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

TOWN OF HEMPSTEAD
INDUSTRIAL DEVELOPMENT AGENCY
350 Front Street
Hempstead, New York 11550
BY: FREDERICK E. PAROLA, CEO

ALSO PRESENT:
Grant Newburger,
Building \& Construction Trades Council
Daniel Deegan, ESQ.
Tiffany Robinson
Bishop Phillip Elliott
Terry Winston
Tim Lin
Katherine Garry
Doris Sharpe
Frank Amalfitano
Kevin F. Ascencio
Jamal Scott
Shelly Bradley
Sey Edwards
Jeremy Longo
Reginald Benjamin
Aubrey Muhammad

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HEARING OFFICER LODATO: It's Mike Lodato from the Town of Hempstead IDA. I'm the deputy executive director, and I'm accompanied by Frederick E. Parola, who is a CEO. We are looking here to open up a public hearing for Estella Housing LLC.

Today's date is February 15th, 10:00 a.m., and we are here for a public hearing to talk about benefits granted to Estella Housing LLC.

Now I'll read The Notice into the record, and we'll have people up to testify. Thank you.

Notice is hereby given that a public hearing pursuant to Title 1 of Article 18-A of the New York State General Municipal Law (the "Hearing") will be held by the Town of Hempstead Industrial Development Agency on the 15th day of February, 2022, at 10:00 a.m., local time, at 350 Front Street, Old Town Hall Courtroom, Village of Hempstead, Town of Hempstead, New York,

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in connection with the following matters:

Estella Housing LLC, a New York limited liability company, on behalf of itself and/or the principals of Estella Housing LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the
"Company"), submitted its application for financial assistance (the
"Application") to the Town of Hempstead Industrial Development Agency (the
"Agency") to enter into a transaction in which the Agency will assist in the acquisition of an interest in an approximately 0.6193 acre parcel of land located at 176 Main Street, Village of Hempstead, Town of Hempstead, Nassau County, New York (the "Land"), the construction of one (1) five-story approximately 125,911 square foot building consisting of approximately 96 residential rental units (consisting of approximately 42

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studio apartments, 34 one-bedroom apartments, 19 two-bedroom apartments and 1 superintendent's unit), approximately 10,468 square feet of residential amenity and support service space for tenants, 5,538 square feet of community service facility space, and parking spaces for 92 vehicles (the "Improvements"), and the acquisition of certain fixtures, equipment and personal property necessary for the completion thereof (the "Equipment"; and together with the Land and the Improvements, the "Facility"), which Facility is to be subleased by the Agency to the Company and further sub-subleased by the Company to future tenants for use as a transit-oriented, affordable, mixed-use multifamily housing and commercial complex (the
"Project"). The Facility would be initially owned, operated and/or managed by the Company.

The Agency contemplates that it

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would provide financial assistance to the Company in the form of an abatement of real property taxes.

The Company has requested that the Agency provide financial assistance to the Company in the form of an abatement of real property taxes for a term of up to thirty (30) years (the "PILOT

Benefit"). The proposed PILOT Benefit deviates from the Agency's Uniform Tax Exemption Policy and Guidelines, as amended to date (the "Policy"), because the proposed PILOT Benefit would be for a term of up to thirty (30) years instead of ten (10) years. Copies of the proposed PILOT payment schedule are available on the Agency's website at www.tohida.org. The Agency is considering the proposed deviation from the Policy due to the current nature of the property and because the Project would not be economically viable without a PILOT Benefit for a term of up to thirty (30) years.

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A representative of the Agency will, at the above-stated time and place, hear and accept oral comments from all persons with views in favor of or opposed to either the Project or the financial assistance requested by the Company. Comments may also be submitted to the Agency in writing or electronically prior to or during the Hearing by e-mailing them to idamail@tohmail.org. Minutes of the Hearing will be transcribed and posted on the Agency's website.

Members of the public have the opportunity to review the application for financial assistance filed by the Company with the Agency and an analysis of the costs and benefits of the proposed Project, which can be found on the Agency's website at www.tohida.org.

The Agency anticipates that the members of the Agency will consider a resolution to approve the Project and the financial assistance requested by

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the Company, including the proposed thirty (30) year PILOT Benefit, at the Agency's Board Meeting (the "Board Meeting") to be held on February 24, 2022, at 9:00 a.m. local time, at 1 Washington Street, Town Hall Pavilion, Hempstead, New York 11550.

MR. DEEGAN: Good morning. My name is Dan Deegan with the law firm of Forchelli, Deegan \& Terrana on behalf of the applicant. The law firm is in Uniondale, New York, for the record.

I'm here to represent the Estella project at 176 Main Street. I also have with me today Mr. Ralph Fasano from Concern for Independent Living and also Tiffany Robinson, I expect them both here today. There's a line of security downstairs. I don't know if that's delaying people, but they also will be here today as part of the public record.

So the project we are here to talk about at this public hearing is a joint

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venture between Concern for Independent Living and Georgica Green, which is a joint venture between those two companies. Concern for Independent Living is a non-for-profit which is committed to providing high-quality housing. They currently have 200 locations serving over 1,100 residents in the New York/Long Island area. They provide affordable housing options and support services including targeting housing for veterans. Georgica, the other joint venture partner, is a well-regarded, well-known affordable housing developer who constructs projects and develops and operates across Long Island and in the New York area generally.

The project we are here to talk about is a vacant piece of property on the corner of Bedell and Main Street which is currently owned by Concern for Independent Living and is off the tax rolls producing no revenue at this

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time.
The proposal is to construct 96 units of affordable housing with the first floor being 5,500 square feet of community service space. The project is being built pursuant to the Village's Downtown overlay zoning district and would entail a $\$ 50$ million investment in the downtown.

The 96 units would break down as 42 studio units, 34 one-bedroom units, and 19 two-bedroom units. All of the units would be workforce, slash, affordable housing. The key to the vibrancy of any downtown or any community is to have a range of income levels, and this particular building calls for a range of income levels within the building.

The studio incomes are made for individuals earning between $\$ 26,000$ a year and $\$ 45,000$ a year. The one-bedroom and two-bedrooms are $\$ 43,000$ to $\$ 78,000$ a year meaning that

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that's the target income that the residents would have.

The supportive units, which is an additional component, targets -- which is going to be targeting -- it's a total of 42 units -- is going to either have a preference or a set-aside for veterans, and those veterans would pay 30 percent of their income to live there.

So, one of the interesting things to note hearing those incomes is that while the AMI -- people in the village would think about the area median income for the village, it really is expressed as Nassau and Suffolk County, so the numbers are higher. So

50 percent AMI for the Nassau County, Suffolk County AMI may translate to be a lower -- basically, a higher AMI for people living in the village, meaning that these are working people, they would be living there who are making a good living.

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The plan here is to build a very high-quality building. There's a high construction cost that is planned here. It's a $\$ 50$ million project. It's going to provide service that's not currently really available in the village, which is brand-new high-quality construction and housing for existing residents. It's going to be targeted for existing residents and veterans. The plan is to market it there.

It should be noted that all the village approvals are currently in place. The state funding for the project has already been awarded, and this construction project will bring in a hundred construction jobs at least and seven full-time jobs when it's up and running.

Very importantly, the applicant, Concern, has pledged \$2-million-dollar contribution to the village towards sewer and water infrastructure which not only benefits this project, but

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will benefit the entire downtown.
For a project like this to work, it requires -- because the rents are regulated and kept at a certain level, the affordable level, it needs a PILOT agreement which is commensurate and coterminous with the term of financing. So we are looking for a 30-year PILOT which ultimately calls for payments equivalent to 10 percent of gross shelter rent meaning 10 percent of the revenue received by the building ultimately will go back in taxes.

As I pointed out earlier, this property is currently off the tax rolls and producing zero right now.

So I see Ralph is here and also Tiffany has come, and I would just ask if they would like to say anything on the record.

Tiffany, who is from the applicant as well.

MS. ROBINSON: Good morning. Tiffany Robinson, I'm the program

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director of our Riverhead site for Concern Housing.

Good morning. I'm here today also as a resident of Hempstead. My family has lived in Hempstead for over 25 years, homeowners, taxpayers. I've worked for Concern for over 10 years, and I have seen -- I worked in Brooklyn, now I'm in Long Island. I've seen quality of houses that we do produce for residents. I've seen residents come in with a sense of pride knowing that they have this beautiful housing to give their families.

We also partner with the community. I have, when I worked in Brooklyn and also out here, brought in mobile vans for the community for health services, food drives, clothing drives, STD testing, which also helps everyone in the community. We also provide jobs, job training for our residents as well. We are also now getting ready to open up a bagel shop

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for one of our residents in Coney
Island. So again, I'm speaking as an employee and a resident that I think that this project will bring new lives, new housing, a lot of support. Like I said, my family lives out here, prominent members of the community, and we all discuss how housing is kind of lacking for our aging individuals as well and veterans.

Thank you.
MR. NEWBURGER: Grant Newburger, Building \& Construction Trades Council, Nassau and Suffolk Counties.

It's a big construction project.
I just want to make sure that we are including the building trades in the discussion, and I want to make sure that on the record or included in the discussion for prevailing wage, and we would also like to see this project to have a project labor agreement.

Thank you.
MS. WINSTON: My name is Terry

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Winston. I'm a resident of the Village of Hempstead.

What gives Nassau County, the Town of Hempstead IDA, and the Incorporated Village of Hempstead administration the right to determine what is in the best interests of the residents of the Village of Hempstead when an overwhelming amount of them don't live in the village and not even if they want to. They will have you believe the lie that PILOTs are advantageous and serve to bolster the less-than-stellar economy. They will have you believe that Hempstead is in a much better fiscal shape because of them. I beg to differ.

PILOTs physically have crippled the Hempstead economy. In addition, Hempstead has not a leg to stand on because former mayor, Wayne Hall, gave away village parking lots to RXR who, in turn, has made millions off of the sale of these parking lots. The new

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owners, as if they are doing the residents a favor, are asking for PILOTs, another tax break.

Hempstead has 27-plus PILOTs lasting between 30, 25, and 15 years, on an average. It is the norm that the Town of Hempstead IDA gives extensions on these PILOTs. This revolving backdoor benefit far exceeds its uselessness. PILOTs are a scam and serve the benefits of developers, corporations, so-called attorneys, and Nassau County. PILOTs in Hempstead have created a slew of slumlords who are made to believe they are above the law. Segregated Nassau County is notorious for preying upon the poor, elderly, and disenfranchised. It is also politically advantageous to prey specifically upon decrepit villages to dump what is considered a financial burden to other neighborhoods. Great Neck was successful in blocking the Great Neck

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Tower Ford project because they have money and they are some of the individuals converging on villages like Hempstead and Valley Stream. Garden City is exempt because Tom Suozzi said so.

I say no to this project and any other pending project. Current projects need to be revisited for a noncompliance of their respective contracts and disposed of.

MS. GARRY: Good morning, everyone.

My name is Catherine Garry. I'm a member of the Many Races Cultural Foundation as well the Concerned Citizens Coalition of Hempstead.

I bring to your attention that at a time when racial tension is at a high peak in America, it is truly not wise to be giving out these discriminatory PILOTs to a community already suffering under 30 such discriminatory PILOTs already. It is morally wrong to even

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propose such a PILOT for Hempstead.
And so I appeal to you in the name of justice for all to strongly reject the PILOT for this applicant.

History shows that apartment house PILOTs have been a disaster for Hempstead. They go back to 1968, and The village has lost over $\$ 300$ million in tax revenue. This is a disgrace, a discriminatory disgrace.

The fact is Village of Hempstead homeowners already are subsidizing 2,400 units of housing, more than any other village. Homeowners are subsidizing 7,500 residents of Hempstead. The village homeowners are doing the subsidizing under a PILOT.

The village tax loss of $\$ 300$ million, that's the village tax loss. The school district of Hempstead tax loss is another 600 million. Estella does not stand alone. In addition to all these other PILOTs, 30 of them causing this economic disaster

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in Hempstead. Estella is also part of an even bigger plan of racial discrimination. Village of Hempstead documents show the intent to apply for an additional 35 PILOTs to overcrowd the village with 10,000 to 15,000 new residents when this community is already overcrowded and everyone knows that.

These new PILOTs they want would create 3,800 new apartment units in Hempstead when all the documents show and tell you right out that Hempstead has more apartment buildings than anyplace else in Nassau County. This is a travesty that must be rejected.

And finally, $I$ point out that this PILOT is also premature. The village has put in an application for Estella and all the other 35 PILOTs for a \$10 million sewer and water grant.

That $\$ 10$ million sewer and water grant has been rejected by the Long Island Regional Council. Therefore, this

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project does not have the sewer and water that is needed for construction, and it's questionable as to when it will and ever have that ability.

Therefore, these 30 -- this
Estella and other projects must be rejected until such time and if such time that the proper sewer and water is available.

And the donation, a so-called donation of $\$ 2$ million for sewer and water is not enough to provide for the proper sewer and water and is really a bribe. It's a bribe that this developer put before the village to make them make themselves look like that they are some kind of charity. They are not a charity; they are a nonprofit, but a very wealthy nonprofit that pay $\$ 3$ million for the land that they are talking about. And they took \$3 million to pay for that land, and then it says it's a charity.

MR. LIM: Hi, my name is Tim Lin,

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and I'm the owner of Master Kitchen \& Bath right here on 228 Front Street. We opened our doors in 2006. I also do a lot of business outside of the county, mainly in Flushing now. Most of my business is in Flushing. If you know how Flushing had developed compared to Hempstead, he look at Hempstead hoping that this place, this city would be, you know, something that can galvanize Nassau County into something beautiful; that had never happened. We went to Renaissance, we went to RXR, and nothing happened. Now, you look at what Flushing has done in the past 10 years. It has turned nothing and now it is basically a metropolis within the city. Now, I'm not saying reject the project outright. I'm sure there's something that can be negotiated. Something that we can come to some kind of agreement because definitely in Hempstead something is needed. You

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cannot keep having empty parking lots, no business.

I do not want my kids to be here.
I want my kids to live in Flushing because opportunities are there, businesses are there. People are surviving; they can make money. It's not about me; it's about your offsprings, your future. Would you rather retire in a community that has nothing going on, nobody walking down the street? No I want a vibrant community.

We don't have to reject this outright. You know, looking at Hempstead since 2006, over 15, 17 years now, what has happened? Nothing. You look at Flushing, countless buildings go up. When most of them went up, people bought the land on 421A, tax abatement, 15, 25 years, okay? But now they are all paying back to the city. The city generates so much money from Flushing, from the city, from people.

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It's not just about the taxes; it's also about people living there. They go downstairs they are buying food, they are supporting businesses. It goes all around.

You know, the Chinese people have a saying, rising tide lifts all boats. Okay? If you put development, not only it's creating jobs to the construction workers, but when people move in, they are supporting businesses. Right? You do not want that? You do not want them to come build and to be able to spend money? When they come, they buy groceries. Right? They support supermarkets down there. Everything goes up.

MS. SHARPE: Good morning, I'm
Doris Sharpe. I've been a resident here for 29 years, a community leader.

Let's be clear, I understand
PILOTs are necessary evil. It's my understanding that originally PILOTs were created as an incentive for

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developers to bring in commercial businesses which would create jobs for people in the community and benefit our tax base.

How many PILOTs are there in the Village of Hempstead, do you know?

Right now it's about 30. How many more are there in 10 years? How many have been renewed and why? Is there a limit to the number of PILOTs one community can endure? Why would any PILOT be more than 10 years? We have 30,

35 percent of the village off the tax roll.

What is the purpose of a PILOT?
Is it to give the developers an
opportunity to become financially
solvent allowing the developers time to
achieve full occupancy at approximately
92 percents. PILOTs are also being
used to help developers renovate
existing apartment buildings. Who is
responsible to ensure the work is
getting done? Beverly House received

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an extended PILOT for 5 years. The first thing they did is charge the people for parking. About 9600 got rid of the union workers and didn't complete any of their agreements. After many years, it took Trusty Jeffreys to get the PILOTs stopped. The developers are the only ones in the Village of Hempstead that really benefited and the residents have suffered here.

We are inundated with social services. Do we need more? Is it okay to overwhelm the Village of Hempstead with more than 60 percent of social services, more than any other surrounding area? Is the social service the golden ticket for veteran houses?

Yes, this developer is welcome, was not welcome here ten years ago by the mayor in the community. Take this development to Rockville Centre, Garden City, anywhere where you are helping

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them out in the community. This does not benefit the residents here.

I am imploring upon the IDA board to do your fiduciary duty to not give any social services developments tax breaks after tax breaks. We know after developers get the tax break, they will ask for another one when that one is done.

The way I see it, they are expecting approximately 35 new developments in this village, and that to the all buildings -- every new development will ask for at least 30 -year tax break. Add that to the old building will be getting more tax breaks as Ample Beverly Houses (phonetic) on 9600 Martin Luther King Drive. Who is responsible for stopping this injustice to the residents? IDA board? Village of Hempstead board? Or lawsuits like the Valley Stream Green Acres Mall, by the residents and the legislator, slash, lawyer, Sallage

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(phonetic)? I'm not for this project.
MR. AMALFITANO: Hello, my name is Frank Amalfitano. I'm the president and CEO of United Veterans Beacon House.

We've assisted approximately 40,000 veterans over the last 25 years, and I've been involved with Beacon House, and for the last 20 years I've been associated with Ralph Fasano and Concern. Is there a need in Nassau County for housing for veterans? There is. We started in Suffolk. I've been in Suffolk County for many, many years. We've tried to come into Nassau to develop housing, and we've hit a lot of roadblocks, and we were unable to.

So my testimony is yes, there's a need for the housing, and Concern's housing is by far the best that you can imagine. They use quality products; they have services. No other housing program that I know affords the services to the residents that Concern

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does, and it's my personal experience for the past 20 years. And the proof they are putting is their first veteran project in Suffolk County, in

Amityville. It's still going strong for about seven years now, and with the assistance of Concern and Ralph, we've been able to develop one program in Nassau on Henry Street. We took a broken-down area and we turned it into a vital housing for five veteran families and seven single male veterans on the two plots of land. We could have never done it without the assistance of Concern.

As far as the economy goes of the village, I've ran into that problem also with the village, but we brought in -- you know, we've got families in there. The families are going to be in this project, and they bring vital income into the area, and I'm sure the area has developed jobs. If not, Concern has developed several jobs and

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will in this project also.
So yes, am I in support of Concern for this project? I certainly am. And the veterans that we house -- by the way, we house about 250 veterans a day, in emergency transitional and group home permanent housing.

Many of these veterans will be able to move into this housing because many of these veterans are residents of Nassau County and are living in Suffolk County.

So I thank you for your time.
MR. ASCENCIO: Good morning is
Kevin F. Ascencio. It's my first time speaking. Right now, I'm like -- I'm an owner of a company called Triangle Haulers. It's supposed to be like a freight shipping business. So I'm the owner of freight shipping business. It's not really working right now because, like, I'm running low on money, and I never really, like, ask for people for help and stuff like

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that, and I was a little scared to go to ABBA, a program that Reverend

Benjamin is the owner of, and it has helped me and the community because it gave work to people who live in the community and wanted to give to the community.

What I learned is that the people of Hempstead, they are very prideful of their beliefs. They like everything to stay the same and keep the business amongst us because we never look for handouts and we don't take gifts from people that want to force it on us, and I'm against the policies that other people have been against.

My grandfathers were wealthy businessmen, and they -- they weren't quite the smartest people. They had like ADHD and a lot of depression, and one of my grandfathers is Portuguese, so, like, European white, and my grandfather is from Central America which is Guatemalan, and he once came

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to the United States and tried to make it for his family, and it didn't work out quite as he thought.

He came to a country where it was predominantly racist. He was a pretty big guy, and he was about my size, I'm like 6'3", and he was just an animal, and he came from disabilities himself. One of his feet was angled backwards, and a lot of people used to pick on him for it, and when he tried to make it in the United States, he felt like they were always giving him a double meanings on how he should act and how he should be, so he actually went back to his country to be around his own culture because he doesn't like how America was so driven to changing as a person. So I'm against the project. HEARING OFFICER LODATO: Thank you, sir.

MS. BRADLEY: Good morning. My name is Shelly Bradley. I am a resident of Hempstead.

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I understand Concern is a tremendous company. I know the projects that they've done around the area, and they all have positive outcomes, but I'm here as a resident and a homeowner in the Incorporated Village of Hempstead, and I'm concerned about the environmental impact of another apartment building of a more building, more building and not restoring what we actually already have in our community.

In the Village of Hempstead, the median income for an individual is $\$ 27,000$ as opposed to the County of Nassau, the median income for an individual is $\$ 45,000$. When we look at household income, for Nassau County it's \$116,000; for the Incorporated Village of Hempstead is $\$ 62,000$.

I believe that our community has been exploited. We keep bringing in -when we talk about affordable housing, affordable to whom? The average person

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in Nassau County or the average person in the Incorporated Village of Hempstead?

When we start looking at these PILOTs -- I'm looking on this sheet that we have. The first three years, they are going to pay $\$ 37,442$ in taxes.

I have a single family home in
Hempstead, and my taxes are $\$ 22,000$, and I can't count on a PILOT.

We have an unprecedented number of PILOTs in the Incorporated Village of Hempstead. They are primarily a partner buildings which really do not bring jobs and car dealerships. Now, if we were a city, this would make sense because at least we could keep some of the sales tax, we could keep some of the benefit, but we are not. If we were a village that had good code enforcement, we might benefit from it, but we are not a village that has good code enforcement.

I'm a former school board member.

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When I was on a school board, I asked the superintendent for enrollment by street address, I didn't want a name. On average, in the Incorporated Village of Hempstead, in all these apartments, they get PILOTs, it's two to three families in each apartment going to the school district. Single family homes, there's three to four families.

According to the guesstimates of our population in Hempstead -- because most of the people in Hempstead don't want to be counted, so they are not going to be counted -- so according to guesstimate, we have 55,000 -- this is 2019 numbers, 55,000 residents, so we know there has to be at least 70, right? Okay.

The Incorporated Village of Hempstead with these numbers, these guesstimated numbers, is four times more dense than our neighbor, Garden City, and twice as dense as Queens. Are we going to be a suburb or are we

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going to be a city? And if so, why does the Incorporated Village of Hempstead have to have all of the low income housing for the County of Nassau and the Town of Hempstead?

I think as residents, these are questions that we must ask, and as the IDA board, we would appreciate you considering these points before you make your decision. It is not fair to the residents that live in Hempstead. We can't park. We don't have water. We don't have sewage. Our schools are overcrowded. It's too much. It's too much.

Thank you.
BISHOP PHILLIP ELLIOTT: My name is Bishop Phillip Elliott. I'm the pastor of the Antioch Church Baptist Church of Hempstead, Hempstead Heights for the past 27 years, also president of the Minister's Conference of Hempstead and Vicinity. I was married in Hempstead in 1973, and our family

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and my wife's family have been very involved. I've served on the Community Development Board when the development took place for Shop \& Stop as well as the development where -- that took place at Times Square, the old Times Square facility. Not much development has taken place since then.

The question, the elephant in the room is why does Hempstead pay so much higher taxes than everyone else? It's been alluded to, that's the problem we have to be jumping up and down trying to fix. That's not anybody's fault in here. The sales revenue that comes through Hempstead, car dealership, a lot of the taxes there and other, does not come back to the village; it goes to the other area. And that's a big area where we need to be jumping up and down protesting.

Most people talk about what they don't want, but very few people talk about what they want, which means some

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people don't want anything, just keep things where it was.

What's not being said is that PILOTs is not to take property off the tax roll. It means that they have a reduction in the taxes, and nobody has proffered today except for Ms. Bradley about how much money would be coming into the village through the Estella project.

Also, four, five, or six storefronts will be there, and I personally, as $I$ was involved with MWBE for eight years in Nassau County, will make certain as my own initiative that minority or women business enterprises would be able to be in those storefronts which also will be contributing to the tax base. So, we are not looking at the numbers.

I'm talking to people every day.
I am the owner of the Antioch Housing Fund Corporation which is not-for-profit. We had that built 22

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years ago or more. I opened up the doors in 1990, and there's no more room. I mean, people are coming to me -- I'm talking about people's parents, their mothers, their grandparents and who can no longer afford to own the home because of taxes. The taxes is the issue that we all need to be attacking, and the only way to attack this is for us to become a city, but nobody wants to deal with that.

As long as we are the village, we won't have our share of the sales tax that comes through the expenditures here.

So I'm here to support the project because there is a lack of housing. People who built this village are not able to stay in this village because -I mean, if we want to gentrify, none of us in here hardly can afford to pay $\$ 3,700$ a month. That's what we are headed for if we take all of the

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affordable housing -- I didn't say low income housing, I said affordable housing -- and gentrification, is the door -- like 303 Main and down there by the train station on Front Street in West Hempstead, that's \$3,700-a-month rents for people to come in here, and most of us cannot afford it.

Thank you, sir.
MR. EDWARDS: Sey Edwards, I'm a long-term resident of the Hempstead Village.

And the first thing is that about four, five years ago, I approached this Board and I requested that these meetings be held after five o'clock because people are working and they have to sacrifice work to come to these meetings on a weekday. So I'm sure you guys know that, so I'm calling for a recall again for this thing to be put at $5: 00,6: 00,6: 30$, when people are coming from work so they can attend these meetings.

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Secondly, I definitely oppose this project because we have enough PILOTs in Hempstead already. We don't need any more here. The developers are pushing this project, and they push this as affordable housing, fine. Please put it in your community if it's affordable so we can believe that. We have enough here already. Garden City is right next door; put it in Garden City.

I think they tried in Garden City many years ago, and I think there's a lawsuit, and the lawsuit was won by the people, but implementation today has not been forthcoming in Garden City. Rockville Centre, East Meadow, all around us. We have enough here already, and we can't support any more here.

And any village officials or anybody here trying to support this project, they are trying to say it's affording housing, they are sellouts.

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Please don't pay attention to them. They are selling you out left and right.

Thank you very much.
MR. LONGO: Good morning, everyone. Jeremy Longo.

I'm here to speak on behalf of Concern as contractor of record for the project. And to give you a little history that we have, we've built many successful projects together. And my company, Belfor, is -- we happen to be an international company, but we really are a local company. We have offices in every states all around the country, and ultimately our local offices are the community, and we tend to participate in communities, obviously, where we are doing work, where we are actively doing things. And this project for us started some years ago, and we've been actively involved in the community ever since. And we tend to stay active in the community where we

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perform projects, and we get to know people, and it stays that way as well as I know Concern, knowing them for so long, we tend to stay with them.

With this project, they tend to bring a lot of good benefits that come to the project that I understand some are more short-term and some are more of long-term. I can speak to some of the things that I would look at that are kind of an intermediate thing which is that we are providing as the contractor a lot of jobs to the community.

I understand that there's different forms of jobs. There's longer-term jobs and shorter-term jobs, but $I$ can tell you how a lot of these short-term jobs that we sometimes bring in, and short-term is still pretty long meaning this project is not a short project. It will take a couple of years from ramping up to completing the project.

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Some of the things with this project that are -- with a lot of the projects that Concern does is that there are both requirements that are coming from the State, there are also requirements that are coming from the local community.

So there's an MBE/WBE requirement on this, so 30 percent of the contract has to get fulfilled by those businesses. So we work hard on that, not just with the community, with the state and making sure that we can find these contractors and put them to fulfill the requirements. We never had an issue ever fulfilling, and there's a lot of ways to do it when you actually want to do it, and we always -- we exceed the requirements on fulfilling it, and there's lot of ways to do it when you really want to do it, and we always follow the intent of doing it that there's -- sometimes you are hiring a bigger contractors, and we are

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doing it with the idea of using a smaller contractor. We are doing purchasing from the smaller contractor, so everybody will get the opportunity to do that.

Separately, there's a community -a CBA agreement, a Community Benefits Agreement for this project. That's something that was implements that Ralph had taken on when he took on the project. And we did early on, when we thought we were going to start the project, you know, it was new, I think, no development really occurred under this it. It was new for everybody, that we took our own latitude to make sure that we implemented our internal program to make sure it's successful, 'cause sometimes -- part of the problem is sometimes people get apprehensive. People say they are going to do these things and then finally not do them or they put in a relief 'cause they say they can't fulfill them.

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We really went out of our way in our first round when we first thought we were going to proceed with the project and made sure we were going to fulfill it, not just working locally with the community to help us, but we did advertising, we did certified mail, right? You don't have to do that. They don't give it to you, the rules to that extent.

We've reached out to these contractors, subcontractors, and we put together a program, but we made sure that our outreach was actually there. That we could actually -- even when people said they didn't respond, we did what we had to do to physically tell us why they don't want to promote the project.

So the CBA on this project is 30 percent of the entire contract value, and then on top of that, even the contractors beyond the 30 percent, everybody has to hire 30 percent local

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workforce on top of that. So there's a heavy, heavy requirement to hire locally on the project, hire locally, get everybody from vendor suppliers, material suppliers all the way down to all the subcontractors.

So where I found in this doing this for a number of years that's different is that sometimes it's great, right, the projects ramp up and ramp down. At some point, we'll be running -- typically, forces on the job like this are 150 employees a day will be on that job working full-time for the duration of the project.

What happens is a lot of times you get a company that maybe isn't
technically a local company, but they hire somebody locally, and although this project finishes and moves on and Ralph gives permanent jobs to a certain amount of people through his building operating and so on, these people retain jobs. So they get a job with a

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plumbing company that's doing the major plumbing, and they hire 30 percent local, and those locals retain their job. They get an opportunity they didn't have originally to learn a craft, to get into a skill, and then they retain the job, and so then they move on to -- although that project ends, they move on and they are working now for so-and-so plumbing or so-and-so contracting, and they have a job.

That's where the long-term jobs come out of what I do separate from what Ralph would provide in operating the facility, that people sometimes find careers out of this. You know, because they got the opportunity to work with them, and these are heavy, heavy amount of local workforce requirement that's put onto this.

All of our subcontractors that we work with when we did the first round, all well aware of it. They are bound to it within our contract, they

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a lot to it, to the community as a whole.

I appreciate your time.
MR. REGINALD BENJAMIN: My name is Elder Reginald Benjamin. I'm the executive director of ABBA Leadership Center, which is a not-for-profit community-based organization dedicated to helping people in the local communities.

I also spent 20 years working in Nassau County jail as a chaplain. I've worked with several organizations through three administrations. I've worked with -- partnered with several other groups including the people that are here today. We have LGI that is here. We have Derek over there with Renaissance. We have amazing contractor over here. We have several other community advocates right here today. We would like to see the development move forward. That's my position in terms of that.

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And in terms of jobs, let me say this: We have worked on the Twin Oaks. From the Twin Oaks we went to South Franklin Street to help build those properties. We were over there to help. Even at 303, which is an overpriced thing, we was there. We helped build the charter school; we have had people working there. We had people come in that didn't have skills that are now electricians, carpenters, and professional laborers. We have over -- I would say over 300, 400 people that have gotten jobs as a result of the efforts that we've put in. We have partnered with businesses, and we insist that they hire locally.

People call the jobs temporary, but our people do not work temporary
jobs. They just go from different sites as the new projects comes up. So this story about temporary work is -- I have my son here, and he started a new organization called Black Jobs Matter.

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He is training already over 200 people giving them free OSHA training to make sure they are prepared and ready to go to work. We have trained well over 1,200 people. We've been waiting for these projects like this to go forward for the last 10 years.

Some people we had trained, because they have no work in the Village of Hempstead, they have to go to work in the city as electricians, carpenters. Many of the people who started as workers, like this young man who started his own business, we have several people like that. We have been in the newspapers several times in terms of -- for the work that we have done in the community. I stopped taking citations and awards 'cause it ain't about that. It's about helping the local community, and many of the young people are forced to leave here because they can't afford to live here.

I have my sons right now, two

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sons, one son is 31 the other one is 34, both work, but can't find affordable place to live -- I wish I had a couple more minutes, but let me tell you this: I'm in support of this, and I know Ralph. I've known him for years. He had funded a lot of those training programs that have enabled people to go to work. Those are the times that people we want, developers we want in the Village of Hempstead, and I am going to tell you now if they decide to move this project forward, I guarantee you we will be there.

MR. AUBREY MUHAMMAD: My name is Aubrey Muhammad.

This development is being misrepresented today. It's being presented as affordable housing when in fact it is a ploy. It is a part of a bigger plan, the scope that is 279
acres, that's 12 percent of the village that is gentrification. LaMont Johnson had the audacity to appear before the

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last Hempstead village Board meeting and present this case as affordable housing that kills the narrative of gentrification. How ironic that this urbanization of Hempstead has been going on -- have been planned since the early '80s. Since the

Harrisburgs(phonetic), brothers, that owned Winthrop Terrace wanted to build two 10-story buildings back in 1983. They've been planning urbanization for decades in Hempstead. They've been given tax breaks. $\$ 20$ million a year has been syphoned, and the economic blood has been sucked out of this village. That's why our property taxes are sky high.

I know people pay $\$ 2,700$ a month
in property taxes. How are you going to invest in the community with that? That's by design.

Now, the hypocrite, Don Clavin -is that his name, Don Clavin -- and Tom Suozzi, I have to say his name,

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Suozzi -- democrats and republicans have teamed up together. They found they have something in common, keeping black Hempstead a permanent underclass.

Governor Hochul -- did I pronounce her name, Hochul -- just called for urbanization of suburban Caucasian Long Island. These two representatives stood up and want everybody to oppose it. They don't want urbanization in Caucasian areas, but all of this is enabled by this board in urbanizing black Hempstead.

Seven jobs will come from Estella, all these temporary construction jobs you are bragging about. That career is, in essence, a career knowledge; you can take that anywhere. We do not want this in Hempstead.

Thank you.
MR. SCOTT: Good morning. My name is Jamal Scott. I am assistant superintendent for Hempstead Public Schools.

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The question for the district and the public school is how does this affect the children, how does this affect the school district? I understand that this development is maybe 75 percent studios and one-bedrooms which most people will say that children will probably not live there, not many children live there, but we know that children live everywhere. We know that there will be children throughout this project. We know that a development that has over a hundred dwellings will probably have at least maybe 30 to 40 children on an average from historical data that's in the community where there are partner buildings.

So if you take the PILOTs and you look at how much taxes the PILOTs, they are going to be paying, if you look at that dollar amount, how does that equate to the cost of educating a child? Right, in public schools or in

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charter schools or in general in Hempstead. So we have to look at that. I'm not saying that the Hempstead Public Schools is for or against the PILOT or against the development. What I'm saying is that when we are bringing PILOTs and we are bringing developments into the community, we have to look at holistically, not just for -- the way the community is looking, for jobs and things of that nature. We also have to look at how it's going to affect the school district and the taxes.

You know, someone mentioned about the taxes for the schools, it's $\$ 600$ millions. Let me just clarify, the levy amount that we levy for the district, for the community, the village, the Hempstead public schools is 75 million. It's been 75.9 million for at least six years in a row; it has
not increased. If your taxes
increased, it has nothing to do with
the amount that the school district is

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don't need no more PILOTs. Please be considerate because it's very, very unfair. Hempstead has been a dumping ground; everything is being dumped on Hempstead.

I oppose this project, and I'm not for it. So that's my opinion before I leave. Thank you.

MR. HUDDLESTON: Hi, my name is Terrell Huddleston. I'm the executive director of Black Jobs Matter. I started the business with an idea of how to create jobs, training, be very successful in that. I come to a lot of these meetings, and I see a lot of people come in here, and they are always against projects, but $I$ never see them offer anything else, and I never see anything else going on in Hempstead.

I'm for the project because of the jobs that it brings and opportunities it brings. People come up here and say temporary jobs, but jobs can always be

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temporary dependent on how you build relationships. The only thing we can do is put people in a position to be successful, but you have to make it be something else. I seen people come out of jail from doing 25 years, and now that same guy, his name is Keith Inghram, he is in the city now driving trucks. He started off with us working in projects and getting into the union, and he diverted, he did something else, but he started working through these jobs and through these opportunities. Again, like I said, I'm for development and I'm for Hempstead changing, and I feel like -- not to be disrespectful to anybody, but older people don't want to see any change. And how do we move forward without change or without growth or without any type of development?

I see them stop projects, but I don't see them bringing alternative ideas that's going to bring money into

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the economy, that's going to bring jobs into the Hempstead and going to change it. The problem, in my opinion, is that people that we have in place that are supposed to make sure that when development comes in, that they do things they are supposed to. They take these little side deals and they don't hold people accountable, and I think one of the things I've seen over the years is we've been able to hold them accountable -- when I say we, I'm talking about ABBA Leadership Center and Black Jobs Matter, and the things that we've been able to do. And I think the people that we have already in place, we need to have them do their job as far as keeping the people accountable to doing what they are supposed to do when it comes to the Village of Hempstead. That's what I think the problem is, it's more so in-house than the outside. So that's what I have to say, I'm for the

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development of the project. Thank you. MR. ARMSTRONG: My name is Derek

Armstrong, I'm from Renaissance
Construction. I think this project should go on. We've been trying to get this project, I think, since 2016. I'm a contractor in the Town of Hempstead. I've been a contractor for over 30 years, and people talk about taxes and taxes going up, but let me say this: I bought my house in 1986. I paid $\$ 3,500$ a year, and now I'm paying close to $\$ 18,000$ a year. What's the difference? I can't understand why people are complaining about project. There ain't no projects going on, that's the problem. You go to Rockville Centre, there's a project. You go to Garden City, there's projects. You go to Amityville, there's projects going on. It ain't nothing going on in the Village of Hempstead.

When there was projects going on, we had people in the village working.

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I have built the charter school on
North Franklin. I had over 22
employees, and 17 of them was from the Village of Hempstead. I got them from ABBA center. And I just can't understand why they keep holding the project up which is going to benefit the Village of Hempstead.

You keep talking about taxes,
taxes going up every year and not
projects. So why are we complaining about taxes? Let's make this project
go on so we can put some people to
work, so we can make things happen and
put people in home. Because you've got
families, you've got two, three
families living in a house.
You get to a point where Long
Island become like Queens where you
can't even find parking, people parking
in front of your house because you got
three, four families living in one
house. Come on, let's make things
happen. People need to stop knocking


## CERTIFICATION

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

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 16 th day of February 2022. JULIA GIANNAKOPOULOS

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