE: Okay. I didn't
25 know.

1
2 MR. PAROLA: Would anyone else
3 wish to be heard?

4 MS. DOYLE: Can I ask for a
5 brief definition probably more so
6 than anything else? There is an IDA
7 and a PILOT. They're one and the
8 same?

9 MR. PAROLA: A PILOT is a
10 payment in lieu of taxes.

11 MS. DOYLE: Yeah. So the IDA

12 --

13 MR. PAROLA: Industrial
14 Development Agency.

15 MS. DOYLE: The IDA grants the
16 PILOT? They're not separated?

17 MR. PAROLA: It's part of all
18 the paperwork, part of the deal,
19 part of the contract. And that goes
20 for the -- Although a project like
21 this isn't required to have a great
22 deal of employment because the
23 economics are in the personnel that
24 live there and the spending they do.
25 All of that is in the paperwork and

1
2 everyone, all the players have to
3 live with what they have committed
4 to. We have had situations where we
5 have cut back on benefits because
6 the developer or now the developed
7 area has not kept it's word in terms
8 of what they promised.

9 MS. DOYLE: That's what I was
10 gonna ask. We don't need anymore
11 storage units anymore.

12 MR. PAROLA: I'm with you.

13 MS. DOYLE: It drives me crazy.
14 That's just my personal opinion.
15 You know, three people work there
16 and it's a big, you know, empty ugly
17 thing.

18 MR. PAROLA: Right.

19 MS. DOYLE: Carry on.

20 MR. PAROLA: Anyone else need
21 to be heard?

22 Again, let me thank the Village
23 for the use of their lovely
24 facility. I'm going to close this
25 meeting at 10:39 sine die. Thank

you so much for your participation.

Have a great day.

(Time noted: 10:40 a.m.)

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CERTIFICATION

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

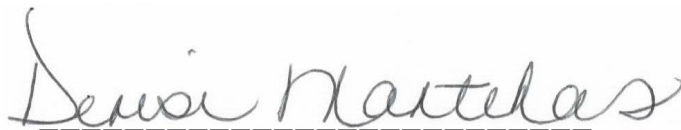
THAT the witness whose testimony is herein
before set forth, was duly sworn by me; and

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 16th day of November,
2021.



DENISE MANTEKAS

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