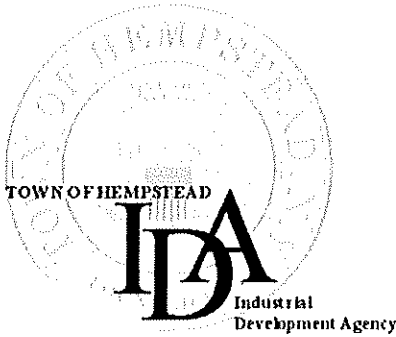


Frederick E. Parola
Chief Executive Officer



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

Advertising Committee Meeting Agenda
IDA/LDC

Town of Hempstead Industrial Development Agency Advertising Committee Meeting Agenda
Courtroom, 2nd Floor
350 Front Street, Hempstead, New York

July 21, 2026 - 8:50 a.m.

IDA- Members: Thomas Grech, Chairman, Guy Savia, Jack Majkut, Jerry Kornbluth, Fred Parola, Mike Lodato, Laura Tomeo

Agenda:

- Ratifying and confirming the IDA/LDC Todd Shapiro Associates Contract for 2026

07/14/2026



TODD S. SHAPIRO ASSOCIATES, INC.
PUBLIC RELATIONS

October 30, 2025

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

The Town of Hempstead Industrial Development Agency will retain Todd S. Shapiro Associates, Inc. as a public relations consultant for the period commencing on January 1, 2026, and ending on December 31, 2026. In that capacity, the Consultant will provide advice to the Agency on matters involving industrial development, advice with respect to media relations for the Agency and shall act as the Agency's spokesperson if necessary. Todd S. Shapiro Associates will also prepare and retain approval for distribution of press releases for all induced and closed projects, including quotes from applicants and photos of the project during construction and after completion. In addition, Todd S. Shapiro Associates will do social media postings for the Hempstead IDA on Instagram, Twitter and Facebook and post a minimum of ten social media posts per month, including on the website. All posts will be approved by the Hempstead IDA prior to being posted. Periodically blast emails will go out with an approved list from the IDA.

For his services, the consultant shall be paid at a rate of \$30,000.00 annually. Such payments shall be made in arrears and upon submission of an IDA claim form. Each monthly installment will be for \$2,500.00. In providing services to the Agency under this contract, the Consultant shall at all times be acting as an independent contractor and not as an employee of the Town of Hempstead IDA. It shall be the Consultant's responsibility to make any and all tax payments, which may be due by the Agency and payable as a result of payments made to him. By execution of the agreement, the Town of Hempstead IDA agrees to indemnify, hold harmless and defend Todd S. Shapiro Associates, Inc., against all claims and/or litigation and/or liability, arising from services performed under this Agreement and/or information supplied to Todd S. Shapiro Associates, Inc. by the Town of Hempstead IDA, unless said claims, litigation and/or liability results, directly or indirectly, from the negligence, malfeasance, failure to act or breach or failure of performance hereunder by Todd S. Shapiro Associates, Inc., its agents, servants and/or employees. The term of the agreement is 12 months, ending December 31, 2026. This Agreement shall be cancelable, by either the Agency or the Consultant, with 30 days written notice.

Todd Shapiro, President
Todd S. Shapiro Associates, Inc.

Todd S. Shapiro, President
Todd S. Shapiro Associates, Inc

Date: 10/30/2025

Accepted By:

Frederick E. Parola
CEO, Town of Hempstead IDA

Date: _____

Amendments are in **BOLD**.

Ratifying and Confirming
RESOLUTION
Town of Hempstead
Industrial Development Agency

Accepting the Proposal of Todd Shapiro Associates
To Provide Consulting Services to the Agency

WHEREAS, the Agency's mission is to enhance job opportunities, health, prosperity and general welfare in the Town of Hempstead, and

WHEREAS, consistent with its mission, the Agency works with the economic development community to attract business and industry to the Town, and

WHEREAS, the Agency is seeking to increase its contact with business and labor leaders, developers and local media, and

WHEREAS, in an effort to increase its contact with the above-mentioned groups, the agency is seeking the services of a consultant with experience in matters involving industrial development, government operations, media relations and public relations, and

WHEREAS, Todd Shapiro Associates, Inc., 380 N. Broadway, Ste. 310, Jericho, New York 11753, (billing: 62 Sackett Street, Hicksville, New York) has proposed a contract with the Agency to provide a continuation of their consulting services for the terms under which such services shall be provided,

NOW, THEREFORE, BE IT

RESOLVED, July 21, 2026, the said Todd Shapiro Associates, Inc. (hereinafter "the consultant") shall provide consulting services to the agency pursuant to the following terms and conditions;

1. The consultant shall provide advice to the Agency with respect to marketing, media and public relations for the Agency including, but not limited to, the development of advertising messages and the placement of advertising in the print and electronic media and shall act as the Agency's spokesperson if necessary.
2. The consultant will prepare, and retain agency approval for, distribution of press releases for all induced and closed projects, including quotes from applicants and photos of the project during construction and after completion, **and shall attend all scheduled Agency board meetings.**
3. The consultant will prepare and upload posts to social media, including Instagram, Twitter and Facebook. The consultant will be required to post a

Amendments are in **BOLD**.

minimum of ten social media posts per month, including on the IDA website. All social media posts will be approved by the Agency prior to being posted. Periodically, the consultant will send out blast emails with an approved list from the IDA.

4. **The consultant will provide monthly reports to the Agency regarding work performed during the prior month, including (but not limited to) social media posts, press releases and any other outreach activities.**
5. The consultant will coordinate and organize a bi-annual breakfast/luncheon event for the Town of Hempstead IDA, **inclusive of handling outreach, invitations, and sponsors**, and will be responsible for interfacing with developers to keep the Board and Staff informed of ribbon cuttings and similar events.
6. For their services, the consultant shall be paid no more than a total of \$30,000.00, at the rate of \$2,500.00 per month. Such payments shall be made, in arrears and upon submission of an Agency voucher/claim form.
7. In providing services to the Agency under this resolution, the consultant shall at all times, act as an independent contractor and not as an employee of the Agency. As such, Todd Shapiro Associates shall not be entitled to benefits other than the payment provided for in paragraph 4, above. It shall be the consultant's responsibility to make any and all tax payments, which may be due by the Agency and payable as a result of payments made to them.
8. The term of this agreement is 12 months, commencing on January 1, 2026 and ending December 31, 2026. This agreement shall be cancelable, by either the Agency or the consultant, on 30 days' written notice. Such notice shall be by certified mail, return receipt requested. Any notice mailed under this paragraph shall be sent as follows (unless, by certified mail, return receipt requested, either of the parties has provided the other party with a different address for notices):

To the Agency: 350 Front Street, Room 234A, Hempstead, New York 11550
To Mr. Shapiro: **Todd Shapiro Associates, P.O. Box 10311, Westbury, New York 11590**

Adopted:

Ayes: Nays:

Resolution Number: 050-2025

Thomas Grech, Vice Chairman/Acting Chairman

Budget Line: Professional Fees