

**TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY
BOARD MEETING
AGENDA**

**Old Courtroom, 2nd Floor, 350 Front Street Hempstead, NY
Tuesday, October 24, 2023, 9:00 AM**

- A livestream of the meeting may also be viewed at www.tohida.org .
Select "Meeting Information" and then "YouTube – Live Streams and Recorded Meetings".

The Agenda will include but not be limited to:

AGENDA:

- Call the meeting to order
- Announcements
- Confirm the presence of a Quorum
- Public Comment with respect to Agenda items

VILLAGE BUSINESS:

Village of Freeport:

- Presentation and Consideration of an Inducement Resolution for a PILOT Extension and Sales Tax Exemption for **Dover Freeport LLC Extension**, 27 St. John's Place, Freeport

Village of Hempstead:

- Consideration of a Termination of Benefits for **Fad Henry Street Food Corp.**, 216-228 Henry Street, Hempstead (Tabled from September)

NEW BUSINESS - Applications, Transaction Resolutions and Presentations:

- Consideration of an Authorizing Resolution for **West Jamaica Holdings**, 54 and 68 West Jamaica Avenue, Valley Stream
- Consideration of an Inducement Resolution for **Centennial Holdings**, 1 Carnation Avenue, Floral Park
- Consideration of an Inducement Resolution for **Conklin Estates**, 37 Conklin Avenue, Woodmere
- Consideration of a Consent to Transfer Ownership for **Engel Burman of Garden City**, 1001 Axinn Avenue, Garden City

NEW BUSINESS - Other:

- CEO's Report
- Consideration and Approval of a Health Insurance Buy-Back for Frederick E. Parola, Lorraine Rhoads and Laura Tomeo
- Consideration and Adoption of a Resolution to Award Bonus Vacation Days to Laura Tomeo (based upon her prior date of service)
- Consideration and Adoption of the Governance Committee Charter
- Appointment of the Procurement Officer
- Consideration and Adoption of the Uniform Tax Exemption Policy

Chairman Approval: 10/12/23

Contact: arlyeam@hempsteadny.gov (516) 489-5000, x 3077

- Consideration and Adoption of an Amended Procurement and Purchasing Guidelines
- Consideration and Adoption of the Conflict of Interest Policy
- Consideration and Adoption of the Property Acquisition Policy
- Consideration and Adoption of the Finance Committee Charter
- Consideration and Adoption of the Audit Committee Charter

OLD BUSINESS: *None*

READING AND APPROVAL OF MINUTES OF PREVIOUS MEETING(s):

- Consideration and Adoption of the Minutes of September 19, 2023

REPORT OF THE TREASURER:

- Financial Statements and Expenditure List: September 13, 2023 – October 17, 2023
- Consideration and Adoption of the 2024 Budget
- Consideration and Adoption of the Four-Year Financial Plan

EXECUTIVE SESSION:

COMMITTEE UPDATES:

ADJOURNMENT:

PROJECT ABSTRACT
TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY
Dover Freeport, LLC (Extension)
Project: 2802-23-11B

Application Date: 9/6/23

Contact: plkramer@verizon.net

Applicant Name and Address: 27 St. John's Place & 8 Maple Place
Freeport, NY 11520

Project Address: 27 St. John's Place
Freeport, NY 11520

Project:

The current property is within the PILOT program, this PILOT is set to expire on 12/31/23. The applicant is a wholesale distributor to the food and hospitality industry, this location will have office and warehouse operations. The applicant seeks to upgrade its current operations by installing new furniture, floor coverings, wall coverings, trade equipment, garage doors, new HVAC systems, energy efficient equipment, a loading dock, LED Lighting, an EV charging station and fleet, an energy efficient computer system and new phone system. The building is on 2.5 acres of land and is approximately 39,000 square feet in size.

This is within the Village of Freeport.

Project Costs:

Building(s) demolition/construction	\$250,000
Building Renovation	\$800,000
Site Work	\$100,000
Machinery and Equipment	\$750,000
Legal Fees	\$150,000
Architectural/Engineering Fees	\$50,000
Financial Charges	\$50,000
Other (Contingency Reserve)	\$200,000
Total	\$2,350,000

Employment:

	Full	Part
Present	76	48
1 st Year	84	54
2 nd Year	96	62

LMA : 100%

Creation: of 27 FTEs

Retention of 100 FTEs

Average Salary of Wage Earners : \$54,244

Approx. 20 Construction Jobs

Benefits Sought: 15 Year PILOT, Sales Tax Exemption

Benefit Analysis:

Sales Tax Exemption Renovation, Furnishing and Fixture:

\$1,800,000 x 8.625% = \$ 155,250

Mortgage \$0

Current Tax Information:

Section; 62, Block: 35, Lots: 5(5-11) and 25 (322)

Parcels: 2

SD- Freeport

Full Value: 3,149,800

Total Assessment: 31,498

Total Current Taxes \$0 (Within a PILOT)

Total Current Taxes if not within a PILOT: \$149,538.62

Tax Opinion Letter by Cronin and Harris: \$121,648.69

23 General: \$ 12,548.56

22-23 School: \$87,917.57

Village: \$49,072.49

Estimated Taxes Once Built: N/A (Internal Modifications only)

Applicant Attorney: Peter Kramer

IDA Transaction Counsel: Nixon Peabody

Dover Freeport, LLC
Extension
DRAFT PILOT

27 St. John's Place & 8 Maple Place

Freeport, NY 11520

Section; 62, Block: 35, Lots:5(5-11) and 25(25, 322)

Parcels: 2

SD- Freeport

Current Total Taxes: Currently within a PILOT

Total Tax if not within a PILOT: \$149,538.62

Tax Opinion Letter by Cronin and Harris: \$121,648.69

Last Year of PILOT: 12/31/23

Amount of Last PILOT Payment: \$140,000.00

Estimated Taxes Once Built: N/A (only internal renovations being made)

Year	Total
1	\$121,648.69
2	\$121,648.69
3	\$121,648.69
4	\$126,000.00
5	\$128,000.00
6	\$130,000.00
7	\$132,000.00
8	\$137,000.00
9	\$141,000.00
10	\$145,000.00
11	\$153,000.00
12	\$156,000.00
13	\$161,000.00
14	\$166,000.00
15	\$172,000.00

10/11/23 – DRAFT

This Pilot has NOT been approved by the Hempstead IDA Board

PREPARED FOR:

Town of Hempstead Industrial Development Agency
350 Front Street, Room 234-A
Hempstead, NY 11550

Economic and Fiscal Impact

DOVER FREEPORT, LLC

Town of Hempstead
Industrial Development Agency

OCTOBER 16, 2023

PREPARED BY:



PO Box 3547
Saratoga Springs, NY 12866
518.899.2608
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ABOUT THE STUDY

Camoin Associates was retained by the Town of Hempstead Industrial Development Agency to measure the potential economic and fiscal impacts of a project proposed by Dover Freeport, LLC. The proposed project involves the renovation of an approximately 39,000 SF warehouse and office space at 27 St. John's Place and 8 Maple Place, Freeport, New York 11520. The goal of this analysis is to provide a complete assessment of the total economic, employment and tax impact of the project on the Town of Hempstead that result from the renovation phase and on-site operations.

The primary tool used in this analysis is the input-output model developed by Lightcast. Primary data used in this study was obtained from the developer's application for financial assistance to the Town of Hempstead Industrial Development Agency and included the following data points: on-site jobs, exemptions, and PILOT schedule.

The economic impacts are presented in four categories: direct impact, indirect impact, induced impact, and total impact. The indirect and induced impacts are commonly referred to as the "multiplier effect." Note that previous impact reports commissioned by the Town of Hempstead Industrial Development Agency were presented in only three categories: direct impact, indirect impact, and total impact. Prior to 2020, Camoin Associates included both the indirect and induced impacts in the "indirect impact" category.

Beginning in 2020, the indirect and induced impacts will be reported separately to allow for more accurate interpretation of results.

STUDY INFORMATION

Data Source:
Dover Freeport, LLC Application
for Assistance and the Town of
Hempstead Industrial
Development Agency

Geography:
Town of Hempstead

Study Period:
2023

Modeling Tool:
Lightcast

DIRECT IMPACTS

This initial round of impacts is generated as a result of spending on operations and and renovation.

INDIRECT IMPACTS

The direct impacts have ripple effects through business to business spending. This spending results from the increase in demand for goods and services in industry sectors that supply the facility.

INDUCED IMPACTS

Impacts that result from spending by facility employees, employees of town businesses, and employees of suppliers. Earnings of these employees enter the economy as employees spend their paychecks in the town on food, clothing, and other goods and services.

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EXECUTIVE SUMMARY

The Town of Hempstead Industrial Development Agency (the "Agency") received an application for financial assistance from Dover Freeport, LLC (the "Applicant") for the renovation of an approximately 39,000 SF warehouse and office space (the "Project") at 27 St. Johns Place and 8 Maple Place, Freeport, New York 11520 (the "Site"). The Applicant is seeking a 15-year PILOT agreement from the Agency as well as a sales tax exemption. The Agency commissioned Camoin Associates to conduct an economic and limited fiscal impact analysis of the Project on the Town of Hempstead (the "Town").

The following is a summary of our findings from this study, with details below and in the following sections.

Table 1

Summary of Benefits to Town	
Total Jobs	227
Direct Jobs	158
Total Earnings	\$13,382,858
Direct Earnings	\$ 8,570,552
Annual Sales Tax Revenue to County	\$ 99,535
Annual Sales Tax Revenue to Town	\$ 8,783
Average Annual PILOT Payment	\$ 140,796
Average Annual PILOT Payment to Town	\$ 1,007
Average Annual PILOT Cost	\$ (31,606)
Average Annual PILOT Cost to Town	\$ (226)
Average Annual Net Benefit to Town	\$ 8,556

- ♦ The Project would support 227 net new jobs in the town, of which 158 are direct jobs, with \$8,570,552 in associated earnings.
- ♦ The Applicant has negotiated terms of a proposed 15-year PILOT agreement with the Agency, where the applicant would pay an average of \$138,568 each year, of which \$1,007 will be allocated to the Town. The average annual benefit of the PILOT will be \$226 less than the property tax payments without the PILOT to the Town.
- ♦ The annual net benefit to the Town is estimated to be \$8,556. In this case, this is the sum of the average annual PILOT benefit to the Town and new annual sales tax revenue to the Town.
- ♦ Through negotiations with the Agency the Applicant could have access to a sales tax exemption valued at up to \$155,250. However, if we assume that the Project would not occur absent IDA benefits, this is not actually a "cost" to the state and county since no future revenue stream would exist without the exemptions.

Table 2

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	155,250

Source: Applicant, Camoin Associates

ECONOMIC IMPACT ANALYSIS

The estimates of direct economic activity generated by facility operation as provided by the Applicant were used as the direct inputs for the economic impact model. Camoin Associates uses the input-output model designed by Lightcast (formerly Emsi) to calculate total economic impacts. Lightcast allows the analyst to input the amount of new direct economic activity (spending or jobs) occurring within the town and uses the direct inputs to estimate the spillover effects that the net new spending or jobs have as these new dollars circulate through the Town of Hempstead's economy. This is captured in the indirect and induced impacts and is commonly referred to as the "multiplier effect." See Attachment A for more information on economic impact analysis.

The Project would have economic impacts upon the Town of Hempstead as a result of Project renovation and operation.

RENOVATION PHASE IMPACTS

The Applicant estimates that private sector investment in the renovation of the Project would cost approximately \$1.9 million¹, of which 70%² would be sourced from within the town. This means that there will be over \$1.3 million in net new spending in the town associated with the renovation phase of the Project.

Table 3

Renovation Phase Spending - Town	
Total Renovation Cost	\$ 1,950,000
Percent Sourced from Town	70%
Net New Renovation Spending	\$ 1,365,000

Source: Applicant, Camoin Associates

Based on over \$1.365 million worth of net new direct spending associated with the renovation phase of the Project, Camoin Associates determined that there would be over \$1.7 million in total one-time renovation related spending supporting 6³ jobs and an associated \$656,246 in earnings over the renovation period throughout the town. Table 4 outlines the economic impacts of renovation.

Table 4

Town Economic Impact - Renovation Phase			
	Jobs	Earnings	Sales
Direct	4 \$	526,041 \$	1,365,000
Indirect	1 \$	61,962 \$	201,596
Induced	1 \$	68,244 \$	177,541
Total	6 \$	656,246 \$	1,744,137

Source: Lightcast, Camoin Associates

¹ Includes project costs as provided by the Applicant, excluding acquisition, legal fees, and financial charges.

² According to Lightcast, approximately 70% of renovation industry demand is met within the town.

³ While the application estimated 20 renovation jobs, based on the renovation spending our analysis determined this total to be 6 with 4 direct renovation jobs.

IMPACTS OF ON-SITE EMPLOYMENT

According to the Applicant, 158 jobs will be on-site following Project completion. The table below details the impact that these net new jobs will have on the Town of Hempstead (Table 5).

Table 5

Town Economic Impact - On-Site Operations

	Jobs	Earnings	Sales
Direct	158 \$	8,570,552 \$	28,958,496
Indirect	44 \$	2,832,873 \$	7,094,326
Induced	26 \$	1,979,432 \$	5,173,747
Total	227 \$	13,382,858 \$	41,226,568

Source: Lightcast, Camoin Associates

Note: Number off due to rounding

FISCAL IMPACT ANALYSIS

In addition to the economic impact of the Project on the local economies (outlined above), there would also be a fiscal impact in terms of annual property tax and sales tax generation. The following section of the analysis outlines the impact of the completion of the Project on the local taxing jurisdictions in terms of the cost and/or benefit to municipal budgets.

PAYMENT IN LIEU OF TAXES (PILOT)

The Applicant has applied to the Agency for a Payment In Lieu of Taxes (PILOT) agreement. The Applicant has proposed a 15-year PILOT payment schedule based on the current tax rate, taxable value, and assessed value of the Project. Based on the terms of the PILOT as proposed, Camoin Associates calculated the potential impact on the affected jurisdictions.⁴

Table 6

Tax Payments with PILOT

Total		Portion of Payment by Jurisdiction				
Year	PILOT Payments		Town	County	School District	Special District
1	\$ 121,649	\$	870	\$ 9,338	\$ 71,520	\$ 39,920
2	\$ 121,649	\$	870	\$ 9,338	\$ 71,520	\$ 39,920
3	\$ 121,649	\$	870	\$ 9,338	\$ 71,520	\$ 39,920
4	\$ 126,000	\$	901	\$ 9,672	\$ 74,079	\$ 41,348
5	\$ 128,000	\$	916	\$ 9,825	\$ 75,254	\$ 42,004
6	\$ 130,000	\$	930	\$ 9,979	\$ 76,430	\$ 42,661
7	\$ 132,000	\$	944	\$ 10,132	\$ 77,606	\$ 43,317
8	\$ 137,000	\$	980	\$ 10,516	\$ 80,546	\$ 44,958
9	\$ 141,000	\$	1,009	\$ 10,823	\$ 82,897	\$ 46,270
10	\$ 145,000	\$	1,037	\$ 11,130	\$ 85,249	\$ 47,583
11	\$ 153,000	\$	1,095	\$ 11,744	\$ 89,953	\$ 50,208
12	\$ 156,000	\$	1,116	\$ 11,975	\$ 91,716	\$ 51,193
13	\$ 161,000	\$	1,152	\$ 12,358	\$ 94,656	\$ 52,834
14	\$ 166,000	\$	1,188	\$ 12,742	\$ 97,596	\$ 54,474
15	\$ 172,000	\$	1,231	\$ 13,203	\$ 101,123	\$ 56,443
Total	\$ 2,111,946	\$	15,110	\$ 162,114	\$ 1,241,667	\$ 693,055
Average	\$ 140,796	\$	1,007	\$ 10,808	\$ 82,778	\$ 46,204

Source: Town of Hempstead IDA, Camoin Associates

⁴ It is assumed that each jurisdiction will continue to receive the same portion of the PILOT that they currently receive from the full tax bill.

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TAX POLICY COMPARISON

Without financial assistance from the Agency, Camoin Associates assumes the Applicant would not undertake the Project. Table 7 displays the property tax payment associated with the Project without the pilot. A 2% annual increase on current payments is assumed. Tax payments without the pilot total \$2,586,034 over the next 15 years or on average \$172,402 a year.

Table 7

Tax Payments without Project

Year	Total		Portion of Payment by Jurisdiction			
	Property Tax Payment	Without Project*	Town	County	School District	Village
1	\$	149,539	\$ 1,070	\$ 11,479	\$ 87,918	\$ 49,072
2	\$	152,529	\$ 1,091	\$ 11,708	\$ 89,676	\$ 50,054
3	\$	155,580	\$ 1,113	\$ 11,942	\$ 91,469	\$ 51,055
4	\$	158,692	\$ 1,135	\$ 12,181	\$ 93,299	\$ 52,076
5	\$	161,865	\$ 1,158	\$ 12,425	\$ 95,165	\$ 53,118
6	\$	165,103	\$ 1,181	\$ 12,673	\$ 97,068	\$ 54,180
7	\$	168,405	\$ 1,205	\$ 12,927	\$ 99,009	\$ 55,264
8	\$	171,773	\$ 1,229	\$ 13,185	\$ 100,990	\$ 56,369
9	\$	175,208	\$ 1,254	\$ 13,449	\$ 103,009	\$ 57,496
10	\$	178,712	\$ 1,279	\$ 13,718	\$ 105,070	\$ 58,646
11	\$	182,287	\$ 1,304	\$ 13,992	\$ 107,171	\$ 59,819
12	\$	185,932	\$ 1,330	\$ 14,272	\$ 109,314	\$ 61,015
13	\$	189,651	\$ 1,357	\$ 14,558	\$ 111,501	\$ 62,236
14	\$	193,444	\$ 1,384	\$ 14,849	\$ 113,731	\$ 63,480
15	\$	197,313	\$ 1,412	\$ 15,146	\$ 116,005	\$ 64,750
Total	\$	2,586,034	\$ 18,502	\$ 198,505	\$ 1,520,395	\$ 848,631
Average	\$	172,402	\$ 1,233	\$ 13,234	\$ 101,360	\$ 56,575

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Assumes an average annual increase of 2.00%

CAMOIN ASSOCIATES

Table 8 calculates the benefit (or cost) to the affected taxing jurisdictions as the difference between the PILOT payments associated with the Project and the property tax payments without the Project. In total, \$31,606 less in PILOT revenue will be received annually than property taxes that would be received without the Project. The total benefit would be \$474,088 less over the 15-year period.

Table 8

Tax Policy Comparison (All Jurisdictions)

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 149,539	\$ 121,649	\$ (27,890)
2	\$ 152,529	\$ 121,649	\$ (30,881)
3	\$ 155,580	\$ 121,649	\$ (33,931)
4	\$ 158,692	\$ 126,000	\$ (32,692)
5	\$ 161,865	\$ 128,000	\$ (33,865)
6	\$ 165,103	\$ 130,000	\$ (35,103)
7	\$ 168,405	\$ 132,000	\$ (36,405)
8	\$ 171,773	\$ 137,000	\$ (34,773)
9	\$ 175,208	\$ 141,000	\$ (34,208)
10	\$ 178,712	\$ 145,000	\$ (33,712)
11	\$ 182,287	\$ 153,000	\$ (29,287)
12	\$ 185,932	\$ 156,000	\$ (29,932)
13	\$ 189,651	\$ 161,000	\$ (28,651)
14	\$ 193,444	\$ 166,000	\$ (27,444)
15	\$ 197,313	\$ 172,000	\$ (25,313)
Total	\$ 2,586,034	\$ 2,111,946	\$ (474,088)
Average	\$ 172,402	\$ 140,796	\$ (31,606)

Source: Town of Hempstead IDA, Camoin Associates

CAMOIN ASSOCIATES

TOWN

Table 9 calculates the benefit (or cost) to the Town. The Town would receive approximately \$226 less in PILOT revenue annually than it would receive in property taxes without the Project. The total impact to the Town would be \$3,392 less over the 15-year period.

Table 9

Tax Policy Comparison for Town

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 1,070	\$ 870	\$ (200)
2	\$ 1,091	\$ 870	\$ (221)
3	\$ 1,113	\$ 870	\$ (243)
4	\$ 1,135	\$ 901	\$ (234)
5	\$ 1,158	\$ 916	\$ (242)
6	\$ 1,181	\$ 930	\$ (251)
7	\$ 1,205	\$ 944	\$ (260)
8	\$ 1,229	\$ 980	\$ (249)
9	\$ 1,254	\$ 1,009	\$ (245)
10	\$ 1,279	\$ 1,037	\$ (241)
11	\$ 1,304	\$ 1,095	\$ (210)
12	\$ 1,330	\$ 1,116	\$ (214)
13	\$ 1,357	\$ 1,152	\$ (205)
14	\$ 1,384	\$ 1,188	\$ (196)
15	\$ 1,412	\$ 1,231	\$ (181)
Total	\$ 18,502	\$ 15,110	\$ (3,392)
Average	\$ 1,233	\$ 1,007	\$ (226)

Source: Town of Hempstead IDA, Camoin Associates

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COUNTY

Table 10 calculates the benefit (or cost) to the County. The County would receive approximately \$2,426 less in PILOT revenue annually than it would receive in property taxes without the Project. The total impact to the County would be \$36,391 less over the 15-year period.

Table 10

Tax Policy Comparison for County

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 11,479	\$ 9,338	\$ (2,141)
2	\$ 11,708	\$ 9,338	\$ (2,370)
3	\$ 11,942	\$ 9,338	\$ (2,605)
4	\$ 12,181	\$ 9,672	\$ (2,509)
5	\$ 12,425	\$ 9,825	\$ (2,600)
6	\$ 12,673	\$ 9,979	\$ (2,695)
7	\$ 12,927	\$ 10,132	\$ (2,794)
8	\$ 13,185	\$ 10,516	\$ (2,669)
9	\$ 13,449	\$ 10,823	\$ (2,626)
10	\$ 13,718	\$ 11,130	\$ (2,588)
11	\$ 13,992	\$ 11,744	\$ (2,248)
12	\$ 14,272	\$ 11,975	\$ (2,298)
13	\$ 14,558	\$ 12,358	\$ (2,199)
14	\$ 14,849	\$ 12,742	\$ (2,107)
15	\$ 15,146	\$ 13,203	\$ (1,943)
Total	\$ 198,505	\$ 162,114	\$ (36,391)
Average	\$ 13,234	\$ 10,808	\$ (2,426)

Source: Town of Hempstead IDA, Camoin Associates

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SCHOOL DISTRICT

Table 11 calculates the benefit (or cost) to the school district. The school district would receive approximately \$18,582 less in PILOT revenue annually than it would receive in property taxes without the Project. The total impact to the school district would be \$278,728 less over the 15-year period.

Table 11

Tax Policy Comparison for School District

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 87,918	\$ 71,520	\$ (16,397)
2	\$ 89,676	\$ 71,520	\$ (18,156)
3	\$ 91,469	\$ 71,520	\$ (19,949)
4	\$ 93,299	\$ 74,079	\$ (19,220)
5	\$ 95,165	\$ 75,254	\$ (19,910)
6	\$ 97,068	\$ 76,430	\$ (20,638)
7	\$ 99,009	\$ 77,606	\$ (21,403)
8	\$ 100,990	\$ 80,546	\$ (20,444)
9	\$ 103,009	\$ 82,897	\$ (20,112)
10	\$ 105,070	\$ 85,249	\$ (19,820)
11	\$ 107,171	\$ 89,953	\$ (17,218)
12	\$ 109,314	\$ 91,716	\$ (17,598)
13	\$ 111,501	\$ 94,656	\$ (16,845)
14	\$ 113,731	\$ 97,596	\$ (16,135)
15	\$ 116,005	\$ 101,123	\$ (14,882)
Total	\$ 1,520,395	\$ 1,241,667	\$ (278,728)
Average	\$ 101,360	\$ 82,778	\$ (18,582)

Source: Town of Hempstead IDA, Camoin Associates

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VILLAGE

Table 12 calculates the benefit (or cost) to the special districts. The special districts would receive approximately \$10,519 less in PILOT revenue annually than they would receive in property taxes without the Project. The total impact to the special districts would be \$147,270 less over the 15-year period.

Table 12

Tax Policy Comparison for Village

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 49,072	\$ 39,920	\$ (9,152)
2	\$ 50,054	\$ 39,920	\$ (10,134)
3	\$ 51,055	\$ 39,920	\$ (11,135)
4	\$ 52,076	\$ 41,348	\$ (10,728)
5	\$ 53,118	\$ 42,004	\$ (11,113)
6	\$ 54,180	\$ 42,661	\$ (11,519)
7	\$ 55,264	\$ 43,317	\$ (11,947)
8	\$ 56,369	\$ 44,958	\$ (11,411)
9	\$ 57,496	\$ 46,270	\$ (11,226)
10	\$ 58,646	\$ 47,583	\$ (11,063)
11	\$ 59,819	\$ 50,208	\$ (9,611)
12	\$ 61,015	\$ 51,193	\$ (9,823)
13	\$ 62,236	\$ 52,834	\$ (9,402)
14	\$ 63,480	\$ 54,474	\$ (9,006)
15	\$ 64,750	\$ 56,443	\$ (8,307)
Total	\$ 783,881	\$ 636,611	\$ (147,270)
Average	\$ 55,991	\$ 45,472	\$ (10,519)

Source: Town of Hempstead IDA, Camoin Associates

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OTHER EXEMPTIONS

There are additional benefits to working with the Agency including a one-time sales tax exemption on renovation materials and furniture, fixtures, and equipment. Tax exemptions are for the state and county taxes and are not applicable to the town.

Table 13

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	155,250

Source: Applicant, Camoin Associates

The additional incentives offered by the Agency would benefit the Applicant but will not negatively affect the taxing jurisdictions because, without the Project, the jurisdictions by definition would not be receiving any associated sales tax or mortgage tax revenue.

SALES TAX REVENUE

SALES TAX REVENUE – RENOVATION PHASE

The one-time renovation phase earnings described by the total economic impact of the renovation work (described in the above section) would lead to additional sales tax revenue for the Town. It is assumed that 70%⁵ of the renovation phase earnings would be spent within the county and that 25% of those purchases would be taxable.

Table 14

One-Time Sales Tax Revenue, Renovation Phase

Total New Earnings	\$	656,246
Amount Spent in County (70%)	\$	459,372
Amount Taxable (25%)	\$	114,843
Nassau County Sales Tax Revenue (4.25%)	\$	4,881
New Town Sales Tax Revenue Portion*		0.375%
New Town Sales Tax Revenue	\$	431

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

⁵ According to Lightcast, 70% demand for industries in a typical household spending basket is met within Nassau County.

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SALES TAX REVENUE – EMPLOYEE EARNINGS

The earnings generated by on-site jobs that will occur as a result of building operation at the Project (described under Impacts of On-Site Employment) would lead to additional annual sales tax revenue for the town. It is assumed that 70% of the earnings would be spent within Nassau County and that 25% of those purchases will be taxable. Table 15 displays the annual tax revenue that the Town will receive.

Table 15

Annual Sales Tax Revenue, On-Site Operations

Total New Earnings	\$ 13,382,858
Amount Spent in County (70%)	\$ 9,368,001
Amount Taxable (25%)	\$ 2,342,000
Nassau County Sales Tax Revenue (4.25%)	\$ 99,535
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 8,783

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

ATTACHMENT A: WHAT IS ECONOMIC IMPACT ANALYSIS?

The purpose of conducting an economic impact study is to ascertain the total cumulative changes in employment, earnings and output in a given economy due to some initial "change in final demand". To understand the meaning of "change in final demand", consider the installation of a new widget manufacturer in Anytown, USA. The widget manufacturer sells \$1 million worth of its widgets per year exclusively to consumers in Canada. Therefore, the annual change in final demand in the United States is \$1 million because dollars are flowing in from outside the United States and are therefore "new" dollars in the economy.

This change in final demand translates into the first round of buying and selling that occurs in an economy. For example, the widget manufacturer must buy its inputs of production (electricity, steel, etc.), must lease or purchase property and pay its workers. This first round is commonly referred to as the "Direct Effects" of the change in final demand and is the basis of additional rounds of buying and selling described below.

To continue this example, the widget manufacturer's vendors (the supplier of electricity and the supplier of steel) will enjoy additional output (i.e. sales) that will sustain their businesses and cause them to make additional purchases in the economy. The steel producer will need more pig iron and the electric company will purchase additional power from generation entities. In this second round, some of those additional purchases will be made in the US economy and some will "leak out". What remains will cause a third round (with leakage) and a fourth (and so on) in ever-diminishing rounds of industry-to-industry purchases. Finally, the widget manufacturer has employees who will naturally spend their wages. Again, those wages spent will either be for local goods and services or will "leak" out of the economy. The purchases of local goods and services will then stimulate other local economic activity. Together, these effects are referred to as the "Indirect Effects" of the change in final demand.

Therefore, the total economic impact resulting from the new widget manufacturer is the initial \$1 million of new money (i.e. Direct Effects) flowing in the US economy, plus the Indirect Effects. The ratio of Total Effects to Direct Effects is called the "multiplier effect" and is often reported as a dollar-of-impact per dollar-of-change. Therefore, a multiplier of 2.4 means that for every dollar (\$1) of change in final demand, an additional \$1.40 of indirect economic activity occurs for a total of \$2.40.

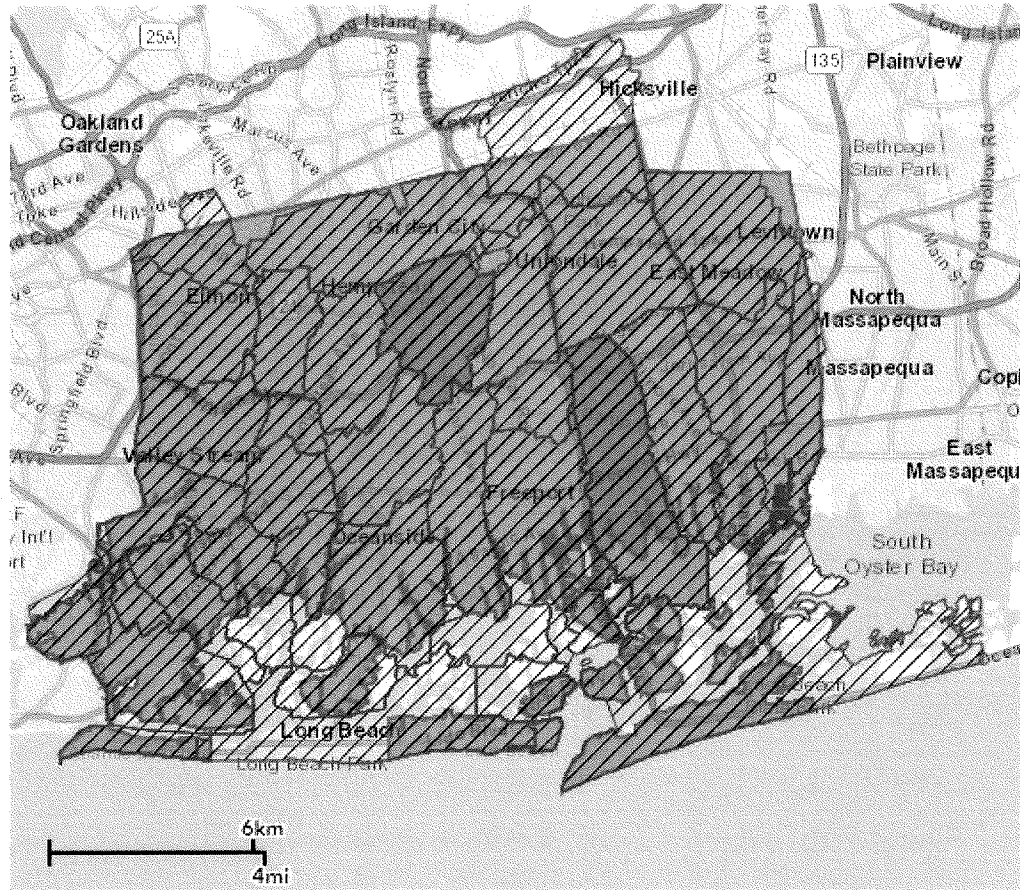
Key information for the reader to retain is that this type of analysis requires rigorous and careful consideration of the geography selected (i.e. how the "local economy" is defined) and the implications of the geography on the computation of the change in final demand. If this analysis wanted to consider the impact of the widget manufacturer on the entire North American continent, it would have to conclude that the change in final demand is zero and therefore the economic impact is zero. This is because the \$1 million of widgets being purchased by Canadians is not causing total North American demand to increase by \$1 million. Presumably, those Canadian purchasers will have \$1 million less to spend on other items and the effects of additional widget production will be cancelled out by a commensurate reduction in the purchases of other goods and services.

Changes in final demand, and therefore Direct Effects, can occur in a number of circumstances. The above example is easiest to understand: the effect of a manufacturer producing locally but selling globally. If, however, 100% of domestic demand for a good is being met by foreign suppliers (say, DVD players being imported into the US from Korea and Japan), locating a manufacturer of DVD players in the US will cause a change in final demand because all of those dollars currently leaving the US economy will instead remain. A situation can be envisioned whereby a producer is serving both local and foreign demand, and an impact analysis would have to be careful in calculating how many "new" dollars the producer would be causing to occur domestically.

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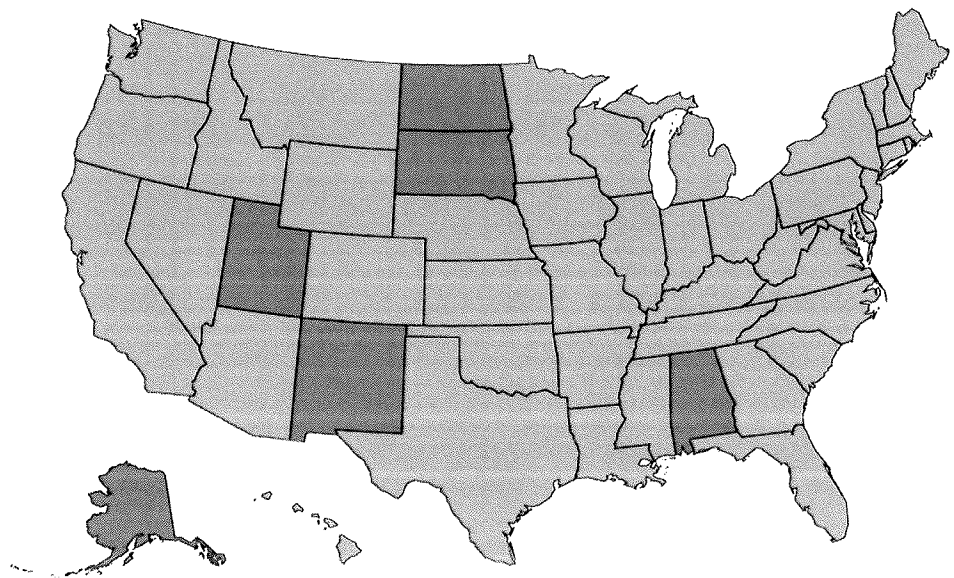
ATTACHMENT B: STUDY AREAS

Town of Hempstead (Green) and Zip Code Region (Red outline with dashes)



Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Amazon, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$6 billion. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 43 states and garnered attention from national media outlets including Marketplace (NPR), Crain's New York Business, Forbes magazine, The New York Times, and The Wall Street Journal. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. We are based in Saratoga Springs, NY, with regional offices in Portland, ME; Boston, MA; Richmond, VA and Brattleboro, VT. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter @camoinassociate and on Facebook.

Connor Allen
Analyst



Leading action to grow your economy

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PROJECT ABSTRACT
TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY

West Jamaica Holdings
Project: 2802-23-04A

Application Date: 5/16/23

Contact: Alex Rivero

Applicant Name and Address: 12 West Lincoln Avenue
Valley Stream, NY 11580

Project Address: 54 and 68 West Jamaica Avenue
Valley Stream, NY 11580

Project:

The applicant seeks to demolish an approximately 18,000 square foot building within the Village of Valley Stream and construct an approximately 81,375 square foot on .574 acres of land. The applicant intends to construct and manage a rental development containing 63 units in total. The unit mix will approximately: 16 studio, 29 one bedroom, 18 two bedroom as well as 56 parking spaces. This project will be 100% market rate. This project was formally a funeral home. This project will be known as "The Wellington".

Project Costs:

Land and/or building acquisition	\$4,000,000
Building(s) demolition/construction	\$600,000
Building Renovation	\$20,684,650
Site Work	\$500,000
Machinery and Equipment	\$300,000
Legal Fees	\$ 500,000
Architectural/Engineering Fees	\$ 500,000
Financial Charges	\$2,042,380
Other	\$1,450,856
(Insurance, Interest and Contingency)	
Total	\$ 30,577,886

Employment:

	Full	Part
Present	0	0
1 st Year	1	1
2 nd Year	1	1

LMA : 100%

Creation: of 1.5 FTE

Average Salary of Wage Earners : \$40,000

Approx. 50 Construction Jobs

Benefits Sought: 15 Year PILOT, Sales Tax Exemption, MRT

Benefit Analysis:

Sales Tax Exemption Renovation, Furnishing and Fixture:

$\$12,710,790 \times 8.625\% = \$1,096,305.63$

Mortgage $\$24,462,310 \times .75\% = \$183,467.32$

Current Tax Information:

Section; 37, Block: 322, Lots: 6 (7-9, 95-98, 108) and 107

Parcels: 2

SD- Valley Stream 24

Full Value: 2,184,000

Total Assessment: 16,998

Total Current Taxes: \$158,287.28

23 General: \$20,133.12

22-23 School: \$120,133.67

Village 22/23: \$18,020.49

Estimated Taxes Once Built: \$697,703.91

Estimated Land Only Taxes: \$62,122.27

Applicant Attorney: Peter Curry

IDA Transaction Counsel: Nixon Peabody

West Jamaica Holdings, LLC
DRAFT PILOT

54 and 68 West Jamaica Avenue
Valley Stream, NY 11580

Section; 37, Block: 322, Lots: 6 (7-9, 95-98, 108) and 107
Parcels: 2

SD- Valley Stream 24

Total Current Taxes: \$158,287.28

Estimated Land Only Taxes: \$62,122.27

Estimated Taxes Once Built: \$697,703.91

Year	Total
1	\$62,122.27
2	\$62,122.27
3	\$62,122.27
4	\$160,000.00
5	\$190,000.00
6	\$230,000.00
7	\$260,000.00
8	\$310,000.00
9	\$360,000.00
10	\$425,000.00
11	\$500,000.00
12	\$600,000.00
13	\$700,000.00
14	\$725,000.00
15	\$750,000.00

8/8/23 – DRAFT

This Pilot has NOT been approved by the Hempstead IDA Board

-----X

IN THE MATTER OF A
NOTICE OF PUBLIC HEARING
RE: WEST JAMAICA HOLDINGS, LLC

-----X

Village Hall
123 S. Central Avenue
Valley Stream, New York

October 10, 2023
10:00 a.m.

B E F O R E: MICHAEL LODATO,
Deputy Executive Director

Dolly Fevola,
Court Reporter

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

TOWN OF HEMPSTEAD INDUSTRIAL AGENCY

350 Front Street

Hempstead, New York 11550

BY: MICHAEL LODATO, Deputy Exec Director

ALSO PRESENT:

MICHAEL WEBB, ESQ. - Farrell Fritz, P.C.

DR. JACK MITCHELL, Asst Supt for Business

UNAL KARAKAS, Superintendent of Schools

MR. LODATO: Good morning. My name is Michael Lodato. I'm with the Town of Hempstead Industrial Development Agency. I'm the Deputy Executive Director. We're here today for a Public Hearing regarding West Jamaica Holdings, LLC with the Town of Hempstead.

I will now read the meeting Notice into the record.

Notice is hereby given that the Public Hearing pursuant to Title I of Article 18-A of the New York State General Municipal Law will be held by the Town of Hempstead IDA on the 10th day of October, 2023, at 10:00 a.m. local time, at Valley Stream Village Hall, 123 S. Central Avenue, Valley Stream, New York, in the connection with the following matters:

West Jamaica Holdings, LLC, a limited liability company organized and existing under the laws of the

State of New York, on behalf of
itself and/or the principals of West
Jamaica Holdings, LLC and/or an
entity formed or to be formed on
behalf of the foregoing
(collectively, the "Company"), has
applied to the Town of Hempstead
Industrial Development Agency (the
"Agency"), for assistance in the
acquisition of multiple parcels of
land totaling approximately 0.574
acres of land, located at 54 and 68
West Jamaica Avenue, Village of
Valley Stream, Town of Hempstead,
New York 11580 (NCTM# Section 37,
Block 322, Lots 6-9, 95-98 &
107-108)(collectively, the "Land"),
the demolition of an existing
approximately 18,000 square foot
building containing approximately 63
residential units (consisting of a
mix of approximately sixteen (16)
studio units, twenty-nine (29)
one-bedroom units and eighteen (18)

1
2 two-bedroom units, a community room,
3 rooftop outdoor common spaces, and
4 the construction of approximately
5 fifty-six (56) on-site parking
6 spaces (the "Improvements"), and the
7 acquisition and installation therein
8 of certain equipment and personal
9 property (the "Equipment"; and
10 together with the Land and the
11 Improvements, the "Facility"), which
12 Facility is to be leased by the
13 Agency to the Company and used by
14 the Company as a mixed use
15 multi-family rental apartment
16 building (the "Project"). The
17 Facility will be initially owned,
18 operated and/or managed by the
19 Company.

20 The Facility will be leased by
21 the Company to the Agency pursuant
22 to a certain Company Lease and will
23 be subleased by the Agency to the
24 Company pursuant to a certain Lease
25 and Project Agreement.

1
2 application for financial assistance
3 filed by the Company with the Agency
4 and an analysis of the costs and
5 benefits of the construction and
6 ongoing operation of the proposed
7 Facility. Thank you.

8 If anyone would like to step up
9 and be heard, please state your name
10 and where you're from for the
11 stenographer on the microphone and
12 she will put your comments into the
13 record. We are also being filmed.

14 DR. MITCHELL: I'm representing
15 the School District. My name is Dr.
16 Jack Mitchell, I work as the
17 Assistant Superintendent for
18 Business with the Valley Stream 24
19 School District. I am here with my
20 Superintendent, Unal Karakas. He
21 will be doing the speaking not
22 myself.

23 Thank you.

24 MR. LODATO: The hearing is
25 open. If you would like to be

1
2 heard, please step up to the
3 microphone, state your name for the
4 stenographer. We're also being
5 filmed.

6 MR. KARAKAS: Good morning.
7 Unal Karakas, Superintendent of
8 Schools, Valley Stream School
9 District 25.

10 Our District's position
11 regarding this project is that we
12 are against it in the sense that we
13 do not know the implications that it
14 may have on how many students will
15 enter our district and if we have
16 the space available for the amount
17 of students that we may anticipate
18 as a result of it, of the
19 development.

20 Furthermore, we also don't know
21 the amount of money that we will be
22 receiving from the PILOT which is in
23 lieu of taxation, so we don't know
24 what those implications are for our
25 district and if it will ultimately

1
2 create a financial burden for our
3 taxpayers of our community.

4 So for those two reasons,
5 specifically, our position is to say
6 no.

7 MR. LODATO: Okay. Thank you.
8 Just to respond, we don't normally
9 do a back and forth, but I wanted to
10 just inform you that the proposed
11 PILOT is on our website so whatever
12 the proportionate share that you
13 currently receive for the school
14 district that stays the same. I
15 don't know what that percentage is
16 off the top of my head. You would
17 obviously know better than I would.
18 That portion share stays the same on
19 the new amounts so you can
20 definitely view that. I also have
21 copies here if you would like a copy
22 of anything.

23 In regards to school-age
24 children, there was an analysis
25 done. I'm trying to find --

MR. WEBB: I introduced myself earlier. My name is Michael Webb, Attorney for the project developer and applicant.

There was an economic impact and feasibility study conducted by MRB Group that was retained by our client. They estimate, based on their modeling system which is based on a regional plan study, that there would be approximately 6 new students to the school district.

MR. LODATO: Superintendent, if you have any other questions, please feel free to reach out. I'll give you my e-mail.

SUPERINTENDENT KARAKAS:
Perfect. Thank you.

MR. LODATO: We'll keep the meeting open just another 15 minutes in case we have people that show up a little late if you don't mind.

(At this time, a recess was taken.)

MR. LODATO: We're now
observing that it's 10:28 a.m. on
October 10, 2023. I don't see
anyone else showing up currently
that would like to speak so we're
going to close this hearing sine
die.

Thank you very much everyone
for your time.

(Time noted: 10:28 a.m.)

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Honorable Solages Letter

CERTIFICATION

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

THAT the within transcript is a true record
of my stenographic notes.

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

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

IN WITNESS WHEREOF, I have hereunto
set my hand this 16th day of October, 2023.

A handwritten signature in cursive script, reading "Dolly Fevola", is written over a horizontal dashed line.

DOLLY FEVOLA

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MAIN DISTRICT OFFICE:
33 North Central Avenue
Valley Stream, New York 11580
516-599-2972

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Room 736
Legislative Office Building
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NEW YORK STATE ASSEMBLY
ASSEMBLY MEMBER MICHAELLE SOLAGES
22nd District

DEPUTY MAJORITY LEADER

CHAIR
Black, Puerto Rican, Hispanic,
and Asian Legislative Caucus

COMMITTEES
Health
Libraries and Education
Technology
Racing and Wagering
Social Services

October 10, 2023

Town of Hempstead Industrial Development Agency
350 Front Street
Hempstead, NY 11550

Re: October 10th Testimony in Opposition to the West Jamaica Holdings, LLC (The Wellington)

Dear Members of the Town of Hempstead Industrial Development Agency,

As the New York State Assembly Member representing the Valley Stream community, I express my disapproval of the proposal to approve financial assistance for West Jamaica Holdings, LLC (known as The Wellington). I strongly urge the board to decline the resolution granting financial aid to West Jamaica Holdings, LLC (The Wellington).

Property owners, both residential and commercial, within the Valley Stream area, are currently burdened by the inability to bear the financial consequences of tax breaks for this housing complex. Given taxpayers' economic challenges, we must prioritize businesses that can contribute to our tax revenue rather than granting exemptions to certain entities. Furthermore, the proposed PILOT agreement fails to offer our community any guaranteed benefits, such as mandatory local hiring or the allocation of housing opportunities for local demographics like millennials, veterans, or individuals with developmental disabilities. I implore the TOH IDA board to exercise discretion when considering developer tax incentives, as our local tax base is already oversaturated with PILOT agreements.

I propose that the board explore strategies to attract local businesses and technology startups to the vacant storefronts along Central Avenue, Merrick Avenue, and Rockaway Avenue in Valley Stream. We must invest in our local infrastructure to stimulate economic growth and prosperity.

Once again, I urge the board to reject the resolution extending financial assistance to West Jamaica Holdings, LLC (The Wellington).

Sincerely,

A handwritten signature in black ink that reads "Michaelle Solages".

Honorable Michaelle C. Solages
New York State Assemblymember
Twenty-second Assembly District

PROJECT ABSTRACT
TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY

Centennial Holdings LLC / Guy Friedman
Project: 2802-23-07A

Application Date: 7/21/23

Contact: Guy Friedman

Applicant Name and Address: 1133 Broadway
Hewlett, NY 11557

Project Address: 1 Carnation Avenue
Floral Park, NY 11001

Project:

The applicant seeks to demolish an existing 3,668 square foot building and construct a new building containing 30,512 square feet. The proposed 24-unit apartment building will contain (12) Two-bedroom apartments and (12) One-Bedroom Apartments. This will be located in the vicinity of the LIRR. This is 100% market rate.

Project Costs:

Land and/or building acquisition	\$ 1,200,000
Building(s) demolition/construction	\$ 7,115,000
Site Work	\$100,000
Machinery and Equipment	\$75,000
Legal Fees	\$175,000
Architectural/Engineering Fees	\$360,000
Financial Charges	\$1,238,119
Other (Soft Costs)	\$1,642,387
Total	\$11,905,506

Employment:

	Full	Part
Present	0	0
1 st Year	0	1
2 nd Year	0	1

LMA : 100%

Creation: of .5

Average Salary of Hourly Wage Earners : \$25,000

Approx. 30 Construction Jobs

Benefits Sought: 20 Year PILOT, Sales Tax Exemption, MRT

Benefit Analysis:

Sales Tax Exemption Renovation, Furnishing and Fixture:

$\$6,000,000 \times 8.625\% = \$517,500$

Mortgage $\$9,400,000 \times .75\% = \$70,500$

Current Tax Information:

Section; 32, Block: 054, Lots: 15(16), 17(17-22)

Parcels: 2

SD- Floral Park / Bellerose – 22

Full Value: 1,214,100

Total Assessment: 12,141

Total Current Taxes \$66,361.49

23 General: \$ 6,071.61

22-23 School: \$ 38,649.86

Village: \$21,640.02

Land Only Estimated Taxes: \$53,711.00

Estimated Taxes Once Built: \$199,207

Applicant Attorney: Dan Deegan and John Gordon

IDA Transaction Counsel: Barry Carrigan and Terance Walsh

Centennial Holdings LLC / Guy Friedman
PILOT

1 Carnation Avenue
Floral Park, NY 11001
Section; 32, Block: 054, Lots: 15(16), 17(17-22)
Parcels: 2

SD- Floral Park / Bellerose – 22

Current Total Taxes: \$66,361.49
Land Only Estimated Taxes: \$53,711.00
Estimated Taxes Once Built: \$199,207

Year	Total
1	\$53,711.00
2	\$53,711.00
3	\$53,711.00
4	\$80,000.00
5	\$95,000.00
6	\$110,000.00
7	\$120,000.00
8	\$130,000.00
9	\$140,000.00
10	\$150,000.00
11	\$160,000.00
12	\$170,000.00
13	\$180,000.00
14	\$190,000.00
15	\$200,000.00
16	\$205,000.00
17	\$210,000.00
18	\$215,000.00
19	\$220,000.00
20	\$230,000.00

8/15/23 – DRAFT

8/30/23 – Second DRAFT

9/12/23 - Third DRAFT

9/13/23- Fourth DRAFT

This Pilot has NOT been approved by the Hempstead IDA Board

PREPARED FOR:

Town of Hempstead Industrial Development Agency
350 Front Street, Room 234-A
Hempstead, NY 11550

Economic and Fiscal Impact

CENTENNIAL HOLDINGS, LLC

Town of Hempstead
Industrial Development Agency

SEPTEMBER 27, 2023

PREPARED BY:



PO Box 3547
Saratoga Springs, NY 12866
518.899.2608
www.camoinassociates.com

ABOUT THE STUDY

Camoin Associates was retained by the Town of Hempstead Industrial Development Agency to measure the potential economic and fiscal impacts of a project proposed by Centennial Holdings, LLC. The proposed project involves construction of a 24-unit residential apartment building at 1 Carnation Ave. Floral Park NY, 11001. The goal of this analysis is to provide a complete assessment of the total economic, employment, and tax impact of the project on the Town of Hempstead that result from the net new household spending and on-site operations.

The primary tool used in this analysis is the input-output model developed by Lightcast. Primary data used in this study was obtained from the developer's application for financial assistance to the Town of Hempstead Industrial Development Agency and included the following data points: on-site jobs, exemptions, and PILOT schedule. Secondary data was collected by Camoin Associates and used to estimate spending by new households.

The economic impacts are presented in four categories: direct impact, indirect impact, induced impact, and total impact. The indirect and induced impacts are commonly referred to as the "multiplier effect." Note that previous impact reports commissioned by the Town of Hempstead Industrial Development Agency were presented in only three categories: direct impact, indirect impact, and total impact. Prior to 2020, Camoin Associates included both the indirect and induced impacts in the "indirect impact" category. Beginning in 2020, the indirect and induced impacts will be reported separately to allow for more accurate interpretation of results.

STUDY INFORMATION

Data Source:
Centennial Holdings, LLC
Application for Assistance and the
Town of Hempstead Industrial
Development Agency

Geography:
Town of Hempstead

Study Period:
2023

Modeling Tool:
Lightcast

DIRECT IMPACTS

This initial round of impacts is generated as a result of spending on operations and new household spending at town businesses.

INDIRECT IMPACTS

The direct impacts have ripple effects through business to business spending. This spending results from the increase in demand for goods and services in industry sectors that supply both the facility and the businesses receiving the new household spending.

INDUCED IMPACTS

Impacts that result from spending by facility employees, employees of town businesses, and employees of suppliers. Earnings of these employees enter the economy as employees spend their paychecks in the town on food, clothing, and other goods and services.

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EXECUTIVE SUMMARY

The Town of Hempstead Industrial Development Agency (the "Agency") received an application for financial assistance from Centennial Holdings, LLC (the "Applicant") for the construction of a 24-unit residential apartment building (the "Project") at 1 Carnation Ave. Floral Park, NY 11001 (the "Site"). The development will consist of 12 1-bedroom units and 12 2-bedroom units, along with on-site parking and amenities. The Applicant is seeking a sales tax exemption, mortgage recording tax exemption, and a 20-year PILOT from the Agency. The Agency commissioned Camoin Associates to conduct an economic and limited fiscal impact analysis of the Project on the Town of Hempstead (the Town).

Camoin Associates conducted a market analysis and determined 79% of the units (or 19 units) would be considered as providing "net new" households to the town as they allow households to exist in the town that would otherwise locate elsewhere. We then computed the total spending associated with these households to derive job creation resulting from the Project. The following is a summary of our findings from this study, with details below and in the following sections.

Table 1

Summary of Benefits to Town	
Total Jobs	7
Direct Jobs	5
Total Earnings	\$ 339,246
Direct Earnings	\$ 222,086
Annual Sales Tax Revenue to County	\$ 10,884
Annual Sales Tax Revenue to Town	\$ 960
Average Annual PILOT Payment	\$ 148,307
Average Annual PILOT Payment to Town	\$ 1,033
Average Annual PILOT Benefit	\$ 67,686
Average Annual PILOT Benefit to Town	\$ 471
Average Annual Net Benefit to Town	\$ 1,432

- ◆ The Project supports 7 total jobs in the town, with \$339,246 in associated earnings. These figures include new jobs resulting from both maintenance and operation of the facility as well as economic activity that results from net new household spending.
- ◆ The Applicant has negotiated terms of a proposed PILOT agreement for a term of 20 years with the Agency, where the Applicant would pay an average of \$148,307 each year, of which \$1,033 will be allocated to the Town. The PILOT represents an average annual benefit to the Town of \$471.
- ◆ Through negotiations with the Agency the Applicant could have access to a sales tax exemption valued at up to \$517,500 and a mortgage recording tax exemption valued at up to \$70,500. However, if we assume that the Project would not occur absent IDA benefits, this is not actually a "cost" to the state and county since no future revenue stream would exist without the exemptions.

Table 2

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	517,500
Mortgage Tax Exemption	\$	70,500

Source: Applicant, Camoin Associates

ECONOMIC IMPACT ANALYSIS

The estimates of direct economic activity generated by facility operation and new resident spending as provided by the Applicant were used as the direct inputs for the economic impact model. Camoin Associates uses the input-output model designed by Lightcast (formerly Emsi) to calculate total economic impacts. Lightcast allows the analyst to input the amount of new direct economic activity (spending or jobs) occurring within the town and uses the direct inputs to estimate the spillover effects that the net new spending or jobs have as these new dollars circulate through the Town of Hempstead's economy. This is captured in the indirect and induced impacts and is commonly referred to as the "multiplier effect." See Attachment A for more information on economic impact analysis.

The Project would have economic impacts upon the Town of Hempstead as a result of Project operation, new permanent jobs, and spending by new tenant households.

CONSTRUCTION PHASE IMPACTS

The Applicant estimates that private sector investment in the construction of the Project would cost approximately \$9.3 million¹, of which 70%² is assumed to be sourced from within the town. This means that there will be over \$6.5 million in net new spending in the town associated with the construction phase of the Project.

Table 3

Construction Phase Spending - Town

Total Construction Cost	\$	9,292,387
Percent Sourced from Town		70%
Net New Construction Spending	\$	6,504,671

Source: Applicant, Camoin Associates

Based on over \$6.5 million worth of net new direct spending associated with the construction phase of the Project, Camoin Associates determined that there would be over \$8.3 million in total one-time construction related spending supporting 32³ total jobs and an associated over \$3.1 million in earnings over the construction period throughout the town. Table 4 outlines the economic impacts of construction.

¹ Includes project costs as provided by the Applicant, excluding acquisition, legal charges, and financial charges.

² According to Lightcast, approximately 70% of construction industry demand is met within the town.

³ While the application indicated 30 direct construction jobs (21 from the Town of Hempstead based on 70% being sourced locally), based on the construction spending in region we found this number to be 23 direct construction jobs using the model with 32 total jobs as a result of the construction period.

CAMOIN ASSOCIATES

Table 4

Town Economic Impact - Construction Phase

	Jobs		Earnings		Sales
Direct	23	\$	2,505,789	\$	6,504,671
Indirect	4	\$	295,942	\$	962,274
Induced	4	\$	323,935	\$	842,798
Total	32	\$	3,125,666	\$	8,309,743

Source: Lightcast, Camoin Associates

CAMOIN ASSOCIATES

IMPACTS OF NEW HOUSEHOLD SPENDING

To determine the annual economic impact of the Project on the town, the first step is to calculate the number of households that can be considered “net new” to the town economy. In other words, the number of households that, but for the Project, would not exist in the Town of Hempstead. With respect to this Project, net new households consist of those who are able to live in the jurisdictions as a result of the Project and would otherwise choose to live elsewhere. See Attachment B for more information on this methodology.

The Applicant proposes to construct 24 market rate units. Camoin Associates conducted a rental demand analysis for the Project site and found that 79% of the units, or 19 units, are net new to the town (Table 5). This is based on a review of the data and an understanding of the proposed Project as detailed above.

Table 5

Net New Households

	Total Households	Percent Net New	Net New Households
Residential Units	24	79%	19
Total	24	79%	19

Source: Esri, Camoin Associates

SPENDING BY NEW TENANTS

These residents make purchases in the town, thereby adding new dollars to the Town of Hempstead's economy. For this analysis, we researched spending patterns by household income to determine the spending by tenants.

The 19 units will be market rate units, which are typically affordable to households making at least 150% of the area median income. The Town of Hempstead AMI is \$122,805. Therefore, we will consider spending for tenants to be in the \$150,000 to \$199,999 spending basket, per the Bureau of Labor Statistics' 2020 Consumer Expenditure Survey.

Using a spending basket for the region which details household spending in individual consumer categories by income level, we analyzed likely tenant spending. According to the 2020 Consumer Expenditure Survey, households in these units have annual expenditures (excluding housing and utility costs) of \$49,665.

It is assumed that 60%⁴ of total expenditures would occur within the Town of Hempstead and, therefore, have an impact on the town's economy. The total net new spending columns show the total amount spent in the town based on the number of net new units.

⁴ Based on an analysis of goods and services available within the town, using Esri Business Analyst. Every category of retail exists within the town, but some portion of the retail expenditure occurs outside the town limits.

CAMOIN ASSOCIATES

Table 6

Tenant Spending Basket**Residential Apartment Units (\$150,000 to \$199,999 Annual Household Income)**

Category	Annual per Unit Spending Basket	Amount Spent in Town (60%)	Total Net New Town Spending (19 net new units)
Food	\$ 11,002	\$ 6,601	\$ 125,423
Household furnishings and equipment	\$ 4,042	\$ 2,425	\$ 46,079
Apparel and services	\$ 2,276	\$ 1,366	\$ 25,946
Transportation	\$ 14,404	\$ 8,642	\$ 164,206
Health care	\$ 7,662	\$ 4,597	\$ 87,347
Entertainment	\$ 5,236	\$ 3,142	\$ 59,690
Personal care products and services	\$ 961	\$ 577	\$ 10,955
Education	\$ 2,426	\$ 1,456	\$ 27,656
Miscellaneous	\$ 1,656	\$ 994	\$ 18,878
Total Tenant Spending	\$ 49,665	\$ 29,799	\$ 566,181

Source: 2020 Consumer Expenditure Survey, Bureau of Labor Statistics

The total net new spending in the town was calculated by multiplying the amount spent in the town by the number of net new units. As shown in the table above, spending in the town by all new households totals \$566,181. We used the above spending basket amounts to calculate the direct, indirect, and total impact of the Project on the town.

Using \$566,181 million as the new sales input, Camoin Associates employed Lightcast to determine the direct, indirect, induced, and total impact of the Project on the Town of Hempstead.⁵ Table 7 outlines the findings of this analysis.

Table 7

Town Economic Impact - Household Spending

	Jobs	Earnings	Sales
Direct	4 \$	197,086 \$	566,181
Indirect	1 \$	48,867 \$	134,547
Induced	1 \$	49,347 \$	127,284
Total	6 \$	295,300 \$	828,013

Source: Lightcast, Camoin Associates

⁵ Analysis uses the 34 zip codes that are predominantly located within the Town of Hempstead (see Attachment C).

IMPACTS OF ON-SITE EMPLOYMENT

The Applicant anticipates that 1 job (part-time) will be on-site within two years following Project completion. Since 79% of the housing units are considered net new to the town, 79% of the jobs are considered to be net new. The table below detail the impact that this job will have on the Town of Hempstead (Table 8).

Table 8

Town Economic Impact - On-Site Operations

	Jobs	Earnings	Sales
Direct	1 \$	25,000 \$	90,309
Indirect	0 \$	13,199 \$	38,540
Induced	0 \$	5,746 \$	14,870
Total	1 \$	43,946 \$	143,719

Source: Lightcast, Camoin Associates

TOTAL ANNUAL ECONOMIC IMPACT

The complete economic impact of both net new household spending as well as on-site operation and maintenance of the Project on the Town of Hempstead is reported in Table 9.

Table 9

Town Total Annual Economic Impact

	Jobs	Earnings	Sales
Direct	5 \$	222,086 \$	656,490
Indirect	1 \$	62,067 \$	173,087
Induced	1 \$	55,093 \$	142,154
Total	7 \$	339,246 \$	971,732

Source: Lightcast, Camoin Associates

FISCAL IMPACT ANALYSIS

In addition to the economic impact of the Project on the local economies (outlined above), there would also be a fiscal impact in terms of annual property tax and sales tax generation. The following section of the analysis outlines the impact of the completion of the Project on the local taxing jurisdictions in terms of the cost and/or benefit to municipal budgets.

PAYMENT IN LIEU OF TAXES (PILOT)

The Applicant has applied to the Agency for a Payment In Lieu of Taxes (PILOT) agreement. The Applicant has proposed a PILOT (20 years) payment schedule based on the current tax rate, taxable value, and assessed value of the Project. Based on the terms of the PILOT as proposed, Camoin Associates calculated the potential impact on the Town of Hempstead and other applicable jurisdictions.⁶

Table 10

Tax Payments with PILOT

Year	Total		Portion of Payment by Jurisdiction			
	PILOT Payments		Town	County	School District	Special Districts
1	\$ 53,711	\$	374	\$ 4,540	\$ 31,282	\$ 17,515
2	\$ 53,711	\$	374	\$ 4,540	\$ 31,282	\$ 17,515
3	\$ 53,711	\$	374	\$ 4,540	\$ 31,282	\$ 17,515
4	\$ 80,000	\$	557	\$ 6,762	\$ 46,593	\$ 26,087
5	\$ 95,000	\$	662	\$ 8,030	\$ 55,329	\$ 30,979
6	\$ 110,000	\$	766	\$ 9,298	\$ 64,066	\$ 35,870
7	\$ 120,000	\$	836	\$ 10,143	\$ 69,890	\$ 39,131
8	\$ 130,000	\$	905	\$ 10,989	\$ 75,714	\$ 42,392
9	\$ 140,000	\$	975	\$ 11,834	\$ 81,538	\$ 45,653
10	\$ 150,000	\$	1,045	\$ 12,679	\$ 87,362	\$ 48,914
11	\$ 160,000	\$	1,114	\$ 13,525	\$ 93,186	\$ 52,175
12	\$ 170,000	\$	1,184	\$ 14,370	\$ 99,010	\$ 55,436
13	\$ 180,000	\$	1,254	\$ 15,215	\$ 104,835	\$ 58,697
14	\$ 190,000	\$	1,323	\$ 16,060	\$ 110,659	\$ 61,958
15	\$ 200,000	\$	1,393	\$ 16,906	\$ 116,483	\$ 65,219
16	\$ 205,000	\$	1,428	\$ 17,328	\$ 119,395	\$ 66,849
17	\$ 210,000	\$	1,463	\$ 17,751	\$ 122,307	\$ 68,480
18	\$ 215,000	\$	1,497	\$ 18,174	\$ 125,219	\$ 70,110
19	\$ 220,000	\$	1,532	\$ 18,596	\$ 128,131	\$ 71,740
20	\$ 230,000	\$	1,602	\$ 19,441	\$ 133,955	\$ 75,001
Total	\$ 2,966,133	\$	20,658	\$ 250,722	\$ 1,727,517	\$ 967,235
Average	\$ 148,307	\$	1,033	\$ 12,536	\$ 86,376	\$ 48,362

Source: Town of Hempstead IDA, Camoin Associates

⁶ It is assumed that the jurisdictions will continue to receive the same portion of the PILOT payments as they do from the property's full tax bill.

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TAX POLICY COMPARISON

Without financial assistance from the Agency, Camoin Associates assumes the Applicant would not undertake the Project. The following table displays the estimated property tax payments without the Project.

Table 11

Tax Payments without Project

Year	Total Property Tax Payment Without Project*		Portion of Payment by Jurisdiction			
			Town	County	School District	Special Districts
1	\$	66,361	\$ 462	\$ 5,609	\$ 38,650	\$ 21,640
2	\$	67,689	\$ 471	\$ 5,722	\$ 39,423	\$ 22,073
3	\$	69,042	\$ 481	\$ 5,836	\$ 40,211	\$ 22,514
4	\$	70,423	\$ 490	\$ 5,953	\$ 41,016	\$ 22,965
5	\$	71,832	\$ 500	\$ 6,072	\$ 41,836	\$ 23,424
6	\$	73,268	\$ 510	\$ 6,193	\$ 42,673	\$ 23,892
7	\$	74,734	\$ 521	\$ 6,317	\$ 43,526	\$ 24,370
8	\$	76,228	\$ 531	\$ 6,443	\$ 44,397	\$ 24,858
9	\$	77,753	\$ 542	\$ 6,572	\$ 45,284	\$ 25,355
10	\$	79,308	\$ 552	\$ 6,704	\$ 46,190	\$ 25,862
11	\$	80,894	\$ 563	\$ 6,838	\$ 47,114	\$ 26,379
12	\$	82,512	\$ 575	\$ 6,975	\$ 48,056	\$ 26,907
13	\$	84,162	\$ 586	\$ 7,114	\$ 49,017	\$ 27,445
14	\$	85,846	\$ 598	\$ 7,256	\$ 49,998	\$ 27,994
15	\$	87,563	\$ 610	\$ 7,402	\$ 50,998	\$ 28,554
16	\$	89,314	\$ 622	\$ 7,550	\$ 52,018	\$ 29,125
17	\$	91,100	\$ 634	\$ 7,701	\$ 53,058	\$ 29,707
18	\$	92,922	\$ 647	\$ 7,855	\$ 54,119	\$ 30,301
19	\$	94,781	\$ 660	\$ 8,012	\$ 55,202	\$ 30,907
20	\$	96,676	\$ 673	\$ 8,172	\$ 56,306	\$ 31,525
Total	\$	1,612,410	\$ 11,230	\$ 136,294	\$ 939,090	\$ 525,796
Average	\$	80,620	\$ 562	\$ 6,815	\$ 46,954	\$ 26,290

Source: Town of Hempstead IDA, Camoin Associates

*Note: Assumes an average annual increase of 2.00%

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Table 12 calculates the benefit (or cost) to the affected taxing jurisdictions as the difference between the PILOT payments associated with the Project and the property tax payments without the Project. There is \$67,686 more in PILOT revenue received annually than property taxes that would be received without the Project. The total benefit would be over \$1.3 million over the 20-year period.

Table 12

Tax Policy Comparison (All Jurisdictions)

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 66,361	\$ 53,711	\$ (12,650)
2	\$ 67,689	\$ 53,711	\$ (13,978)
3	\$ 69,042	\$ 53,711	\$ (15,331)
4	\$ 70,423	\$ 80,000	\$ 9,577
5	\$ 71,832	\$ 95,000	\$ 23,168
6	\$ 73,268	\$ 110,000	\$ 36,732
7	\$ 74,734	\$ 120,000	\$ 45,266
8	\$ 76,228	\$ 130,000	\$ 53,772
9	\$ 77,753	\$ 140,000	\$ 62,247
10	\$ 79,308	\$ 150,000	\$ 70,692
11	\$ 80,894	\$ 160,000	\$ 79,106
12	\$ 82,512	\$ 170,000	\$ 87,488
13	\$ 84,162	\$ 180,000	\$ 95,838
14	\$ 85,846	\$ 190,000	\$ 104,154
15	\$ 87,563	\$ 200,000	\$ 112,437
16	\$ 89,314	\$ 205,000	\$ 115,686
17	\$ 91,100	\$ 210,000	\$ 118,900
18	\$ 92,922	\$ 215,000	\$ 122,078
19	\$ 94,781	\$ 220,000	\$ 125,219
20	\$ 96,676	\$ 230,000	\$ 133,324
Total	\$ 1,612,410	\$ 2,966,133	\$ 1,353,723
Average	\$ 80,620	\$ 148,307	\$ 67,686

Source: Town of Hempstead IDA, Camoin Associates

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TOWN

Table 13 calculates the benefit (or cost) to the Town. The Town would receive approximately \$471 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the Town would be over \$9,428 over the 20-year period.

Table 13

Tax Policy Comparison for Town

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 462	\$ 374	\$ (88)
2	\$ 471	\$ 374	\$ (97)
3	\$ 481	\$ 374	\$ (107)
4	\$ 490	\$ 557	\$ 67
5	\$ 500	\$ 662	\$ 161
6	\$ 510	\$ 766	\$ 256
7	\$ 521	\$ 836	\$ 315
8	\$ 531	\$ 905	\$ 375
9	\$ 542	\$ 975	\$ 434
10	\$ 552	\$ 1,045	\$ 492
11	\$ 563	\$ 1,114	\$ 551
12	\$ 575	\$ 1,184	\$ 609
13	\$ 586	\$ 1,254	\$ 667
14	\$ 598	\$ 1,323	\$ 725
15	\$ 610	\$ 1,393	\$ 783
16	\$ 622	\$ 1,428	\$ 806
17	\$ 634	\$ 1,463	\$ 828
18	\$ 647	\$ 1,497	\$ 850
19	\$ 660	\$ 1,532	\$ 872
20	\$ 673	\$ 1,602	\$ 929
Total	\$ 11,230	\$ 20,658	\$ 9,428
Average	\$ 562	\$ 1,033	\$ 471

Source: Town of Hempstead IDA, Camoin Associates

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COUNTY

Table 14 calculates the benefit (or cost) to the County. The County would receive approximately \$5,721 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the County would be over \$114,428 over the 20-year period.

Table 14

Tax Policy Comparison for County

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 5,609	\$ 4,540	\$ (1,069)
2	\$ 5,722	\$ 4,540	\$ (1,182)
3	\$ 5,836	\$ 4,540	\$ (1,296)
4	\$ 5,953	\$ 6,762	\$ 809
5	\$ 6,072	\$ 8,030	\$ 1,958
6	\$ 6,193	\$ 9,298	\$ 3,105
7	\$ 6,317	\$ 10,143	\$ 3,826
8	\$ 6,443	\$ 10,989	\$ 4,545
9	\$ 6,572	\$ 11,834	\$ 5,262
10	\$ 6,704	\$ 12,679	\$ 5,975
11	\$ 6,838	\$ 13,525	\$ 6,687
12	\$ 6,975	\$ 14,370	\$ 7,395
13	\$ 7,114	\$ 15,215	\$ 8,101
14	\$ 7,256	\$ 16,060	\$ 8,804
15	\$ 7,402	\$ 16,906	\$ 9,504
16	\$ 7,550	\$ 17,328	\$ 9,779
17	\$ 7,701	\$ 17,751	\$ 10,050
18	\$ 7,855	\$ 18,174	\$ 10,319
19	\$ 8,012	\$ 18,596	\$ 10,585
20	\$ 8,172	\$ 19,441	\$ 11,270
Total	\$ 136,294	\$ 250,722	\$ 114,428
Average	\$ 6,815	\$ 12,536	\$ 5,721

Source: Town of Hempstead IDA, Camoin Associates

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SCHOOL DISTRICT

Table 15 calculates the benefit (or cost) to the school district. The school district would receive approximately \$39,421 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the school district would be over \$788,427 over the 20-year period.

Table 15

Tax Policy Comparison for School District

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 38,650	\$ 31,282	\$ (7,368)
2	\$ 39,423	\$ 31,282	\$ (8,141)
3	\$ 40,211	\$ 31,282	\$ (8,929)
4	\$ 41,016	\$ 46,593	\$ 5,578
5	\$ 41,836	\$ 55,329	\$ 13,493
6	\$ 42,673	\$ 64,066	\$ 21,393
7	\$ 43,526	\$ 69,890	\$ 26,364
8	\$ 44,397	\$ 75,714	\$ 31,317
9	\$ 45,284	\$ 81,538	\$ 36,253
10	\$ 46,190	\$ 87,362	\$ 41,172
11	\$ 47,114	\$ 93,186	\$ 46,072
12	\$ 48,056	\$ 99,010	\$ 50,954
13	\$ 49,017	\$ 104,835	\$ 55,817
14	\$ 49,998	\$ 110,659	\$ 60,661
15	\$ 50,998	\$ 116,483	\$ 65,485
16	\$ 52,018	\$ 119,395	\$ 67,377
17	\$ 53,058	\$ 122,307	\$ 69,249
18	\$ 54,119	\$ 125,219	\$ 71,100
19	\$ 55,202	\$ 128,131	\$ 72,930
20	\$ 56,306	\$ 133,955	\$ 77,650
Total	\$ 939,090	\$ 1,727,517	\$ 788,427
Average	\$ 46,954	\$ 86,376	\$ 39,421

Source: Town of Hempstead IDA, Camoin Associates

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VILLAGE

Table 16 calculates the benefit (or cost) to the village. The village would receive approximately \$22,072 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the village would be over \$441,440 over the 20-year period.

Table 16

Tax Policy Comparison for the Village

Year	Property Tax		PILOT	Benefit (Cost) of	
	Payment Without	Project	Payment	Project	
1	\$	21,640	\$	17,515	\$ (4,125)
2	\$	22,073	\$	17,515	\$ (4,558)
3	\$	22,514	\$	17,515	\$ (4,999)
4	\$	22,965	\$	26,087	\$ 3,123
5	\$	23,424	\$	30,979	\$ 7,555
6	\$	23,892	\$	35,870	\$ 11,978
7	\$	24,370	\$	39,131	\$ 14,761
8	\$	24,858	\$	42,392	\$ 17,535
9	\$	25,355	\$	45,653	\$ 20,298
10	\$	25,862	\$	48,914	\$ 23,052
11	\$	26,379	\$	52,175	\$ 25,796
12	\$	26,907	\$	55,436	\$ 28,529
13	\$	27,445	\$	58,697	\$ 31,252
14	\$	27,994	\$	61,958	\$ 33,964
15	\$	28,554	\$	65,219	\$ 36,665
16	\$	29,125	\$	66,849	\$ 37,724
17	\$	29,707	\$	68,480	\$ 38,772
18	\$	30,301	\$	70,110	\$ 39,809
19	\$	30,907	\$	71,740	\$ 40,833
20	\$	31,525	\$	75,001	\$ 43,476
Total	\$	525,796	\$	967,235	\$ 441,440
Average	\$	26,290	\$	48,362	\$ 22,072

Source: Town of Hempstead IDA, Camoin Associates

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OTHER EXEMPTIONS

There are additional benefits to working with the Agency including a one-time sales tax exemption on renovation materials and furniture, fixtures, and equipment as well as a mortgage recording tax exemption. Tax exemptions are for the state and county taxes and are not applicable to the town.

Table 17

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	517,500
Mortgage Tax Exemption	\$	70,500

Source: Applicant, Camoin Associates

The additional incentives offered by the Agency will benefit the Applicant but will not negatively affect the taxing jurisdictions because, without the Project, the Town by definition would not be receiving any associated sales tax or mortgage tax revenue.

SALES TAX REVENUE**SALES TAX REVENUE – CONSTRUCTION PHASE**

The one-time construction phase earnings described by the total economic impact of the construction work (described in the above section) would lead to additional sales tax revenue for the Town. It is assumed that 70%⁷ of the construction phase earnings would be spent within the county and that 25% of those purchases would be taxable.

Table 18

One-Time Sales Tax Revenue, Construction Phase

Total New Earnings	\$	3,125,666
Amount Spent in County (70%)	\$	2,187,966
Amount Taxable (25%)	\$	546,992
Nassau County Sales Tax Revenue (4.25%)	\$	23,247
New Town Sales Tax Revenue Portion*		0.375%
New Town Sales Tax Revenue	\$	2,051

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

⁷ According to Lightcast, 70% demand for industries in a typical household spending basket is met within Nassau County.

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SALES TAX REVENUE – NEW HOUSEHOLD SPENDING

As a result of the Project, the Town would receive sales tax revenue from the purchases made by the households. Table 19 displays the new sales tax revenue that the Town of Hempstead would receive annually based on in-town spending by new households.

Table 19

Annual Sales Tax Revenue, Household Spending		
Total New Spending	\$	828,013
Amount Taxable (30%)	\$	248,404
Nassau County Sales Tax Revenue (4.25%)	\$	10,557
New Town Sales Tax Revenue Portion*		0.375%
New Town Tax Revenue	\$	932

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

Note that the household spending figure has already been adjusted to account for 60% of total spending occurring within the town (see table entitled "Tenant Spending Baskets"). It is assumed that 30% of purchases will be taxable, based on the spending baskets of tenants and the understanding that certain non-taxable items (related to housing expenses) have been removed from the total spending line, this increasing the remaining portion taxable.

SALES TAX REVENUE – EMPLOYEE EARNINGS

The earnings generated by on-site jobs that will occur as a result of building operation at the Project (described under Impacts of On-Site Employment) would lead to additional annual sales tax revenue for the town. It is assumed that 70% of the earnings would be spent within Nassau County and that 25% of those purchases will be taxable. Table 20 displays the annual tax revenue that the Town will receive.

Table 20

Annual Sales Tax Revenue, On-Site Operations		
Total New Earnings	\$	43,946
Amount Spent in County (70%)	\$	30,762
Amount Taxable (25%)	\$	7,690
Nassau County Sales Tax Revenue (4.25%)	\$	327
New Town Sales Tax Revenue Portion*		0.375%
New Town Tax Revenue	\$	29

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

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TOTAL ANNUAL SALES TAX REVENUE

The total annual sales tax revenue that the Town will receive is summarized in Table 21.

Table 21

Total Annual Sales Tax Revenue		
Household Spending	\$	932
On-Site Operations	\$	29
New Town Tax Revenue	\$	960

Source: Town of Hempstead IDA, Camoin Associates

ATTACHMENT A: WHAT IS ECONOMIC IMPACT ANALYSIS?

The purpose of conducting an economic impact study is to ascertain the total cumulative changes in employment, earnings and output in a given economy due to some initial “change in final demand”. To understand the meaning of “change in final demand”, consider the installation of a new widget manufacturer in Anytown, USA. The widget manufacturer sells \$1 million worth of its widgets per year exclusively to consumers in Canada. Therefore, the annual change in final demand in the United States is \$1 million because dollars are flowing in from outside the United States and are therefore “new” dollars in the economy.

This change in final demand translates into the first round of buying and selling that occurs in an economy. For example, the widget manufacturer must buy its inputs of production (electricity, steel, etc.), must lease or purchase property and pay its workers. This first round is commonly referred to as the “Direct Effects” of the change in final demand and is the basis of additional rounds of buying and selling described below.

To continue this example, the widget manufacturer’s vendors (the supplier of electricity and the supplier of steel) will enjoy additional output (i.e. sales) that will sustain their businesses and cause them to make additional purchases in the economy. The steel producer will need more pig iron and the electric company will purchase additional power from generation entities. In this second round, some of those additional purchases will be made in the US economy and some will “leak out”. What remains will cause a third round (with leakage) and a fourth (and so on) in ever-diminishing rounds of industry-to-industry purchases. Finally, the widget manufacturer has employees who will naturally spend their wages. Again, those wages spent will either be for local goods and services or will “leak” out of the economy. The purchases of local goods and services will then stimulate other local economic activity. Together, these effects are referred to as the “Indirect Effects” of the change in final demand.

Therefore, the total economic impact resulting from the new widget manufacturer is the initial \$1 million of new money (i.e. Direct Effects) flowing in the US economy, plus the Indirect Effects. The ratio of Total Effects to Direct Effects is called the “multiplier effect” and is often reported as a dollar-of-impact per dollar-of-change. Therefore, a multiplier of 2.4 means that for every dollar (\$1) of change in final demand, an additional \$1.40 of indirect economic activity occurs for a total of \$2.40.

Key information for the reader to retain is that this type of analysis requires rigorous and careful consideration of the geography selected (i.e. how the “local economy” is defined) and the implications of the geography on the computation of the change in final demand. If this analysis wanted to consider the impact of the widget manufacturer on the entire North American continent, it would have to conclude that the change in final demand is zero and therefore the economic impact is zero. This is because the \$1 million of widgets being purchased by Canadians is not causing total North American demand to increase by \$1 million. Presumably, those Canadian purchasers will have \$1 million less to spend on other items and the effects of additional widget production will be cancelled out by a commensurate reduction in the purchases of other goods and services.

Changes in final demand, and therefore Direct Effects, can occur in a number of circumstances. The above example is easiest to understand: the effect of a manufacturer producing locally but selling globally. If, however, 100% of domestic demand for a good is being met by foreign suppliers (say, DVD players being imported into the US from Korea and Japan), locating a manufacturer of DVD players in the US will cause a change in final demand because all of those dollars currently leaving the US economy will instead remain. A situation can be envisioned whereby a producer is serving both local and foreign demand, and an impact analysis would have to be careful in calculating how many “new” dollars the producer would be causing to occur domestically.

ATTACHMENT B: CALCULATING NET NEW HOUSEHOLDS

"Net new" households that move into a geography because of the availability of desired housing contribute to that geography's economy in measurable ways. Estimating the number of net new households, the households that would not otherwise live in the geography, is therefore a critical task for an economic and fiscal impact analysis for a project that includes housing.

Our housing market research indicates that housing is heavily affected by demand, with households in different demographic groups seeking diverse housing price points and amenities. Our estimates of net new households take into consideration demographic and economic differences among renters, and price points among units offered, identifying the existence and size of a housing gap (where more units are demanded than are available) or surplus (where there is oversupply) in the market segment to be served by the proposed project. Generally, where there is a significant housing gap outside the geography but within a reasonable distance for relocation, a project will draw a larger proportion of net new households into that geography. Each project may therefore have a different expectation for net new households, depending on price point, age restriction if any, and location.

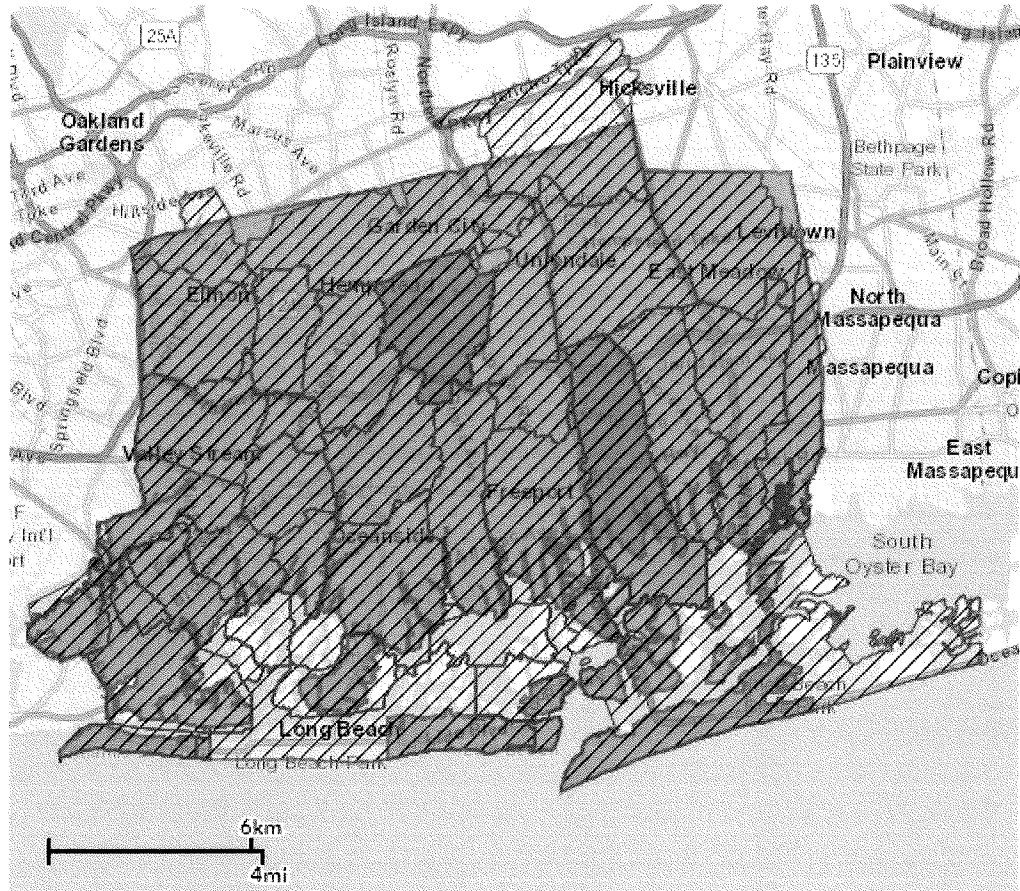
The following steps outline our process for calculating net new households. All data is drawn from Esri Business Analyst.

1. Identify *where* households are likely to come from. We expect that renters for a new project would consider housing within a reasonable driving time from their current location, creating a "renter-shed" for a new project. Households that are within the drive time but outside of the study area are net new.
2. Identify the existing rental housing supply at different price points. Using data from Esri, we identify rental housing units in the study area by price point and calculate the minimum household income expected to be necessary to afford rent by price range.
3. Identify the number of households at different income levels. We analyze households by income group and rental behavior to estimate an "implied number renting" for different income groups.
4. Calculate net housing surplus or gap by price point. Rental housing supply and rental housing demand is compared to calculate a "net gap," indicating excess demand for the project, or a "net surplus." To estimate net new households for a project, the net gap in the study area is compared to the net gap in the drive time.

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ATTACHMENT C: STUDY AREAS

Town of Hempstead (Green) and Zip Code Region (Red outline with dashes)



CAMOIN ASSOCIATES

ABOUT CAMOIN ASSOCIATES

Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Amazon, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$6 billion. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 43 states and garnered attention from national media outlets including Marketplace (NPR), Crain's New York Business, Forbes magazine, The New York Times, and The Wall Street Journal. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. We are based in Saratoga Springs, NY, with regional offices in Portland, ME; Boston, MA; Richmond, VA and Brattleboro, VT. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter [@camoinassociate](https://twitter.com/camoinassociate) and on Facebook.

THE PROJECT TEAM

Rachel Selsky
Vice President

Connor Allen
Analyst



Leading action to grow your economy

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PROJECT ABSTRACT
TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY

Conklin Estates, LLC
Project: 2802-23-09A

Application Date: 8/23/23

Contact: Guy Friedman

Applicant Name and Address: 1133 Broadway
Hewlett, NY 11557

Project Address: 37 Conklin Avenue
Woodmere, NY 11598

Project:

The applicant seeks to erect a 2-story, 16-unit market rate rental housing development located at 37 Conklin Avenue, Woodmere. There will also be parking on the ground level. The building will be approximately 21,783 square feet, the total net rentable area will be approximately 20,069 square feet and there will be 42 total parking spaces on the site. This will be on approximately 0.8242 acres. The unit mix will be as follows: 12 – 2 bedroom, 2 bath units and 4 – 3 bedroom, 2.5 bath units. This is considered a transit orient development due to its proximity to the LIRR.

Project Costs:

Land and/or building acquisition	\$ 1,900,000
Building(s) demolition/construction	\$6,185,750
Site Work	\$100,000
Machinery and Equipment	\$75,000
Legal Fees	\$175,000
Architectural/Engineering Fees	\$160,000
Financial Charges	\$708,274
Other (Soft Costs)	\$1,156,281
Total	\$10,460,305

Employment:

	Full	Part
Present	0	0
1 st Year	0	1
2 nd Year	0	1

LMA : 100%

Creation: of .5

Average Salary of Hourly Wage Earners : \$25,000

Approx. 30 Construction Jobs

Benefits Sought: 20 Year PILOT, Sales Tax Exemption, MRT

Benefit Analysis:

Sales Tax Exemption Renovation, Furnishing and Fixture:

$\$5,000,000 \times 8.625\% = \$431,250.00$

Mortgage $\$8,800,000 \times .75\% = \$66,000$

Current Tax Information:

Section; 41, Block: 23, Lots: 144 (341), 150 (340) & 349

Parcels: 3

SD- Hewlett/Woodmere 14

Full Value: 1,497,000

Total Assessment: 1,497

Total Current Taxes \$47,064.61

23 General: \$ 10,753.52

22-23 School: \$36,311.09

Village: N/A

Estimated Taxes Once Built: \$250,776

Applicant Attorney: Dan Deegan and John Gordon

IDA Transaction Counsel: Nixon Peabody

Conklin Estates, LLC
PILOT

37 Conklin Avenue
Woodmere, NY 11598
Current Tax Information
Section; 41, Block: 23, Lots: 144 (341), 150 (340) & 349
Parcels: 3
SD- Hewlett/Woodmere 14
Current Total Taxes: \$47,064.61
Estimated Taxes Once Built: \$250,776

Year	Total
1	\$47,065.00
2	\$47,065.00
3	\$47,065.00
4	\$95,000.00
5	\$110,000.00
6	\$120,000.00
7	\$140,000.00
8	\$150,000.00
9	\$165,000.00
10	\$180,000.00
11	\$195,000.00
12	\$210,000.00
13	\$225,000.00
14	\$235,000.00
15	\$250,776.00
16	\$265,000.00
17	\$270,000.00
18	\$275,000.00
19	\$280,000.00
20	\$290,000.00

8/15/23 – DRAFT

8/30/23 – SECOND DRAFT

9/19/23 – THIRD DRAFT

9/19/23 – FOURTH DRAFT

This Pilot has NOT been approved by the Hempstead IDA Board

PREPARED FOR:

Town of Hempstead Industrial Development Agency
350 Front Street, Room 234-A
Hempstead, NY 11550

Economic and Fiscal Impact

CONKLIN ESTATES, LLC

Town of Hempstead
Industrial Development Agency

SEPTEMBER 29, 2023

PREPARED BY:



PO Box 3547
Saratoga Springs, NY 12866
518.899.2608
www.camoinassociates.com

ABOUT THE STUDY

Camoin Associates was retained by the Town of Hempstead Industrial Development Agency to measure the potential economic and fiscal impacts of a project proposed by Conklin Estates, LLC. The proposed project involves construction of a 16-unit residential apartment building at 37 Conklin Ave. Woodmere NY, 11598. The goal of this analysis is to provide a complete assessment of the total economic, employment, and tax impact of the project on the Town of Hempstead that result from the net new household spending and on-site operations.

The primary tool used in this analysis is the input-output model developed by Lightcast. Primary data used in this study was obtained from the developer's application for financial assistance to the Town of Hempstead Industrial Development Agency and included the following data points: on-site jobs, exemptions, and PILOT schedule. Secondary data was collected by Camoin Associates and used to estimate spending by new households.

The economic impacts are presented in four categories: direct impact, indirect impact, induced impact, and total impact. The indirect and induced impacts are commonly referred to as the "multiplier effect." Note that previous impact reports commissioned by the Town of Hempstead Industrial Development Agency were presented in only three categories: direct impact, indirect impact, and total impact. Prior to 2020, Camoin Associates included both the indirect and induced impacts in the "indirect impact" category. Beginning in 2020, the indirect and induced impacts will be reported separately to allow for more accurate interpretation of results.

STUDY INFORMATION

Data Source:
Conklin Estates, LLC Application
for Assistance and the Town of
Hempstead Industrial
Development Agency

Geography:
Town of Hempstead

Study Period:
2023

Modeling Tool:
Lightcast

DIRECT IMPACTS

This initial round of impacts is generated as a result of spending on operations and new household spending at town businesses.

INDIRECT IMPACTS

The direct impacts have ripple effects through business to business spending. This spending results from the increase in demand for goods and services in industry sectors that supply both the facility and the businesses receiving the new household spending.

INDUCED IMPACTS

Impacts that result from spending by facility employees, employees of town businesses, and employees of suppliers. Earnings of these employees enter the economy as employees spend their paychecks in the town on food, clothing, and other goods and services.

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EXECUTIVE SUMMARY

The Town of Hempstead Industrial Development Agency (the "Agency") received an application for financial assistance from Conklin Estates, LLC (the "Applicant") for the construction of a 16-unit residential apartment building (the "Project") at 37 Conklin Ave. Woodmere, NY 11598 (the "Site"). The development will consist of 12 2-bedroom units and 4 3-bedroom units, along with on-site parking and amenities. The Applicant is seeking a sales tax exemption, mortgage recording tax exemption, and a 20-year PILOT from the Agency. The Agency commissioned Camoin Associates to conduct an economic and limited fiscal impact analysis of the Project on the Town of Hempstead (the Town).

Camoin Associates conducted a market analysis and determined 79% of the units (or 13 units) would be considered as providing "net new" households to the town as they allow households to exist in the town that would otherwise locate elsewhere. We then computed the total spending associated with these households to derive job creation resulting from the Project. The following is a summary of our findings from this study, with details below and in the following sections.

Table 1

Summary of Benefits to Town		
Total Jobs		5
Direct Jobs		4
Total Earnings	\$	245,993
Direct Earnings	\$	159,848
Annual Sales Tax Revenue to County	\$	7,550
Annual Sales Tax Revenue to Town	\$	666
Average Annual PILOT Payment	\$	179,849
Average Annual PILOT Payment to Town	\$	8,098
Average Annual PILOT Benefit	\$	122,671
Average Annual PILOT Benefit to Town	\$	5,524
Average Annual Net Benefit to Town	\$	6,190

- ♦ The Project supports 5 total jobs in the town, with \$245,993 in associated earnings. These figures include new jobs resulting from both maintenance and operation of the facility as well as economic activity that results from net new household spending.
- ♦ The Applicant has negotiated terms of a proposed PILOT agreement for a term of 20 years with the Agency, where the Applicant would pay an average of \$179,849 each year, of which \$8,098 will be allocated to the Town. The PILOT represents an average annual benefit to the Town of \$6,190.
- ♦ Through negotiations with the Agency the Applicant could have access to a sales tax exemption valued at up to \$431,250 and a mortgage recording tax exemption valued at up to \$66,000. However, if we assume that the Project would not occur absent IDA benefits, this is not actually a "cost" to the state and county since no future revenue stream would exist without the exemptions.

Table 2

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	431,250
Mortgage Tax Exemption	\$	66,000

Source: Applicant, Camoin Associates

ECONOMIC IMPACT ANALYSIS

The estimates of direct economic activity generated by facility operation and new resident spending as provided by the Applicant were used as the direct inputs for the economic impact model. Camoin Associates uses the input-output model designed by Lightcast (formerly Emsi) to calculate total economic impacts. Lightcast allows the analyst to input the amount of new direct economic activity (spending or jobs) occurring within the town and uses the direct inputs to estimate the spillover effects that the net new spending or jobs have as these new dollars circulate through the Town of Hempstead's economy. This is captured in the indirect and induced impacts and is commonly referred to as the "multiplier effect." See Attachment A for more information on economic impact analysis.

The Project would have economic impacts upon the Town of Hempstead as a result of Project operation, new permanent jobs, and spending by new tenant households.

CONSTRUCTION PHASE IMPACTS

The Applicant estimates that private sector investment in the construction of the Project would cost approximately \$7.7 million¹, of which 70%² is assumed to be sourced from within the town. This means that there will be over \$5.3 million in net new spending in the town associated with the construction phase of the Project.

Table 3

Construction Phase Spending - Town

Total Construction Cost	\$	7,677,031
Percent Sourced from Town		70%
Net New Construction Spending	\$	5,373,922

Source: Applicant, Camoin Associates

Based on over \$5.3 million worth of net new direct spending associated with the construction phase of the Project, Camoin Associates determined that there would be over \$8.3 million in total one-time construction related spending supporting 26³ total jobs and an associated over \$2.5 million in earnings over the construction period throughout the town. Table 4 outlines the economic impacts of construction.

¹ Includes project costs as provided by the Applicant, excluding acquisition, legal charges, and financial charges.

² According to Lightcast, approximately 70% of construction industry demand is met within the town.

³ While the application indicated 30 direct construction jobs (21 from the Town of Hempstead based on 70% being sourced locally), based on the construction spending in region we found this number to be 19 direct construction jobs using the model with 26 total jobs as a result of the construction period.

CAMOIN ASSOCIATES

Table 4

Town Economic Impact - Construction Phase

	Jobs		Earnings		Sales
Direct	19	\$	2,070,191	\$	5,373,922
Indirect	3	\$	244,496	\$	794,996
Induced	4	\$	267,624	\$	696,289
Total	26	\$	2,582,311	\$	6,865,207

Source: Lightcast, Camoin Associates

CAMOIN ASSOCIATES

IMPACTS OF NEW HOUSEHOLD SPENDING

To determine the annual economic impact of the Project on the town, the first step is to calculate the number of households that can be considered “net new” to the town economy. In other words, the number of households that, but for the Project, would not exist in the Town of Hempstead. With respect to this Project, net new households consist of those who are able to live in the jurisdictions as a result of the Project and would otherwise choose to live elsewhere. See Attachment B for more information on this methodology.

The Applicant proposes to construct 16 market rate units. Camoin Associates conducted a rental demand analysis for the Project site and found that 79% of the units, or 13 units, are net new to the town (Table 5). This is based on a review of the data and an understanding of the proposed Project as detailed above.

Table 5

Net New Households

	Total Households	Percent Net New	Net New Households
Residential Units	16	79%	13
Total	16	79%	13

Source: Esri, Camoin Associates

SPENDING BY NEW TENANTS

These residents make purchases in the town, thereby adding new dollars to the Town of Hempstead’s economy. For this analysis, we researched spending patterns by household income to determine the spending by tenants.

The 13 units will be market rate units, which are assumed to be affordable to households making at least 150% of the area median income. The Town of Hempstead AMI is \$122,805. Therefore, we will consider spending for tenants to be in the \$150,000 to \$199,999 spending basket, per the Bureau of Labor Statistics’ 2020 Consumer Expenditure Survey.

Using a spending basket for the region which details household spending in individual consumer categories by income level, we analyzed likely tenant spending. According to the 2020 Consumer Expenditure Survey, households in these units have annual expenditures (excluding housing and utility costs) of \$49,665.

It is assumed that 60%⁴ of total expenditures would occur within the Town of Hempstead and, therefore, have an impact on the town’s economy. The total net new spending columns show the total amount spent in the town based on the number of net new units.

⁴ Based on an analysis of goods and services available within the town, using Esri Business Analyst. Every category of retail exists within the town, but some portion of the retail expenditure occurs outside the town limits.

Table 6

Tenant Spending Basket**Residential Apartment Units (\$150,000 to \$199,999 Annual Household Income)**

Category	Annual per Unit Spending Basket	Amount Spent in Town (60%)	Total Net New Town Spending (13 net new units)
Food	\$ 11,002	\$ 6,601	\$ 85,816
Household furnishings and equipment	\$ 4,042	\$ 2,425	\$ 31,528
Apparel and services	\$ 2,276	\$ 1,366	\$ 17,753
Transportation	\$ 14,404	\$ 8,642	\$ 112,351
Health care	\$ 7,662	\$ 4,597	\$ 59,764
Entertainment	\$ 5,236	\$ 3,142	\$ 40,841
Personal care products and services	\$ 961	\$ 577	\$ 7,496
Education	\$ 2,426	\$ 1,456	\$ 18,923
Miscellaneous	\$ 1,656	\$ 994	\$ 12,917
Total Tenant Spending	\$ 49,665	\$ 29,799	\$ 387,387

Source: 2020 Consumer Expenditure Survey, Bureau of Labor Statistics

The total net new spending in the town was calculated by multiplying the amount spent in the town by the number of net new units. As shown in the table above, spending in the town by all new households totals \$387,387. We used the above spending basket amounts to calculate the direct, indirect, and total impact of the Project on the town.

Using \$387,387 million as the new sales input, Camoin Associates employed Lightcast to determine the direct, indirect, induced, and total impact of the Project on the Town of Hempstead.⁵ Table 7 outlines the findings of this analysis.

Table 7

Town Economic Impact - Household Spending

	Jobs	Earnings	Sales
Direct	3 \$	134,848 \$	387,387
Indirect	1 \$	33,435 \$	92,059
Induced	0 \$	33,764 \$	87,089
Total	4 \$	202,047 \$	566,534

Source: Lightcast, Camoin Associates

⁵ Analysis uses the 34 zip codes that are predominantly located within the Town of Hempstead (see Attachment C).

IMPACTS OF ON-SITE EMPLOYMENT

The Applicant anticipates that 1 job (part-time) will be on-site within two years following Project completion. Since 79% of the housing units are considered net new to the town, 79% of the jobs are considered to be net new. The table below detail the impact that this job will have on the Town of Hempstead (Table 8).

Table 8

Town Economic Impact - On-Site Operations

	Jobs	Earnings	Sales
Direct	1 \$	25,000 \$	90,309
Indirect	0 \$	13,199 \$	38,540
Induced	0 \$	5,746 \$	14,870
Total	1 \$	43,946 \$	143,719

Source: Lightcast, Camoin Associates

TOTAL ANNUAL ECONOMIC IMPACT

The complete economic impact of both net new household spending as well as on-site operation and maintenance of the Project on the Town of Hempstead is reported in Table 9.

Table 9

Town Total Annual Economic Impact

	Jobs	Earnings	Sales
Direct	4 \$	159,848 \$	477,696
Indirect	1 \$	46,635 \$	130,598
Induced	0 \$	39,510 \$	101,959
Total	5 \$	245,993 \$	710,254

Source: Lightcast, Camoin Associates

FISCAL IMPACT ANALYSIS

In addition to the economic impact of the Project on the local economies (outlined above), there would also be a fiscal impact in terms of annual property tax and sales tax generation. The following section of the analysis outlines the impact of the completion of the Project on the local taxing jurisdictions in terms of the cost and/or benefit to municipal budgets.

PAYMENT IN LIEU OF TAXES (PILOT)

The Applicant has applied to the Agency for a Payment In Lieu of Taxes (PILOT) agreement. The Applicant has proposed a PILOT (20 years) payment schedule based on the current tax rate, taxable value, and assessed value of the Project. Based on the terms of the PILOT as proposed, Camoin Associates calculated the potential impact on the Town of Hempstead and other applicable jurisdictions.⁶

Table 10

Tax Payments with PILOT

Year	Total		Portion of Payment by Jurisdiction			
	PILOT Payments		Town	County	School District	Special Districts
1	\$ 47,065	\$	2,119	\$ 5,379	\$ 36,311	\$ 3,256
2	\$ 47,065	\$	2,119	\$ 5,379	\$ 36,311	\$ 3,256
3	\$ 47,065	\$	2,119	\$ 5,379	\$ 36,311	\$ 3,256
4	\$ 95,000	\$	4,278	\$ 10,857	\$ 73,294	\$ 6,572
5	\$ 110,000	\$	4,953	\$ 12,571	\$ 84,867	\$ 7,609
6	\$ 120,000	\$	5,403	\$ 13,714	\$ 92,582	\$ 8,301
7	\$ 140,000	\$	6,304	\$ 15,999	\$ 108,012	\$ 9,685
8	\$ 150,000	\$	6,754	\$ 17,142	\$ 115,727	\$ 10,376
9	\$ 165,000	\$	7,430	\$ 18,856	\$ 127,300	\$ 11,414
10	\$ 180,000	\$	8,105	\$ 20,571	\$ 138,873	\$ 12,452
11	\$ 195,000	\$	8,780	\$ 22,285	\$ 150,446	\$ 13,489
12	\$ 210,000	\$	9,456	\$ 23,999	\$ 162,018	\$ 14,527
13	\$ 225,000	\$	10,131	\$ 25,713	\$ 173,591	\$ 15,564
14	\$ 235,000	\$	10,582	\$ 26,856	\$ 181,306	\$ 16,256
15	\$ 250,776	\$	11,292	\$ 28,659	\$ 193,478	\$ 17,348
16	\$ 265,000	\$	11,932	\$ 30,284	\$ 204,452	\$ 18,332
17	\$ 270,000	\$	12,157	\$ 30,856	\$ 208,309	\$ 18,677
18	\$ 275,000	\$	12,383	\$ 31,427	\$ 212,167	\$ 19,023
19	\$ 280,000	\$	12,608	\$ 31,999	\$ 216,024	\$ 19,369
20	\$ 290,000	\$	13,058	\$ 33,141	\$ 223,740	\$ 20,061
Total	\$ 3,596,971	\$	161,963	\$ 411,065	\$ 2,775,120	\$ 248,822
Average	\$ 179,849	\$	8,098	\$ 20,553	\$ 138,756	\$ 12,441

Source: Town of Hempstead IDA, Camoin Associates

⁶ It is assumed that the jurisdictions will continue to receive the same portion of the PILOT payments as they do from the property's full tax bill.

CAMOIN ASSOCIATES

TAX POLICY COMPARISON

Without financial assistance from the Agency, Camoin Associates assumes the Applicant would not undertake the Project. The following table displays the estimated property tax payments without the Project.

Table 11

Tax Payments without Project

Year	Total Property Tax Payment Without Project*		Portion of Payment by Jurisdiction			
			Town	County	School District	Special Districts
1	\$	47,065	\$ 2,119	\$ 5,379	\$ 36,311	\$ 3,256
2	\$	48,006	\$ 2,162	\$ 5,486	\$ 37,037	\$ 3,321
3	\$	48,966	\$ 2,205	\$ 5,596	\$ 37,778	\$ 3,387
4	\$	49,945	\$ 2,249	\$ 5,708	\$ 38,534	\$ 3,455
5	\$	50,944	\$ 2,294	\$ 5,822	\$ 39,304	\$ 3,524
6	\$	51,963	\$ 2,340	\$ 5,938	\$ 40,090	\$ 3,595
7	\$	53,002	\$ 2,387	\$ 6,057	\$ 40,892	\$ 3,666
8	\$	54,062	\$ 2,434	\$ 6,178	\$ 41,710	\$ 3,740
9	\$	55,144	\$ 2,483	\$ 6,302	\$ 42,544	\$ 3,815
10	\$	56,247	\$ 2,533	\$ 6,428	\$ 43,395	\$ 3,891
11	\$	57,371	\$ 2,583	\$ 6,556	\$ 44,263	\$ 3,969
12	\$	58,519	\$ 2,635	\$ 6,688	\$ 45,148	\$ 4,048
13	\$	59,689	\$ 2,688	\$ 6,821	\$ 46,051	\$ 4,129
14	\$	60,883	\$ 2,741	\$ 6,958	\$ 46,972	\$ 4,212
15	\$	62,101	\$ 2,796	\$ 7,097	\$ 47,912	\$ 4,296
16	\$	63,343	\$ 2,852	\$ 7,239	\$ 48,870	\$ 4,382
17	\$	64,610	\$ 2,909	\$ 7,384	\$ 49,847	\$ 4,469
18	\$	65,902	\$ 2,967	\$ 7,531	\$ 50,844	\$ 4,559
19	\$	67,220	\$ 3,027	\$ 7,682	\$ 51,861	\$ 4,650
20	\$	68,564	\$ 3,087	\$ 7,836	\$ 52,898	\$ 4,743
Total	\$	1,143,546	\$ 51,491	\$ 130,686	\$ 882,264	\$ 79,105
Average	\$	57,177	\$ 2,575	\$ 6,534	\$ 44,113	\$ 3,955

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Assumes an average annual increase of 2.00%

CAMOIN ASSOCIATES

Table 12 calculates the benefit (or cost) to the affected taxing jurisdictions as the difference between the PILOT payments associated with the Project and the property tax payments without the Project. There is \$122,671 more in PILOT revenue received annually than property taxes that would be received without the Project. The total benefit would be over \$2.4 million over the 20-year period.

Table 12

Tax Policy Comparison (All Jurisdictions)

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 47,065	\$ 47,065	\$ 0
2	\$ 48,006	\$ 47,065	\$ (941)
3	\$ 48,966	\$ 47,065	\$ (1,901)
4	\$ 49,945	\$ 95,000	\$ 45,055
5	\$ 50,944	\$ 110,000	\$ 59,056
6	\$ 51,963	\$ 120,000	\$ 68,037
7	\$ 53,002	\$ 140,000	\$ 86,998
8	\$ 54,062	\$ 150,000	\$ 95,938
9	\$ 55,144	\$ 165,000	\$ 109,856
10	\$ 56,247	\$ 180,000	\$ 123,753
11	\$ 57,371	\$ 195,000	\$ 137,629
12	\$ 58,519	\$ 210,000	\$ 151,481
13	\$ 59,689	\$ 225,000	\$ 165,311
14	\$ 60,883	\$ 235,000	\$ 174,117
15	\$ 62,101	\$ 250,776	\$ 188,675
16	\$ 63,343	\$ 265,000	\$ 201,657
17	\$ 64,610	\$ 270,000	\$ 205,390
18	\$ 65,902	\$ 275,000	\$ 209,098
19	\$ 67,220	\$ 280,000	\$ 212,780
20	\$ 68,564	\$ 290,000	\$ 221,436
Total	\$ 1,143,546	\$ 3,596,971	\$ 2,453,425
Average	\$ 57,177	\$ 179,849	\$ 122,671

Source: Town of Hempstead IDA, Camoin Associates

CAMOIN ASSOCIATES

TOWN

Table 13 calculates the benefit (or cost) to the Town. The Town would receive approximately \$5,524 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the Town would be over \$110,472 over the 20-year period.

Table 13

Tax Policy Comparison for Town

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 2,119	\$ 2,119	\$ 0
2	\$ 2,162	\$ 2,119	\$ (42)
3	\$ 2,205	\$ 2,119	\$ (86)
4	\$ 2,249	\$ 4,278	\$ 2,029
5	\$ 2,294	\$ 4,953	\$ 2,659
6	\$ 2,340	\$ 5,403	\$ 3,064
7	\$ 2,387	\$ 6,304	\$ 3,917
8	\$ 2,434	\$ 6,754	\$ 4,320
9	\$ 2,483	\$ 7,430	\$ 4,947
10	\$ 2,533	\$ 8,105	\$ 5,572
11	\$ 2,583	\$ 8,780	\$ 6,197
12	\$ 2,635	\$ 9,456	\$ 6,821
13	\$ 2,688	\$ 10,131	\$ 7,444
14	\$ 2,741	\$ 10,582	\$ 7,840
15	\$ 2,796	\$ 11,292	\$ 8,496
16	\$ 2,852	\$ 11,932	\$ 9,080
17	\$ 2,909	\$ 12,157	\$ 9,248
18	\$ 2,967	\$ 12,383	\$ 9,415
19	\$ 3,027	\$ 12,608	\$ 9,581
20	\$ 3,087	\$ 13,058	\$ 9,971
Total	\$ 51,491	\$ 161,963	\$ 110,472
Average	\$ 2,575	\$ 8,098	\$ 5,524

Source: Town of Hempstead IDA, Camoin Associates

CAMOIN ASSOCIATES

COUNTY

Table 14 calculates the benefit (or cost) to the County. The County would receive approximately \$14,019 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the County would be over \$280,380 over the 20-year period.

Table 14

Tax Policy Comparison for County

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 5,379	\$ 5,379	\$ 0
2	\$ 5,486	\$ 5,379	\$ (108)
3	\$ 5,596	\$ 5,379	\$ (217)
4	\$ 5,708	\$ 10,857	\$ 5,149
5	\$ 5,822	\$ 12,571	\$ 6,749
6	\$ 5,938	\$ 13,714	\$ 7,775
7	\$ 6,057	\$ 15,999	\$ 9,942
8	\$ 6,178	\$ 17,142	\$ 10,964
9	\$ 6,302	\$ 18,856	\$ 12,554
10	\$ 6,428	\$ 20,571	\$ 14,143
11	\$ 6,556	\$ 22,285	\$ 15,728
12	\$ 6,688	\$ 23,999	\$ 17,311
13	\$ 6,821	\$ 25,713	\$ 18,892
14	\$ 6,958	\$ 26,856	\$ 19,898
15	\$ 7,097	\$ 28,659	\$ 21,562
16	\$ 7,239	\$ 30,284	\$ 23,046
17	\$ 7,384	\$ 30,856	\$ 23,472
18	\$ 7,531	\$ 31,427	\$ 23,896
19	\$ 7,682	\$ 31,999	\$ 24,317
20	\$ 7,836	\$ 33,141	\$ 25,306
Total	\$ 130,686	\$ 411,065	\$ 280,380
Average	\$ 6,534	\$ 20,553	\$ 14,019

Source: Town of Hempstead IDA, Camoin Associates

CAMOIN ASSOCIATES

SCHOOL DISTRICT

Table 15 calculates the benefit (or cost) to the school district. The school district would receive approximately \$94,643 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the school district would be over \$1,892,856 over the 20-year period.

Table 15

Tax Policy Comparison for School District

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 36,311	\$ 36,311	\$ 0
2	\$ 37,037	\$ 36,311	\$ (726)
3	\$ 37,778	\$ 36,311	\$ (1,467)
4	\$ 38,534	\$ 73,294	\$ 34,760
5	\$ 39,304	\$ 84,867	\$ 45,562
6	\$ 40,090	\$ 92,582	\$ 52,492
7	\$ 40,892	\$ 108,012	\$ 67,120
8	\$ 41,710	\$ 115,727	\$ 74,017
9	\$ 42,544	\$ 127,300	\$ 84,756
10	\$ 43,395	\$ 138,873	\$ 95,478
11	\$ 44,263	\$ 150,446	\$ 106,183
12	\$ 45,148	\$ 162,018	\$ 116,870
13	\$ 46,051	\$ 173,591	\$ 127,540
14	\$ 46,972	\$ 181,306	\$ 134,334
15	\$ 47,912	\$ 193,478	\$ 145,566
16	\$ 48,870	\$ 204,452	\$ 155,582
17	\$ 49,847	\$ 208,309	\$ 158,462
18	\$ 50,844	\$ 212,167	\$ 161,323
19	\$ 51,861	\$ 216,024	\$ 164,163
20	\$ 52,898	\$ 223,740	\$ 170,841
Total	\$ 882,264	\$ 2,775,120	\$ 1,892,856
Average	\$ 44,113	\$ 138,756	\$ 94,643

Source: Town of Hempstead IDA, Camoin Associates

CAMOIN ASSOCIATES

SPECIAL DISTRICTS

Table 16 calculates the benefit (or cost) to the village. The special districts would receive approximately \$8,486 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the village would be over \$169,717 over the 20-year period.

Table 16

Tax Policy Comparison for the Special Districts

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 3,256	\$ 3,256	\$ 0
2	\$ 3,321	\$ 3,256	\$ (65)
3	\$ 3,387	\$ 3,256	\$ (132)
4	\$ 3,455	\$ 6,572	\$ 3,117
5	\$ 3,524	\$ 7,609	\$ 4,085
6	\$ 3,595	\$ 8,301	\$ 4,706
7	\$ 3,666	\$ 9,685	\$ 6,018
8	\$ 3,740	\$ 10,376	\$ 6,637
9	\$ 3,815	\$ 11,414	\$ 7,599
10	\$ 3,891	\$ 12,452	\$ 8,561
11	\$ 3,969	\$ 13,489	\$ 9,521
12	\$ 4,048	\$ 14,527	\$ 10,479
13	\$ 4,129	\$ 15,564	\$ 11,435
14	\$ 4,212	\$ 16,256	\$ 12,045
15	\$ 4,296	\$ 17,348	\$ 13,052
16	\$ 4,382	\$ 18,332	\$ 13,950
17	\$ 4,469	\$ 18,677	\$ 14,208
18	\$ 4,559	\$ 19,023	\$ 14,464
19	\$ 4,650	\$ 19,369	\$ 14,719
20	\$ 4,743	\$ 20,061	\$ 15,318
Total	\$ 79,105	\$ 248,822	\$ 169,717
Average	\$ 3,955	\$ 12,441	\$ 8,486

Source: Town of Hempstead IDA, Camoin Associates

CAMOIN ASSOCIATES

OTHER EXEMPTIONS

There are additional benefits to working with the Agency including a one-time sales tax exemption on renovation materials and furniture, fixtures, and equipment as well as a mortgage recording tax exemption. Tax exemptions are for the state and county taxes and are not applicable to the town.

Table 17

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	431,250
Mortgage Tax Exemption	\$	66,000

Source: Applicant, Camoin Associates

The additional incentives offered by the Agency will benefit the Applicant but will not negatively affect the taxing jurisdictions because, without the Project, the Town by definition would not be receiving any associated sales tax or mortgage tax revenue.

SALES TAX REVENUE**SALES TAX REVENUE – CONSTRUCTION PHASE**

The one-time construction phase earnings described by the total economic impact of the construction work (described in the above section) would lead to additional sales tax revenue for the Town. It is assumed that 70%⁷ of the construction phase earnings would be spent within the county and that 25% of those purchases would be taxable.

Table 18

One-Time Sales Tax Revenue, Construction Phase

Total New Earnings	\$	2,582,311
Amount Spent in County (70%)	\$	1,807,618
Amount Taxable (25%)	\$	451,904
Nassau County Sales Tax Revenue (4.25%)	\$	19,206
New Town Sales Tax Revenue Portion*		0.375%
New Town Sales Tax Revenue	\$	1,695

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

⁷ According to Lightcast, 70% demand for industries in a typical household spending basket is met within Nassau County.

CAMOIN ASSOCIATES

SALES TAX REVENUE – NEW HOUSEHOLD SPENDING

As a result of the Project, the Town would receive sales tax revenue from the purchases made by the households. Table 19 displays the new sales tax revenue that the Town of Hempstead would receive annually based on in-town spending by new households.

Table 19

Annual Sales Tax Revenue, Household Spending	
Total New Spending	\$ 566,534
Amount Taxable (30%)	\$ 169,960
Nassau County Sales Tax Revenue (4.25%)	\$ 7,223
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 637

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

Note that the household spending figure has already been adjusted to account for 60% of total spending occurring within the town (see table entitled "Tenant Spending Baskets"). It is assumed that 30% of purchases will be taxable, based on the spending baskets of tenants and the understanding that certain non-taxable items (related to housing expenses) have been removed from the total spending line, this increasing the remaining portion taxable.

SALES TAX REVENUE – EMPLOYEE EARNINGS

The earnings generated by on-site jobs that will occur as a result of building operation at the Project (described under Impacts of On-Site Employment) would lead to additional annual sales tax revenue for the town. It is assumed that 70% of the earnings would be spent within Nassau County and that 25% of those purchases will be taxable. Table 20 displays the annual tax revenue that the Town will receive.

Table 20

Annual Sales Tax Revenue, On-Site Operations	
Total New Earnings	\$ 43,946
Amount Spent in County (70%)	\$ 30,762
Amount Taxable (25%)	\$ 7,690
Nassau County Sales Tax Revenue (4.25%)	\$ 327
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 29

Source: Town of Hempstead IDA, Camoin Associates

***Note:** Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

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TOTAL ANNUAL SALES TAX REVENUE

The total annual sales tax revenue that the Town will receive is summarized in Table 21.

*Table 21***Total Annual Sales Tax Revenue**

Household Spending	\$	637
On-Site Operations	\$	29
New Town Tax Revenue	\$	666

Source: Town of Hempstead IDA, Camoin Associates

ATTACHMENT A: WHAT IS ECONOMIC IMPACT ANALYSIS?

The purpose of conducting an economic impact study is to ascertain the total cumulative changes in employment, earnings and output in a given economy due to some initial “change in final demand”. To understand the meaning of “change in final demand”, consider the installation of a new widget manufacturer in Anytown, USA. The widget manufacturer sells \$1 million worth of its widgets per year exclusively to consumers in Canada. Therefore, the annual change in final demand in the United States is \$1 million because dollars are flowing in from outside the United States and are therefore “new” dollars in the economy.

This change in final demand translates into the first round of buying and selling that occurs in an economy. For example, the widget manufacturer must buy its inputs of production (electricity, steel, etc.), must lease or purchase property and pay its workers. This first round is commonly referred to as the “Direct Effects” of the change in final demand and is the basis of additional rounds of buying and selling described below.

To continue this example, the widget manufacturer’s vendors (the supplier of electricity and the supplier of steel) will enjoy additional output (i.e. sales) that will sustain their businesses and cause them to make additional purchases in the economy. The steel producer will need more pig iron and the electric company will purchase additional power from generation entities. In this second round, some of those additional purchases will be made in the US economy and some will “leak out”. What remains will cause a third round (with leakage) and a fourth (and so on) in ever-diminishing rounds of industry-to-industry purchases. Finally, the widget manufacturer has employees who will naturally spend their wages. Again, those wages spent will either be for local goods and services or will “leak” out of the economy. The purchases of local goods and services will then stimulate other local economic activity. Together, these effects are referred to as the “Indirect Effects” of the change in final demand.

Therefore, the total economic impact resulting from the new widget manufacturer is the initial \$1 million of new money (i.e. Direct Effects) flowing in the US economy, plus the Indirect Effects. The ratio of Total Effects to Direct Effects is called the “multiplier effect” and is often reported as a dollar-of-impact per dollar-of-change. Therefore, a multiplier of 2.4 means that for every dollar (\$1) of change in final demand, an additional \$1.40 of indirect economic activity occurs for a total of \$2.40.

Key information for the reader to retain is that this type of analysis requires rigorous and careful consideration of the geography selected (i.e. how the “local economy” is defined) and the implications of the geography on the computation of the change in final demand. If this analysis wanted to consider the impact of the widget manufacturer on the entire North American continent, it would have to conclude that the change in final demand is zero and therefore the economic impact is zero. This is because the \$1 million of widgets being purchased by Canadians is not causing total North American demand to increase by \$1 million. Presumably, those Canadian purchasers will have \$1 million less to spend on other items and the effects of additional widget production will be cancelled out by a commensurate reduction in the purchases of other goods and services.

Changes in final demand, and therefore Direct Effects, can occur in a number of circumstances. The above example is easiest to understand: the effect of a manufacturer producing locally but selling globally. If, however, 100% of domestic demand for a good is being met by foreign suppliers (say, DVD players being imported into the US from Korea and Japan), locating a manufacturer of DVD players in the US will cause a change in final demand because all of those dollars currently leaving the US economy will instead remain. A situation can be envisioned whereby a producer is serving both local and foreign demand, and an impact analysis would have to be careful in calculating how many “new” dollars the producer would be causing to occur domestically.

ATTACHMENT B: CALCULATING NET NEW HOUSEHOLDS

"Net new" households that move into a geography because of the availability of desired housing contribute to that geography's economy in measurable ways. Estimating the number of net new households, the households that would not otherwise live in the geography, is therefore a critical task for an economic and fiscal impact analysis for a project that includes housing.

Our housing market research indicates that housing is heavily affected by demand, with households in different demographic groups seeking diverse housing price points and amenities. Our estimates of net new households take into consideration demographic and economic differences among renters, and price points among units offered, identifying the existence and size of a housing gap (where more units are demanded than are available) or surplus (where there is oversupply) in the market segment to be served by the proposed project. Generally, where there is a significant housing gap outside the geography but within a reasonable distance for relocation, a project will draw a larger proportion of net new households into that geography. Each project may therefore have a different expectation for net new households, depending on price point, age restriction if any, and location.

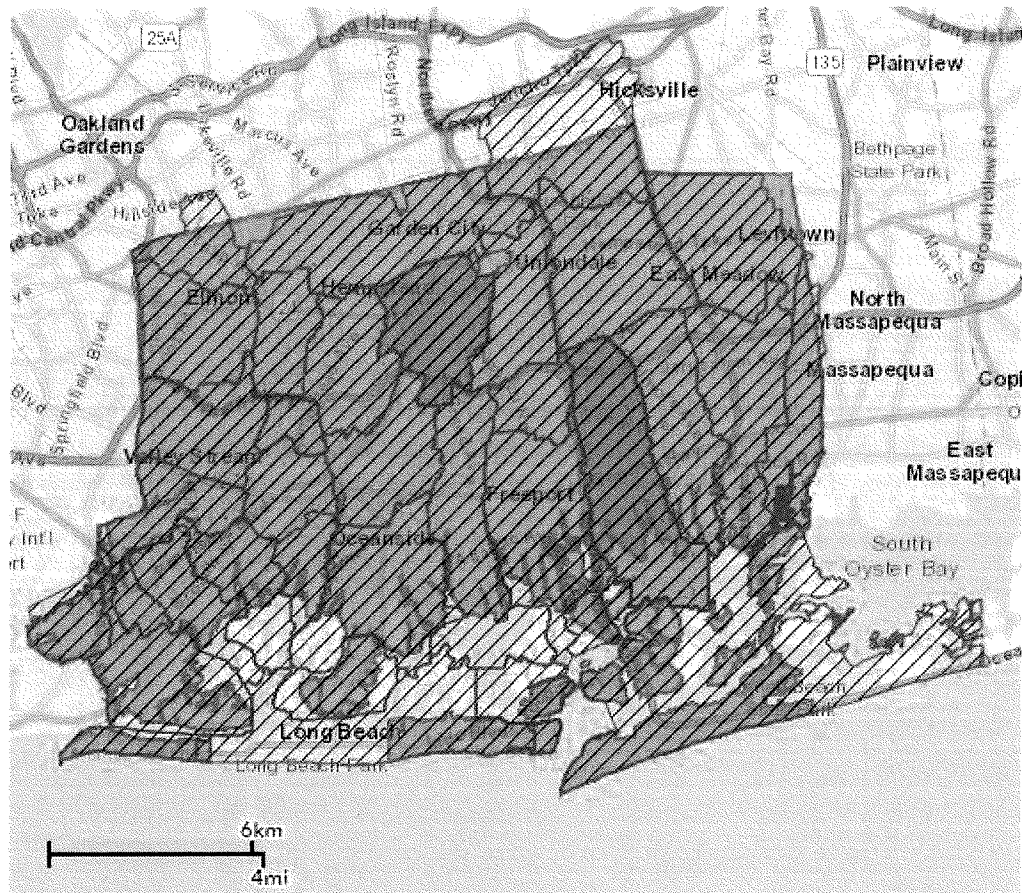
The following steps outline our process for calculating net new households. All data is drawn from Esri Business Analyst.

1. Identify where households are likely to come from. We expect that renters for a new project would consider housing within a reasonable driving time from their current location, creating a "renter-shed" for a new project. Households that are within the drive time but outside of the study area are net new.
2. Identify the existing rental housing supply at different price points. Using data from Esri, we identify rental housing units in the study area by price point and calculate the minimum household income expected to be necessary to afford rent by price range.
3. Identify the number of households at different income levels. We analyze households by income group and rental behavior to estimate an "implied number renting" for different income groups.
4. Calculate net housing surplus or gap by price point. Rental housing supply and rental housing demand is compared to calculate a "net gap," indicating excess demand for the project, or a "net surplus." To estimate net new households for a project, the net gap in the study area is compared to the net gap in the drive time.

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ATTACHMENT C: STUDY AREAS

Town of Hempstead (Green) and Zip Code Region (Red outline with dashes)



ABOUT CAMOIN ASSOCIATES

Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Amazon, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$6 billion. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 43 states and garnered attention from national media outlets including Marketplace (NPR), Crain's New York Business, Forbes magazine, The New York Times, and The Wall Street Journal. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. We are based in Saratoga Springs, NY, with regional offices in Portland, ME; Boston, MA; Richmond, VA and Brattleboro, VT. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter [@camoinassociate](https://twitter.com/camoinassociate) and on [Facebook](https://www.facebook.com/camoinassociates).

THE PROJECT TEAM

Rachel Selsky
Vice President

Connor Allen
Analyst



Leading action to grow your economy

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Our File No.
34538-100

October 3, 2023

Mr. Michael Lodato
Deputy Agency Administrator
Town of Hempstead Industrial Development Agency
350 Front Street
Hempstead, NY 11550

RE: Engel Burman at Garden City LLC 2017 Facility

Michael:

I am writing regarding the Bristol at Garden City, a project we closed with the Agency in January, 2017. At the time of the closing of the transaction, HSRE-EB XII, LLC was the sole member of Engel Burman at Garden City LLC ("EBGC"). Engel Burman at Axinn Avenue LLC ("Engel Burman") held a 7.5% membership interest, and HSRE-EB XIIA, LLC ("XIIA") a 92.5% membership interest, in HSRE-EB XII, LLC. At this time, the members have agreed to convey Engel's Burman's membership interest to XIIA. Section 8.3 (b) of the Lease and Project Agreement, dated January 1, 2017, between the Agency and EBGC states, part: "...the members of the Company shall have the right, with the Agency's consent, which consent shall not be unreasonably withheld or delayed, to transfer or sell any or all of the direct or indirect interests in the Company, whether voting or non-voting, to Harrison Street and/or Engel Burman." The proposed transaction would be such an indirect transfer of an indirect interest in the Company. Therefore, we ask that the Agency provide a consent to the transaction. Parenthetically, Ultimate Care Assisted Living Management, LLC, owned by the principals of Engel Burman, will continue to manage the facility.

Please feel free to contact me with any questions you may have on the contents of this letter.

Very truly yours,

A handwritten signature in dark ink, appearing to read 'Peter', written over a horizontal line.

Peter L. Curry

cc: John E. Ryan, Esq.

CEO's REPORT

October 24, 2023

**Indicates new proposal not included in prior reports*

ACTIVE PROJECTS:

Parabit Systems- an existing beneficiary of IDA benefits has purchased additional property abutting its situs in Roosevelt, 33-35 Debevoise Avenue. The new project will include a 10,000 square foot expansion of the existing facility (structure) and will be a 6,000 square foot net increase as 4,000 square feet of the existing building will have to be demolished. Parabit purchased property for \$145,000. Land use authorization (variances, etc.) as well as Town Board Approval must be completed prior to closing with IDA. The company currently employs eighty-five (85) workers and expects to add ten (10) in the first year. Parabit manufactures ATM devices and Kiosks. They seek a Pilot (15 years), sales tax exemption and mortgage recording tax exemption. This project was induced at the January 2022 meeting for an additional 11-year PILOT. An Authorizing Resolution was approved at our February 2022 meeting. The project is set to close. Contacts: Richard Kick, VP Operations cell (516-519-1085) Dan Baker, Esq. of Greenberg Traurig (516-629-9610).

Aloft-Red Roof Inn, Westbury- This situs and building therein is a former project that received IDA benefits when it was developed three decades ago as a hotel. The property is located at 699 Dibblee Drive, Westbury. In recent decades some of the building houses tenants through section 8 vouchers. The 163 units are 80% occupied. Beachwood Homes recently purchased the property and seeks to convert the existing use to either upper and short-term occupants or college housing. The extensive renovations to the project would be \$5 to \$10 million. Contacts: Steve Dubb or Edward Pleber (935-5555) Anthony Guadino, Esq. of Farrell Fritz, P.C. (631-367-0716).

The Meadowood Properties – Developer seeks to construct twenty (20) units of residential rental housing on property located on Newbridge Road in East Meadow which had been owned by St. Raphael's Church. The two buildings will be for fifty-five (55) and older. The current taxes on the undeveloped land are \$20,000. Project costs are approximately \$5.8 million. Contact: James Neisloss (917 -838-4664), Negus, Esq. of McLaughlin & Stern, LLP (516-467-5431). Dan Deegan, Esq.

283-287 Fulton Avenue, LLC – The property is located on the intersection of Fulton Avenue & Front Street, Hempstead. The building has three floors. The first floor has 4,200 square feet, the second & third 3,100 square feet each. The developer seeks to round off the second & third floors to 4,200 square feet to match the first floor. Project costs are projected to be ten million dollars. The renovation would convert the current office space to ten units of two-bedroom apartments. The retail space on the ground floor would remain as the situs of the property abuts the Terrace Avenue Poverty Census Tract and, therefore, qualifies for the exemption for retail. The developers are awaiting final approval from the village which has been delayed due to the Covid-19 and the death of one of the developers. The project is moving forward. Taxes are currently \$65,000. Contacts: Michael Mitchell (816-8994). Attorney: Dan Baker, Esq. of Greenberg Traurig (516-629-9610).

MCRT – The developer seeks to build 250 units of mixed fifty-five and over middle-income apartments on 4.57-acre site on Atlantic Avenue in Oceanside. Project remains in early stages. Contacts: Elizabetta Coschignano, Esq., 47 Broadway, Wilbur Breslin, Pres.

PGD Baldwin Commons, LLC - Park Grove Realty working with the CDC of Long Island and (Community Development Corporation of Long Island) seeks to construct thirty-three (33) units of workforce housing on the specially zoned site at the northwest corner of Grand Avenue & Merrick Road in Baldwin. The \$3 million project would have twenty-seven (27) one-unit dwellings and six (6) two-bedroom units. The project would add one full-time employee. This project was induced at the IDA

October 2022 Board Meeting with 20-year PILOT Agreement with a 10-year optional extension if in compliance, Sales Tax Exemption, and MRT Exemption. Approval by NYS HCR has delayed the project, but recent discussions between the developer and the HCR are positive. The project was re-induced at our February 2022 meeting and authorized at the April 2023 meeting. We are awaiting a closing date. This project is located within the Baldwin mixed use overlay. Contact: Gwen O'Shea, CEO, CDA of LI (631) 471-1215 x 175.

Ocean Avenue Marina, Inc. – The developer intends to demolish the existing catering hall and construct two buildings at 50 & 80 Waterfront Blvd., Island Park. The new apartment complex will be four stories, 135,406 square feet, housing 117 units (74 one-bedroom units and 43 two-bedroom units). The first floor will provide 196 parking spaces with the remaining three floors providing the aforementioned rental units. Project costs are \$41.143 million. The developer seeks a 20-year PILOT, Sales Tax Exemption and Mortgage Recording Tax Exemption. Contact: Peter Curry, Esq., Dylan Vitale, owner. This project vote failed on a Due Diligence Resolution at our September Board Meeting and revoted in October 2021 received a Due Diligence Resolution. An Inducement Resolution was adopted on 7/18/2023

Inwood Property Development: The applicant seeks to build a forty-unit, 52,582 square foot building of 20 one bedroom, 15 two bedroom and 12 three bedroom and one studio. The \$22 million dollar project will include 25% affordable units. This project was induced on January 31, 2022, with benefits that included Sales Tax Exemption, Mortgage Recording Tax Exemption and a 20-year PILOT. A Public Hearing was held on February 15, 2022. An authorizing Resolution was adopted on February 24, 2022. The company is currently trying to obtain financing. The project was re-authorized on 7/18/23.

Sunrise of Oceanside NY Propco, LLC – The developers seek to transform the vacant property at 374 Atlantic Avenue, Oceanside and construct an 84 unit assisted living facility. The site will be 77,433 square feet of living space with 34 one-bedroom units and 50 two-bedroom units. There will be 52 on-site parking spaces. The project will include assisted living, memory care, and hospice care. Amenities include a spa, beauty salon, exercise room, entertainment area with bistro and dining room. Total costs are approximately \$48.395 million. Fifty-five full-time jobs are expected to be added by the beginning of year. The developer seeks a fifteen (15) year PILOT, sales tax exemption and mortgage recording tax exemption. The Public Hearing has been held on September 28, 2022. The project has been approved by the BZA and an authorizing resolution was adopted 10/25/22. Contact: Andrew Coello & Elizabetta Coschignano.

Rock 50, LLC – The applicant seeks to convert the former Rockville Center Roman Catholic Diocese office at the subject site of 50 North Park Avenue, Rockville Centre to a class A commercial Office Building. The 60,000 square foot building will be upgraded with the existing exterior extensively renovated. Total costs are approximately \$19.1 million. Two hundred twenty-three (223) new full-time positions are expected to be added by the second year. The applicant seeks a twenty-year PILOT, Sales tax exemption and mortgage recording tax exemption. This property was induced at the January 22, 2022, Board Meeting. A subsequent hearing was held on February 22, 2022. An authorizing resolution was adopted on 11/16/2022. A closing should be held quite soon. Attorney: Dan Baker, Esq. of Greenberg Traurig (516-629-9610).

Baldwin Jaz, LLC - The proposed project seeks to redevelop the properties located at 2253 Grand Avenue & 2292 Harrison Avenue in Baldwin. The property was previously used as a car lot and will be developed into a multiple family transit-oriented site. The project would include 215 residential units (47 studios, 132 one-bedrooms and 36 two-bedroom units) on a 74,488 square foot site. Project will include a ground floor restaurant and retail space (5000 square feet) with 251 on-site parking spaces. Project costs are estimated to be \$106.1 million with 8.5 full-time job equivalents added. The developer and the IDA have agreed to seek a 30-year PILOT, sales tax exemption and mortgage recording tax waiver. This project was induced 9/20/22. The project was re-induced in April 2023 with minor changes to project. The project was given a 30-year PILOT, Mortgage recording Tax Exemption and Sales Tax Exemption. The authorizing Resolution was adopted 5/23/23. We are awaiting a closing date. Contacts: Elizabetta Coschignano & Kenneth Breslin.

CenterPoint Inwood, LLC - The developer seeks to construct a high-ceiling warehouse and office space in this now vacant parcel of approximately 138,245 square feet. There will be integrated rooftop surface parking, thirty-one drive-up loading docks and two drive-ins. The property is located on Rason Road; Inwood consists of 87 acres. Additional surface parking, storm water and landscaping improvements will be included. The project will cost \$84 million with a minimum of twenty-five full-time jobs added by the second year and seventy-five construction positions. The project was induced in March 2023 and authorized in April 2023. They were granted a 15-year PILOT and Sales Tax Exemption. We are awaiting a closing date. No tenant has been selected. Contact: Ronel Borner, Dan Deegan, Esq.

The Gardens at Buffalo, LLC - The developer seeks to demolish an existing warehouse 11,451 Square feet and part of a three-story building as well as utilizing 80,044 square feet of space. The resulting structure will be approximately 165,936 square feet which will be five stories. The project will include 200 units of apartments. The project cost is \$49.3 million. The applicant seeks a 25-year PILOT, sales tax exemption, and mortgage recording tax waiver. The board adopted a Due Diligence Resolution 5/23/23. This was induced at the August meeting and a Public Hearing was held on 9/11/23. The project was Authorized at the September 19, 2023, meeting. The project should close within the month. Contact: Jack Martins, Esq.

Centennial Hall - The developers seek to construct twenty-four (24) units in Floral Park. The units will consist of twelve two bedrooms and twelve one bedrooms. The project will be three stories of market rate housing with underground parking. The total costs are \$6.5 million. The developer seeks a 15-year PILOT. Contact: Dan Deegan, Esq.

Conklin Estates - The developers seek to construct sixteen (16) units of market rate housing consisting of (12) units of two bedrooms and (4) units of three bedrooms. Project costs are \$5.5 million. Contact: Dan Deegan, Esq.

1315 Peninsula - The company seeks to relocate its corporate offices from Great Neck and New York City to Hewlett. The project will be self-financed. There will be thirty employees. Project costs are approximately six (6) million dollars and will be approximately an 11,000 square foot, two level office building. A twenty (20) year PILOT is sought. Contact: Dan Deegan, Esq.

2283 Grand Avenue LLC - This project seeks to construct a four-story housing project consisting of twelve one-bedroom units and forty-two two-bedroom units in this 55,566 square foot residential Baldwin proposal. Total costs are \$27 million. The existing 11,000 square foot building will be demolished to permit the erection of the 70,863 square foot building. Contacts: Gregory DeRosa, Peter Curry, Esq.

Prospect Park Inwood - The developer seeks to construct 300 units (180 one bedroom, 120 two bedroom) in this five stories 500,000 square foot building with project costs of \$87 million. This transit-oriented project is near the railroad station with a 20% set aside of subsidized housing. The developer seeks a 25-year PILOT, mortgage tax abatement and sales tax exemption. Contact: Peter Curry, esq.

***Hillcrest Floral Park** - This proposed mixed use in Floral Park seeks to construct twelve apartment units with retail stores. There would be ten one-bedroom and two-bedroom units at market rate. The project will cost seven million dollars. Contact Dan Deegan, Esq.

***106 Broadway Freeport** - the applicant seeks to construct 80 units of affordable housing units on a vacant land currently owned by the Refuge Apostolic Church of Christ. The \$14.892 million project lies on .69 acres in Freeport Village. The apartments consist of 4 one bedrooms, 4 two bedrooms each at 30% of AMI, Section 8; 48 of one-bedroom units of 50% of AMI (40 of which are Frail Elderly, Senior); 23 one-bedroom units at 60% of AMI and a unit for the superintendent. The applicant seeks a 20-year PILOT, sales tax exemption and mortgage tax waivers. This project was Induced at the September 2023 Board Meeting. Contact: Dan Deegan, Esq., John Gordon, Esq, Principal & Barbara Murphy,

West Jamaica Holdings – The \$30.577 million project seeks to construct an 81,375 square foot building on .574 acres of land consisting of 63 units of family rental apartments (16 studios, 29 one bedroom, 18 two bedrooms) with 56 parking spaces. The developer seeks a 15-year PILOT, sales tax exemption and mortgage tax waiver. The rentals will be market rate. This project was Induced at the September Board Meeting and the public hearing was held on October 10, 2023. Contacts: Alex Rivero, Peter Curry, Esq.

***Dover Freeport:** Dover which is a wholesale distributor of food and operates retail hospitality restaurant currently is in a PILOT program that ends in 2023. The applicant seeks to upgrade current operations at its office in Freeport. There is \$2.350 million in improvements include floor coverings, wall coverings, garage door, a new HVAC system with energy saving equipment, a new loading deck, LED lighting, an energy efficient computer system and new phone equipment system. Benefits would include a new PILOT and sales tax exemption on equipment and improvement materials.

INACTIVE PROJECTS:

Empire Offshore Wind, LLC – The Company seeks to construct a renewable wind project including a five-acre substation in Oceanside consisting of 6.65 acres (existing buildings to be removed). This environmentally positive project will reduce fossil fuel reliance and upgrade the local power grid. Project costs are \$221.8 million. Developer seeks a 31-year PILOT, sales tax exemption and mortgage tax exemption. It's very preliminary. No action will take place without the input and approval of local districts, schools, villages, town is secured. Contact: Jonathan Forte

RESOLUTION
Town of Hempstead
Industrial Development Agency

HEALTH INSURANCE BUY-BACK
FOR FREDERICK E. PAROLA, LORRAINE RHOADS
and LAURA TOMEIO

WHEREAS, on January 19, 2000, the Agency adopted Resolution Number: 15-2000 whereby Agency employees who are entitled to be enrolled in family coverage under the Empire Plan and may participate in a health benefit buy-back program which is identical in all respects to the program which is described in Section 8 (c) of the Collective Bargaining Agreement between the CSEA and the Town of Hempstead; and

WHEREAS, FREDERICK E. PAROLA, LORRAINE RHOADS and LAURA TOMEIO, are employees of the Agency who are entitled to participate in the health benefits buy-back program for the following years:

- (i.) FREDERICK E. PAROLA: 2013-2017 (5 years) ;and
- (ii.) LORRAINE RHOADS: 2013-2014 (2 years) ;and
- (iii.) LAURA TOMEIO: 2019-2023 (5 years) ;and

WHEREAS, the Town of Hempstead Department of Human Resources, by letter dated October 5, 2023, has reviewed the calculations of the “health insurance buy-backs” for said employees for said years and has certified that said calculations are valid and accurate,

NOW, THEREFORE, BE IT RESOLVED, that the following payments for the “health insurance buy-back” be made to:

- (i.) FREDERICK E. PAROLA: \$29,148.42; and
- (ii.) LORRAINE RHOADS: \$5,951.89; and
- (iii.) LAURA TOMEIO: \$52,694.96

Resolution #: 047-2023

Adopted:

Ayes:

Nays:

Chairman

RESOLUTION
Town of Hempstead
Industrial development agency

ANNIVERSARY BONUS VACATION DAYS
FOR LAURA TOMEIO

WHEREAS, on November 15, 2018, the agency adopted Resolution Number: 069-2018 hiring LAURA TOMEIO as a full-time employee effective December 3, 2018 entitled to receive the benefits as outlined in Resolution 023-1998 and in the Town of Hempstead Collective Bargaining Agreement; and

WHEREAS, one such benefit is “anniversary bonus vacation days”; and

WHEREAS, the Town of Hempstead Department of Human Resources, by letter dated October 5, 2023, has reviewed the calculation of such “anniversary bonus vacation days” due to LAURA TOMEIO, based upon her date of service of May 20, 2010 which incorporates her prior employment, and has certified that such calculation is valid and accurate.

NOW, THEREFORE, BE IT

RESOLVED, that LAURA TOMEIO shall be credited with thirty-two (32) “anniversary bonus vacation days.”

Resolution #: 048-2023

Adopted:

Ayes:

Nays:

Chairman

TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY
2023 GOVERNANCE and UNIFORM POLICY and GUIDELINES COMMITTEE
CHARTER

This Governance and Uniform Policy and Guidelines Committee ("Committee") Charter was adopted by the Board of the Town of Hempstead Industrial Development Agency ("Agency"), a public benefit corporation established under the laws of the State of New York.

Purpose

Pursuant to Article III, Section 2 of the Agency's bylaws, the purpose of the governance committee is to assist the Board by:

- Keeping the Board informed of current best practices in corporate governance;
- Reviewing corporate governance trends for their applicability to the Agency;
- Updating the Agency's corporate governance principles and governance practices; and
- Advising those responsible for appointing members to the Board on the skills, qualities and professional or educational experiences necessary to be effective Board members.

Powers of the Committee

The Board of the Agency has delegated to the Committee the power and authority necessary to discharge its duties, including the right to:

- Meet with and obtain any information it may require from Agency staff.
- Obtain advice and assistance from in-house or outside counsel, accounting and other advisors as the Committee deems necessary.
- Solicit, at the Agency's expense, persons having special competencies, including legal, accounting or other consultants as the Committee deems necessary to fulfill its responsibilities. The Committee shall have the authority to negotiate the terms and conditions of any contractual relationship subject to the Board's adopted procurement guidelines as per Public Authorities Law Section 2879, and to present such contracts to the Board for its approval.

Composition and Selection

The membership of the committee shall be as set forth in accordance with and pursuant to Article III, of the Agency's bylaws. The Committee shall be comprised of no less than three (3) independent members. The size of the Committee shall be determined by the

Board. The Committee members shall be appointed by, and will serve at the discretion of, the Agency's Board. The Board may designate one member of the Committee as its Chair. The members shall service until their resignation, retirement, removal by the Agency Board or until their successors shall be appointed and qualified. When feasible, the immediate past Committee Chair will continue service as a member of the Committee for at least one year to ensure an orderly transition.

Committee members shall not engage in any private business transactions with the Agency or receive compensation from any private entity that has material business relationships with the Agency, or be an immediate family member of an individual that engages in private business transactions with the Agency or receives compensation from an entity that has material business relationships with the Agency.

The Committee members should be knowledgeable or become knowledgeable in matters pertaining to governance.

Committee Structure and Meetings

The governance committee will meet a minimum of twice a year, with the expectation that additional meetings may be required to adequately fulfill all the obligations and duties outlined in the charter. All committee members are expected to attend each meeting, in person or via telephone or videoconference.

Meeting agendas will be prepared for every meeting and provided to the Committee members at least five days in advance of the scheduled meeting, along with the appropriate materials needed to make informed decisions. The Committee shall act only on the affirmative vote of a majority of the members at a meeting. Minutes of these meetings are to be recorded.

Reports

The Committee shall:

- Report its actions and recommendations to the Agency Board at the next regular meeting of the Agency Board.
- Report to the Agency Board, at least annually, regarding any proposed changes to the governance charter or the governance guidelines.
- Provide a self-evaluation of the Committee's functions on an annual basis.

Responsibilities

To accomplish the objectives of good governance and accountability, the Committee has responsibilities related to: (a) the Agency's Board; (b) evaluation of the Agency's policies; and (c) other miscellaneous issues.

Relationship to the Agency's Board

The Agency's Board has delegated to the Committee the responsibility to review, develop, draft, revise or oversee policies and practices for which the Committee has specific expertise, as follows:

- Develop the Agency's governance practices. These practices should address transparency, independence, accountability, fiduciary responsibilities, and management oversight.
- Develop the competencies and personal attributes required of Directors to assist those authorized to appoint members to the Board in identifying qualified individuals.

In addition, the Committee shall:

- Develop and recommend to the Agency Board the number and structure of committees to be created by the Agency Board.
- Develop and provide recommendations to the Agency Board regarding Board member education, including new member orientation and regularly scheduled Board member training to be obtained from state-approved trainers.
- Develop and provide recommendations to the Agency Board on performance evaluations, including coordination and oversight of such evaluations of the Board, its committees and senior management in the Agency's governance process.

Evaluation of the Agency's Policies

The Agency's Committee shall:

- Develop, review on a regular basis, and update as necessary the Agency's Code of Ethics and written policies regarding conflicts of interest. Such code of ethics and policies shall be at least as stringent as the laws, rules, regulations and policies applicable to state officers and employees.
- Develop and recommend to the Agency Board any required revisions to the Agency's written policies regarding the protection of whistleblowers from retaliation.
- Develop and recommend to the Agency Board any required revisions to the Agency's equal opportunity and affirmative action policies.
- Develop and recommend to the Agency Board any required updates on the Agency's written policies regarding procurement of goods and services, including

policies relating to the disclosure of persons who attempt to influence the Agency's procurement process.

- Develop and recommend to the Agency Board any required updates on the authority's written policies regarding the disposition of real and personal property.
- Develop and recommend to the Agency Board any other policies or documents relating to the governance of the Agency, including rules and procedures for conducting the business of the Agency Board, such as the Agency's by-laws. The Committee will oversee the implementation and effectiveness of the by-laws and other governance documents and recommend modifications as needed.

Other Responsibilities

The Committee shall:

- Review on an annual basis the compensation and benefits of the CEO and other senior Agency officials.
- Annually review, assess and make necessary changes to the Committee charter and provide a self-evaluation of the Committee.

Resolution: 036-2023

Adopted by Governance Committee: 9/19/23

Adopted:

Ayes:

Nays:

Chairman Flo Girardi

RESOLUTION

TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY

APPOINTMENT OF PROCUREMENT OFFICER

WHEREAS, the Industrial Development Agency seeks to appoint a Procurement Officer in accordance with the provisions of the Public Authorities Accountability Act and;

WHEREAS, by the adoption of this resolution a Procurement Officer for the Town of Hempstead Industrial Development Agency shall be appointed;

NOW, THEREFORE, BE IT

RESOLVED, in compliance with the Public Authorities Accountability Act, the board of the Town of Hempstead Industrial Development Agency hereby appoints Frederick E. Parola, CEO as the Procurement Officer for the Town of Hempstead Industrial Development Agency.

Resolution Number: 038-2023

Adopted by Governance Committee: 9/19/23

Adopted:

Ayes:

Nays:

Chairman Flo Girardi

TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY

UNIFORM TAX EXEMPTION POLICY AND GUIDELINES

Pursuant to the authority vested in it by Section 874(4)(a) of Title One of Article 18-A of the General Municipal Law of the State of New York, the Town of Hempstead Industrial Development Agency (HIDA) may provide financial assistance to qualified applicants for qualified projects in the form of issuance of its tax-exempt or taxable bonds or by participating in straight lease transactions.

HIDA has adopted this Uniform Tax Exemption Policy to provide guidelines for the claiming of real property, sales and use tax and mortgage recording tax abatements.

I. A. Real Property Taxes:

HIDA general policy is to grant applicants real property tax abatements for projects involving the purchase and renovation of existing buildings and the construction of new facilities. This program provides for a ten-year period phase-in on the real property taxes. The purchase price in an arms-length transaction can be used to determine the fair market value and assessed value of the property. The phase in will apply to the increased assessment/taxes resulting from the renovation of existing buildings or new construction. HIDA's general policy is to consider freezing the first three years of the taxes at an amount usually based on the current taxes as it, in its sole discretion determines considering the factors listed in Paragraph B, hereof, not one of which is determinative, provided, however that a determination to freeze or fix the assessed value/taxes shall not be considered a deviation from HIDA's uniform tax exemption policy. In addition; it is the general policy of HIDA, that it may grant full or partial tax exemptions for a period up to fifteen years, on a case- by-case basis for (I) manufacturing facilities; (II) senior housing, affordable housing, health care/assisted living facilities; (III) vacant facilities or facilities which HIDA, in its discretion, determines to be in an area of economic distress or having higher than average unemployment or similar circumstances; or (IV) facilities that will create or retain a significant number of full time jobs; or (v) qualifying retail facilities.* A determination by HIDA to grant such exemptions shall not be considered a deviation from policy.

*Retail facilities may be permitted if less than one-third of the total project cost is used for retail sales or services, or meets one of the exceptions, i.e.; a tourism destination, located in a highly distressed area or provide goods or services not otherwise readily available to the residents of the Town.

In determining payments under a payment in lieu of tax ("PILOT") agreement, HIDA will, in consultation with the Nassau County Assessor's Office, through the use of tax roll rates, the Town of Hempstead Office of Receiver of Taxes, and any Village within which the project is located, determine appropriate fixed dollar amounts for PILOT payments under the PILOT Agreement for each tax year that the PILOT Agreement is in effect, as well as the proportionate allocation of such payments amount the taxing jurisdiction.

For Urban Renewal Plans and/or Overlay Zones, the PILOT Agreement may set flat PILOT payments per unit, per year for a term of up to 10 to 15 years, or in the case of such facilities financed with tax-exempt bonds, for the term of the tax-exempt bonds.

Assisted living facilities may be granted a PILOT Agreement for a term of up to 10 to 15 years with fixed PILOT Payments to be determined by the Agency in its sole discretion. However, in the event the Assisted Living Facility is financed by tax exempt bonds, the PILOT Agreement may run concurrently with the term of the bond financing.

Senior living facilities may be granted a PILOT Agreement for a term of up to 10 to 15 years with fixed PILOT Payments to be determined by the Agency in its sole discretion. However, in the event the Senior Living Facility is financed by tax exempt bonds, the PILOT Agreement may run concurrently with the term of the bond financing.

Affordable housing projects may be granted a PILOT for a term of up to 10 to 15 years, which is calculated using a "10% Shelter Rent calculation", whereby the Applicant provides HIDA with figures equal to 10% of the annual total revenues minus the total utilities of the affordable housing project in the application, and thereafter on an annual basis.

In the event an affordable housing project is financed by tax-exempt bonds or 9% Low Income Housing Tax Credits or the project is subject to a recorded Regulatory Agreement recorded by a Municipality or a governmental entity restricting the income levels of the residents of the housing project and the amount of rent payable by the residents, the PILOT Agreement may, at the sole discretion of the Agency, run concurrently with the term of the bond financing or the term of the Regulatory Agreement or such period as may be required by a

state or federal housing agency or authority that is also providing financing or benefits to such project or such lesser period as the Agency shall determine.

Market Rate Housing Projects may be granted a PILOT for a term of 10 to 15 years, and be required to include a minimum of 10% affordable units and 10% workforce units to be maintained as such for the life of the Lease and Project Agreement. Each of the "affordable" units shall rent at a reduced rate to tenants with an annual income at or below 80% of the median income for the Nassau-Suffolk primary metropolitan statistical area as defined by the Federal Department of Housing and Urban Development. Each of the "workforce" units shall rent at a reduced rent to tenants with an annual income at or below 120% of the median income for the Nassau-Suffolk primary metropolitan statistical area as defined by the Federal Department of Housing and Urban Development.

Market Rate Housing Projects project shall provide the Agency with the number of affordable units and workforce units on a yearly basis as part of the Agency's Annual Compliance, attested to under penalty of perjury by signed affidavit.

Market Rate Housing Projects may receive additional years in a PILOT Agreement if they are located in a highly distressed or blighted area, a block grant area, a local development zone, an opportunity zone, or a transit-oriented zone.

Approval of all housing projects will be at the sole discretion of the Agency's Board Members. All project applicants for Market Rate Housing Projects, Senior Housing Living Facilities, Assisted Living Facilities and Affordable Housing Projects must submit a feasibility study to the Agency demonstrating the need for the project, other existing or planned housing projects, the impact on the local taxing jurisdictions, the impact on the local school district and the expected number of children, if any, who are likely to attend the local school district, and demonstrating that the housing project complies with the Act.

B. Deviations:

In addition to, or in lieu of, the aforesaid abatement policy HIDA can determine, on a case-by-case basis, to deviate from the guidelines described above or provide enhanced benefits for a project whose scope, size or potential is expected to have a major impact for the Town of Hempstead. Enhanced benefits may exceed fifteen years, as HIDA deems appropriate. The decision of HIDA to grant or deny any such deviation shall be within the sole discretion of HIDA.

HIDA may consider any or all of the following factors in making such determination, no single one of which is determinative:

- The nature of the proposed project (i.e. manufacturing, commercial, civic, retail).
- The nature of the property before the project begins (i.e. vacant land, vacant buildings, brownfield sites, etc.).
- The economic condition of the area at the time of the application and positive economic effect that the project will have on the area.
- The extent to which a project will create or retain permanent, private sector jobs and the number of jobs to be created or retained and the salary ranges of such jobs.
- The estimated value of tax exemptions to be provided.
- The economic impact of the project and the proposed tax exemptions on affected tax jurisdictions.
- The impact of the proposed project on existing and proposed businesses and economic development projects in the vicinity.
- The amount of private sector investment generated or likely to be generated by the proposed project.
- The likelihood of accomplishing the proposed project in a timely fashion.
- The effect of the proposed project upon the environment and the surrounding area.
- The extent to which the project will utilize to the fullest extent practicable and economically feasible, resource conservation, energy efficiency, green technologies, and alternative and renewable energy measures.
- The extent to which the proposed project will require the provision of additional services, including, but not limited to, educational, transportation, police, emergency medical or fire services.
- The extent to which the proposed project will provide additional sources of revenue or taxes for the State, County, Town, municipalities and school districts in which the project is located.
- The extent to which the proposed project will provide a benefit (economic or otherwise) not otherwise available within the municipality in which the project is located.
- The number of construction jobs to be created during the construction or renovation of the project and whether the project applicant will pay prevailing wages on such construction jobs.

II. **Sales Taxes:**

Purchase of construction related equipment (by applicant) or rental or lease of construction related equipment (by applicants or contractors and subcontractors), purchases of construction and building material and purchase, rental or lease of project related equipment, furnishings and other items of personal property are made as agent for HIDA, and are, therefore, afforded full exemption from New York State sales and use tax. Operating expenses of the projects are not to be incurred as agent of HIDA and no sales tax exemption is provided therefore. Sales and use tax exemption will not be granted for the purchase, rental or lease of motor vehicles and trailers registered for over the road use.

All project applicants must agree in writing to timely filing with the New York State Department of Taxation, and HIDA of an annual statement, (and all other forms and reports as maybe required by NYS Department of Taxation including ST-60's, ST-123 and ST-340), of the value of all sales and use tax exemptions claimed in connection with facility in full compliance with the New York State General Municipal Law, in the form and at the time required thereby. The agreement will also include a total exemption amount.

Sales and use tax exemption agreements will have an expiration date based upon the estimated project completion date plus a window (i.e. six months, one year, etc.) to allow for possible delays. The duration will also be determined by the maximum total exemption dollar amount. The window period will be set on the basis of the project and any extensions of the expiration dates or increases in the dollar amount of the exemption must be approved by the HIDA board prior to the expiration date of the exemptions or the date on which the dollar amount of exemptions has been expended.

III. Mortgage Recording Tax:

Mortgages executed by HIDA in connection with project related financing are provided an exemption from New York State mortgage recording taxes. Mortgages executed by HIDA in connection with non-project related financing may be exempt from New York State mortgage recording taxes, at the discretion of HIDA. In determining whether to permit such exemptions on non-project related financing, HIDA shall consider such factors, as it deems appropriate including, but not limited to, the use of the property, the degree of investment, the degree and nature of employment and the economic condition of the area in which the facility is located.

IV. A. Recapture of Benefits:

HIDA, with respect to a particular project that receives real property tax abatements, sales and use tax exemptions or mortgage recording tax

exemptions shall require the project applicant to agree to the recapture of such benefits by HIDA pursuant to the following schedule:

Within first 4 years	100%
Within first 6 years	75%
Within first 8 years	50%
Within first 9 years	25%
After first 9 years	0%

Events that HIDA may determine will trigger recapture may include, but shall not be limited to, the following:

- Sale or closure of facility;
- Significant employment reduction or failure to meet employment goals;
- Significant change in use of facility;
- Significant change in business activities of project applicant or operator;
- Material noncompliance with or breach of terms of Agency transaction documents; or
- Failure to create or retain the number of private sector full time (or full time equivalent) or part time jobs that the company represented it would in the Company's application to HIDA.
- Failure to pay PILOT payment.
- Event of Default under the Bond or Lease Documents.

If HIDA determine to provide for recapture with respect to a particular project, HIDA also may, in its sole discretion and on a case-by-case basis, determine the timing and percentage of recapture, either prospectively or retroactively.

B. Additional Recapture Provisions

In addition to the provision for recapture set forth in Paragraph IV.A, HIDA may, in its sole discretion, and on a case-by-case basis, require recapture of benefits (either retroactively or prospectively as it determines to be appropriate in its best judgment) with respect to any project or project applicant for:

- failure to respond to HIDA inquiries concerning payments of principal and interest;

- failure to respond to HIDA inquiries concerning insurance coverage or failure to provide insurance certificates when and as required by HIDA transaction documents;
- failure to respond to HIDA inquiries regarding payment in lieu of taxes or sales and use tax exemptions;
- failure to respond to HIDA inquiries or to provide facts requested by HIDA in connection with any proceedings or determinations pursuant to Paragraph C or Paragraph D of this policy;
- failure to respond to inquiries of HIDA or failure to provide HIDA with any information or documents requested by HIDA in order to provide any federal, state or local agency with information or reports required under any applicable law, rule or regulation including without limitation information required under PAAA and PARA, number of jobs, total payroll etc.; or
- failure to provide any other information concerning the project or the project applicant or any project operator requested by HIDA.

Upon the occurrence of any of the events listed in this Paragraph IV.B, HIDA will, upon at least ten calendar days written notice to the project applicant, hold a hearing before the IDA Board, at which the project applicant will have the opportunity to provide, or explain its failure to provide, the information requested by HIDA. Within 30 calendar days after the hearing, HIDA will determine whether and to what extent it will require recapture of the value of tax exemptions granted with respect to the project by virtue of HIDA involvement.

V: VIDEO RECORDINGS OF MEETINGS

The Agency shall, to the extent practicable, stream all open meetings and public hearings on its website in real-time. The agency shall post video recordings of all open meetings and public hearings on its website within five business days of the meeting or hearing and shall maintain such recordings for a period of no less than five years.

VI: EFFECTIVE DATE

This Uniform Tax Exemption Policy shall apply to all projects for which HIDA has adopted or adopts an Inducement Resolution including refinancings after January 1, 2024, and all refinancing of any project induced or closed before January 1, 2025.

HIDA, by resolution of its Members, and upon notice to all affected tax jurisdictions as may be required by law, may amend or modify the foregoing policy as it may, from time to time, in its sole discretion determine.

Resolution: 039-2023

Adopted by Governance Committee: 9/19/23

Adopted:

Ayes:

Nays:

Chairman Flo Girardi

**PROCUREMENT AND PURCHASING GUIDELINES OF THE
TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY**

The Agency shall make no purchases of supplies, equipment or materials nor shall the Agency contract for the purchase of supplies, equipment or materials except as follows:

a. When the cost of the supply, equipment, services or material involved should reasonably be expected to cost in excess of ten thousand dollars (\$10,000), the item to be purchased shall be formally bid and the purchase made from the lowest responsible bidder.

b. When the cost of the supply, equipment, services or material involved should reasonably be expected to cost in excess of three thousand dollars (\$3,000) but not more than ten thousand dollars (\$10,000), written price quotations shall be obtained from not fewer than three (3) vendors and the purchase made after all such quotations are evaluated by the Agency.

c. When the cost of the supply, equipment, services or material involved should reasonably be expected to cost in excess of one thousand dollars (\$1,000) but not more than three thousand dollars (\$3,000), written price quotations shall be obtained from not fewer than two (2) vendors and the purchase made after all such quotations are evaluated by the Agency.

d. When the cost of the supply, equipment, services or material involved should reasonably be expected to cost in excess of two hundred fifty dollars (\$250) but not more than one thousand dollars (\$1,000), oral price quotations shall be obtained from not fewer than two vendors (2) and the purchase made after all such quotations are evaluated by the Agency.

d-1. The IDA will include a summary of the Agency's policies and prohibitions in solicitation of bids, proposals and procurement contracts, All solicitations will include a contact name for the Agency.

e. No solicitation of price quotations shall be required in the following instances:

e-1. when the cost of the supply, equipment or material involved is two hundred fifty dollars (\$250) or less,

e-2. when the purchase is of professional services,

e-3. when the purchase is necessitated by a *bona fide* emergency, which emergency is described in writing by the Agency member or employee declaring same, ratified by telephone by not fewer than a majority of members and ratified by resolution at the next meeting of the Agency,

e-4. when the supply, equipment or material sought to be purchased is available only through a single source,

e-5. when the supply, equipment or material is being purchased from a correctional facility, another governmental Agency or an Agency serving the blind or severely handicapped, or at auction, or

e-6. when the supply, equipment or material is being purchased under a town, county or state contract.

As used in section e-3 hereof, the term "majority of members" shall mean a number of members equal to more than fifty percent (50%) of the difference between seven (7) and the number of IDA memberships, which are vacant at the time of the vote.

f. Should impermissible contact be made by a vendor, contractor or company during the procurement and purchasing process, Agency Counsel will be contacted to investigate the allegations.

Adopted by Governance Committee:

Resolution Number: 013-2023

Amended and adopted by Governance Committee: 9/19/23

Resolution Number: 035-2023

Ayes:

Nays:

Chairman

TOWN OF HEMPSTEAD

INDUSTRIAL DEVELOPMENT AGENCY

CONFLICT OF INTEREST POLICY

Conflicts of Interest: A conflict of interest is a situation in which the financial, familial, or personal interests of a director or employee come into actual or perceived conflict with their duties and responsibilities with the Authority. Perceived conflicts of interest are situations where there is the appearance that a board member and/or employee can personally benefit from actions or decisions made in their official capacity, or where a board member or employee may be influenced to act in a manner that does not represent the best interests of the authority. The perception of a conflict may occur if circumstances would suggest to a reasonable person that a board member may have a conflict. The appearance of a conflict and an actual conflict should be treated in the same manner for the purposes of this Policy.

Board members and employees must conduct themselves at all times in a manner that avoids any appearance that they can be improperly or unduly influenced, that they could be affected by the position of or relationship with any other party, or that they are acting in violation of their public trust. While it is not possible to describe or anticipate all the circumstances that might involve a conflict of interest, a conflict of interest typically arises whenever a director or employee has or will have:

- A financial or personal interest in any person, firm, corporation or association which has or will have a transaction, agreement or any other arrangement in which the authority participates.
- The ability to use their position, confidential information or the assets of the authority, to their personal advantage.
- Solicited or accepted a gift of any amount under circumstances in which it could reasonably be inferred that the gift was intended to influence them, or could reasonably be expected to influence them, in the performance of their official duties or was intended as a reward for any action on his/her part.
- Any other circumstance that may or appear to make it difficult for the board member or employee to exercise independent judgment and properly exercise their official duties.

Outside Employment of Authority's Employees: No employee may engage in outside employment if such employment interferes with their ability to properly exercise their official duties with the authority.

PROCEDURES

Duty to Disclose: All material facts related to the conflicts of interest (including the nature of the interest and information about the conflicting transaction) shall be disclosed in good faith and in writing to the Governance Committee and/or Ethics Officer. Such written disclosure shall be made part of the official record of the proceedings of the authority.

Determining Whether a Conflict of Interest Exists: The Governance Committee and/or Ethics Officer shall advise the individual who appears to have a conflict of interest how to proceed. The Governance Committee should seek guidance from counsel or New York State agencies, such as the Authorities Budget Office, State Inspector General or the NYS Commission on Ethics and Lobbying in Government when dealing with cases where they are unsure of what to do.

Recusal and Abstention: No board member or employee may participate in any decision or take any official action with respect to any matter requiring the exercise of discretion, including discussing the matter and voting, when they know or has reason to know that the action could confer a direct or indirect financial or material benefit on themselves, a relative, or any organization in which he or she is deemed to have an interest. Board members and employees must recuse themselves from deliberations, votes, or internal discussion on matters relating to any organization, entity or individual where their impartiality in the deliberation or vote might be reasonably questioned and are prohibited from attempting to influence other board members or employees in the deliberation and voting on the matter.

Records of Conflicts of Interest: The minutes of the authority's meetings during which a perceived or actual conflict of interest is disclosed or discussed shall reflect the name of the interested person, the nature of the conflict, and a description of how the conflict was resolved.

Reporting of Violations: Board members and employees should promptly report any violations of this policy to CEO, CFO, or Agency Counsel, in accordance with the Agency's Whistleblower Policy.

Penalties: Any director or employee that fails to comply with this policy may be penalized in the manner provided for in law, rules or regulations.

Resolution Number: 037-2023

Adopted by Governance Committee: 9/19/23

Adopted:

Ayes:

Nays:

Chairman Flo Girardi

Town of Hempstead Industrial Development Agency (TOHIDA)
Real Property Acquisition Policy

This policy is adopted pursuant to the provisions of the Public Authorities Accountability Act of 2005 and the Public Authorities Reform Act of 2009.

Policy Purpose: It is the policy of the Town of Hempstead Industrial Development Agency (“the Agency”) to conduct its operations in compliance with the highest standards of conduct and best practices applicable to industrial development agencies, and to operate in an accountable and transparent manner.

Real Property Acquisitions: Interests in Real property, including, without limitation, fee or leasehold interests shall not be acquired by the Agency for development, resale, operation, easing, sub-leasing or other uses.

Exemption for Financial Assistance Transactions: Notwithstanding any provision of this policy to the contrary, this policy shall not apply to any acquisition of a real property involving the granting of “financial assistance” (as defined in Section 854(14) of article 18-A of the General Municipal Law) to an Applicant. Such property interests is not “property” as defined in Title 5-A of the Public Authorities Law of the State because such property and the interests therein are security for the Applicant’s obligations to the Agency under the agreements between the Agency and the Applicant relating to such financial assistance.

This policy is subject to modification or amendment at the discretion of the TOHIDA Governance Committee and/or the TOHIDA Board and shall be filed annually with all local and state agencies and posted on the Agency’s website as required under all applicable state law.

Resolution Number: 040-2023

Adopted by Governance Committee: 9/20/23

Adopted:

Ayes:

Nays:

Chairman: _____

**TOWN OF HEMPSTEAD
INDUSTRIAL DEVELOPMENT AGENCY
FINANCE/INVESTMENT 2023 CHARTER**

Purpose

Pursuant to Article III, Section 3 of the Agency's Bylaws, the purpose of the finance committee is to oversee the Agency's debt and debt practices and to recommend policies concerning the Agency's issuance and management of debt.

**Duties of the
Finance/Investment Committee**

It shall be the responsibility of the Finance/Investment Committee to:

- Review proposals for the issuance of debt by the Agency and its subsidiaries and to make recommendations concerning those proposals to the board.
- Make recommendations to the board concerning the level of debt and nature of debt issued by the Agency.
- Make recommendations concerning the appointment and compensation of bond counsel & investment advisors used by the Agency, and to oversee the work performed by these individuals and firms on behalf of the Agency.
- Meet with and request information from Agency staff, independent auditors and advisors or outside counsel, as necessary to perform the duties of the committee.
- Retain, at the Agency's expense, such outside counsel, experts and other advisors as the finance committee may deem appropriate.
- Review proposals relating to the repayment of debt or other long-term financing arrangements by the Agency and its subsidiaries.
- Annually review the Agency's financing guidelines and make recommendations to the board concerning criteria that should govern its financings.
- Report annually to the Agency's board how it has discharged its duties and met its responsibilities as outlined in the charter.
- Conduct an annual self-evaluation of its performance, including its effectiveness and compliance with the charter and request the board approval for proposed changes.

Composition of Committee and Selection of Members

The Finance/Investment Committee shall consist of not less than three independent members of the board of directors, who shall constitute a majority on the committee. If the board has less than three independent members, non-independent members may be appointed to the committee provided that the independent members constitute a majority of the committee. The Agency's board shall appoint the finance committee members and the finance committee chair. Members shall serve on the committee at the discretion of the board. Members appointed to the committee shall have the background necessary to perform its duties.

Meetings

The Finance/Investment Committee shall meet at such times as deemed advisable by the chair, but not less than twice a year.

Members of the Finance/Investment Committee are expected to attend each committee meeting, in person. The Finance/Investment Committee may invite other individuals, such as members of management, auditors or other technical experts to attend meetings and provide pertinent information, as necessary. A majority of the committee members present shall constitute a quorum.

Meeting agendas shall be prepared prior to every meeting and provided to Finance/Investment Committee members along with briefing materials five (5) business days before the scheduled finance/investment committee meeting. The Finance/Investment Committee may act only on the affirmative vote of a majority of the members or by unanimous consent. Minutes of these meetings shall be recorded.

A report of the committee's meeting shall be prepared and presented to the board at its next scheduled meeting following the meeting of the committee.

Meetings of the committee are open to the public, and the committee shall be governed by the rules regarding public meetings set forth in the applicable provisions of the Public Authorities Law and Article 7 of the Public Officers Law that relate to public notice and the conduct of executive session.

In addition to these duties and responsibilities, the board may wish to authorize the Finance/Investment Committee to perform the following additional duties:

Review The Agency's Annual Budget

The Finance/Investment Committee shall:

- Review the Agency's proposed annual operating budget as presented by Agency management for the upcoming fiscal year.
- Recommend the annual budget to the board for approval after incorporating necessary amendments
- Monitor and report to the board on the Agency's compliance with its adopted budget during the fiscal year (actual versus budget) on a bi-annual basis.

Assess the Agency's Capital Requirements and Capital Plan

The Financial/Investment Committee shall:

- Assess the financial requirements of the Agency's capital plans. The assessment is to include current and future capital needs, a justification of why such capital expenditure is required and an explanation of funding sources for capital projects such as grants, issuance of debt, or specified pay-as-you-go resources.
- Review the financial aspects of major proposed transactions, significant expenditures, new programs and services, as well as proposals to discontinue programs or services and making action recommendations to the board.

(ayes)

(nays)

Date: October 24, 2023

Resolution # 041-2023

Chairman, _____

TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY AUDIT COMMITTEE 2023 CHARTER

This Audit and Investment Committee ("Committee") Charter was adopted by the Board of the Town of Hempstead Industrial Development Agency ("Agency"), a public benefit corporation established under the laws of the State of New York, on this 21th day of October 2021.

Purpose

Pursuant to Article III, Section I of the Agency's Bylaws, the purpose of the Committee shall be to: (1) assure that the Agency Board fulfills its responsibilities for the Agency's internal and external audit process, the financial reporting process and the system of risk assessment and internal controls over financial reporting; and (2) provide an avenue of communication between management, the independent auditors, the internal auditors, and Agency Board.

Powers of the Committee

It shall be the responsibility of the Committee to:

- Appoint, compensate, and oversee the work of any public accounting firm employed by the Agency.
- Conduct or authorize investigations into any matters within its scope of responsibility.
- Seek any information it requires from Agency employees, all of whom should be directed by the Board to cooperate with Committee requests.
- Meet with Agency staff, independent auditors or outside counsel, as necessary.
- Retain, at the Agency's expense, such outside counsel, experts and other advisors as the audit committee may deem appropriate.

The Agency Board will ensure that the Committee has sufficient resources to carry out its duties.

Composition of Committee and Selection of Members

The Committee shall be established as set forth in and pursuant to Article III of the Agency's Bylaws. The Committee shall consist of at least three members of the Agency Board who are independent of Agency operations. The Agency's board will appoint the Committee members and the Committee chair.

Committee members shall not engage in any private business transactions with the Agency or receive compensation from any private entity that has material business relationships with the Agency, or be an immediate family member of an individual that engages in private business transactions with the Agency or receives compensation from an entity that has material business relationships with the Agency.

All members on the Committee shall possess or obtain a basic understanding of governmental financial reporting and auditing.

The Committee shall have access to the services of at least one financial expert; whose name shall be disclosed in the annual report of the authority.

The Committee's financial expert should have: (1) an understanding of generally accepted accounting principles and financial statements; (2) experience in preparing or auditing financial statements of comparable entities; (3) experience in applying such principles in connection with the accounting for estimates, accruals and reserves; (4) experience with internal accounting controls; and (5) an understanding of Committee functions.

Meetings

The Committee will meet a minimum of twice a year, with the expectation that additional meetings may be required to adequately fulfill all the obligations and duties outlined in the charter.

Members of the Committee are expected to attend each Committee meeting, in person or via telephone or videoconference. The Committee may invite other individuals, such as members of management, auditors or other technical experts to attend meetings and provide pertinent information as necessary.

The Committee will meet with the Agency's independent auditor at least annually to discuss the financial statements of the Agency.

Meeting agendas will be prepared for every Committee meeting and provided to Committee members along with briefing materials at least five (5) business days before the scheduled Committee meeting. The Committee will act only on the affirmative vote of a majority of the members at a meeting. Minutes of these meetings will be recorded.

Responsibilities

The Committee shall have responsibilities related to: (a) the independent auditor and annual financial statements; (b) the Agency's internal auditors; (c) oversight of management's internal controls, compliance and risk assessment practices; (d) special investigations and whistleblower policies; and (e) miscellaneous issues related to the financial practices of the Agency.

A. Independent Auditors and Financial Statements

The Committee shall:

- Appoint, compensate and oversee independent auditors retained by the Agency and pre-approve all audit services provided by the independent auditor.
- Establish procedures for the engagement of the independent auditor to provide permitted audit services. The Agency's independent auditor shall be prohibited from providing non-audit services unless having received previous written approval from the committee.
- Review and approve the Agency's audited financial statements, associated management letter, report on internal controls and all other auditor communications.
- Review significant accounting and report issues, including complex or unusual transactions and management decisions, and recent professional and regulatory pronouncements, and understand their impact on the financial statements.
- Meet with the independent audit firm on a regular basis to discuss any significant issues that may have surfaced during the course of the audit.
- Review and discuss any significant risks reported in the independent audit findings and recommendations and assess the responsiveness and timeliness of management's follow-up activities pertaining to the same.

B. Internal Auditors

The Committee shall:

- Review with management and the internal audit director, the charter, activities, staffing and organizational structure of the internal audit function. The Committee shall have authority over the appointment, dismissal, compensation and performance reviews of the internal audit director.
- Ensure that the internal audit function is organizationally independent from Agency operations.
- Review the reports of internal auditors, and have authority to review and approve the annual internal audit plan.
- Review the results of internal audits and approve procedures for implementing accepted recommendations of the internal auditor.

C. Internal Controls, Compliance and Risk Assessment

The Committee shall:

- Review management's assessment of the effectiveness of the Agency's internal control and review the report on internal controls by the independent auditor as part of the financial audit engagement.

D. Special Investigations

The Committee Shall:

- Ensure that the Agency has an appropriate confidential mechanism for individuals to report suspected fraudulent activities, allegations of corruption, fraud, criminal activity, conflicts of interest or abuse by the directors, officers or employees of the Agency or any persons having business dealings with the authority or breaches of internal control.
- Develop procedures for the receipt, retention, investigation and/or referral of complaints concerning accounting, internal controls and auditing to the appropriate body.
- Request and oversee special investigations as needed and/or refer specific issues to the appropriate body for further investigation.
- Review all reports delivered to it by the New York State Inspector General and serve as a point of contact with the Inspector General.

E. Other Responsibilities of the Committee

The Committee shall:

- Present annually to the Agency's Board a written report of how it has discharged its duties and met its responsibilities as outlined in the Charter.
- Obtain any information and training needed to enhance the committee members' understanding of the role of internal audits and the independent auditor, the risk management process, internal controls and a certain level of familiarity in financial reporting standards and processes.
- Review the Committee's Charter annually, reassess its adequacy, and recommend any proposed changes to the Agency's Board. The Committee Charter will be updated as applicable laws, regulations, accounting and auditing standards change.

- Conduct an annual self-evaluation of its performance, including its effectiveness and compliance with the Charter and request Board approval for proposed changes.

(ayes)

(nays)

Dated: October 24, 2023

Resolution# 044-2023

Chairman

Frederick E. Parola
Chief Executive Officer



350 FRONT STREET HEMPSTEAD, NY 11550-4037
(516) 489-5000 EXT. 4200 • (516) 489-3179

TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY
BOARD MEETING

September 19, 2023, 9:00 a.m.
Old Court Room, 350 Front Street, 2nd Floor, Hempstead

Agenda: Village Business: Village of Freeport: Consideration of an Authorizing Resolution for The Gardens at Buffalo, 80-84 Albany Avenue, Freeport, Consideration of an Inducement Resolution for Bishop Manor Freeport, 106 Broadway, Freeport, **Village of Hempstead:** Consideration of a Termination of Benefits for FAD Henry Street Food Corp., 216-228 Henry Street, Hempstead (Tabled from August), **New Business:** Consideration of an Inducement Resolution West Jamaica Holdings, 54 and 68 West Jamaica Avenue, Valley Stream, **New Business – Other,** CEO's Report, , Consideration of Ratifying and Confirming Resolutions to Reimburse Thomas Grech and Michael Lodato for LIBDC Annual Conference Expense, 2022 Annual Progress Assessment of Projects/Authority Budget Office 2023 Website Review, **Old Business:** None, **Reading and Approval of Previous Meeting Minutes:** Consideration and Adoption of the Minutes of August 22, 2023, **Report of the Treasurer:** Financial Statements and Expenditure List, August 16, 2023 – September 12, 2023, Executive Session, Adjournment

Those in attendance:

Florestano Girardi, Chairman
Thomas Grech, Vice Chairman
Eric C. Mallette, Treasurer
Jack Majkut, Secretary
Robert Bedford, Board Member
Jill Mollitor, Board Member
Jerry Kornbluth, Board Member

Village of Hempstead Members:

Joylette Williams
Stacey Lucas
Dan Oppenheimer

Village of Freeport Members:

Hon. Robert T. Kennedy, Freeport Member
LaDonna Taylor
Vilma Lancaster
Mark Davella

Also in attendance:

Frederick E. Parola, CEO
Arlyn Eames, Deputy Financial Officer
Michael Lodato, Deputy Executive Director
Lorraine Rhoads, Agency Administrator
Laura Tomeo, Deputy Agency Administrator
Paul O'Brien, Phillips Lytle LLP
Barry Carrigan, Nixon Peabody
John E. Ryan, Agency Counsel
Alan Wax, Todd Shapiro Associates, Inc. (electronically)

Excused:

Kevin Boone, Hempstead Member

The meeting was called to order at 9:02 a.m. The Chairman declared a quorum was present.

Public Comment: The Chairman opened the floor to comments by the public. There was no public comment.

Village of Hempstead:

Consideration of a Termination of Benefits for FAD Henry Street Food Corp., 216-228 Henry Street, Hempstead (Tabled from August): Dan Baker the attorney representing the applicant addressed the Board on the status of the outstanding construction loan and the new loan they are seeking. Fad Henry is also in the process of getting the building permit renewed with the Village of Hempstead. Tom Grech made a motion to table the Termination of Fad Henry Street Food Corp., 216-228 Henry Street, Hempstead, until the October Board Meeting. This motion was seconded by Flo Girardi. Flo Girardi, Thomas Grech, Eric C. Mallette, Jack Majkut, Secretary, Robert Bedford, Jill Mollitor, Jerry Kornbluth, Stacey Lucas, and Dan Oppenheimer were in favor. Joylette Williams was not in favor. Motion carried.

Village of Freeport:

Consideration of an Inducement Resolution for Bishop Manor Freeport, 106 Broadway, Freeport: Dan Deegan the attorney representing the applicant addressed the Board. The applicant seeks to develop an approximately 76,669 square foot 80 unit residential apartment building on .69 acres of vacant land in the Village of Freeport. The site is currently owned by Refuge Apostolic Church of Christ along with adjacent land which is improved by the church. The existing lot will be subdivided to separate the church from the development site. This is a 100% affordable project. Tom Grech made a motion to adopt an Inducement Resolution for Bishop Manor Freeport, 106 Broadway, Freeport for benefits including 20-year PILOT, Mortgage Recording Tax Exemption, Sales Tax Exemption. This motion was seconded by Flo Girardi. All were in favor. Motion carried.

Consideration of an Authorizing Resolution for The Gardens at Buffalo, 80-84 Albany Avenue, Freeport: Jack Martins the attorney for the applicant addressed the Board. The current property consists of an approximately 2.5355-acre parcel with a warehouse, small one-story office building and 3-story residential apartment buildings. The applicant will add a 1-story addition to the 3-story building and will construct 2 additional 5-story structures that will be attached to the existing residential structures for a total of 200 rental apartment units. The warehouse will be demolished, and the office building will be renovated for the purpose of community amenities. Upon completion the project will be approximately 165,936 square feet. The 5 constructed and renovated buildings will consist of the following breakdown: 10 studio apartments, 100 1-bedroom units, 70 two-bedroom and 20 3-bedroom units. There will be 10% set aside for workforce housing, The parking will be as follows: 132 within the stacked parking structure, plus 45 on-site parking spots, for a total of 177. Jack Majkut made a motion to adopt an Inducement Resolution for The Gardens at Buffalo, 80-84 Albany Avenue, Freeport including a . This motion was seconded by Flo Girardi. All were in favor. Motion carried.

New Business:

Consideration of an Inducement Resolution West Jamaica Holdings, 54 and 68 West Jamaica Avenue, Valley Stream:

Michael Webb the attorney for the applicant addressed the board. The applicant seeks to demolish an approximately 18,000 square foot building within the Village of Valley Stream and construct approximately 81,375 square foot on .574 acres of land. For a family rental development containing 63 units in total that the company will manage. The unit mix will be: 16 studio apartments, 29 one bedroom, 18 two bedroom as well as 56 parking spaces. This project will be 100% market rate. Tom Grech made a motion to adopt an Inducement Resolution for West Jamaica Holdings, 54 and 68 West Jamaica Avenue, Valley Stream including 15-year PILOT, mortgage Recording Tax Exemption, and Sales Tax Exemption This motion was seconded by Flo Girardi. All were in favor. Motion carried.

New Business -Other:

CEO Report: Fred Parola provided the Board with a copy of the CEO Report.

Consideration of Ratifying and Confirming Resolutions to Reimburse Thomas Grech and Michael Lodato for LIBDC

Annual Conference Expense: Flo Girardi made a motion to approve a Ratifying and Confirming Resolution to Reimburse Thomas Grech and Michael Lodato for the LIBDC Annual Conference October 4th, 5th, and 6th, 2023 and for an amount not to exceed \$983.00 per individual. This motion was seconded by Robert Bedford. Thomas Grech recused. Jill Mollitor, Jack Majkut, Jerry Kornbluth, and Eric Mallette. All were in favor. Motion carried.

2022 Annual Progress Assessment of Projects/Authority Budget Office 2023 Website Review: Flo Girardi made a motion to approve the 2022 Annual Progress Assessment of Projects/Authority Budget Office 2023 Website Review. This motion was seconded by Eric Mallette. All were in favor. Motion carried.

Old Business:

Reading and Approval of Minutes of Previous Meeting(s):

Minutes of the August 22, 2023, Board Meeting: Eric Mallette made a motion to waive the reading and to adopt the minutes of August 22, 2023. This motion was seconded by Flo Girardi. All were in favor. Motion carried.

Report of the Treasurer: The Board was furnished with copies of the Financial Statements and Expenditure list for August 16, 2023 – September 12, 2023.

Consideration and Adoption of the Draft 2024 Budget: The budget will be forwarded to the Town Clerk, Supervisor for a 20-day Public Comment period. Flo Girardi made a motion to adopt the Draft 2024 Budget. This motion was seconded by Thomas Grech. All were in favor. Motion carried.

Committee Updates: There were no updates.

Executive Session: Tom Grech made a motion to go into executive session at 9:52 a.m. to discuss matters of litigation and personnel. This motion was seconded by Flo Girardi. All were in favor. Motion carried.

Flo Girardi made a motion to come out of executive session at 10:20 a.m. This motion was seconded by Robert Bedford. All were in favor. Motion carried. No action was taken.

Adjournment: With all business concluded. Flo Girardi made a motion to adjourn the meeting at 10:26 a.m. This motion was seconded by Eric Mallette. All were in favor. Motion carried.

Jack Majkut, Secretary
September 19, 2023

9:17 AM
10/17/23
Accrual Basis

Town of Hempstead I. D. A.

Balance Sheet

As of October 17, 2023

	Oct 17, 23
ASSETS	
Current Assets	
Other Current Assets	
490-00 · Interest due from PILOT account	-124,801.49
380-01 · Accounts Recievable	8,933.96
Total Other Current Assets	-115,867.53
Checking/Savings	
200-22 · Checking (FNBLI)187009667	10,000.00
200-20 · Severance (FNBLI) 186702585	388,437.11
200-21 · Oper Invest MM(FNBLI) 186702577	390,486.40
200-19 · HlthRetirement (FNBLI)186702593	1,341,839.72
200 · Cash	
200-02 · Petty Cash	63.71
200-13 · Bank of America - 9419794381-Ck	49,015.13
200-14 · BankofAmerica MMS - 9419794402	3,061,332.86
Total 200 · Cash	3,110,411.70
Total Checking/Savings	5,241,174.93
Total Current Assets	5,125,307.40
Fixed Assets	
400-00 · Furniture & Fixtures	
400-02 · Accumulated Depreciation	-26,702.70
400-01 · Furniture and Fixtures	26,702.70
Total 400-00 · Furniture & Fixtures	0.00
400-051 · Computer equip.	
400-04 · Accumulated Dep. - Computer	-3,929.02
400-05 · Computer Equipment	3,929.02
Total 400-051 · Computer equip.	0.00
400-100 · Machinery & equip.	
400-102 · A/D - Equipment	-15,878.00
400-101 · Equipment	15,878.00
Total 400-100 · Machinery & equip.	0.00
450-00 · Leasehold improvement	
450-02 · Accumulated Amort.	-90,950.40
450-01 · Leasehold Improvements	14,140.00
450-03 · 2009 Leasehold improvements	84,273.98
Total 450-00 · Leasehold improvement	7,463.58
Total Fixed Assets	7,463.58
Other Assets	
Deferred outflows of resources	
700-1 · Changes in Agency cont GASB68	-52,127.00
700-3 · Diff - expect/actual exp GASB68	7,735.00
700-6 · Change in assumptions OPEB	242,567.00
700-5 · Diff expected & actual OPEB	255,424.00
700-4 · Change in assumptions	258,066.00
Total Deferred outflows of resources	711,665.00
Total Other Assets	711,665.00
TOTAL ASSETS	5,844,435.98
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
550-00 · Accrued Expenses	-11,521.22
602-00 · Payroll Liabilities	
602-09 · NY Unemployment	-1,491.48

9:17 AM

10/17/23

Accrual Basis

Town of Hempstead I. D. A.
Balance Sheet
As of October 17, 2023

	Oct 17, 23
602-05 · FICA Tax W/H Medicare	51.28
602-01 · Retirement W/H	101.89
602-07 · Disability W/H	142.80
602-03 · State Income Tax W/H	149.36
602-04 · FICA Tax W/H Social Sec.	219.21
602-02 · Fed'L Income Tax W/H	596.78
602-06 · Retirement Loan	771.00
Total 602-00 · Payroll Liabilities	540.84
Total Other Current Liabilities	-10,980.38
Total Current Liabilities	-10,980.38
Long Term Liabilities	
605 · Net pension liability - pro. sh	-102,539.00
602 · -10 Compensated absences	103,824.24
Deferred inflows of resources	
500-4 · Change in assumptions	2,876.00
500-2 · Change in pro - employer & prop	23,857.00
500-5 · Changes in assumption OPEB	32,975.00
500-1 · Difference between expect/act	334,468.00
Total Deferred inflows of resources	394,176.00
603-00 · Postretirement health benefits	1,450,586.00
Total Long Term Liabilities	1,846,047.24
Total Liabilities	1,835,066.86
Equity	
3000 · Opening Bal Equity	498,858.39
Net Income	552,297.58
909-00 · Fund Balance	2,958,213.15
Total Equity	4,009,369.12
TOTAL LIABILITIES & EQUITY	5,844,435.98

9:19 AM
10/17/23
Accrual Basis

Town of Hempstead I. D. A. Account QuickReport As of October 17, 2023

Type	Date	Num	Name	Memo	Split	Amount	Balance
200 · Cash							37,208.18
200-13 · Bank of America - 9419794381-Ck							37,208.18
Check	09/13/2023	31319	Camoin Associates	Inv. #20081A ...	522-77 · Cost B...	-7,000.00	30,208.18
Check	09/13/2023	31320	Camoin Associates	Inv. #20082 D...	522-77 · Cost B...	-7,000.00	23,208.18
Check	09/13/2023	31321	Camoin Associates	Inv. #20083 W...	522-77 · Cost B...	-7,000.00	16,208.18
Transfer	09/13/2023			Funds Transfe...	200-14 · Bankof...	50,000.00	66,208.18
Check	09/18/2023	31322	Fevola Reporting & T...	Invoice # 6121...	522-22 · Public ...	-382.50	65,825.68
Check	09/21/2023	31323	TOH Dept of General...	RENT Septem...	522-12 · Rent E...	-2,500.00	63,325.68
Check	09/22/2023	52321	PAROLA, FREDERI...	522-52 Pay Pe...	-SPLIT-	-1,780.11	61,545.57
Check	09/22/2023	52322	LONGO, EDITH M.	522-52 Pay Pe...	-SPLIT-	-565.67	60,979.90
Check	09/22/2023	52323	RHOADS, LORRAINE	522-52 Pay Pe...	-SPLIT-	-1,205.12	59,774.78
Check	09/22/2023	52324	Arlyn C. Eames	522-52 Pay Pe...	-SPLIT-	-3,132.83	56,641.95
Check	09/22/2023	52325	Lodato, Michael	522-52 Pay Pe...	-SPLIT-	-2,873.44	53,768.51
Check	09/22/2023	52326	Laura N. Tomeo	522-52 Pay Pe...	-SPLIT-	-2,176.32	51,592.19
General Journal	09/22/2023	S&Co ...	Bank of America	522-52 Pay Pe...	602-04 · FICA ...	-5,511.42	46,080.77
Check	09/22/2023	electro...	N.Y.S & LOCAL EMP...	Code 51313 - ...	-SPLIT-	-839.78	45,240.99
Check	09/26/2023	31324	Optimum	07858-547683...	522-07 · Office ...	-273.88	44,967.11
Check	10/03/2023	31325	TOH Department of ...	Health Ins. - I...	522-70 · Health...	-9,539.51	35,427.60
Check	10/03/2023	31326	READY REFRESH b...	Acct# 042347...	522-07 · Office ...	-42.98	35,384.62
Check	10/04/2023	31327	TOH Dept of General...	RENT October...	522-12 · Rent E...	-2,500.00	32,884.62
Check	10/04/2023	31328	Newsday Media Group	Acct. 088764...	522-22 · Public ...	-520.00	32,364.62
Check	10/04/2023	31329	Town of Hemsptead -...	Postage Septe...	522-19 · Postag...	-163.59	32,201.03
Check	10/04/2023	31330	Camoin Associates	Inv. #20117 C...	522-77 · Cost B...	-7,000.00	25,201.03
Transfer	10/04/2023			Funds Transfe...	200-14 · Bankof...	50,000.00	75,201.03
Check	10/05/2023	52334	Laura N. Tomeo	522-52 Pay Pe...	-SPLIT-	-2,176.30	73,024.73
Check	10/06/2023	52329	PAROLA, FREDERI...	522-52 Pay Pe...	-SPLIT-	-1,841.16	71,183.57
Check	10/06/2023	52330	LONGO, EDITH M.	522-52 Pay Pe...	-SPLIT-	-565.66	70,617.91
Check	10/06/2023	52331	RHOADS, LORRAINE	522-52 Pay Pe...	-SPLIT-	-1,101.33	69,516.58
Check	10/06/2023	52332	Arlyn C. Eames	522-52 Pay Pe...	-SPLIT-	-3,132.83	66,383.75
Check	10/06/2023	52333	Lodato, Michael	522-52 Pay Pe...	-SPLIT-	-2,873.43	63,510.32
General Journal	10/06/2023	S&Co ...	Bank of America	522-52 Pay Pe...	602-04 · FICA ...	-4,203.09	59,307.23
Check	10/06/2023	31331	AFLAC	NQR44- Invoic...	602-11 · AFLA...	-345.87	58,961.36
Check	10/10/2023	31332	Camoin Associates	Inv. #20118 C...	522-77 · Cost B...	-7,000.00	51,961.36
Check	10/10/2023	31333	Todd Shapiro	Consultant -O...	522-01 · Profes...	-2,500.00	49,461.36
Check	10/10/2023	electro...	PAYCHEX	Payroll Servic...	2100-01 · PAY...	-191.56	49,269.80
Check	10/10/2023	31335	The New York Times	Subscription A...	522-05 · Dues ...	-70.80	49,199.00
Check	10/10/2023	31336	Lodato, Michael	Meeting Expe...	522-06 · Meetin...	-36.49	49,162.51
Check	10/11/2023	31334	Lodato, Michael	Reimburseme...	522-17 · Travel	-147.38	49,015.13
Total 200-13 · Bank of America - 9419794381-Ck						11,806.95	49,015.13
Total 200 · Cash						11,806.95	49,015.13
TOTAL						11,806.95	49,015.13

9:28 AM
09/26/23
Accrual Basis

Town of Hempstead I. D. A.
2024 Final Budget
January through December 2024

	<u>Jan - Dec 24</u>
Ordinary Income/Expense	
Income	
2901-00 · Cost Benefit Analysis Income	25,000.00
2801-00 · Public Hearing Notices	9,000.00
2116-00 · Fees	806,000.00
2401-01 · Interest/ Bank	23,625.00
2701-00 · Annual and Compliance Fees	95,000.00
Total Income	<u>958,625.00</u>
Gross Profit	958,625.00
Expense	
522-76 · Worker's Compensation	25,000.00
522-71 · Longevity Expense	2,175.00
2100-01 · PAYCHEX	4,000.00
522-22 · Public Hearing notices Expense	8,000.00
522-01 · Professional Fees	38,000.00
522-03 · Advertising & Marketing	10,000.00
522-04 · Accounting Fees	29,500.00
522-05 · Dues & Subscriptions	4,500.00
522-06 · Meetings Expenses	11,000.00
522-07 · Office Expenses	6,000.00
522-09 · Bank Charges	2,000.00
522-11 · Depreciation	4,000.00
522-12 · Rent Expense	30,000.00
522-14 · Telephone	2,500.00
522-17 · Travel	750.00
522-19 · Postage and Delivery	2,800.00
522-21 · Printing	400.00
522-50 · Salary & Wages	573,000.00
522-70 · Health Insurance Expense	135,000.00
522-75 · Pension Expense	70,000.00
Total Expense	<u>958,625.00</u>
Net Ordinary Income	<u>0.00</u>
Net Income	<u><u>0.00</u></u>

Resolution: 042-2023 IDA
Preliminary Draft Created: 8/22/2023
Draft Approval: 9/19/2023
Final Approval: 10/24/2023

(Ayes)
(Nays)

Florestano Girardi
Chairman

Town of Hempstead I. D. A.
2024 IDA 4 Year Financial Plan

	Jan-Dec 24	Jan-Dec 25	Jan-Dec 26	Jan-Dec 27
Ordinary Income/Expense				
Income				
2401-01 · Interest/ Bank	23,625.00	24,333.75	25,063.76	25,815.68
2801-00 · Public Hearing Notices	9,000.00	9,270.00	9,548.10	9,834.54
2701-00 · Annual and Compliance Fees	95,250.00	98,107.50	101,050.73	104,082.25
2901-00 · Cost Benefit Analysis Income	25,000.00	25,750.00	26,522.50	27,318.18
2116-00 · Fees	806,000.00	830,180.00	855,085.40	880,737.96
Total Income	958,875.00	987,641.25	1,017,270.49	1,047,788.60
Expense				
522-01 · Professional Fees	38,000.00	39,140.00	40,314.20	41,523.63
522-21 · Printing	400.00	412.00	424.36	437.09
522-17 · Travel	750.00	772.50	795.68	819.55
522-09 · Bank Charges	2,000.00	2,060.00	2,121.80	2,185.45
522-19 · Postage and Delivery	2,800.00	2,884.00	2,970.52	3,059.64
522-14 · Telephone	2,500.00	2,575.00	2,652.25	2,731.82
2100-01 · PAYCHEX	4,000.00	4,120.00	4,243.60	4,370.91
522-05 · Dues & Subscriptions	4,500.00	4,635.00	4,774.05	4,917.27
522-07 · Office Expenses	6,000.00	6,180.00	6,365.40	6,556.36
522-22 · Public Hearing notices Expense	8,000.00	8,240.00	8,487.20	8,741.82
522-71 · Longevity Expense	2,175.00	2,240.25	2,307.46	2,376.68
522-76 · Worker's Compensation	25,000.00	25,750.00	26,522.50	27,318.18
522-06 · Meetings Expenses	11,000.00	11,330.00	11,669.90	12,020.00
522-11 · Depreciation	4,000.00	4,120.00	4,243.60	4,370.91
522-04 · Accounting Fees	29,500.00	30,385.00	31,296.55	32,235.45
522-12 · Rent Expense	30,000.00	30,900.00	31,827.00	32,781.81
522-70 · Health Insurance Expense	135,000.00	139,050.00	143,221.50	147,518.15
522-03 · Advertising & Marketing	10,000.00	10,300.00	10,609.00	10,927.27
522-75 · Pension Expense	70,000.00	72,100.00	74,263.00	76,490.89
522-50 · Salary & Wages	573,000.00	590,190.00	607,895.70	626,132.57
Total Expense	958,625.00	987,383.75	1,017,005.26	1,047,515.42
	250.00	257.50	265.23	273.18
	250.00	257.50	265.23	273.18

Net Ordinary Income

Net Income

October 24, 2023

Resolution # 043-2023

Ayes:

Nays:

Chairman: _____

Florestano Girardi

Chairman