## TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY BOARD MEETING

#### Old Courthouse, 350 Front Street, 2<sup>nd</sup> Floor AGENDA

Tuesday, April 22, 2025, 9:00 AM

The Agenda will include but not be limited to:

#### **AGENDA:**

- Confirm the presence of a Quorum
- Public Comment with respect to Agenda items

#### **VILLAGE BUSINESS:**

Village of Freeport: None

#### <u>Village of Hempstead:</u>

- Consideration of an <u>Inducement Resolution</u> for Main Street Hempstead Apartments Amended, 257 Main Street, Hempstead
- 3 Year Hempstead Village PILOT Reviews
- Update on Fire Marshall violations for Harris Beach 50 Clinton Street, Hempstead

#### NEW BUSINESS - Applications, Transaction Resolutions and Presentations:

- Consideration of a <u>Tenant Consent</u> for Valley Stream Green Acres Quickway Hibachi, 2034 Green Acres Mall, Valley Stream
- Consideration of a <u>Tenant Consent</u> for **900 Stewart Avenue Holdings** –
   Miller & Caggiano, LLP, 900 Stewart Avenue, Garden City

#### **NEW BUSINESS - Other:**

- CEO's Report
- Discussion: Employment Shortfalls

**OLD BUSINESS:** None

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

Consideration and Adoption of the Minutes of March 18, 2025

#### **REPORT OF THE TREASURER:**

Financial Statements and Expenditure List: March 12, 2025 – April 15, 2025

#### **COMMITTEE UPDATES:**

**EXECUTIVE SESSION:** 

#### **ADJOURNMENT**

Chairman Approval: 4/4/25

## PROJECT ABSTRACT TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT AGENCY

## Main Street Hempstead Apartments, LLC Amended (Assignment and Modification) 2025

Project: 2802-25-01A

Application Date: 1/14/25

Contact: Rashid Walker

**Applicant Name and Address:** 

4601 Park Road Suite 450 Charlotte, NC 28209

Project Address:

257 Main Street

Hempstead, NY 11550

<u>Project:</u> The Applicant is proposing to develop the 1.69-acre site with a 331,584 square foot mixed use development. Upon completion of the proposed development will contain 246 residential rental units, approximately 8,600 square feet of ground floor retail space and a 104,468-foot parking garage. The residential unit mix will be 80 two-bedroom units, 141 one-bedroom units and 25 studio units. 10% of the units will be set aside as attainable housing as required by the Village of Hempstead Zoning Code.

Note: This project is currently an IDA project.

#### Project Costs:

Description	<u>Amount</u>
Land and/or building acquisition	\$ 9,655,850
Building(s) demolition/construction	\$ 89,730,255
Site Work	\$ 2,000,000
Machinery and Equipment	\$ 1,431,500

Legal Fees	\$	891,911
Architectural/Engineering Fees	\$	1,825,000
Financial Charges	\$	5,936,468
Other: Fees &	\$	6,164,795
Contingency	\$	5,731,848
Total	\$1	14,635,779

	Present	First Year	Second Year	Residents of LMA
Full-Time	0	5	5	100%
Part-Time	0	0	0	N/A

Employment Creation of new 5 FTE positions by year 2

Retention 0

**Anticipated Construction Jobs 100** 

Average Estimated Salary of jobs to be created: \$72,600 Average Salary Range for jobs to be created: \$72,600

<u>Benefits Sought:</u> Assignment and Modification of 25 Year PILOT, Sales Tax Exemption, MRT

Benefit Analysis:

Mortgage: \$68,781,400 x .75% = \$515,860.50

Sales Tax Exemption Renovation, Furnishing and Fixture:

\$54,669,653 x 8.625%= \$4,715,257.57

Current Tax Information:

Section: 34, Block: 191, Lots: 4, 15, 103, 116, 203, 9, 114, 318, 317

Parcels: 9 SD- 1

2025

Total Assessed Value: N/A

Total Full Value: N/A

Currently within a PILOT

Current PILOT Payment for 24/25 is \$123,012

Total Current Taxes If NOT within PILOT: \$154,162.84

General If Not Within PILOT 2025: \$19,025.83 School If Not Within PILOT 2024/2025: 106,309.41

Village If Not Within PILOT: \$28,827.60

Taxes Once Built: \$2,140,120.97

Applicant Attorney: John Gordon and Dan Deegan IDA Transaction Counsel: Barry Carrigan

## Main Street Hempstead Apartments, LLC 25 Year PILOT DRAFT

257 Main Street

Hempstead, NY 11550 Current Tax Information:

Section: 34, Block: 191, Lots: 4, 15, 103, 116, 203, 9, 114, 318, 317

Parcels: 9

SD-1

Total Tax Currently if sans PILOT: \$154,162.84

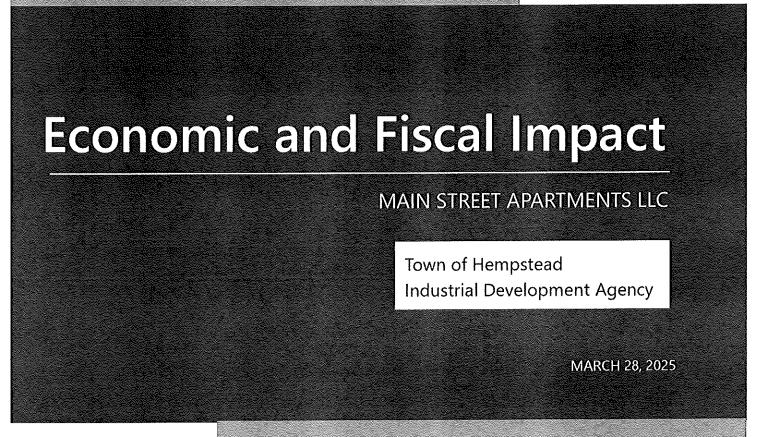
Taxes When Built: \$2,140,120.97

Year Total	
1.	\$154,000.00
2.	\$154,000.00
3.	\$154,000.00
4.	\$375,000.00
5.	\$425,000.00
6.	\$475,000.00
7.	\$525,000.00
8.	\$575,000.00
9.	\$625,000.00
10.	\$700,000.00
11.	\$775,000.00
12.	\$825,000.00
13.	\$900,000.00
14.	\$975,000.00
15.	\$1,047,000.00
16.	\$1,197,429.00
17.	\$1,328,857.00
18.	\$1,470,286.00
19.	\$1,621,714.00
20.	\$2,000,000.00
21.	\$2,175,000.00
22.	\$2,225,000.00
23.	\$2,350,000.00
24.	\$2,450,000.00
25.	\$2,600,000.00

Created 2/11/25 Amended 3/14/25

#### PREPARED FOR:

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



PREPARED BY:



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 Main Street Apartments, LLC. The proposed project is developing a 331,584-square-foot mixed-use development. Upon completion, the proposed development will contain 246 residential rental units, approximately 8,600 square feet of ground-floor retail space, and a 104,468-foot parking garage. Upon full buildout, the complex will consist of 80 two-bedroom units, 141 one-bedroom units, and 25 studio units. Additionally, 10% of units will be set aside as attainable housing as required by the Village of Hempstead Zoning Code. This analysis aims to provide a complete assessment of the project's total economic, employment, and fiscal impact on the Town of Hempstead that results from construction, 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.

#### STUDY INFORMATION

Data Source:
Main Street Apartments LLC
Application for Assistance, and
the Town of Hempstead Industrial
Development Agency

Geography:
Town of Hempstead

Study Period:
2024

Modeling Tool:
Lightcast

The economic impacts are presented in four categories: direct impact, indirect impact, induced impact, and total impact. The indirect and induced impacts are commonly called 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.

#### **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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Attachment C: Study Areas	



### **EXECUTIVE SUMMARY**

The Town of Hempstead Industrial Development Agency (the "Agency") received an application for financial assistance from Main Street Apartments, LLC (the "Applicant") for the proposed development of a 331,584-square-foot mixed-use facility. Upon completion, the proposed development will contain 246 residential rental units, approximately 8,600 square feet of ground-floor retail space, and a 104,468-foot parking garage. Upon full buildout, the complex will consist of 80 two-bedroom units, 141 one-bedroom units, and 25 studio units. Additionally, 10% of units will be set aside as attainable housing as required by the Village of Hempstead Zoning Code (the "Project") at 257 Main Street, Hempstead, New York 11550 (the "Site). The Applicant is seeking a 25-year PILOT agreement 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 that 95% of the units (or 234 units) would provide "net new" households to the town as they allow households to exist in the town that would otherwise be located elsewhere. Camoin Associates then computed the total spending associated with these households to derive job creation from the Project. While the project does include 8,600 square feet of commercial space, the impact of this is not considered as the tenants for this commercial space are currently unknown and as such the impact cannot be measured. 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	63
Direct Jobs	45
Total Earnings	\$ 3,749,690
Direct Earnings	\$ 2,491,692
Annual Sales Tax Revenue to County	\$ 91,118
Annual Sales Tax Revenue to Town	\$ 8,040
Average Annual PILOT Payment	\$ 1,124,091
Average Annual PILOT Payment to Town	\$ 36,408
Average Annual PILOT Benefit (Cost)	\$ 926,576
Average Annual PILOT Benefit (Cost) to Town	\$ 30,011
Average Annual Benefit (Cost) to Town of Project with PILOT compared to No Project	\$ 38,051
Average Annual Benefit (Cost) to Town of Project with PILOT compared to Project Without PILOT	\$ (43,973)

- The Project would support 63 new jobs in the town, with \$3,749,690 in associated earnings. These figures include net new jobs resulting from both maintenance and operation of the facility and economic activity resulting from new household spending.
- The Applicant has negotiated the terms of a proposed 25-year PILOT agreement with the Agency. Under this agreement, the Applicant would pay an average of \$1,124,091 each year, of which \$36,408 will be allocated to the Town.
- \* The annual net benefit to the Town is estimated to be \$38,051. In this case, this is the sum of the average annual PILOT cost to the Town and new annual sales tax revenue to the Town.



- If the Project were to occur without a PILOT, the Town would receive \$43,973 more per year than with the PILOT.
- Through negotiations with the Agency, the Applicant would have access to a sales tax exemption valued at up to \$4,715,258 and a mortgage tax exemption valued at up to \$515,861. However, assuming that the Project would not occur absent IDA benefits, this is not a "cost" to the state and county since no future revenue stream would exist without the exemptions.



### **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 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 called the "multiplier effect." See Attachment A for more information on economic impact analysis.

The Project would have economic impacts on the Town of Hempstead due to Project construction, operation, and spending by new tenant households.

#### CONSTRUCTION PHASE IMPACTS

The Applicant estimates that private sector investment in the construction of the Project would cost \$86.730 million<sup>1</sup>, of which 70%<sup>2</sup> would be sourced from within the town. This means there will be \$60.711 million in net new construction spending in the town as a result of the Project.

Table 2

Construction Phase Spending - Town							
Total Construction Cost	\$	86,730,255					
Percent Sourced from Town		70%					
Net New Construction Spending	\$	60,711,179					

Source: Applicant, Camoin Associates

Based on \$60.711 million worth of net new direct spending associated with the construction phase of the Project, Camoin Associates determined that there would be \$76.165 million in total one-time construction-related spending supporting 276<sup>3</sup> jobs and an associated \$28.938 million in earnings throughout the town's construction period. Table 3 outlines the economic impacts of construction.

Table 3

Town Economic Impact - Construction Phase

	Jobs	Earnings	Sales
Direct	200	\$ 23,377,819	\$ 60,711,179
Indirect	27	\$ 2,141,362	\$ 6,712,730
Induced	49	\$ 3,419,624	\$ 8,741,042
Total	276	\$ 28,938,806	\$ 76,164,951

Source: Lightcast, Camoin Associates

<sup>&</sup>lt;sup>3</sup> Based on the total construction costs and town-level spending, our analysis found an estimated 200 jobs, higher than the 100 FTE construction jobs mentioned in the application, a result of the Lightcast modeling.



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<sup>&</sup>lt;sup>1</sup> Includes project costs as provided by the Applicant, excluding acquisition, legal fees, and financial charges.

<sup>&</sup>lt;sup>2</sup> According to Lightcast, approximately 70% of the town's construction industry demand is met locally.

#### 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's economy. In other words, the number of households that, but for the Project, would not exist in the Town of Hempstead. For this Project, net new households consist of those currently residing outside the town who will choose to move to the town because of the Project and who would otherwise continue to live elsewhere. For this study, we analyzed the demand for age-restricted rental apartments. For more information on this methodology, see Attachment B.

#### **NET NEW HOUSEHOLDS**

Based on Camoin Associates' rental market demand analysis, this analysis assumes that 95% of market-rate households and 100% of affordable households will be net new to the town. This is based on a review of the data and an understanding of the proposed Project, as detailed above. Therefore, 234 total households are considered to be net new.

Table 4

Net New Households

	Total Households	Percent Net New	Net New Households
Studio Units	22	95%	21
One Bedroom Units	127	95%	120
Two Bedroom Units	72	95%	68
Affordable Units	25	100%	25
Total	246	95%	234

Source: Lightcast, Camoin Associates

#### **SPENDING BY NEW TENANTS**

New residents would contribute to the local economy by making purchases in the Town of Hempstead, introducing additional dollars into the community. To quantify this impact, Camoin Associates analyzed household spending patterns by income group, focusing on households earning between \$100,000 and \$149,000 as both market rate and affordable residents are anticipated to fall within this bracket.

To do this, Camoin Associated examined a regional spending basket, categorizing household expenditures by income and consumer spending habits. This approach allowed us to estimate the likely spending patterns of prospective tenants. According to the 2023 Consumer Expenditure Survey, households with household incomes between \$100,000 and \$149,000 spend an average of \$49,053 annually, excluding housing and utility costs.

The second column in the tables below shows the household spending by category. It is assumed that 60% of total expenditure would occur within the Town of Hempstead, impacting the town's economy. The fourth column shows the total amount spent in the town.



Table 5

#### **Tenant Spending Basket**

Market Rate Units

Category	nual per Unit nding Basket	mount Spent in Town (60%)	To	tal Net New Town Spending (209 net new units)
Food	\$ 11,960	\$ 7,176	\$	1,499,784
Household furnishings and equipment	\$ 3,021	\$ 1,813	\$	378,833
Apparel and services	\$ 2,467	\$ 1,480	\$	309,362
Transportation	\$ 16,653	\$ 9,992	\$	2,088,286
Health care	\$ 7,251	\$ 4,351	\$	909,275
Entertainment	\$ 3,998	\$ 2,399	\$	501,349
Personal care products and services	\$ 1,143	\$ 686	\$	143,332
Education	\$ 1,253	\$ 752	\$	157,126
Miscellaneous	\$ 1,307	\$ 784	\$	163,898
Total Tenant Spending	\$ 49,053	\$ 29,432	\$	6,151,246

Source: 2023 Consumer Expenditure Survey, Bureau of Labor Statistics

Table 6

#### **Tenant Spending Basket**

Affordable Units

Category	nual per Unit ending Basket	W-46	mount Spent in Town (60%)	Tot	al Net New Town Spending (25 net new units)
Food	\$ 11,960	\$	7,176	\$	179,400
Household furnishings and equipment	\$ 3,021	\$	1,813	\$	45,315
Apparel and services	\$ 2,467	\$	1,480	\$	37,005
Transportation	\$ 16,653	\$	9,992	\$	249,795
Health care	\$ 7,251	\$	4,351	\$	108,765
Entertainment	\$ 3,998	\$	2,399	\$	59,970
Personal care products and services	\$ 1,143	\$	686	\$	17,145
Education	\$ 1,253	\$	752	\$	18,795
Miscellaneous	\$ 1,307	\$	784	\$	19,605
Total Tenant Spending	\$ 49,053	\$	29,432	\$	735,795

Source: 2023 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 tables above, spending in the town by all net new households would total approximately \$6,887,041 per year. The above spending basket amounts were used to calculate the direct, indirect, and total impact of the Project on the town.



Using \$6,887,041 as the new sales input, Camoin Associates used Lightcast to determine the Project's indirect, induced, and total impact on the Town of Hempstead.<sup>4</sup> Table 7 outlines the findings of this analysis.

Table 7 **Town Economic Impact - Household Spending** 

	Jobs	Earnings	Sales
Direct	40	\$ 2,221,150	\$ 6,887,041
Indirect	8	\$ 531,398	\$ 1,372,524
Induced	7	\$ 552,308	\$ 1,456,509
Total	55	\$ 3,304,856	\$ 9,716,075

Source: Lightcast, Camoin Associates

<sup>&</sup>lt;sup>4</sup> Analysis uses the 34 zip codes that are predominantly located within the Town of Hempstead (see Attachment C).



#### IMPACTS OF ON-SITE EMPLOYMENT

According to the Applicant, five (5) full-time equivalent jobs will be on-site following Project completion. Since 95% of the housing units are considered net new to the town, 95% of the jobs, or 5 jobs (due to rounding), are considered net new. The table below details the impact that these jobs will have on the Town of Hempstead (Table 8).

Table 8

**Town Economic Impact - On-Site Operations** 

Total	8	\$ 444,834	\$ 1,321,681
Induced	1	\$ 54,053	\$ 140,233
Indirect	2	\$ 120,240	\$ 320,910
Direct	5	\$ 270,542	\$ 860,538
	Jobs	Earnings	Sales

Source: Lightcast, Camoin Associates

The commercial space will generate additional onsite jobs; however, since a tenant has not yet been identified, the specific positions and number of employees remain unknown. As a result, these jobs are not included in this analysis as they will be employees of the tenant and not employees of the applicant.

#### TOTAL ANNUAL ECONOMIC IMPACT

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

Table 9
Town Total Annual Economic Impact

	Jobs	Earnings	Sales
Direct	45	\$ 2,491,692	\$ 7,747,579
Indirect	10	\$ 651,638	\$ 1,693,434
Induced	8	\$ 606,361	\$ 1,596,742
Total	63	\$ 3,749,690	\$ 11,037,756

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 25-year PILOT payment schedule based on the current tax rate, taxable value, and assessed value of the Project. Based on the proposed terms of the PILOT, Camoin Associates calculated the potential impact on the affected jurisdictions.<sup>5</sup>

Table 10

Tax Payment	s wi	th PILOT								
		Total			ŀ	ortion of Pa	ym	e <mark>nt by Jurisdict</mark> i	on	
Year	PI	LOT Payments		Town		County		School District		Village
1	\$	154,000	\$	4,988	\$	14,018	\$	106,197	\$	28,797
2	\$	154,000	\$	4,988	\$	14,018	\$	106,197	\$	28,797
3	\$	154,000	\$	4,988	\$	14,018	\$	106,197	\$	28,797
4	\$	375,000	\$	12,146	\$	34,134	\$	258,597	\$	70,123
5	\$	425,000	\$	13,765	\$	38,685	\$	293,076	\$	79,473
6	\$	475,000	\$	15,385	\$	43,237	\$	327,556	\$	88,822
7	\$	525,000	\$	17,004	\$	47,788	\$	362,036	\$	98,172
8	\$	575,000	\$	18,624	\$	52,339	\$	396,515	\$	107,522
9	\$	625,000	\$	20,243	\$	56,890	\$	430,995	\$	116,872
10	\$	700,000	\$	22,672	\$	63,717	\$	482,714	\$	130,896
11	\$	775,000	\$	25,102	\$	70,544	\$	534,434	\$	144,921
12	\$	825,000	\$	26,721	\$	75,095	\$	568,913	\$	154,270
13	\$	900,000	\$	29,150	\$	81,922	\$	620,633	\$	168,295
14	\$	975,000	\$	31,579	\$	88,749	\$	672,352	\$	182,320
15	\$	1,047,000	\$	33,912	\$	95,303	\$	722,002	\$	195,783
16	\$	1,197,429	\$	38,784	\$	108,996	\$	825,737	\$	223,913
17	\$	1,328,857	\$	43,041	\$	120,959	\$	916,369	\$	248,489
18	\$	1,470,286	\$	47,621	\$	133,832	\$	1,013,897	\$	274,935
19	\$	1,621,714	\$	52,526	\$	147,616	\$	1,118,320	\$	303,252
20	\$	2,000,000	\$	64,778	\$	182,049	\$	1,379,183	\$	373,989
21	\$	2,175,000	\$	70,447	\$	197,979	\$	1,499,862	\$	406,713
22	\$	2,225,000	\$	72,066	\$	202,530	\$	1,534,341	\$	416,063
23	\$	2,350,000	\$	76,115	\$	213,908	\$	1,620,540	\$	439,437
24	\$	2,450,000	\$	79,354	\$	223,010	\$	1,689,500	\$	458,136
25	\$	2,600,000	\$	84,212	\$	236,664	\$	1,792,938	\$	486,186
Total	\$	28,102,286	\$	910,211	\$	2,558,000	\$	19,379,102	\$	5,254,972
Average	\$	1,124,091	\$	36,408	\$	102,320	\$	775,164	\$	210,199
Present Value*	\$	10.284.169	S	333.096	\$	936,113	\$	7,091,877	\$	1,923,083

Source: Town of Hempstead IDA, Camoin Associates

\*Note: Assumes a 6.25% discount rate.

<sup>&</sup>lt;sup>5</sup> 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 11 displays the property tax payment without the Project, given that the property is not currently generating any tax revenue; without the project, this would remain the case.

Table 11

**Tax Payments without Project** 

1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Total		ort	ion of Payn	nent	by Jurisdictio	m	
	Property Tax							
Year	Payment Without							
	Project**	Town		County	S	chool District		Village
1	\$ 154,163	\$ 4,993	\$	14,033	\$	106,309	\$	28,828
2	\$ 157,246	\$ 5,093	\$	14,313	\$	108,436	\$	29,404
3	\$ 160,391	\$ 5,195	\$	14,600	\$	110,604	\$	29,992
4	\$ 163,599	\$ 5,299	\$	14,892	\$	112,816	\$	30,592
5	\$ 166,871	\$ 5,405	\$	15,189	\$	115,073	\$	31,204
6	\$ 170,208	\$ 5,513	\$	15,493	\$	117,374	\$	31,828
7	\$ 173,612	\$ 5,623	\$	15,803	\$	119,722	\$	32,465
8	\$ 177,085	\$ 5,736	\$	16,119	\$	122,116	\$	33,114
9	\$ 180,626	\$ 5,850	\$	16,441	\$	124,558	\$	33,776
10	\$ 184,239	\$ 5,967	\$	16,770	\$	127,050	\$	34,452
11	\$ 187,924	\$ 6,087	\$	17,106	\$	129,591	\$	35,141
12	\$ 191,682	\$ 6,208	\$	17,448	\$	132,182	\$	35,843
13	\$ 195,516	\$ 6,333	\$	17,797	\$	134,826	\$	36,560
14	\$ 199,426	\$ 6,459	\$	18,153	\$	137,523	\$	37,292
15	\$ 203,415	\$ 6,588	\$	18,516	\$	140,273	\$	38,037
16	\$ 207,483	\$ 6,720	\$	18,886	\$	143,078	\$	38,798
17	\$ 211,633	\$ 6,855	\$	19,264	\$	145,940	\$	39,574
18	\$ 215,865	\$ 6,992	\$	19,649	\$	148,859	\$	40,366
19	\$ 220,182	\$ 7,132	\$	20,042	\$	151,836	\$	41,173
20	\$ 224,586	\$ 7,274	\$	20,443	\$	154,873	\$	41,996
21	\$ 229,078	\$ 7,420	\$	20,852	\$	157,970	\$	42,836
22	\$ 233,659	\$ 7,568	\$	21,269	\$	161,130	\$	43,693
23	\$ 238,333	\$ 7,719	\$	21,694	\$	164,352	\$	44,567
24	\$ 243,099	\$ 7,874	\$	22,128	\$	167,639	\$	45,458
25	\$ 247,961	\$ 8,031	\$	22,571	\$	170,992	\$	46,367
Total	\$ 4,937,882	\$ 159,934	\$	449,469	\$	3,405,122	\$	923,357
Average	\$ 197,515	\$ 6,397	\$	17,979	\$	136,205	\$	36,934
Present Value*	\$ 2,320,072	\$ 75,145	\$	211,184	\$	1,599,902	\$	433,841

Source: Town of Hempstead IDA, Camoin Associates

\*Note: Assumes a 6.25% discount rate.

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



9

The following table calculates the property tax payments that would be made assuming the Project occurs but no PILOT is received. This is simply for illustrative purposes, as it is assumed that the Project would not be completed without financial assistance.

Table 12

Tax Payments with Project without PILOT

		Total	KONTROLLINI	AND AND ADDRESS OF THE PROPERTY OF THE PROPERT	or	ion of Payn	nem	by Jurisdicti	on	
		Property Tax								
Year	Payn	nent With Project								
		- Without Pilot**		Town		County	S	chool District		Village
1	\$	154,163	\$	4,993	\$	14,033	\$	106,309	\$	28,828
2	\$	157,246	\$	5,093	\$	14,313	\$	108,436	\$	29,404
3	\$	2,140,121	\$	69,317	\$	194,804	\$	1,475,810	\$	400,191
4	\$	2,182,923	\$	70,703	\$	198,700	\$	1,505,326	\$	408,195
5	\$	2,226,582	\$	72,117	\$	202,674	\$	1,535,432	\$	416,359
6	\$	2,271,113	\$	73,560	\$	206,727	\$	1,566,141	\$	424,686
7	\$	2,316,536	\$	75,031	\$	210,862	\$	1,597,464	\$	433,179
8	\$	2,362,866	\$	76,531	\$	215,079	\$	1,629,413	\$	441,843
9	\$	2,410,124	\$	78,062	\$	219,381	\$	1,662,001	\$	450,680
10	\$	2,458,326	\$	79,623	\$	223,768	\$	1,695,241	\$	459,693
11	\$	2,507,493	\$	81,216	\$	228,244	\$	1,729,146	\$	468,887
12	\$	2,557,643	\$	82,840	\$	232,808	\$	1,763,729	\$	478,265
13	\$	2,608,796	\$	84,497	\$	237,465	\$	1,799,004	\$	487,830
14	\$	2,660,971	\$	86,187	\$	242,214	\$	1,834,984	\$	497,587
15	\$	2,714,191	\$	87,911	\$	247,058	\$	1,871,683	\$	507,539
16	\$	2,768,475	\$	89,669	\$	251,999	\$	1,909,117	\$	517,689
17	\$	2,823,844	\$	91,462	\$	257,039	\$	1,947,299	\$	528,043
18	\$	2,880,321	\$	93,291	\$	262,180	\$	1,986,245	\$	538,604
19	\$	2,937,927	\$	95,157	\$	267,424	\$	2,025,970	\$	549,376
20	\$	2,996,686	\$	97,060	\$	272,772	\$	2,066,490	\$	560,364
21	\$	3,056,620	\$	99,002	\$	278,228	\$	2,107,820	\$	571,571
22	\$	3,117,752	\$	100,982	\$	283,792	\$	2,149,976	\$	583,002
23	\$	3,180,107	\$	103,001	\$	289,468	\$	2,192,975	\$	594,662
24	\$	3,243,709	\$	105,061	\$	295,257	\$	2,236,835	\$	606,556
25	\$	3,308,584	\$	107,162	\$	301,163	\$	2,281,572	\$	618,687
Total	\$	62,043,120	\$	2,009,528	\$	5,647,452	\$	42,784,418	\$	11,601,721
Average	\$	2,481,725	\$	80,381	\$	225,898	\$	1,711,377	\$	464,069
Present Value*	\$	27,446,855	\$	888,982	\$	2,498,340	\$	18,927,122	\$	5,132,410

Source: Town of Hempstead IDA, Camoin Associates

\*Note: Assumes a 6.25% discount rate.

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



Table 13 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. On average, \$926,576 more in PILOT revenue will be received annually than property taxes that would be received without the Project. The total benefit would be \$23,164,404 over the 25 years. The Applicant will pay \$1,357,633 less on average per year under the PILOT compared to paying full taxes on the final development.

Tax Policy Comparison (All Jurisdictions)

A B C

	A		B		L					
					Pro	perty Tax	Ben	efit (Cost) of		
Year	Prop	erty Tax	ÐП	OT Payment	Pay	ment With		ect to		refit (Cost) of
	Payn	nent Without		or ayment	Pro	ject and No	Mui	nicipalities	PIL	OT to
	Proje	ect			PIL	OT	(B- <i>l</i>	<b>(</b> )	Αp	plicant (C-B)
1	\$	154,163	\$	154,000	\$	154,163	\$	(163)	\$	163
2	\$	157,246	\$	154,000	\$	157,246	\$	(3,246)	\$	3,246
3	\$	160,391	\$	154,000	\$	2,140,121	\$	(6,391)	\$	1,986,121
4	\$	163,599	\$	375,000	\$	2,182,923	\$	211,401	\$	1,807,923
5	\$	166,871	\$	425,000	\$	2,226,582	\$	258,129	\$	1,801,582
6	\$	170,208	\$	475,000	\$	2,271,113	\$	304,792	\$	1,796,113
7	\$	173,612	\$	525,000	\$	2,316,536	\$	351,388	\$	1,791,536
8	\$	177,085	\$	575,000	\$	2,362,866	\$	397,915	\$	1,787,866
9	\$	180,626	\$	625,000	\$	2,410,124	\$	444,374	\$	1,785,124
10	\$	184,239	\$	700,000	\$	2,458,326	\$	515,761	\$	1,758,326
11	\$	187,924	\$	775,000	\$	2,507,493	\$	587,076	\$	1,732,493
12	\$	191,682	\$	825,000	\$	2,557,643	\$	633,318	\$	1,732,643
13	\$	195,516	\$	900,000	\$	2,608,796	\$	704,484	\$	1,708,796
14	\$	199,426	\$	975,000	\$	2,660,971	\$	775,574	\$	1,685,971
15	\$	203,415	\$	1,047,000	\$	2,714,191	\$	843,585	\$	1,667,191
16	\$	207,483	\$	1,197,429	\$	2,768,475	\$	989,946	\$	1,571,046
17	\$	211,633	\$	1,328,857	\$	2,823,844	\$	1,117,224	\$	1,494,987
18	\$	215,865	\$	1,470,286	\$	2,880,321	\$	1,254,421	\$	1,410,035
19	\$	220,182	\$	1,621,714	\$	2,937,927	\$	1,401,532	\$	1,316,213
20	\$	224,586	\$	2,000,000	\$	2,996,686	\$	1,775,414	\$	996,686
21	\$	229,078	\$	2,175,000	\$	3,056,620	\$	1,945,922	\$	881,620
22	\$	233,659	\$	2,225,000	\$	3,117,752	\$	1,991,341	\$	892,752
23	\$	238,333	\$	2,350,000	\$	3,180,107	\$	2,111,667	\$	830,107
24	\$	243,099	\$	2,450,000	\$	3,243,709	\$	2,206,901	\$	793,709
25	\$	247,961	\$	2,600,000	\$	3,308,584	\$	2,352,039	\$	708,584
Total	\$	4,937,882	\$	28,102,286	\$	62,043,120	\$	23,164,404	\$	33,940,834
Average	\$	197,515	\$	1,124,091	\$	2,481,725	\$	926,576	\$	1,357,633
Present Value*	\$	2,320,072	\$	10,284,169	\$	27,446,855	\$	7,964,097	\$	17,162,686

Source: Town of Hempstead IDA, Camoin Associates

\*Note: Assumes 6.25% discount rate.



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#### **TOWN**

Table 14 calculates the benefit (or cost) to the Town. The Town would receive approximately \$30,011 more in PILOT revenue annually than in property taxes without the Project. The total benefit to the Town would be \$750,277 over the 25 years.

Table 14

#### **Tax Policy Comparison for Town**

•	А		В		С					
					Pro	perty Tax	Bei	nefit (Cost) of		
v se	Prope	rty Tax	bu.	OT Payment	Pay	ment With	Pro	jject to	Ber	refit (Cost) of
Year	Payme	ent Without	2 (15)	O i rayinent	Pro	ject and No		nicipalities		OT to
	Projec	•				OT	Œ	A)	ΔĐ	olicant (C-B)
1	\$	4,993	\$	4,988	\$	4,993	\$	(5)	\$	5
2	\$	5,093	\$	4,988	\$	5,093	\$	(105)	\$	105
3	\$	5,195	\$	4,988	\$	69,317	\$	(207)	\$	64,329
4	\$	5,299	\$	12,146	\$	70,703	\$	6,847	\$	58,557
5	\$	5,405	\$	13,765	\$	72,117	\$	8,361	\$	58,352
6	\$	5,513	\$	15,385	\$	73,560	\$	9,872	\$	58,175
7	\$	5,623	\$	17,004	\$	75,031	\$	11,381	\$	58,026
8	\$	5,736	\$	18,624	\$	76,531	\$	12,888	\$	57,908
9	\$	5,850	\$	20,243	\$	78,062	\$	14,393	\$	57,819
10	\$	5,967	\$	22,672	\$	79,623	\$	16,705	\$	56,951
11	\$	6,087	\$	25,102	\$	81,216	\$	19,015	\$	56,114
12	\$	6,208	\$	26,721	\$	82,840	\$	20,513	\$	56,119
13	\$	6,333	\$	29,150	\$	84,497	\$	22,818	\$	55,347
14	\$	6,459	\$	31,579	\$	86,187	\$	25,120	\$	54,607
15	\$	6,588	\$	33,912	\$	87,911	\$	27,323	\$	53,999
16	\$	6,720	\$	38,784	\$	89,669	\$	32,064	\$	50,885
17	\$	6,855	\$	43,041	\$	91,462	\$	36,186	\$	48,421
18	\$	6,992	\$	47,621	\$	93,291	\$	40,630	\$	45,670
19	\$	7,132	\$	52,526	\$	95,157	\$	45,395	\$	42,631
20	\$	7,274	\$	64,778	\$	97,060	\$	57,504	\$	32,282
21	\$	7,420	\$	70,447	\$	99,002	\$	63,027	\$	28,555
22	\$	7,568	\$	72,066	\$	100,982	\$	64,498	\$	28,916
23	\$	7,719	\$	76,115	\$	103,001	\$	68,395	\$	26,887
24	\$	7,874	\$	79,354	\$	105,061	\$	71,480	\$	25,708
25	\$	8,031	\$	84,212	\$	107,162	\$	76,181	\$	22,950
Total	\$	159,934	\$	910,211	\$	2,009,528	\$	750,277	\$	1,099,317
Average	\$	6,397	\$	36,408	\$	80,381	\$	30,011	\$	43,973
Present Value*	\$	75,145	\$	333,096	\$	888,982	\$	257,951	\$	555,886

Source: Town of Hempstead IDA, Camoin Associates

\*Note: Assumes 6.25% discount rate.



#### COUNTY

Table 15 calculates the benefit (or cost) to the County. The County would receive approximately \$84,341 more in PILOT revenue annually than in property taxes without the Project. The total benefit to the County would be \$2,108,531 over the 25 years.

Table 15

#### **Tax Policy Comparison for County**

	Α		В		С					
					Pro	perty Tax	Ben	efit (Cost) of		
Year	Prope	erty Tax	ъП	OT Payment	Pay	ment With	Pro	ject to	Bei	refit (Cost) of
Tean	Paym	ent Without		OT Taylilenc	Pro	ject and No	Mu	nicipalities		OT to
	Proje	<b>st</b>				OT .	(B-/	AND DESCRIPTION OF THE OWNER, WHEN PERSON OF	******	plicant (C-B)
1	\$	14,033	\$	14,018	\$	14,033	\$	(15)	\$	15
2	\$	14,313	\$	14,018	\$	14,313	\$	(295)	\$	295
3	\$	14,600	\$	14,018	\$	194,804	\$	(582)	\$	180,786
4	\$	14,892	\$	34,134	\$	198,700	\$	19,243	\$	164,566
5	\$	15,189	\$	38,685	\$	202,674	\$	23,496	\$	163,988
6	\$	15,493	\$	43,237	\$	206,727	\$	27,744	\$	163,491
7	\$	15,803	\$	47,788	\$	210,862	\$	31,985	\$	163,074
8	\$	16,119	\$	52,339	\$	215,079	\$	36,220	\$	162,740
9	\$	16,441	\$	56,890	\$	219,381	\$	40,449	\$	162,490
10	\$	16,770	\$	63,717	\$	223,768	\$	46,947	\$	160,051
1 <b>1</b>	\$	17,106	\$	70,544	\$	228,244	\$	53,438	\$	157,700
12	\$	17,448	\$	75,095	\$	232,808	\$	57,648	\$	157,713
13	\$	17,797	\$	81,922	\$	237,465	\$	64,125	\$	155,542
14	\$	18,153	\$	88,749	\$	242,214	\$	70,596	\$	153,465
15	\$	18,516	\$	95,303	\$	247,058	\$	76,787	\$	151,755
16	\$	18,886	\$	108,996	\$	251,999	\$	90,109	\$	143,004
17	\$	19,264	\$	120,959	\$	257,039	\$	101,695	\$	136,081
18	\$	19,649	\$	133,832	\$	262,180	\$	114,183	\$	128,348
19	\$	20,042	\$	147,616	\$	267,424	\$	127,574	\$	119,808
20	\$	20,443	\$	182,049	\$	272,772	\$	161,606	\$	90,723
21	\$	20,852	\$	197,979	\$	278,228	\$	177,127	\$	80,249
22	\$	21,269	\$	202,530	\$	283,792	\$	181,261	\$	81,262
23	\$	21,694	\$	213,908	\$	289,468	\$	192,214	\$	75,560
24	\$	22,128	\$	223,010	\$	295,257	\$	200,882	\$	72,247
25	\$	22,571	\$	236,664	\$	301,163	\$	214,093	\$	64,499
Total	\$	449,469	\$	2,558,000	\$	5,647,452	\$	2,108,531	\$	3,089,452
Average	\$	17,979	\$	102,320	\$	225,898	\$	84,341	\$	123,578
Present Value*	\$	211,184	\$	936,113	\$	2,498,340	\$	724,929	\$	1,562,227

Source: Town of Hempstead IDA, Camoin Associates

\*Note: Assumes 6.25% discount rate.



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#### SCHOOL DISTRICT

Table 16 calculates the benefit (or cost) to the school district. The school district would receive approximately \$638,959 more in PILOT revenue annually than in property taxes without the Project. The total benefit to the school district would be \$15,973,980 over the 25 years.

Table 16

Tax Policy Comparison for School District

C В Benefit (Cost) of Property Tax Project to Benefit (Cost) of Payment With Property Tax Year **PILOT Payment** Project and No Municipalities PILOT to Payment Without Applicant (C-B) PLOT (B-A) Project (112) \$ 106,309 \$ 106,197 \$ 106,309 \$ 112 1 \$ 2,238 \$ 108,436 \$ (2,238) \$ 2 \$ 108,436 \$ 106,197 \$ (4,407) \$ 1,369,612 \$ 106,197 \$ 1,475,810 3 110,604 \$ 1,246,729 \$ \$ 258,597 \$ 1,505,326 \$ 145,780 \$ 4 112,816 \$ 178,004 \$ 1,242,356 \$ 293,076 \$ 1,535,432 5 115,073 \$ 210,182 \$ 1,238,585 \$ 327,556 1,566,141 \$ 6 117,374 \$ \$ \$ 242,314 \$ 1,235,428 7 \$ 119,722 \$ 362,036 \$ 1,597,464 274,399 \$ 1,232,898 396,515 \$ 1,629,413 \$ 8 \$ 122,116 \$ 9 \$ 124,558 430,995 \$ 1,662,001 \$ 306,436 \$ 1,231,007 \$ 355,665 \$ 1,212,527 \$ 1,695,241 \$ 127,050 \$ 482,714 \$ 10 \$ \$ 1,729,146 \$ 404,843 \$ 1,194,713 129,591 \$ 534,434 11 \$ \$ 568,913 \$ 1,763,729 \$ 436,731 1,194,816 12 132,182 \$ 485,806 \$ 1,178,371 \$ 134,826 \$ 620,633 \$ 1,799,004 \$ 13 534,829 \$ 1,162,632 \$ 137,523 \$ 672,352 \$ 1,834,984 \$ 14 \$ 15 \$ 140,273 \$ 722,002 \$ 1,871,683 \$ 581,729 1,149,681 682,659 \$ 1,083,380 \$ 825,737 \$ 1,909,117 \$ 143,078 \$ 16 770,429 \$ 1,030,931 \$ 145,940 \$ 916,369 \$ 1,947,299 \$ 17 865,038 \$ 972,348 \$ \$ 18 148,859 \$ 1,013,897 \$ 1,986,245 \$ \$ 966,484 907,650 \$ 2,025,970 19 151,836 \$ 1,118,320 687,306 \$ 154,873 1,379,183 \$ 2,066,490 \$ 1,224,311 \$ 20 \$ \$ 607,958 2,107,820 \$ 1,341,892 21 \$ 157,970 \$ 1,499,862 \$ 2,149,976 \$ 1,373,212 \$ 615,634 \$ \$ 1,534,341 \$ 22 161,130 \$ 572,435 \$ 1,620,540 \$ 2,192,975 \$ 1,456,188 23 164,352 \$ \$ 547,335 \$ \$ \$ 1,521,860 24 167,639 \$ 1,689,500 2,236,835 \$ 488,633 \$ \$ 2,281,572 \$ 1,621,946 25 170,992 \$ 1,792,938 \$ \$ \$ 15,973,980 23,405,316 **Total** 3,405,122 \$ 19,379,102 \$ 42,784,418

\$

775,164

7,091,877

1,711,377

18,927,122

\$

Source: Town of Hempstead IDA, Camoin Associates

136,205

1,599,902

\$

\$

\$

\*Note: Assumes 6.25% discount rate.



**Average** 

**Present Value\*** 

14

936,213

11,835,245

\$

\$

638,959

5,491,975

#### **VILLAGE**

Table 17 calculates the benefit (or cost) to the village. The village would receive approximately \$173,265 more in PILOT revenue annually than in property taxes without the Project. The total benefit to the village would be \$4,554,537 over the 25 years.

Table 17

#### **Tax Policy Comparison for Village**

•	Ā	-	В		C					
Year		y Tax It Without	PIL	OT Payment	Pay Proj	perty Tax ment With ject and No	Proj Mun	efit (Cost) of ect to icipalities	PILO	efit (Cost) of OT to
	Project				PIL(		(B-A	COACOA AND THE		licant (C-B)
1	\$	28,828	\$	28,797	\$	28,828	\$	(30)		30
2	\$	29,404	\$	28,797	\$	29,404	\$	(607)	\$	607
3	\$	29,992	\$	28,797	\$	400,191	\$	(1,195)		371,394
4	\$	30,592	\$	70,123	\$	408,195	\$	39,531	\$	338,072
5	\$	31,204	\$	79,473	\$	416,359	\$	48,269	\$	336,886
6	\$	31,828	\$	88,822	\$	424,686	\$	56,994	\$	335,863
7	\$	32,465	\$	98,172	\$	433,179	\$	65,708	\$	335,007
8	\$	33,114	\$	107,522	\$	441,843	\$	74,408	\$	334,321
9	\$	33,776	\$	116,872	\$	450,680	\$	83,095	\$	333,808
10	\$	34,452	\$	130,896	\$	459,693	\$	96,444	\$	328,797
11	\$	35,141	\$	144,921	\$	468,887	\$	109,780	\$	323,967
12	\$	35,843	\$	154,270	\$	478,265	\$	118,427	\$	323,995
13	\$	36,560	\$	168,295	\$	487,830	\$	131,735	\$	319,535
14	\$	37,292	\$	182,320	\$	497,587	\$	145,028	\$	315,267
15	\$	38,037	\$	195,783	\$	507,539	\$	157,746	\$	311,755
16	\$	38,798	\$	223,913	\$	517,689	\$	185,114	\$	293,777
17	\$	39,574	\$	248,489	\$	528,043	\$	208,915	\$	279,554
18	\$	40,366	\$	274,935	\$	538,604	\$	234,570	\$	263,669
19	\$	41,173	\$	303,252	\$	549,376	\$	262,079	\$	246,125
20	\$	41,996	\$	373,989	\$	560,364	\$	331,993	\$	186,375
21	\$	42,836	\$	406,713	\$	571,571	\$	363,877	\$	164,858
22	\$	43,693	\$	416,063	\$	583,002	\$	372,370	\$	166,940
23	\$	44,567	\$	439,437	\$	594,662	\$	394,870	\$	155,225
24	\$	45,458	\$	458,136	\$	606,556	\$	412,678	\$	148,419
25	\$	46,367	\$	486,186	\$	618,687	\$	439,818	\$	132,501
Total	\$	923,357	\$	5,254,972	\$	11,601,721	\$	4,331,616	\$	6,346,749
Average	\$	36,934	\$	210, 199	\$	464,069	\$	173,265	\$	253,870

1,923,083 \$

5,132,410 \$

1,489,242 \$

Source: Town of Hempstead IDA, Camoin Associates

433,841

\$

\*Note: Assumes 6.25% discount rate.



Present Value\*

15

3,209,328

#### OTHER EXEMPTIONS

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

Table 18

Summary of Costs to Affected Jurisdictions

	Sta	te and County
Sales Tax Exemption	\$	4,715,258
Mortgage Tax Exemption	\$	515,861

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.

#### SAUES 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%<sup>6</sup> of the construction phase earnings would be spent within the county, and 25% of those purchases would be taxable. The portion of sales tax revenue allocated to the town is 0.375%. As a result, there is estimated to be \$18,991 in new sales tax revenue to the town as a result of the construction phase.

Table 19

One-Time Sales Tax Revenue, Construc	ction	1 Phase
Total New Earnings	\$	28,938,806
Amount Spent in County (70%)	\$	20,257,164
Amount Taxable (25%)	\$	5,064,291
Nassau County Sales Tax Revenue (4.25%)	\$	215,232
New Town Sales Tax Revenue Portion*		0.375%
New Town Sales Tax Revenue	\$	18,991

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.

<sup>&</sup>lt;sup>6</sup> 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 household purchases. Table 20 displays the new sales tax revenue that the Town of Hempstead would receive annually based on in-town spending by new households. The portion of sales tax revenue allocated to the town is 0.375%. As a result, there is estimated to be \$848 in new sales tax revenue to the town as a result of the new household spending.

Table 20

Annual Sales Tax Revenue, Household Spending							
Total New Spending	\$	6,887,041					
Amount Taxable (30%)	\$	2,066,112					
Nassau County Sales Tax Revenue (4.25%)	\$	87,810					
New Town Sales Tax Revenue Portion*		0.375%					
New Town Tax Revenue	\$	7,748					

Source: Town of Hempstead IDA, Camoin Associates

Note that the household spending figure has already been adjusted to account for 60% of total spending within the town (see table entitled "Tenant Spending Baskets"). 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, increasing the remaining portion taxable, 30% of purchases are assumed to be taxable.

#### SALES TAX REVENUE - EMPLOYEE EARNINGS

The earnings generated by on-site jobs resulting from building operations 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 21 displays the annual tax revenue that the Town will receive.

Table 21

Annual Sales Tax Revenue, On-Site Ope	eratio	ons
Total New Earnings	\$	444,834
Amount Spent in County (70%)	\$	311,384
Amount Taxable (25%)	\$	77,846
Nassau County Sales Tax Revenue (4.25%)	\$	3,308
New Town Sales Tax Revenue Portion*		0.375%
New Town Tax Revenue	\$	292

Source: Town of Hempstead IDA, Camoin Associates



<sup>\*</sup>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.

#### **TOTAL ANNUAL SALES TAX REVENUE**

The total annual sales tax revenue that the Town will receive is summarized in Table 22.

Table 22

n-Site Operations	)	
Household Spending	\$	7,748
On-Site Operations	\$	292
New Town Tax Revenue	\$	8,040

**Source:** Town of Hempstead IDA, Camoin Associates



#### ATTACHMENT A: WHAT IS ECONOMIC IMPACT ANALYSIS?

An economic impact study aims 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 production inputs (electricity, steel, etc.), 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. Purchasing local goods and services will stimulate other local economic activity. Together, these effects are called the "Indirect Effects" of the change in final demand.

Therefore, the total economic impact of the new widget manufacturer is the initial \$1 million of new money (i.e., Direct Effects) flowing into the US economy, plus the Indirect Effects. The Total Effects to Direct Effects ratio 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) 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 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. The effects of additional widget production will be canceled by a commensurate reduction in purchasing other goods and services.

Changes in final demand, and therefore Direct Effects, can occur in several 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 serves 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 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 demand heavily affects housing, 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. Therefore, each project may have a different expectation for net new households, depending on price point, age restriction, and location.

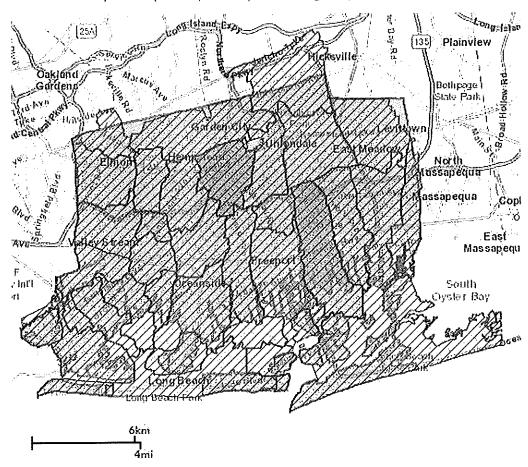
The following steps outline our process for calculating net new households. All data is drawn from Esri Business Analyst.

- 1. <u>Identify where households are likely to come from</u>. 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 within the drive time but outside the study area are net new.
- 2. <u>Identify the existing rental housing supply at different price points</u>. 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. <u>Identify the number of households at different income levels.</u> We analyze households by income group and rental behavior to estimate an "implied number of renting" for different income groups.
- 4. <u>Calculate net housing surplus or gap by price point.</u> Rental housing supply and demand are 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.



### ATTACHMENT C: STUDY AREAS

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





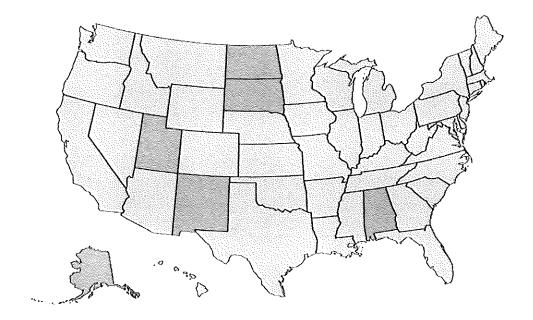
## ABOUT CAMOIN ASSOCIATES

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 over \$6 billion. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 44 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 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 our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter @camoinassociate and on Facebook.

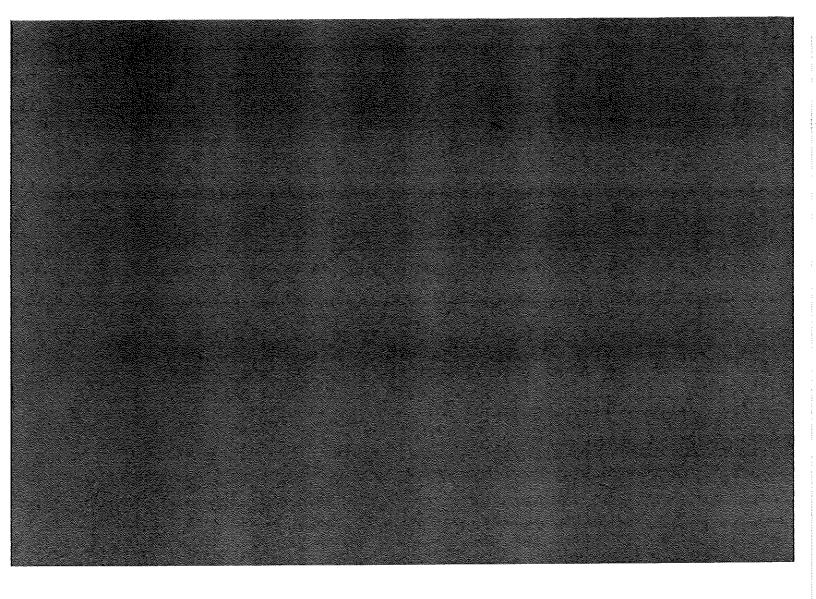
#### THE PROJECT TEAM

Rachel Selsky CEO

Connor Allen Analyst







# Leading action to grow your economy

Camoin Associates
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Saratoga Springs, NY 12866
518.899.2608
www.camoinassociates.com
@camoinassociate



Board Members Thomas Grech Dr. Eric C. Mallette Jack Majkut Robert Bedford Jerry Kornbluth, Ph.D Jill Mollitor Guy Savia

Frederick E. Parola Chief Executive Officer

## TOWN OF HEMPSTEAD Industrial Development Agency

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

April 14, 2025

Honorable Mayor Hobbs Hempstead Village 99 James A. Garner Way Hempstead, New York 11550

Alphamore/50 Clinton

Dear Mayor Hobbs,

As you are aware, due to New York State Legislation the Village of Hempstead is required to have all projects reviewed every three years to identify changes in the assessed values and tax rate.

This project is due for the required three-year PILOT Review. The company is known as Alphamore, LLC and the related PILOT Agreement, for the project located at 50 Clinton Street, in the Village of Hempstead (Section: 34, Block: 350, Lots: 115, and 118 The Town of Hempstead IDA has reviewed the PILOT and tax information and has determined that no change to the PILOT Agreement is necessary due the following:

- 1) The Assessed Value of the property, as determined by the Village of Hempstead has increased slightly, reflecting a de minimis impact on the assessment rates in the Village.
- 2) The Village of Hempstead property tax rate has been adjusted. The change only reflects minor impact of the proportionate share distribution to the taxing jurisdictions (General School and Village).

If you have any questions, please do not hesitate to contact me at (516) 812-3134.

Frederick E. Parola

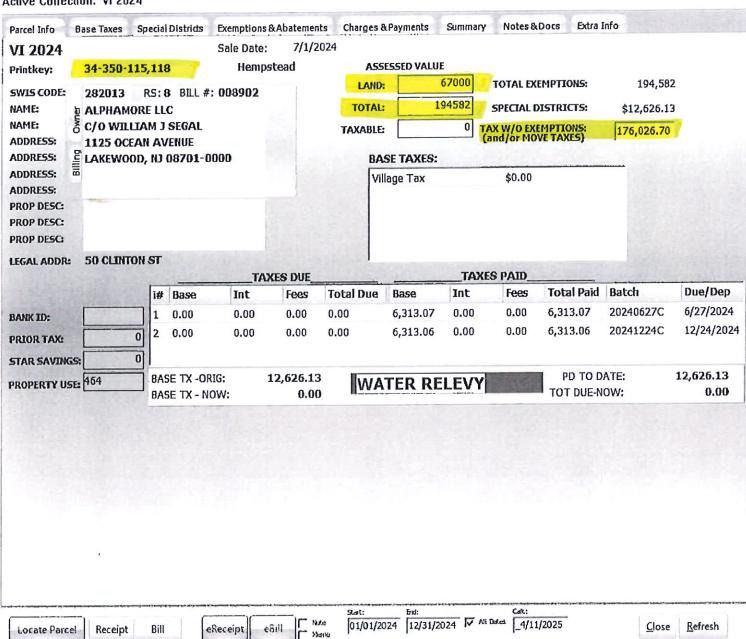
CEO

CC: Hempstead IDA Board Members Agency Counsel

Active Collection: VI 2021 Extra Info Summary Notes & Docs Charges & Payments Parcel Info | Base Taxes | Special Districts Exemptions & Abatements 5/1/2020 VI 2021 Sale Date: ASSESSED VALUE Hempstead 34-350-115,118 Printkey: 67000 LAND: TOTAL EXEMPTIONS: 193,500 282013 RS: 8 BILL #: 008802 SWIS CODE: 193500 SPECIAL DISTRICTS: TOTAL: NAME: \$5,262.00 **№** ALPHAMORE LLC NAME: C/O WILLIAM J SEGAL TAX W/O EXEMPTIONS: (and/or MOVE TAXES) TAXABLE: 168,111.64 ADDRESS: 1125 OCEAN AVENUE LAKEWOOD, NJ 08701-0000 ADDRESS: **BASE TAXES:** ADDRESS: \$0.00 Village Tax ADDRESS: PROP DESC: PROP DESC: PROP DESC: **50 CLINTON ST** LEGAL ADDR: TAXES PAID TAXES DUE Due/Dep Total Paid Batch **Total Due** Base Int Fees Fees i# Base Int 6/17/2021 0.00 0.00 2,631.00 20210623C 0.00 0.00 0.00 0.00 2,631.00 BANK ID: 12/22/2021 0.00 0.00 2,631.00 20211222C 0.00 0.00 2,631.00 2 0.00 0.00 0 PRIOR TAX: 0 STAR SAVINGS: 5,262.00 PD TO DATE: BASE TX -ORIG: 5,262.00 WATER RELEVY PROPERTY USE: 464 TOT DUE-NOW: 0.00 BASE TX - NOW: 0.00

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Active Collection: VI 2024



Board Members Thomas Grech Dr. Eric C. Mallette Jack Majkut Robert Bedford Jerry Kornbluth, Ph.D Jill Mollitor Guy Savia

Frederick E. Parola Chief Executive Officer

## TOWN OF HEMPSTEAD Industrial Development Agency

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

April 14, 2025

Honorable Mayor Hobbs Hempstead Village 99 James A. Garner Way Hempstead, New York 11550

City Autoplex

Dear Mayor Hobbs,

As you are aware, as required by New York State Legislation, the Village of Hempstead is required to have all projects within their municipality reviewed every three years to identify any changes in the assessed values and tax rate.

This project is due for the required three-year PILOT Review. The company is known as City Autoplex located at 225-233 North Franklin Street, in the Village of Hempstead (Section: 34, Block: 178, Lots: 6, (11, 18, 23) 12, 14). The Town of Hempstead IDA has reviewed the PILOT and tax information and has determined that no change to the PILOT Agreement is necessary due the following:

- 1) The Assessed Value of the property, as determined by the Village of Hempstead, has not changed.
- 2) The Village of Hempstead property tax rate has been adjusted. As a result, the change reflects minor impact of the proportionate share distribution to the taxing jurisdictions (General, School and Village).

If you have any questions, please do not hesitate to contact me at (516) 812-3134.

Sincerely,

EDIE M. LONGO

**CFO** 

CC: Hempstead IDA Board Members Agency Counsel Active Collection: VI 2024

arcel Info	Base Taxes	Specia	Districts	Exemptions	&Abatement	Charges 8	kPayments	Summary	Notes &	Docs Refun	ds & BC Extra	Info
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Parcel Info	Base Taxes	Special Districts	Exemptions	s & Abatement	s Charges &	Payments	Summa	ry Notes &	Docs Extra	Info	
/I 2021			Sale Date								
rintkey:	34-178-	14	Hemp	stead		SSED VALU	5950				
WIS CODE:	282013	RS:8 BILL#			LANO:			TOTAL EX	EMPTIONS:	5,950	
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and the same of the property of		The Real Property lies and the Personal Property lies and party lies and li	Company of Supplement			-	No. of Concession, Name of Street, or other	Andrews and section \$10.50	delatera incrementario		-
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Board Members
Thomas Grech
Dr. Eric C. Mallette
Jack Majkut
Robert Bedford
Jerry Kornbluth, Ph.D
Jill Mollitor
Guy Savia

Frederick E. Parola Chief Executive Officer



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

April 14, 2025

Honorable Mayor Hobbs Hempstead Village 99 James A. Garner Way Hempstead, New York 11550

Fad Henry Street Food Corp.

Dear Mayor Hobbs,

As you are aware, as required by New York State Legislation, the Village of Hempstead is required to have all projects within their municipality reviewed every three years to identify any changes in the assessed values and tax rate.

This project is due for the required three-year PILOT Review. The company is known as Fad Henry Street Food Corp. located at 216-228 Henry Street, in the Village of Hempstead (Section: 36, Block: 46901, Lots: 266). The Town of Hempstead IDA has reviewed the PILOT and tax information and has determined that no change to the PILOT Agreement is necessary due the following:

- 1) The assessed value of the property, as determined by the Village of Hempstead, has not changed.
- 2) The Village of Hempstead property tax rate has been adjusted. As a result, the change reflects minor impact of the proportionate share distribution to the taxing jurisdictions (General, School and Village).

If you have any questions, please do not hesitate to contact me at (516) 812-3134.

Sincerely,

Lace M Skengo

EDIE M. LONGO

**CFO** 

CC: Hempstead IDA Board Members Agency Counsel

VI 2021 Printkey: 36-469-1,	266	Sale Date: Hemp		ASS	ESSED VALU	IE				
SWIS CODE: 282013	RS:8 BILL#			LAND:		30000	TOTAL EX	EMPTIONS:	30,000	
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DDRESS:				VIII	age Tax		\$0.00			
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Board Members Thomas Grech Dr. Eric C. Mallette Jack Majkut Robert Bedford Jerry Kornbluth, Ph.D Jill Mollitor Guy Savia

Frederick E. Parola Chief Executive Officer



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

April 14, 2025

Honorable Mayor Hobbs Hempstead Village 99 James A. Garner Way Hempstead, New York 11550

Hempstead 209

Dear Mayor Hobbs,

As you are aware, as required by New York State Legislation, the Village of Hempstead is required to have all projects within their municipality reviewed every three years to identify any changes in the assessed values and tax rate.

This project is due for the required three-year PILOT Review. The company is known as Hempstead 209 located at 209 Front Street, in the Village of Hempstead (Section: 34, Block: 300, Lots: 147,148,149,150,151). The Town of Hempstead IDA has reviewed the PILOT and tax information and has determined that no change to the PILOT Agreement is necessary due the following:

- 1) The Assessed Value of the property, as determined by the Village of Hempstead has not changed.
- 2) The Village of Hempstead property tax rate has been adjusted. The change only reflects minor impact of the proportionate share distribution to the taxing jurisdictions (General School and Village).

If you have any questions, please do not hesitate to contact me at (516) 812-3134.

Sincerely,

EDIE M. LONGO

**CFO** 

CC: Hempstead IDA Board Members Agency Counsel

NAME:	VI 2021 Printkey:	34-300-1	47		Sale Date Hemp	: 5/1/20 ostead		SESSED VALU	IE				
VAME: ADDRESS: ADDRESS: PROP DESC: PROP DESC	SWIS CODE:	282013	RS:	B BILL#	: 008778		LAN	D:	9596	TOTAL EX	EMPTIONS:	19,000	
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	S C/O AD							0	TAX W/O EX	( W/O EXEMPTIONS: 13,466.31		
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## VILLAGE OF HEMPSTEAD TAX RATES: EACH \$100 OF ASSESSED VALUATION

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YEAR	AMOUNT	YEAR	AMOUNT	YEAR	AMOUNT	YEAR	AMOUNT
1922	2.16	1953	1.96	1984	10.54	2015	82.65
1923	2.16	1954	2.00	1985	11.42	2016	83.48
1924	2.30	1955	2.08	1986	12.00	2017	84.19
1925	2.54	1956	2.28	1987	13.40	2018	84.50
1926	2.54	1957	2.28	1988	13.40	2019	85.16
1927	2.88	1958	2,32	1989	13.35	2020	85.1257
1928	1.88	1959	2.44	1990	14.30	2021	86.8794
1929	1.98	1960	2.48	1991	14.90	2022	87.5717
1930	1.46	1961	2.52	1992	1 <i>5</i> .80	2023	90.8941
1931	1.56	1962	2.58	1993	17.30	2024	90.4640
1932	1.36	1963	2.58	1994	18.20	2025	
1933	1.16	1964	2.72	1995	20.60		
1934	1.30	1965	2.90	1996	22.55		
1935	1.34	1966	3.14	1997	22.55		
1936	1.20	1967	3.26	1998	24.50		
1937	1.14	1968	3.90	1999	28.09		
1938	1.10	1969	3.90	2000	27.98	eggan and a minimum of the second of the sec	
1939	1.28	1970	4.18	2001	30.96		
1940	1.28	1971	4.66	2002	34.80		
1941	1.28	1972	4.82	2003	40.18		mmon (Alvanian and an Alvanian Anna Anna Anna Anna Anna Anna Anna
1942	1.28	1973	5.26	2004	45.25		
1943	1.28	1974	<i>5</i> .98	2005	49.73	······································	
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1945	1.34	1976	7.84	2007	<i>5</i> 9.88	ACTION CONTRACTOR IN CONTRACTO	
1946	1.42	1977	8.70	2008	61.53		
1947	1.46	1978	8.78	2009	61.53		
1948	1.66	1979	8.96	2010	65.12		
1949	1.82	1980	9.42	2011	69.27		
1950	1.82	1981	9.76	2012	70.60		
1951	1.80	1982	10.04	2013	74.81		
1952	1.98	1983	10.54	2014	77.48		

#### Via email ariyeam@hempsteadny.gov

Attn:

Arlyn Eames, Deputy Financial Officer

Town of Hempstead Industrial Development Agency

350 Front Street

Hempstead, New York 11550

Re:

**IDA Approval of Tenant Sublease** 

Green Acres Adjacent, LLC 2015 Facility

750 Sunrise Highway, Valley Stream, NY 11581

Dear Ms. Eames:

In accordance with instructions from Daniel Baker of Greenberg Traurig, attached please find sent directly to you a copy of the tenant sublease for your approval in accordance with Section 9.3 of the Lease Agreement dated May 1, 2015, for the above referenced location ("Green Acres Adjacent Lease") related to the following:

- Size of Premises: 1,722 square feet

Tenant: SEIKOU GROUP, LLC, a Virginia limited liability company

Address: Green Acres Mall, located in the Village of Valley Stream

- Estimated employees: 3 FTE (2 full time, 2 part time)

- Estimated average salaries: minimum \$40,000 / yr for full time, and part time \$16.50 per hour

Also enclosed is a chart regarding the corresponding tenant sublease provisions compared to the provisions listed in Exhibit G of the Green Acres Adjacent Lease as indicated in Nancy Rendos' 7/15/15 memo to you.

Please note, there is no NDA requested in connection with this Lease.

Please confirm your approval of the lease and execution of the resolution by the TOHIDA approving the lease by a reply email to me so I may proceed with execution of the tenant sublease as soon as possible. If you have any questions in the meantime, please do not hesitate to contact me at 972-352-1058.

Sincerely,

Kattan E. Slenood

Cc:

Daniel J. Baker, Esq. via email (dan.baker@gtlaw.com)

Edie Longo, edielon@hempsteadny.gov (with attachments)

Terance Walsh, Nixon Peabody, via email <a href="mailto:twalsh@nixonpeabody.com">twalsh@nixonpeabody.com</a> (with attachments) Fareeha Khan, Nixon Peabody, via email <a href="mailto:fkhan@nixonpeabody.com">fkhan@nixonpeabody.com</a> (with attachments) Emma Feary, Nixon Peabody, via email <a href="mailto:efeary@nixonpeabody.com">efeary@nixonpeabody.com</a> (with attachments)

Eric Brenner, Nixon Peabody, via email ebrenner@nixonpeabody.com (with attachments)

Nancy Rendos (via email <u>nancy.rendos@macerich.com</u>) Joe Floccari (via email joe.floccari@macerich.com)

#### Stewart Avenue Holdings LLC 2361 Nostrand Ave. Suite 601 Brooklyn, NY 11210

April 3, 2025

Ms. Arlyn Eames Deputy Financial Officer Town of Hempstead IDA 350 Front St. Room 234-A Hempstead, NY 11550

Dear Ms. Eames,

Stewart Avenue Holdings LLC requests that the Town approve a recent lease that was negotiated at the property with "Miller & Caggiano LLP". The tenant is looking to occupy Suite 130 in the 900 Stewart building. The approximate square footage of the space is 5,018. The estimated number of employees to be employed in the space is 20-25 employees. I have attached a copy of the lease as well to this request.

Should you have any questions or require any further information please do not hesitate to let me know.

Sincerely yours,

Scott J. Katz

61/K

Authorized Signatory

### CEO's REPORT April 22, 2025

\*Indicates new proposal not included in prior reports

#### **ACTIVE PROJECTS:**

Bridgeview Land Development LLC. - This project closed.

Sunrise of Oceanside NY Propo, LLC – The vacant project site located at 374 Atlantic Avenue, Oceanside would be developed into an 84-unit, first class assisted living facility, with associated parking and site improvements. The approximate unit breakdown would be 34 one bedroom/studios and 50 two-bedroom units. The site would be 77,433 square feet of floor space with 52 on-site parking spaces. The project would provide assisted living, memory care and coordination of hospice care among other services. Additionally, the development will include a 220 square foot spa on each of the three floors, a 553 square foot beauty salon, a 420 square foot exercise room, an 832 square foot entertainment area, a 590 square foot area for wet activities, a 158 square foot reflection area and a 4,743 square foot dining room, as well as a bistro.

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 will 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. The developer is currently seeking a delay to close due to financing costs. Their was an increase in projects costs so the project will need a re-authorizing and a new hearing. Contacts: Elizabetta Coschignano & Kenneth Breslin.

Conklin Estates - The developers seek to construct sixteen 2-story, 16- units of market rental housing development located at 37 Conklin Ave, Woodmere. There will also be parking on the ground level. The building area will be approximately 24,092 square feet and there will be 42 total parking spaces on the site. This will be on approximately .8242 acres. The unit will be as follows: 12-2 bedrooms, 2 bath units and 4-3 bedrooms, 2.5 bath units This is considered a transit orient development due to its proximity to the LIRR. The project costs are \$5.5 million. This project was induced at the October 2023 Meeting. A public hearing was held on December 20, 2023. An authorizing resolution was adopted on January 23, 2024. Contact: Dan Deegan, Esq. We are awaiting a closing date.

<u>JAEP Properties LLC</u> – 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 building 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. The project was Inducement we have a Public hearing set up for the end of April. Contacts: John Paci, Peter Curry, Esq.

106 Broadway Freeport — the applicant seeks to construct 80 units of affordable housing 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. We are waiting to schedule a public hearing. Contact: Dan Deegan, Esq., John Gordon, Esq, Principal & Barbara Murphy.

AIREF JFK IC, LLC — The applicant intends to demolish a single-family home on Cerro Street in Inwood, along with an adjacent piece of property, and construct an approximately 68,016 square feet one-story warehouse/distribution center. The project will include loading docks and 68 parking stalls of which two will be equipped as electric vehicle charging stations. This project was induced on 12/19/23, a public hearing was held on 1/10/2024. We are awaiting a closing date. Contact: James R. Murray

Avalon Rockville Centre Phase I – Located at 80 North Centre Avenue, Rockville Centre. This IDA project was developed for a 165 #unit multi-family residential community comprised of four stories and a one structure for parking. This existing project's PILOT which was granted years is set to expire in 2026. The developer seeks an additional ten years on the PILOT Agreement. The developer will upgrade units and common areas. An additional commitment in improvements of \$3 million will be made over the next five to seven years. Contact: Jon Vogel, Senior VP (212-309-2985), John Chillemi, Esq., (516-663-6619) Michael Faltischek (663-6619).

SDL Bellmore, LLC: The developer seeks to create an apartment complex of 28 units through the demolition of an existing 26,903 square-foot vacant structure that served as a religious Temple. The new construction will be two buildings of 45,458 square feet. Each of the 28 units will be two-bedrooms solely for residents 55 and over. There will be a preference veteran when fully operational, there will be two fulltime and two part time employees. The cost of development will be \$12.6 million. This project was induced at the March 2025 Meeting. Contact: Scott Leyton, CEO of the company; Dan Baker, Esq. represents the developer.

Main Street Hempstead Apartments, LLC: The major housing project will be located at 257 Main Street, Hempstead Village. The proposed 246 apartments will provide 80 two-bedroom units, 141 one-bedroom, and 25 studio on a 1.69 acres site. The development will include in its 331,584 square foot, a component of 8,600 square feet ground floor retail space and 104,468-foot parking garage. Ten percent of the units will qualify or set aside attainable housing. The project is an assignment and modification. The IDA is currently providing benefits. The \$114,635 million project will include five full-time employees. This project is set to be induced at our April meeting. Contact: Rashid Walker, John Gordon, Esq. and Dan Deegan as counsel.

<u>Ascend Place</u>: Developer seeks to reconfigure a vacant nursing home located at 121 Franklin Place, Woodmere to offices. The \$20 million forty Thousand square foot office building. The project includes 200 parking spaces which will employ twenty full-time workers. Variances are required.

#### **INACTIVE PROJECTS:**

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 is 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 Track 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).

<u>The Meadowwood Properties</u> – 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 underdeveloped 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.



January 22, 2025

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

Re: Employment Shortfall at Parabit's Roosevelt Facility

Dear Arlyn Eames,

This letter serves as an explanation regarding the employment shortfall at Parabit Systems, Inc.'s Roosevelt facility (35 Debevoise Ave., Roosevelt, NY 11575) for the year 2024.

The project was initially projected to create 70 full-time positions. As of 2024, Parabit reported 63 full-time employees, resulting in a shortfall of seven (7) positions. While we recognize the importance of meeting our employment commitments, I would like to provide some context for the current situation and assure the agency of our ongoing efforts to address the shortfall.

Parabit is actively seeking to fill nine (9) open positions immediately across various roles, as advertised on our careers page (https://www.parabit.com/careers). These positions represent an opportunity not only to meet but to exceed our employment goals as originally outlined. The company remains fully committed to fulfilling its obligations to the Town of Hempstead IDA and to contributing to the local economy through job creation and economic growth.

The employment shortfall can be attributed to challenges in the current labor market, including a competitive hiring landscape and evolving workforce dynamics. Despite these challenges, Parabit continues to invest in recruitment initiatives and employee retention programs to maintain and grow its workforce.

We appreciate the support and understanding of the Town of Hempstead IDA as we navigate these challenges, and we remain steadfast in our commitment to the success of this project.

Should you have any questions or require additional information, please feel free to contact me directly.

Thank you for your time and consideration.

Sincerely,

David Nation Vice President – Legal

#### DOVER FREEPORT, LLC

27 Saint John's Place Freeport, New York 11520 516-933-4444 Facsimile 516-933-0117 dovergroupny.com

February 7, 2025

Mr. Frederick E. Parola, Executive Director/CEO Town of Hempstead Industrial Development Agency 350 Front Street Hempstead, New York 11550-4037

Dear Mr. Parola:

As you are aware, a review of the NYS-45 and Form 941 documents which we submitted for the 2024 calendar reflect a slight shortfall from our projected employment figures as well as a slight shortfall in the creation of new jobs.

We attribute these shortfalls to the fact that food and beverage sales volumes have still not recovered from the reductions in activity which were triggered by the pandemic. Snack Bar and Refreshment stand activity is still well below the levels that were achieved prior to the pandemic. Our municipal clients have actually reduced the number of Snack Bars and Refreshment stands which operate in the parks because of this loss of traffic and sales activity.

Specifically, the County of Nassau, Town of Hempstead and New York State parks have actually eliminated many locations which we operated and staffed. This alone caused a decrease in employee headcount.

The construction work which we performed created not less than four (4) full-time and part-time trade positions for carpenters and other trades people.

Sincerely

BUTCH YAMALI Managing Member



#### DAVIDOFF HUTCHER & CITRON LLP

ATTORNEYS AT LAW

605 THIRD AVENUE NEW YORK, NEW YORK 10158

> TEL: (212) 557-7200 FAX: (212) 286-1884 WWW.DHCLEGAL.COM

FIRM OFFICES

ALBANY ATTORNEYS AT LAW 150 STATE STREET ALBANY, NY 12207 (518) 465-8230

WASHINGTON, D.C. ATTORNEYS AT LAW 20 I MASSACHUSETTS AVENUE N.E. WASHINGTON, D.C. 20002 (202) 347-1117

FIRM OFFICES

WHITE PLAINS ATTORNEYS AT LAW 120 BLOOMINGDALE ROAD WHITE PLAINS, NY 10605 (914) 381-7400

PALM BEACH ATTORNEYS AT LAW 250 ROYAL PALM WAY SUITE 202 PALM BEACH, FL 33480 (561) 567-8488

March 3, 2025

#### **VIA FED EXPRESS & EMAIL**

Hon. Fred Parola Executive Director Town of Hempstead Industrial Development Agency 350 Front Street, Room 234-A Hempstead, NY 11550

Re:

Gabrielli Inwood LLC/ Gabrielli Truck Sales Ltd. 2020 Facility:

2024 Job Covenant

#### Dear Fred:

In furtherance of the 2024 Job Shortfall Letter, dated February 14, 2025, attached hereto at <u>Appendix A</u> (the "2024 Job Shortfall Letter"), please find herein a detailed summary of Gabrielli's efforts to recruit and hire employees for that certain property located at 31 Alemeda Street, Inwood, New York (the "Project Facility").

Gabrielli uses a three-prong recruitment strategy to staff the Project Facility: attend local and regional job fairs, aggressively post open positions on relevant online job boards, and create internal and external incentive programs that drive hiring.

As discussed in the 2024 Job Shortfall letter, Gabrielli's recruitment and human resources team diligently attends local and regional recruitment events. Please find information on these career fairs below:

Hempstead Works Job Fair: Partnering with the Town of Hempstead, Gabrielli regularly attends this career fair. Most recently, Gabrielli participated at this job fair on April 20, 2023, and April 16, 2024. Gabrielli looks forward to participating again this spring.

New York Auto and Diesel Institute Career Fair: this biannual recruitment event, held in Jamaica, NY, attracts over 100 job seekers per session. Gabrielli attended this career fair on April 10, 2023, October 4, 2023, April 15, 2024, and October 11, 2024.

<u>Universal Technical Institute Career Fair</u>: this biannual recruitment event, held in Bloomfield, NJ, attracts over 100 job seekers each session. Gabrielli attended this career fair on March 5, 2023, September 4, 2023, March 30, 2024, and October 1, 2024.

#### DAVIDOFF HUTCHER & CITRON LLP

Hon. Fred Parola March 3, 2025 Page 2

<u>Lincoln Tech Career Fair</u>: this biannual event, held in Brooklyn, NY, attracts over 200 candidates. Gabrielli attended this career fair on May 4, 2023, October 1, 2023, November 10, 2024, and November 1, 2023.

In addition to attending job fairs, Gabrielli continuously post jobs for the Project Facility online. These job posts, which are attached hereto at Appendix B, are evergreen and continuously reoccur. Gabrielli refreshes these job posts every 90 days for website optimization. Gabrielli post these jobs on the following websites: Indeed, Job Target, ZipRecuiter, and internally on Gabrielli's website.

Another way Gabrielli is recruiting for positions at the Project Facility is through internal and external incentive programs.

Gabrielli has an internal referral bonus program to attract employees. This program provides a \$500.00 referral bonus to any current employee, excluding managers and assistant managers, who refers a job candidate who is hired by Gabrielli and completes six (6) months of employment.

Partnering with Universal Technical Institute ("UTI"), a technical school with locations throughout the country, Gabrielli created an innovative employee-pipeline tuition reimbursement program. UTI allows Gabrielli to directly recruit their students. If UTI students are hired by Gabrielli and complete a diesel technician program, Gabrielli provides a \$20,000.00 tuition reimbursement benefit to the employee.

Gabrielli remains committed to aggressively recruiting for positions at the Project Facility and increasing the amount of full-time equivalent employees stationed there. At the Agency's convenience, Gabrielli's human resources and recruitment team will be available to further discuss their recruitment initiatives.

Thank you for your consideration.

Very truly yours,

Nicholas T Terzulli, Esq.

CC: Michael Lodato – mlodato@tohmail.org
Arlyn Eames – aeames@tohmail.org

#### APPENDIX A



#### DAVIDOFF HUTCHER & CITRON LLP

ATTORNEYS AT LAW

605 THIRD AVENUE NEW YORK, NEW YORK 10158

> TEL: (212) 557-7200 FAX: (212) 286-1884 WWW.DHCLEGAL.COM

> > February 14, 2025

FIRM OFFICES

ALBANY ATTORNEYS AT LAW 150 STATE STREET ALBANY, NY 12207 (518) 465-8230

WASHINGTON, D.C. ATTORNEYS AT LAW 20 | MASSACHUSETTS AVENUE N.E. WASHINGTON, D.C. 20002 (202) 347-1117

FIRM OFFICES

WHITE PLAINS ATTORNEYS AT LAW 120 BLOOMINGDALE ROAD WHITE PLAINS, NY 10605 (914) 361-7400

PALM BEACH ATTORNEYS AT LAW 250 ROYAL PALM WAY SUITE 202 PALM BEACH, FL 33480 (561) 567-8488

VIA FED EXPRESS & EMAIL

Hon. Fred Parola Executive Director Town of Hempstead Industrial Development Agency 350 Front Street, Room 234-A Hempstead, NY 11550

Re:

Gabrielli Inwood LLC/ Gabrielli Truck Sales Ltd. 2020 Facility:

2024 Job Covenant

Dear: Fred!

Our Firm represents Gabrielli Inwood LLC and Gabrielli Truck Sales Ltd. (collectively, "Gabrielli") in connection with that certain Amended and Restated Lease and Project Agreement with the Town of Hempstead Industrial Development Agency ("TOHDIA") dated as of October 1, 2020 (the "Project Agreement") for that certain property located at 31 Alemeda Street, Inwood, New York (the "Project Facility").

According to Section 8.11 of the Project Agreement, Gabrielli is obligated to create and maintain at the Project Facility fifty (50) full-time equivalent employees as of December 31, 2023. In 2024, Gabrielli employed a total of twenty (20) full-time equivalent employees directly at the Project Facility. Gabrielli employees approximately eighty-five (85) additional full-time equivalent employees at other locations in Nassau County (the "Additional Employees"). The Additional Employees rotate through Gabrielli's Nassau County locations, including the Project Facility, on a weekly basis. Often, in addition to the twenty (20) full-time equivalent employees based at the Project Facility, an additional ten-fifteen (10-15) full-time equivalent employees will be working out of the Project Facility on any given workday. Furthermore, Gabrielli is in the process of relocating full time equivalent positions from outside of the economic development area to the Facility, including components of the sales and accounting departments.

The Town of Hempstead's extremely tight labor market, which we believe stems from the COVID pandemic, resulted in Gabrielli being unable to comply with this provision of the Project Agreement in 2024. As of November 2024, the unemployment rate for the Town of

#### DAVIDOFF HUTCHER & CITRON LLP

Hon. Fred Parola February 14, 2025 Page 2

Hempstead was 2.9%, which was significantly less than New York State's unemployment rate of 4.4% for December 2024.1

Notwithstanding the tight labor market, Gabrielli is working diligently on recruitment and workforce development. Finding and training qualified employees who want to work full time requires more time and effort than ever before. To address this problem, and to demonstrate Gabrielli's good faith attempt to fully comply with the Project Agreement, Gabrielli has embarked on extensive and creative recruitment tools to find and train employees at the Project Facility.

These initiatives include the following:

- 1. Posting job openings on numerous online job boards, including Indeed.com and CareerBuilder.com;
- 2. Creating a referral program with Universal Institute (vocational school);
- 3. Creating a referral program with Lincoln Tech (vocational school);
- 4. Creating a referral program with New York Auto and Diesel Institute (vocational school);
- 5. Attending numerous tradeshows throughout Long Island; and
- 6. Developing a partnership with Nassau Community College for workforce development and job training.

In addition to Gabrielli's extensive recruitment efforts, Gabrielli is paying their hourly employees at the Project Facility an average hourly wage above market rate, plus benefits, which is necessary to recruit and maintain employees in this difficult job market.

Therefore, we request the TOHIDA grant forbearance for our 2024 employment shortfall. Thank you for your consideration.

Very truly yours,

Nicholas T. Terzulli, Esq.

CC: Michael Lodato – mlodato@tohmail.org
Arlyn Eames – <u>aeames@tohmail.org</u>

00971055

<sup>&</sup>lt;sup>1</sup> Bureau of Labor Statistics, United States Department of Labor

#### APPENDIX B

**Preview Mode** 



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Join Our Talent Community

#### Diesel Mechanic / Technician

Inwood, NY, US

Requisition ID: 1161

Salary Range:

20.00 To 55.00 (USD) Hourly

Job Description: We are seeking a mechanic to repair and maintain diesel engine industrial trucks according to dealership and factory specifications. Individual must have electrical troubleshooting skills and strong computerized electrical system diagnostic capabilities

#### Responsibilities:

- Performs work as outlined on repair order with efficiency and accuracy, in accordance with dealership and factory standards.
- Diagnoses cause of any malfunction and performs repair.
- Examines assigned vehicle to determine if further safety or service work is required or recommended.
- Documents all work performed and recommended on the repair order.
- Participates in manufacturer sponsored training programs, schools, and events.
- Keeps abreast of manufacturer technical bulletins.
- Maintains and is accountable for all dealership-owned tools and manuals. Returns them to the proper place and in the same condition as when they were received.
- Understands, keeps abreast of, and complies with federal, state, and local regulations, such as hazardous waste disposal, OSHA Right-to-Know, etc.
- Operates all tools and equipment in a safe manner.
- Computer skills, including, but not limited to: Microsoft Office
- CDL is a plus

Must have own tools

Back

**Apply** 

- Be motivated, proactive, focused and well organized
- Maintain high level of professionalism
- At least 3 years of experience or more

Gabrielli Truck Sales is an Equal Opportunity Employer. We value a diverse and inclusive working atmosphere. In furtherance of our culture, all qualified applicants will receive consideration for employment without regard to pregnancy, race, national origin, gender, age, religion, disability, sexual orientation, veteran status, marital status or any other characteristics protected by law. Gabrielli Truck Sales provides reasonable accommodations for employees and applicants with disabilities or pregnant consistent with applicable law. If you need a reasonable accommodation during the application process, please let us know.

#### Benefits:

- · Medical and Dental plan
- · Paid Holidays
- Paid vacation and sick/personal time
- · 401k with an employer match
- EMPLOYER Paid Life insurance benefit
- · Gym Reimbursement program

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Join Our Talent Community

#### A Service Technician

Inwood, NY, US

Requisition ID: 1114

Salary Range:

20.00 To 25.00 (USD) Hourly

Job Description: We are seeking a mechanic to repair and maintain diesel engine industrial trucks according to dealership and factory specifications. Individual must have electrical troubleshooting skills and strong computerized electrical system diagnostic capabilities

#### Responsibilities:

- Performs work as outlined on repair order with efficiency and accuracy, in accordance with dealership and factory standards.
- Diagnoses cause of any malfunction and performs repair.
- Examines assigned vehicle to determine if further safety or service work is required or recommended.
- Documents all work performed and recommended on the repair order.
- Participates in manufacturer sponsored training programs, schools, and events.
- Keeps abreast of manufacturer technical bulletins.
- Maintains and is accountable for all dealership-owned tools and manuals. Returns them to the proper place and in the same condition as when they were received.
- Understands, keeps abreast of, and complies with federal, state, and local regulations, such as hazardous waste disposal, OSHA Right-to-Know, etc.
- Operates all tools and equipment in a safe manner.
- Computer skills, including, but not limited to: Microsoft Office
- CDL is a plus
- Must have own tools

Back

**Apply** 

- Be motivated, proactive, focused and well organized
- Maintain high level of professionalism
- At least 3 years of experience or more

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Join Our Talent Community

## Facility Manager - Commercial Truck Industry

The Bronx, NY, US

Requisition ID: 1117

Hicksville, NY, US

Jamaica, NY, US

Dayton, NJ, US

Hartford, CT, US

Milford, CT, US

Rockaway, NJ, US

Medford, NY, US

Inwood, NY, US

Ridgefield Park, NJ, US

Bloomsbury, NJ, US

Jamaica, NY, US

Enfield, CT, US

Milford; CT, US

Fairview, NJ, US

The Bronx, NY, US

Milford, CT, US

#### Salary Range:

90,000.00 To 110,000.00 (USD) Annually

Job Title: Facility Manager - Commercial Truck Industry

Location: New York, New Jersey, Connecticut

Job Overview:

We are seeking an experienced Facility Manager to oversee the operations of multiple facilities that incorporate office spaces, parts retail and warehousing, and repair service areas for the commercial truck industry. The successful candidate will ensure that all facilities operate efficiently, safely, and in compliance with state and local regulations. This role is essential in maintaining the functionality and sustainability of our facilities across New York, New Jersey, and Connecticut.

Key Responsibilities:

Back

**Apply** 

- Facility Management: Oversee daily operations and management of multiple facilities, ensuring all sites are functioning effectively and efficiently.
- Maintenance and Repairs: Manage and coordinate ongoing repairs and upgrades across all
  locations. Develop and implement preventative maintenance schedules to minimize downtime
  and extend the life of facilities and equipment.
- Compliance and Regulatory Requirements: Ensure all facilities comply with relevant federal, state, and local regulations, including safety, environmental, and industry-specific requirements. Maintain up-to-date certifications and licenses required for operation.
- Budget Management: Develop and manage budgets for facility operations, maintenance, and repairs. Forecast future financial needs to support facility improvements and expansions.
- Vendor Management: Oversee contracts and relationships with external service providers, ensuring high-quality performance and cost-effectiveness. Coordinate vendor work and inspect completed jobs.
- Safety and Security: Implement safety measures and conduct regular inspections to maintain high safety standards. Develop emergency response and evacuation plans, ensuring staff are trained appropriately.
- Sustainability Initiatives: Promote and implement sustainable practices within facilities, aiming to reduce environmental impact and operational costs.
- Space Optimization: Effectively manage space utilization across all facilities to support operational needs and business objectives.
- Team Leadership: Lead a team of maintenance and support staff. Provide direction, training, and development opportunities to ensure a motivated and skilled workforce.

#### Qualifications:

- Bachelor's degree in Facility Management, Business Administration, Engineering, or related field.
- Proven experience in facility management, preferably within the automotive or commercial trucking industry.
- Strong knowledge of building systems (HVAC, electrical, plumbing, etc.).
- Familiarity with federal, state, and local building codes and OSHA regulations.
- Excellent project management and organizational skills.
- Strong communication and interpersonal skills for managing staff and vendor relationships.
- Proficiency in using facility management software and Microsoft Office Suite.
- Ability to travel between facilities as required.

#### Preferred Qualifications:

- Certification in Facility Management (CFM) or equivalent.
- · Experience with sustainability and energy management practices.
- Knowledge of industry-specific requirements and challenges in the commercial truck industry.

Gabrielli Truck Sales is an Equal Opportunity Employer. We value a diverse and inclusive working atmosphere. In furtherance of our culture, all qualified applicants will receive consideration for employment without regard to pregnancy, race, national origin, gender, age, religion, disability, sexual orientation, veteran status, marital status or any other characteristics protected by law. Gabrielli Truck Sales provides reasonable accommodations for employees and applicants with disabilities or pregnant consistent with applicable law. If you need a reasonable accommodation during the application process, please let us know.

#### Benefits:

Medical and Dental plan

Back

Apply

• Paid Holidays

- Paid vacation and sick/personal time
- 401k with an employer match
- EMPLOYER Paid Life insurance benefit
- Gym Reimbursement program\

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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

March 18, 2025, 9:00 a.m. Old Court Room, 350 Front Street, 2<sup>nd</sup> Floor, Hempstead

Agenda: Village Business: Village of Freeport: None Village of Hempstead: Discussion regarding possible Termination of Benefits for Harris Beach 50 Clinton (formerly Alphamore LLC assigned to court- Appointed receiver Keith Corbett, Harris Beach) 50 Clinton Street, Hempstead, for non-compliance. New Business: Consideration of an Inducement Resolution for SDL Bellmore LLC, 1373 Bellmore Road, North Bellmore, Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall - Porta Bella 259 Fordham LLC, Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall - Asma's Threading Place Inc., Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall - GCI Restaurant Group dba China Experience, Consideration of a Tenant Consent for Valley Stram Green Acres, 2034 Green Acres Mall - Shake Shack New York LLC, Consideration of a Tenant Consent for Equity One Northeast/Regency Centers - Trader Joe's, 900 Old Country Road, Westbury, Consideration of a Tenant Consent for Equity One Northeast/Regency Centers - Golden Hour Nails, 900 Old Country Road, Westbury, Discussion regarding Surrender of IDA Private Bond Allocation to Nassau County Local Economic Assistance Corporation (NCLEAC) to assist in financing for The Gardens at Buffalo LLC, 80 Albany Avenue Freeport. New Business - Other, CEO's Report, Compliance Review 2024 and Synopsis of 2024 Annual Compliance Data, Appointment of Compliance/Contracting Officer, Consideration and Adoption of the 2024 Annual Financial Report, Consideration and Adoption of the 2024 Audited Financial Statements, Consideration and Adoption of the Mission Statement 2024 and Measurement Report 2024, Consideration and Adoption of the Property Disposition Policy, Consideration and Adoption of the Operations and Accomplishments 2024, Consideration and Adoption of the Procurement and Purchasing Guidelines, Consideration and Adoption of the Board Self Evaluation Policy and Procedures, Consideration and Adoption of the Code of Ethics, Consideration and Adoption of the Investment Policy and Guidelines, Consideration and Adoption of Assessment of Effectiveness of Internal Controls, Old Business: Summary of Board Member Self-Evaluations (tabled from February), Reading and Approval of Previous Meeting Minutes: Consideration and Adoption of the Minutes of February 25, 2025, Report of the Treasurer: Consideration of a Fund Balance Transfer for Post Retirement Health Insurance, Financial Statements and Expenditure List: February 19, 2025 - March 12, 2025, Committee Updates, Executive Session, Adjournment

Those in attendance:

Tom Grech, Acting Chairman Eric C. Mallette, Treasurer Jack Majkut, Secretary Robert Bedford, Board Member Jill Mollitor, Board Member Guy Savia, Board Member

Also in attendance:

Frederick E. Parola, CEO
Edie Longo, CFO
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)

The meeting was called to order at 9:00 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 Freeport: No New Business

#### New Business:

Consideration of an Inducement Resolution for SDL Bellmore LLC, 1373 Bellmore Road, North Bellmore: Dan Baker from Greenberg Traurig, the attorney for the applicant, addressed the board. The Applicant seeks to demolish an approximately 26,903 square foot vacant building which was previously used as a Temple. The applicant intends to construct a 45,458 square foot building on the 1.43 acres of land for an apartment complex. The project will consist of 28 units across the two newly constructed buildings. All of the units will be 2 bedrooms/2 bathrooms. This project is to be leased to residents 55 and up, and 3 apartments will give preference to veterans. The Property was previously tax exempt as it was owned by Temple Beth El. The applicant is seeking a 20-year PILOT, Sales Tax Exemption, and Mortgage Recording Tax. Robert Bedford made a motion to approve an Inducement Resolution for SDL Bellmore LLC, 1373 Bellmore Road, North Bellmore for a 20-year PILOT mortgage recording tax and sales tax exemption. This motion was seconded by Jack Majkut. All were in favor. Motion carried.

Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall – Porta Bella 259

Fordham LLC: Jill Mollitor made a motion to approve a Tenant Consent for Valley Stream Green Acres – Porta Bella 259

Fordham LLC, 2034 Green Acres Mall, Valley Stream. The tenant will occupy approximately 2,726 square feet of space and will create approximately (7) jobs. This motion was seconded by Robert Bedford. All were in favor. Motion carried.

Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall – Asmas's Threading Place Inc.: Robert Bedford made a motion to approve a Tenant Consent for Valley Stream Green Acres – Asmas's Threading Place Inc., 2034 Green Acres Mall, Valley Stream. The tenant will occupy approximately 2,407 square feet of space and will create approximately (3) jobs. This motion was seconded by Jack Majkut. All were in favor. Motion carried.

#### Village of Hempstead:

Discussion regarding possible Termination of Benefits for Harris Beach 50 Clinton (formerly Alphamore LLC assigned to court-appointed receiver Keith Corbett, Harris Beach Murtha PLLC) 50 Clinton Street, Hempstead, for non-compliance.: Keith Corbett, the assigned court receiver from Harris Beach addressed the board along with Hilary Becker, Managing agent. 50 Clinton Street has submitted their required annual Compliance paperwork and is in-compliant with the Agency. The building has some violations that Harris Beach is looking to resolve. They are working with the Fire Marshal to install the full sprinkler system which will cost 50 Clinton approximately \$600,000 for all seven floors and will take about 6-8 months to complete. Keith Corbett will follow up with the IDA on the resolution of the violations.

#### **New Business:**

Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall – GCI Restaurant Group d/b/a China Experience: Jack Majkut made a motion to approve a Tenant Consent for Valley Stream Green Acres – GCI Restaurant Group LLC/d/b/a China Experience, 2034 Green Acres Mall, Valley Stream. The tenant will occupy approximately 883 square feet of space and will create approximately (6) jobs. This motion was seconded by Robert Bedford. All were in favor. Motion carried.

Consideration of a Tenant Consent for Valley Stream Green Acres, 2034 Green Acres Mall—Shake Shack New York LLC: Bric Mallette made a motion to approve a Tenant Consent for Valley Stream Green Acres — Shake Shack New York LLC, 2034 Green Acres Mall, Valley Stream. The tenant will occupy approximately 3,080 square feet of space and will create approximately (60) jobs. This motion was seconded by Jill Mollitor. All were in favor, Motion carried.

Consideration for a Tenant Consent for Equity One Northeast Regency Centers-Trader Joe's, 900 Old Country Road, Westbury: Robert Bedford made a motion to approve a Tenant Consent for Equity One Northeast Regency Centers—Trader Joe's, 900 Old Country Road, Westbury. The tenant will occupy approximately 4,979 square feet of space and will create approximately (25) jobs. This motion was seconded by Jill Mollitor. All were in Favor. Motion carried.

Consideration for a Tenant Consent for Equity One Northeast Regency Centers-Golden Hour Nails, 900 Old Country Road, Westbury: Robert Bedford made a motion to approve a Tenant Consent for Equity One Northeast Regency Centers—Golden Hour Nail & Head Spa, 900 Old Country Road, Westbury. The tenant will occupy approximately 3,859 square feet of space and will create approximately (20) jobs. This motion was seconded by Jack Majkut. All were in Favor. Motion carried.

Discussion regarding Surrender of IDA Private Bond Allocation to Nassau County Local Economic Assistance, Corporation (Nassau County Local Economic Assistance Corporation) to assist in financing for The Gardens at Buffalo LLC, 80 Albany Avenue Freeport: John Ryan, the Agency Counsel of from Ryan, Brennan and Donnelly addressed the board that a request was made by Nassau County IDA for the use of the Agency's bond allocation for 2024 for the development of the Gardens at Buffalo. A letter request was sent to NYS for the surrender of the bonds to NC for an amount not to exceed \$17,023,023.

#### New Business -Other:

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

<u>Compliance Review 2024 and Synopsis of 2024 Annual Compliance Data:</u> Arlyn Eames updated the board on the 2024 Compliance Review. No vote needed.

<u>Appointment of Compliance/Contracting Officer:</u> Robert Bedford made a motion to appoint Arlyn Eames, Deputy Financial Officer, as the Contracting/Compliance Officer for the Town of Hempstead Industrial Development Agency. This motion was seconded by Rev. Eric Mallette. All were in favor. Motion carried.

<u>Consideration and Adoption of the 2024 Annual Financial Report:</u> Robert Bedford made a motion to adopt the 2024 Annual Financial Report, as presented by the Audit Committee. This motion was seconded by Rev. Eric Mallette. All were in favor. Motion carried.

<u>Consideration and Adoption of the 2024 Audited Financial Statements:</u> Robert Bedford made a motion to adopt the 2024 Audited Financial Statement, as adopted by the Audit Committee. This motion was seconded by Eric Mallette. All were in favor. Motion carried.

<u>Consideration and Adoption of Mission Statement and Measurement Report:</u> Robert Bedford made a motion to adopt the Agency's Mission Statement and Measurement Report, as adopted by the Governance Committee. This motion was seconded by Rev. Eric Mallette. All were in favor. Motion carried.

<u>Consideration and Adoption of the Property Disposition Policy:</u> Robert Bedford made a motion to adopt the Agency's Property Disposition Policy, as approved by the Governance Committee. This motion was seconded by Rev. Eric Mallette. All were in favor. Motion carried.

Consideration and Adoption of the Operation and Accomplishments 2024: Robert Bedford made a motion to adopt the Agency's Operation and Accomplishments, as adopted by the Governance Committee. This motion was seconded by Eric Mallette. All were in favor. Motion carried.

<u>Consideration and Adoption of the Procurement and Purchasing Guidelines:</u> Robert Bedford made a motion to adopt the Agency's Procurement and Purchasing Guidelines Policy, as adopted by the Governance Committee. This motion was seconded by Rev. Eric Mallette. All were in favor. Motion carried.

<u>Consideration and Adoption of the Board Self Evaluation Policy and Procedures:</u> Robert Bedford made a motion to adopt the Board's Self Evaluation Policy and Procedures, as adopted by the Governance Committee. This motion was seconded by Eric Mallette. All were in Favor. Motion carried.

<u>Consideration and Adoption of the Code of Ethics</u> Robert Bedford made a motion to adopt the Code of Ethics, as adopted by the Governance Committee. This motion was seconded by Rev. Eric Mallette. All were in Favor. Motion carried.

<u>Consideration and adoption of the Investment Policy and Guidelines:</u> Robert Bedford made a motion to adopt the Investment Policy and Guidelines Policy, as adopted by the Governance Committee. This motion was seconded by Rev. Eric Mallette. All were in Favor. Motion carried.

<u>Consideration and Adoption of Assessment of Effectiveness of Internal Controls:</u> Robert Bedford made a motion to adopt the Agency's Assessment of Effectiveness of Internal Controls, as adopted by the Audit Committee. This motion was second by Rev. Eric Mallette. All were in favor. Motion carried.

#### **Old Business:**

<u>Summary of Board Member Self-Evaluations (tabled from February):</u> Arlyn addressed the board on the outcome of the Self-Evaluation Forms for 2024.

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

<u>Minutes of February 25, 2025, Board Meeting:</u> Eric Malette made a motion to waive the reading and adopt the minutes of February 25, 2025, as presented. This motion was seconded by Robert Bedford. All were in favor. Motion carried.

<u>Report of the Treasurer</u>: The Board was furnished with copies of the Financial Statements and Expenditure list for February 19, 2025 – March 11, 2025.

Tom Grech spoke about having a 2025 IDA Informational Breakfast Meeting.

Executive Session: No executive session.

Committee Updates: There were no updates.

Adjournment: With all business concluded. Robert Bedford made a motion to adjourn the meeting at 9:51 a.m. This motion was seconded by Jill Mollitor. All were in favor. Motion carried.

## Town of Hempstead I. D. A. Balance Sheet

As of April 15, 2025

	Apr 15, 25
ASSETS	
Current Assets Other Current Assets	
490-00 · Interest due from PILOT account 380-01 · Accounts Recievable	-139,603.63 27,114.56
Total Other Current Assets	-112,489.07
Checking/Savings	
200-22 · Checking (FNBLI)187009667 200-20 · Severance (FNBLI) 186702585	10,000.00
200-20 · Severance (FNBLI) 186702565 200-21 · Oper Invest MM(FNBLI) 186702577	389,894.99 422,611.68
200-19 · HithRetirement (FNBLI)186702593	2,097,718.99
200 · Cash 200-02 · Petty Cash	63.71
200-02 1 day ousin 200-13 · Bank of America - 9419794381-Ck	46,911.77
200-14 · BankofAmerica MMS - 9419794402	2,532,507.83
Total 200 · Cash	2,579,483.31
Total Checking/Savings	5,499,708.97
Total Current Assets	5,387,219.90
Fixed Assets	
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
450-02. · Accum. Amortization - 2009 LHI	-7,389.76
450-01 · Leasehold Improvements	14,140.00
450-03 · 2009 Leasehold improvements	84,273.98
Total 450-00 · Leasehold improvement	73.82
400-00 · Furniture & Fixtures 400-02 · Accumulated Depreciation	-29,096.65
400-01 · Furniture and Fixtures	33,542.55
Total 400-00 · Furniture & Fixtures	4,445.90
Total Fixed Assets	4,519.72
Other Assets	
Deferred outflows of resources	05.540.00
700-1 · Changes in Agency cont GASB68 700-3 · Diff - expect/actual exp GASB68	25,542.00 28,444.00
700-4 Change in assumptions	129,701.00
700-5 Diff expected & actual OPEB	520,816.00 532,760.00
700-6 · Change in assumptions OPEB  Total Deferred outflows of resources	1,237,263.00
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Total Other Assets	1,237,263.00
TOTAL ASSETS	6,629,002.62
LIABILITIES & EQUITY  Liabilities	
Current Liabilities	
Other Current Liabilities	4 000 00
550-00 · Accrued Expenses 602-00 · Payroll Liabilities	-4,896.83

9:21 AM 04/15/25 Accrual Basis

# Town of Hempstead I. D. A. Balance Sheet As of April 15, 2025

	Apr 15, 25
602-09 · NY Unemployment	-1,283.58
602-07 ⋅ Disability W/H	46.80
602-01 · Retirement W/H	111.76
602-06 · Retirement Loan	318.00
602-08 · Deferred Compensation	412.50
Total 602-00 · Payroll Liabilities	-394.52
Total Other Current Liabilities	-5,291.35
Total Current Liabilities	-5,291.35
Long Term Liabilities	
602 ⋅ -10 Compensated absences	115,824.24
605 · Net pension liability - pro. sh Deferred inflows of resources	267,059.00
500-4 · Change in assumptions	1,433.00
500-1 · Difference between expect/act	9,069.00
500-2 · Change in pro - employer & prop	9,285.00
500-5 · Changes in assumption OPEB	337,798.00
Total Deferred inflows of resources	357,585.00
603-00 · Postretirement health benefits	1,939,934.00
Total Long Term Liabilities	2,680,402.24
Total Liabilities	2,675,110.89
Equity	
Net Income	74,402.92
3000 · Opening Bal Equity	498,858.39
909-00 · Fund Balance	3,380,630.42
Total Equity	3,953,891.73
TOTAL LIABILITIES & EQUITY	6,629,002.62

9:23 AM 04/15/25 Accrual Basis

## Town of Hempstead I. D. A. Account QuickReport As of April 15, 2025

Туре	Date	Num	Name	Memo	Split	Amount	Balance
200 ⋅ Cash							58,424.2
200-13 · Bank of A	merica - 94197943	81-Ck					58,424.2
Check	03/13/2025	31571	Todd Shapiro	Consultant -M	522-01 Profes	-2,500.00	55,924.2
Check	03/13/2025	31572	DGS - Reproduction	Invoice# 4523	522-21 Printing	22.22	55,902.0
Check	03/13/2025	31573	AFLAC	NQR44- Invoic	602-11 AFLA	-230.58	55,671.4
Check	03/21/2025	52561	PAROLA, FREDERI	522-52 Pay Pe	-SPLIT-	-1,856.74	53,814.7
Check	03/21/2025	52562	LONGO, EDITH M.	522-52 Pay Pe	-SPLIT-	-610.37	53 204.3
Check	03/21/2025	52563	RHOADS, LORRAINE	522-52 Pay Pe	-SPLIT-	-812.45	52,391.9
Check	03/21/2025	52564	Arlyn C. Eames	522-52 Pay Pe	-SPLIT-	-3,171,63	49,220.2
Check	03/21/2025	52565	Lodato, Michael	522-52 Pay Pe	-SPLIT-	-3,060.51	46,159.7
Check	03/21/2025	52566	Laura N. Tomeo	522-52 Pay Pe	-SPLIT-	-2,218,72	43,941.0
General Journal	03/21/2025	GASB	Bank of America	522-52 Pay Pe	602-04 · FICA	-5,850.12	38,090.9
Check	03/21/2025	31574	The New York Times	Subscription A	522-05 · Dues	-160.80	37,930.1
Check	03/25/2025	31575	Optimum	07858-547683	522-07 · Office	-309,73	37,620.4
Check	03/26/2025	31576	AFLAC	NQR44- Invoic	602-11 · AFLA	-230.58	37,389.8
Transfer	03/26/2025			Funds Transfe	200-14 Bankof	60,000.00	97,389.8
Check	03/27/2025	31577	DGS - Reproduction	Invoice# 4528	522-21 Printing	-22.22	97,367.6
Check	03/27/2025	electro	N.Y.S & LOCAL EMP	Code 51313 M	-SPLIT-	-859.52	96,508.0
Check	03/27/2025	electro	NYS Deferred Comp	March 2025 (2	-SPLIT-	-825.00	95,683.0
Check	03/31/2025	31578	TOH Department of	Health Ins I	522-70 · Health	-10,426.65	85,256.4
Check	04/01/2025	31579	Camoin Associates	Inv. #21147 S	522-77 Cost B	-7,000.00	78,256.4
Check	04/01/2025	31580	Camoin Associates	Inv. #21148 M	522-77 Cost B	-7,000.00	71,256.4
Check	04/04/2025	52567	PAROLA, FREDERI	522-52 Pay Pe	-SPLIT-	-1,883.95	69,372.4
Check	04/04/2025	52568	LONGO, EDITH M.	522-52 Pay Pe	-SPLIT-	-610.37	68,762.1
Check	04/04/2025	52569	RHOADS, LORRAINE	522-52 Pay Pe	-SPLIT-	-812.45	67,949.6
Check	04/04/2025	52570	Arlyn C. Eames	522-52 Pay Pe	-SPLIT-	-3,171.63	64,778.0
Check	04/04/2025	52572	Lodato, Michael	522-52 Pay Pe	-SPLIT-	-3,060.50	61,717.5
Check	04/04/2025	52573	Laura N. Tomeo	522-52 Pay Pe	-SPLIT-	-2,218.73	59,498.8
General Journal	04/04/2025	GASB	Bank of America	522-52 Pay Pe	602-04 FICA	-5,839.84	53,658.9
Check	04/07/2025	31581	Emerald Document I	Acct# Hempst	522-07 · Office	-695.00	52,963.9
Check	04/07/2025	31582	DGS - Reproduction	Invoice# 4530	522-21 Printing	-53.14	52,903.9 52,910.8
Check	04/07/2025	31583	Town of Hemsplead	Postage Marc	522-19 Postag	-100.05	52,810.7
Check	04/07/2025	31584	READY REFRESH	Acct# 042347	522-19 Office	-145.87	52,664.9
Check	04/07/2025	31586	TOH Dept of General	Rent April 2025	522-12 Rent E	-5,500.00	47,164.9
Check	04/10/2025	electro	PAYCHEX	Account# 001	2100-01 · PAY	-5,550.00	46,911.7
Total 200-13 · Bank			. •			-11,512.51	46,911.7
otal 200 · Cash					_	-11,512,51	46,911.7
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