

1 T O W N O F B R O O K H A V E N
2 BROOKHAVEN LDC/IDA FINANCE COMMITTEE AND REGULAR
3 BOARD MEETING
4 ONE INDEPENDENCE HILL, FARMINGVILLE - AUDITORIUM
5 October 26, 2022
6 12:43 P.M.

7
8 BOARD MEMBERS PRESENT:

9 FREDERICK C. BRAUN - Chairman
10 FELIX J. GRUCCI - Vice Chairman
11 ANN-MARIE SCHEIDT - Board Member
12 FRANK TROTTA - Board Member
13 GARY POLLAKUSKY - Board Member
14 MARTIN G. CALLAHAN - Board Member

15
16 ALSO PRESENT:

17 LISA M.G. MULLIGAN - Chief Executive Officer
18 LORI J. LAPONTE - Chief Financial Officer
19 ANNETTE EADERESTO, ESQ. - Counsel
20 JOCELYN LINSE - Executive Assistant
21 AMY ILLARDO - Director of Marketing
22 JOHN LaMURA - Deputy Director
23 HOWARD GROSS, ESQ. - Weinberg Gross &
24 Pergament, LLP
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CHAIRMAN BRAUN: It is now 12:43, and we will open the regularly scheduled meeting of the Industrial Development Agency. The following board members are present; Mr. Trotta --

MR. TROTTA: Yes.

CHAIRMAN BRAUN: We didn't vote yet. Mr. Callahan is here, Ms. Scheidt, Mr. Braun, we do have a quorum. In addition, Mr. Grucci and Mr. Pollakusky are joining via Zoom due to extraordinary circumstances. The minutes of our meeting of September 27th have been sent to everyone, I need a motion to accept those.

MS. SCHEIDT: So moved.

CHAIRMAN BRAUN: Is there second? I'll second it. Are there any questions?

(No response.)

CHAIRMAN BRAUN: Hearing none, Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

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CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes, the minutes are accepted. Lori, back to you.

MS. LAPONTE: Included in your package is the IDA operating results year-to-date and for the month of August. I want to mention in the month of August, we did have two closings, we also had two application fees that are included in revenue, and also in the other revenue we had some mortgage modifications and some subtenant income. So net for the month, we almost broke even, a few thousand dollars ahead for the month, but year-to-date we're behind \$22,000 as compared to our budget. Any questions?

(No response.)

MS. LAPONTE: The next item I want to go through is I just want to read you something about our payments, that they're done in accordance with the laws and regulations.

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"All payroll taxes and related withholdings have been paid timely and afforded to federal and state guidelines. All regulatory reports have been filed in a timely fashion."

Lastly, I want to mention we had a meeting prior to this with the finance committee to present the budget for 2023. As presented, it's due to be filed by the end of the month by October 31st, so it's included in your package also in this meeting for your review and approval.

CHAIRMAN BRAUN: I need a motion to accept the recommendations of the finance committee and give Lori and Lisa authority to file.

MR. TROTTA: I would make that motion, Frank Trotta.

CHAIRMAN BRAUN: Thank you, is there a second?

MS. MULLIGAN: I heard Ann-Marie second that, no offense to whoever else seconded that.

CHAIRMAN BRAUN: On the vote;

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Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Braun votes yes.

Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Motion carries.

MS. MULLIGAN: So the next -- I know that we have some guests in the waiting room, so I'm going to try to go through all of this and get everybody in and out as quickly as possible. The first application we have on the agenda is for Holtsville Energy Storage, and I think I see -- Rob, if you want -- and Camille, I can't totally see from here but I think I can see. While they're joining, Holtsville Energy Storage, LLC, this is a proposed 110 megawatt BESS system, a battery energy storage system proposed for 5276

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Expressway Drive South, so it's Expressway Drive South and Morris Avenue in Holtsville, it's west of the Island 16 Cinemas just for reference.

It's a partially vacant 60-acre parcel. This applicant has two other BESS project applications in front of this board, Savion and the Yaphank energy storage project, and this is a \$160 million project. They're requesting mortgage reporting tax, sales and use tax exemptions and a 25-year pilot, and Howard is representing the project along with Rob and Camille. Do you guys have any questions for them?

MR. TROTTA: I wanted to just review the -- Frank Trotta, I just wanted to just review the number of jobs and --

MS. MULLIGAN: This will not have any jobs because we've been doing energy production projects, not for the job creation, although that's not really fair to say because there will be construction jobs, but there won't be --

MR. TROTTA: A number in relation, I

1
2 understand.

3 MS. MULLIGAN: -- a full time person
4 on site there, so our -- I can't think of what
5 the name of the policy is, but we have a
6 policy that gives us sort of parameters on
7 what to look at and we did a whole section on
8 energy production, recognizing that they
9 wouldn't really create continuing jobs, but
10 that it's an important part of --

11 MR. TROTTA: I fully understand, but
12 I wanted to see if there were jobs that were
13 going to be created. That's the real
14 question. I know it's not totally germane to
15 the application, but it is a question.

16 CHAIRMAN BRAUN: Howard, anything
17 from your end?

18 MR. GROSS: I'm a little confused,
19 Frank, you're asking --

20 MR. TROTTA: Are there any jobs --

21 MR. GROSS: I'm sorry?

22 MR. TROTTA: Are there any jobs that
23 will be created out of this project even
24 though it's not, you know, our usual --

25 MR. GROSS: During the course of

1
2 construction there will be jobs created and
3 then intermittently, there will be visits to
4 the site, they have to replace battery
5 components and things like that, every three
6 or four years as I understand it, so there's
7 temporary jobs that's created for construction
8 but not on an ongoing basis, or a daily basis
9 that you would expect like in a warehouse or
10 something like that. As Lisa was saying,
11 that's really not the purpose behind these
12 kinds of projects, it's to support the
13 industries in general, the economics in
14 general.

15 MR. TROTTA: And like I said, I do
16 understand that, I was just curious if there
17 would be any. Thank you.

18 CHAIRMAN BRAUN: Ann-Marie?

19 MS. SCHEIDT: Just a question,
20 Howard, am I correct that this is near where
21 the -- one of the offshore wind sources of
22 energy will be coming ashore?

23 MS. MULLIGAN: No.

24 MR. GROSS: I'm not familiar with it
25 so I can't say.

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MR. CALLAHAN: This is the Stone Center, is that the old -- the guy who used to sell stone off the side of the expressway?

MS. MULLIGAN: Yes.

MR. CALLAHAN: And that's been empty for --

MR. TROTTA: A long period of time.

MR. CALLAHAN: Yeah.

MS. MULLIGAN: Yes.

MR. TROTTA: Okay.

MR. GRUCCI: Howard, I have a question for you; 25-year pilot, is that something that we've done in the past?

MR. GROSS: Your UTAP provides for up to 25 years, and bearing in mind that these projects are novel in that it's not as if they were done 10 or 15 years ago, these are all brand new projects, and in order to make them viable financially, they require long-term pilots. Also, in some instances, and not necessarily in every instance, there may be a PPA with LIPA that will be for the term of 25 years or less or more, but in order to make these projects viable, they require long-term

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2 pilots.

3 MR. GRUCCI: Does the pilots step up
4 as the years go by or does it get lost to
5 inflation as the years go by?

6 MS. MULLIGAN: Felix, what we talk
7 about maybe four five meetings ago, was a
8 system, and I apologize, I don't have my notes
9 with me, but off the top of my head it's
10 something along the lines of \$2,000 per
11 megawatt, someplace between 2,000 or 3
12 thousand, per ming watt per year, and it's
13 someplace between \$2,000 and I think \$3,000,
14 roughly, per megawatt per year.

15 So this project, let's just say a 110
16 megawatt system, and it's someplace between, I
17 think, \$2,000 and \$3,000 per megawatt, so just
18 for quick math I'm thinking that this is going
19 to be \$220,000 per year for their pilot for
20 25 years, and to the applicant, if I have my
21 numbers wrong, I have my notes in my office,
22 I'll get them -- they'll be right when we get
23 the pilot together, but that's the basic
24 concept that we went over, and there was a
25 range depending on the number of years that

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2 were requested, so a range from, like, let's
3 say \$2,000 to \$2,500 for a 20-year pilot or
4 15-year pilot, \$2,500 to \$3,000 for a 20-year
5 pilot and \$2,500 to 3 -- \$3,000 to \$3,500,
6 which I think might actually be right now that
7 I'm saying it out loud, for a -- up to 25-year
8 pilot.

9 MR. GRUCCI: Under that formula,
10 Lisa, if they decrease their megawatts for
11 whatever reason, does the pilot diminish?

12 CHAIRMAN BRAUN: You mean during the
13 construction?

14 MR. GRUCCI: No, during the 25-year
15 period where this formula is determining the
16 pilot payment to the emergency services and
17 schools and whoever else gets the pilot
18 payments. If their megawatts, which they came
19 in at I think you said 100 megawatts, for
20 whatever reason drops down to 80 megawatts in
21 the tenth year, does pilot payment decrease?

22 MS. MULLIGAN: No, no, we set our
23 pilot to the beginning of they projects.
24 They're set and this particular -- these
25 battery energy storage projects, although the

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2 megawatts I guess could -- they will adjust --
3 they'll fluctuate naturally because energy
4 will be pulled out, it will pull in, I assume
5 that a little bit of energy will decrease.

6 It's the capacity, it's what it can
7 hold and what its intention is to hold, but
8 that's going to fluctuate depending on the
9 needs of the grid, which is kind of the point
10 of it, but the pilot is going to be set, it's
11 going to be outlined for the project so they
12 can see in eight years we're paying this,
13 they'll have it outlined for them, just like
14 we do with all our other projects.

15 MR. GRUCCI: Okay, thank you.

16 CHAIRMAN BRAUN: All right, are there
17 any other questions?

18 MR. TROTTA: The structure that is
19 set up here is similar to others?

20 MS. MULLIGAN: As far as our
21 agreements?

22 MR. TROTTA: Yeah.

23 MS. MULLIGAN: Yes. Did you guys
24 have anything you wanted to add; Camille, Rob,
25 Howard?

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MS. KAYNOR: No, I was just going to mention the 110 megawatts refers to the installed capacities, so any energy fluctuations that you would see produced by that not change, like Lisa confirmed, would not change the pilot terms.

MS. MULLIGAN: Okay.

MS. KAYNOR: That's it from me.

MS. MULLIGAN: Thank you, Camille.

CHAIRMAN BRAUN: Does the board have a motion to accept the application?

MR. TROTTA: Frank Trotta, I would ask for a motion.

MR. POLLAKUSKY: I'll second it, Gary Pollakusky.

CHAIRMAN BRAUN: On the vote; Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

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CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes, the application is accepted. Thank you very much.

MR. PANASCI: Thank you for your time.

MS. KAYNOR: Thank you, everyone.

MR. GROSS: Thank you.

MS. KAYNOR: Thank you.

MS. MULLIGAN: So the next item on the agenda is Hydro Metal Holdings, LLC, Boilermatic Welding Industries, I think Marty has to --

MR. CALLAHAN: I need to recuse myself.

MS. ILLARDO: I've asked Mr. Pole to come over. I do not see Dan.

MS. MULLIGAN: So the next item on the agenda is a request for consent to assign the benefits from the Coast-to-Coast project, which is 20 Pinehurst Drive. Just to remind the Board, this is a project that we did last year, I would say, and Boilermatic is

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2 requesting consent to assign the benefits,
3 like I said. They are a mechanical
4 construction company. They're currently
5 leasing a facility in Medford.

6 They are going to retain 56 jobs and
7 create 14 FT's. They are requesting the pilot
8 that's already been established for
9 Coast-to-Coast and they are requesting the
10 sales and use taxes that remain from what
11 Coast-to-Coast did not use, and just -- it's
12 roughly \$65,000 in exemption that the Board
13 approved, and Coast to Coast has used about
14 \$1,100, just over \$1,100 worth of exemptions,
15 so they're asking for what was already
16 approved for them just to be passed on,
17 they're not asking for a mortgage recording
18 tax and the pilot is set to start this
19 December. So Coast-to-Coast came in, never
20 really used the benefits that we offered --

21 MR. TROTTA: The transfer.

22 MS. MULLIGAN: Yes, the transfer.

23 CHAIRMAN BRAUN: Amy, who is on the
24 call for the company?

25 MS. ILLARDO: Mr. Pole.

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MR. POLE: Yes, ma'am.

CHAIRMAN BRAUN: Is it Pole of Polé?

MR. POLE: Pole, P-O-L-E.

MS. MULLIGAN: Does anyone have any questions for the applicant?

CHAIRMAN BRAUN: My only question is a very simple one, it really has nothing to do with the project. I reviewed the financials this morning which are very strong; was the PPP, the second PPP loan forgiven, if you're --

MR. POLE: As of today, no, it's in with M&T Bank for review right now.

CHAIRMAN BRAUN: Okay, thank you.

MS. MULLIGAN: So this is -- we're going to have to hold a public hearing for this, so this is just accepting the application and having me set the public hearing.

MR. GRUCCI: I'll make the motion.

MS. MULLIGAN: Thank you, Felix.

CHAIRMAN BRAUN: Is there a second?

MR. POLLAKUSKY: Second, Gary Pollakusky.

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CHAIRMAN BRAUN: On the vote;
Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes.

The application has been accepted and the record should show that Mr. Callahan recused himself from the discussion.

MS. MULLIGAN: Thank you.

MS. POLE: Thank you.

CHAIRMAN BRAUN: Thank you.

MS. MULLIGAN: The next item on the agenda is 10 Donald's Way, LLC, and I heard that --

MS. ILLARDO: I do not see Guy Germano or Mr. Mitchell Rechler.

MS. MULLIGAN: I heard that Guy was in the building, so, you know what, let's just

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2 skip over that. The next item on the agenda
3 is Sunrise Wind, we have an application for 22
4 Research Way. I see that Amy -- Amy pulled
5 Amy in already, so we have --

6 MS. ILLARDO: I'm pulling in Andrew.

7 MR. TROTTA: This is 10 Donald's Way?

8 MS. MULLIGAN: No, I'm skipping that
9 because -- I heard the attorney is in the --

10 MR. TROTTA: I saw him, he must be in
11 the other room because I saw them when I was
12 coming in.

13 MR. CALLAHAN: There's two people in
14 the auditorium, I don't know what they're
15 doing in there. The lights are off and
16 everything.

17 MR. TROTTA: So which one are we
18 going to, I'm sorry?

19 CHAIRMAN BRAUN: Sunrise Wind.

20 MS. MULLIGAN: Sunrise Wind, 22
21 Research Way. Okay, so, 22 Research Way, this
22 is a renovation and equipping of approximately
23 a 55,000-square foot facility, it's located on
24 four-and-a-half acres at 22 Research Way in
25 East Setauket. It's for an operations and

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maintenance hub for the Sunrise Wind project, so this is an offshoot of that project. This \$37.8 million project, they're requesting sales and use taxes and a pilot. It will create 140 jobs, and I see that we have some representatives, if anybody has questions about this project.

MR. KOMAROMI: I just wanted to -- before the questions, I need to make one correction; we had actually scrivener's error on the application, on the job count, so the total job count is 65 that starts right away in year one after completion, and then that is the static number, so we'll just have to submit a slip page to correct that, and I think that number that we previously referenced, I think it happened as we transcribed the application from the agency's older form to the new form, as we have been working on it for quite a while.

I also just wanted to add, as you know, this application is a separate and distinct application from Sunrise Wind's pending application in front of the agency for

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2 the export cable project, with respect to
3 which we actually participated in a public
4 hearing that the agency put on yesterday, and
5 this project, even though it is related, it's
6 a separate and distinct one, and as Lisa
7 described, it is for the O and M facility that
8 will be a state of the art facility that will
9 have various uses including warehouse space,
10 office space and the control room for the
11 actual offshore wind facility, and I'll stop
12 right there.

13 CHAIRMAN BRAUN: So it's not just
14 training, it's a control room as well.

15 MR. KOMAROMI: That is correct.

16 MS. MULLIGAN: Felix, did you have a
17 question?

18 MR. GRUCCI: Yeah, I did, part of it
19 has been answered; from the name I assume that
20 this is a wind farm, that's what we're
21 discussing?

22 MR. KOMAROMI: That is correct, this
23 is the Sunrise LLC offshore wind farm in
24 connection with which the onshore cable export
25 project is a pending project in front of the

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2 IDA that, you know, we have been discussing
3 for quite some time now. The original
4 application on that came in on April of 2015
5 -- I'm sorry, April 15, 2021, and the agency
6 actually just did accept an update on that
7 application at its board meeting in September.

8 So this is a related but separate
9 project, the applicant is the same, and this
10 project really it's just to the O and M
11 operation and maintenance facility that will
12 serve the overall wind farm and export cable
13 project.

14 CHAIRMAN BRAUN: Andrew, I think the
15 board would be interested in knowing the
16 timetable as to when construction might start,
17 the offshore facility.

18 MR. KOMAROMI: On that, I will defer
19 to, I believe, Amy Ellis is on the line with
20 -- representing Sunrise, but before Amy
21 answers that question, I can say that with
22 respect to the O and M facility and the
23 renovations, that work is expected to start
24 very soon, if even possible by the end of the
25 year, assuming, you know, we would be able to

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2 get a public hearing on this project and
3 ultimately final approval. But on the overall
4 wind project, Amy, I'm not sure if you're on
5 the line, whether you can answer that.

6 MS. ELLIS: Sure, so for Sunrise, as
7 of right now the projected schedule for
8 construction is the end of 2023, and we're
9 anticipating production as well as at the end
10 of 2025, so as of right now, that's our
11 anticipated schedule.

12 CHAIRMAN BRAUN: Thank you. Any
13 other questions from the Board?

14 MR. TROTTA: Yeah, just with regard
15 to the employment data that's in the
16 application, it says, full-time, 50; is that
17 what you were referring to as 65?

18 MR. KOMAROMI: So that I think is the
19 number of the residents within the area,
20 that's the 50 out of the 65, that the
21 commitment is being made to, and the overall
22 number at this time, the commitment is
23 expected to be 65, and the 50 is our area
24 residents. And again, these are commitments
25 based on expectations.

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MS. MULLIGAN: If you would just send the correction on that page, that would be good.

MR. KOMAROMI: Absolutely, we will do that.

MR. CALLAHAN: I have one question, is this at the old Holtsville -- not Holtsville, I'm trying to think at the end of Research Way, there used to be, like, a gas terminal? Is that right?

MS. MULLIGAN: No, no, this is a free-standing building -- this is just -- I'm going to call it an office building, I know that's not right, but it's like an office building for them to have their operations and is maintenance in. From the exterior it just looks like a regular building.

MR. CALLAHAN: Oh, okay, because you have to go down Research Way at the end -- you know what I'm talking about; right? On the end on the right hand side, there was something years ago where there were, you know, the oil tankers.

MS. SCHEIDT: This is inside the

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2 Stony Brook Technology Center.

3 MS. MULLIGAN: Yes, yes.

4 MR. GRUCCI: Where is the actual
5 turbines?

6 MS. MULLIGAN: In the ocean, off of
7 Montauk Point.

8 MR. KOMAROMI: They are 30 miles
9 offshore.

10 MS. ELLIS: Off of Montauk, so
11 30 miles off Montauk. So again, we are
12 expecting production in 2025 of this offshore
13 wind farm.

14 MS. MULLIGAN: Just for everybody's
15 clarity, we have two applications: One is for
16 the offshore wind project, but the piece that
17 has to do with us is just, again, this isn't a
18 technical term, but the extension cord, when
19 it comes on to land and goes to the Holtsville
20 substation, down William Floyd --

21 MR. TROTTA: We had that description.

22 MS. MULLIGAN: Exactly, that's the
23 portion that we're involved with for the
24 Sunrise Wind project, and then separate and
25 apart from that, we have an application right

1
2 now for 22 Research Way for their operations
3 and maintenance facility, so it's two separate
4 -- I'm going to ask you to look at each
5 project as standalone separate projects, and
6 right now the piece that we're looking at is
7 22 Research Way.

8 CHAIRMAN BRAUN: And if there are no
9 further questions --

10 MR. GRUCCI: Does the other project
11 rely upon this project moving forward.

12 MR. KOMAROMI: It doesn't necessarily
13 rely upon, but this is an important component
14 and certainly related to the other project,
15 but, yes, in a sense that the applicant is
16 hoping to commence construction, renovation
17 and equipping of this component that in a
18 sense is necessary to be in place for the
19 other piece.

20 MR. GRUCCI: Thank you.

21 CHAIRMAN BRAUN: Is there a motion
22 from the Board to accept the application and
23 give Lisa the authority to set up a public
24 hearing?

25 MR. TROTTA: Frank Trotta.

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MS. SCHEIDT: Second, Ann-Marie.

CHAIRMAN BRAUN: Thank you, on the
vote; Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes, the
motion is carried. Back to 10 Donald's Way.

MR. KOMAROMI: Thank you, and we just
wanted to thank staff and the Board again.

MS. ELLIS: Thank you.

MS. MULLIGAN: Thank you, everyone.
The next item on the agenda is 10 Donald's
Way, LLC. We have representatives here, I'm
just going to give a quick overview. This is
a project, it's planned for -- it's located
off Horse Block Road in Medford. This was the

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2 -- for a long time you've seen those gates and
3 entry way, the beginning of a road, planned
4 industrial park that never came to fruition,
5 and so the idea behind this first building is
6 to develop an approximately 141,000-square
7 foot multitenant space. Rechler Equity
8 Partners is in contract to purchase the full
9 73 acres, this is just for approximately 11
10 acres of those 73 acres.

11 Just so everybody knows, Rechler has
12 R2 Squared Patchogue, an apartment complex
13 before this board, also. This is a roughly
14 \$36.8 million project, they are requesting
15 mortgage recording tax exemption, sales and
16 use tax exemption and a 15-year pilot. The
17 estimate is to create 35 full-time equivalent
18 positions, but they do not yet have, unless
19 it's changed, end users, and like I said, we
20 have representatives here, so if you guys have
21 any questions for our reps or if you guys have
22 anything you wanted to add.

23 CHAIRMAN BRAUN: Guy, you want to
24 introduce yourself?

25 MR. GERMANO: I'm Guy Germano,

1
2 representing the Rechler Group and 10 Donald's
3 Way, LLC. I have with me Mr. Mitchell
4 Rechler, who is co-manager of Rechler Equity
5 Partners. I just was going to -- I have a
6 handout, which is a little bit more --

7 MS. MULLIGAN: We sent the drawings
8 in the packet, so --

9 MR. GERMANO: Well, some of them,
10 there's two more in here which I'll just refer
11 you to. Now you covered it, Lisa, this is --
12 if you'll flip to the last page, the fourth
13 page, the aerial photograph which shows the
14 existing conditions, and highlighted in blue
15 is the 11-acre area that we received
16 subdivision approval from the Planning Board
17 for already. And all the area that you see in
18 green, even the trees, that is the old
19 industrial park and there's a road running
20 through it, National Boulevard, that's what
21 they previously called it, it's called 10
22 Donald's Way now and it has to be repaired.

23 This is only a portion of it, this
24 goes back another 30, 40 acres, and you can
25 see that it's adjacent to Munsell Road on one

1
2 side and then you have some industrial and
3 housing on the other side. There's a hundred
4 foot buffer that is covered along opposite the
5 houses, so that is already there. So this is
6 the area that we're going to redo, the entire
7 area.

8 We note that Munsell Road has a town
9 provided for an overlay district for Munsell
10 Road in order to try and renovate that area
11 and the town has actually gone in and they're
12 making improvements and they're doing code
13 enforcement to try to improve the area along
14 Munsell Road.

15 The other -- so you have a picture of
16 the building, then you have the site plan.
17 The next page is the site plan, and that shows
18 you the building and the buffers around the
19 building that are required and we've got some
20 relief from the ZBA with regard to setbacks, a
21 few setback relaxations and replace the signs.
22 We are schedule to go to the Planning Board
23 for site plan approval in the middle of
24 November.

25 The third page shows renderings and

1
2 photos of project that Rechler has done --
3 just completed out at Gabreski Airport,
4 377,000 square feet. You can see the caliber
5 of the buildings and the development and this
6 is what Rechler intends to do with this
7 development as well.

8 This is the first and we think it
9 will be an important addition, this is small
10 warehouses, not big warehouses, it's not meant
11 for that, this is for the bread and butter of
12 the Rechler operation, which is renting
13 buildings to tenants of all different sizes
14 and different buildings, they own over 100
15 different buildings, commercial buildings, and
16 they lease all of those to various size
17 tenants, and they can move tenants who outgrow
18 a building into another building. So they
19 manage this very well, this is part of what
20 they want to do, create another industrial
21 park and manage it the same way they manage
22 other all the other buildings. Any questions?

23 CHAIRMAN BRAUN: I actually know this
24 and I don't, is that hooked up to a sewer
25 district?

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MR. GERMANO: Yes, this is hooked to a sewer district. It was originally hooked up in 1990 because that's when the road was put in. It was approved in 1990 and then the road was put in after that and we have the allocation, it's all there.

MS. MULLIGAN: Does anyone have any questions?

CHAIRMAN BRAUN: I must admit, I have not been out to Gabreski, I have been through Graybarn, which is a residential complex in Amityville, which is pretty spectacular for those that remember what that area looked like beforehand, and I think the Patchogue budget are also going to be referred to as Graybarn; correct?

MR. GERMANO: Yes.

MR. RECHLER: Yes.

CHAIRMAN BRAUN: Questions?

MR. GERMANO: If you're out in the Hamptons --

MS. MULLIGAN: I've been many times.

MR. GERMANO: So you've seen it --

CHAIRMAN BRAUN: I've been by it but

1
2 I've never gone through it, so to speak. Do
3 we need a public hearing authorization on
4 this?

5 MS. MULLIGAN: Yeah.

6 CHAIRMAN BRAUN: Okay, we need a
7 motion for the Board to accept the application
8 and give Lisa the authority to structure or
9 set up a public hearing.

10 MR. TROTTA: Motion.

11 MR. POLLAKUSKY: Seconded, Gary
12 Pollakusky.

13 CHAIRMAN BRAUN: Thank you, on the
14 vote; Mr. Trotta?

15 MR. TROTTA: Yes.

16 CHAIRMAN BRAUN: Mr. Callahan?

17 MR. CALLAHAN: Yes.

18 CHAIRMAN BRAUN: Ms. Scheidt?

19 MS. SCHEIDT: Yes.

20 CHAIRMAN BRAUN: Mr. Grucci?

21 MR. GRUCCI: Yes.

22 CHAIRMAN BRAUN: Mr. Pollakusky?

23 MR. POLLAKUSKY: Yes.

24 CHAIRMAN BRAUN: Braun votes yes, the
25 application and meeting authorization for the

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public meeting motion is accepted.

MR. CALLAHAN: Good luck, guys.

MR. GERMANO: Thank you.

MR. RECHLER: Thank you.

MS. MULLIGAN: Thank you so much,
have a nice day.

MS. MULLIGAN: The next item on the
agenda is a resolution for WF Industrial 13,
LLC, and just to -- this is a final
authorizing resolution. In your packet you
were provided the cost benefit analysis, the
proposed pilot, a feasibility study, we did
have a public hearing Monday, I think.
Comments from that public hearing were
included in the packet, and just to remind
everybody, this is approximately
130,000-square foot spec industrial facility.
This is a final authorizing resolution. Does
anybody have any questions?

(No response.)

MS. MULLIGAN: Terance, speak up if
you have anything you want to add.

MR. WALSH: I have nothing, I think

1
2 you covered it. Is there anything specific
3 you want me to talk on, I'm happy to talk on
4 it, but.

5 MS. MULLIGAN: We have counsel, Dan
6 Baker, is here and I think his client if
7 anybody has any questions of the project. Oh,
8 and just to let you know, we were having some
9 technical issues before, Dan Dornfeld, who is
10 counsel for the Hyrdo Metals Holding was on
11 and could hear us but for some reason we
12 couldn't see him, so we had him leave and come
13 back in, so Dan was here if we had questions.

14 CHAIRMAN BRAUN: If will are no
15 questions, a motion for the Board. This is a
16 final authorizing resolution for WF
17 Industrial.

18 (No response.)

19 CHAIRMAN BRAUN: I will make the --
20 resolution? I will make it; do I hear a
21 second? Is there a second?

22 MR. GRUCCI: Second.

23 CHAIRMAN BRAUN: Thank you, on the
24 vote; Mr. Trotta?

25 MR. TROTTA: Yes.

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CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes,
resolution is approved.

MS. MULLIGAN: Okay, thank you.

MR. BAKER: Thank you, all.

MS. MULLIGAN: The next item on the
agenda is MDS Building Ventures. We received
a request to increase their sales tax.
Included in your packet is the CBA, there was
a public hearing -- maybe that was Monday, I'm
a little confused when I'm doing these public
hearings -- no, no, like a week ago we did the
public hearing. There were no --

MR. GROSS: 18th.

MS. MULLIGAN: I'm sorry?

MR. GROSS: Lisa, I think it was on

1
2 the 18th.

3 MS. MULLIGAN: On the 18th, okay.
4 There were no comments, and just to remind
5 everybody, this is a warehouse distribution
6 facility that is being built to support
7 another one of our projects, the MS Packaging
8 facility on Zorn Boulevard, this is actually
9 in the Shirley Industrial Park, and as the
10 letter explains, their costs for doing the
11 project increased, so they have asked us to
12 increase the tale sales tax.

13 MR. GRUCCI: How much of an increase
14 are they asking for?

15 MS. MULLIGAN: Felix, I knew you were
16 going to ask that when I didn't write it down.

17 MR. GROSS: Lisa, if I may, I have
18 the information handy, if you want it.

19 MS. MULLIGAN: Thank you, Howard.

20 MR. GROSS: We gave sales tax
21 exemptions to both the real company and the
22 operating company, and the real estate company
23 needs an additional \$127,000, and the
24 operating company needs another \$172,000, so
25 that the total for the two will be -- for each

1
2 of them, I should say, because they're
3 separate, will be \$517,000 for the real estate
4 company, for construction, et cetera, and for
5 the operating company, \$207,000.

6 MR. GRUCCI: How big is the warehouse
7 that they're building?

8 MR. GROSS: 140,000.

9 MR. GRUCCI: Square feet.

10 MR. GROSS: Yep.

11 MR. GRUCCI: That's a lot of sales
12 tax exemption.

13 MR. GROSS: It's big building.

14 MR. GRUCCI: I guess. Lisa, would
15 you know if this project was part of the study
16 that we recently had done as part of the five
17 that was in the pipeline?

18 MS. MULLIGAN: This would not be
19 because they -- this isn't a spec building,
20 the end user is going to be in the building.
21 They came to us and said they needed warehouse
22 space to support their operations, so this is
23 a different animal, in my opinion.

24 MR. GRUCCI: Okay, thank you.

25 MS. SCHEIDT: Move for resolution.

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CHAIRMAN BRAUN: Thank you, is there a second?

MR. CALLAHAN: Second, Marty Callahan.

CHAIRMAN BRAUN: Thank you, on the vote; Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes.

MS. MULLIGAN: Thank you. The next identity on the agenda is AEES Castle, LLC. This is a battery energy storage system project that is proposed on the town's -- on a town facility. You actually closed on this project a while ago, but they wrote to us and said they need more time to complete their

1
2 project. They asked us to extend their
3 completion date to 12/31/24, and they are
4 requesting an increase in sales and use tax
5 exemption and an extension of the use of that
6 sales and use tax exemption, also to 12/31/24,
7 so that's the resolution.

8 MR. TROTTA: Why the extension?

9 MS. MULLIGAN: They needed more time
10 to build it, they --

11 MR. TROTTA: Any particular -- COVID,
12 couldn't get supplies?

13 MR. POLLAKUSKY: I don't know if
14 anybody saw in the Q&A that there's somebody
15 who's just made a comment.

16 MS. MULLIGAN: We don't take the
17 comments -- there's no comments in the Q&A, so
18 that's not -- we don't allow public comment
19 during our board meetings, so that's a public
20 hearing if they'd like to comment. Thank you.

21 MR. POLLAKUSKY: Okay.

22 MS. MULLIGAN: Thank you.

23 MR. POLLAKUSKY: No problem.

24 CHAIRMAN BRAUN: Is there a motion
25 for AEES Castle, LLC?

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MS. SCHEIDT: So moved.

CHAIRMAN BRAUN: Thank you; second?

MR. TROTTA: Second.

CHAIRMAN BRAUN: Thank you, on the
vote; Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes, the
motion is carried.

MS. MULLIGAN: The next item on the
agenda is Holtsville Industrial, this is 1
Corporate Drive in Holtsville, and they are --
one of their subtenants, Winfield United, put
in a letter that was included in your packets.
Winfield Solutions is being purchased by
heritage Landscape Supply Group, and they are

1
2 basically asking your approval for Heritage
3 Landscape Supply Group to be the new tenant.
4 They certified us that they would maintain the
5 ten jobs that Winfield Solutions has in the
6 facility.

7 MR. TROTTA: There's no change in
8 anything other than the ownership?

9 MS. MULLIGAN: Yes.

10 MR. TROTTA: I would make that motion
11 --

12 MS. ILLARDO: Jillian is on.

13 MS. MULLIGAN: We have a
14 representative -- oh, there, hi, Jillian. We
15 have a representative if anyone has any
16 questions.

17 CHAIRMAN BRAUN: Jillian, anything
18 you'd like to add?

19 MS. BUCKVAR: I'm representative from
20 ownership and Winfield for a number of years
21 and they are being acquired by another
22 company.

23 MR. TROTTA: Frank Trotta, motion.

24 CHAIRMAN BRAUN: Second?

25 MR. CALLAHAN: Second.

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CHAIRMAN BRAUN: On the vote;
Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes,
that motion carries.

MS. MULLIGAN: Okay, thank you very
much. The next item on the agenda is
Integrated Structures. Again, this is a
request for an extension of their sales tax,
the use of their sales tax exemption and also
an extension of their completion date, so
their letter was included in the packet.

Integrated Structures fabricates
steel parts for public projects and they asked
us to extend their completion date and their

1
2 sales tax to 12/31 of 24. They planned to add
3 on to the facility, they still plan to add on
4 to the facility, but due to -- I think they
5 explained in the letter, it may not say COVID
6 exactly, but COVID employment issues, supply
7 chain issues, they weren't able to complete
8 the addition and so they've asked for
9 additional time.

10 And they also have mentioned to us
11 that they are not yet meeting their job
12 creation numbers, but I think that's -- it's
13 good to be aware of but I don't think there's
14 anything this Board has to do right now
15 because their job creation numbers don't
16 actually start until they hit their completion
17 date, so they have similar time, and I think
18 -- is Dan up there?

19 MS. ILLARDO: He's up.

20 MS. MULLIGAN: So Dan is -- he was
21 with us for the last applicant and now he's --
22 although we couldn't see him and now he's with
23 us for this application, so if you guys have
24 any questions for Dan, please let him no.

25 MR. TROTTA: So the thing being asked

1
2 of us is to change the completion date from
3 '22 to '24 -- to December 31, '24 from
4 December 31, '22; is that correct?

5 MS. MULLIGAN: Extend the completion
6 -- and the sales tax exemption.

7 MR. TROTTA: And everything else
8 remains the same.

9 MS. MULLIGAN: Yes.

10 CHAIRMAN BRAUN: Motion?

11 MR. GRUCCI: Make the motion, Felix
12 Grucci.

13 CHAIRMAN BRAUN: Thank you. Second?

14 MR. POLLAKUSKY: I'll second, Gary
15 Pollakusky.

16 CHAIRMAN BRAUN: Mr. Trotta?

17 MR. TROTTA: Yes.

18 CHAIRMAN BRAUN: Mr. Callahan?

19 MR. CALLAHAN: Yes.

20 CHAIRMAN BRAUN: Ms. Scheidt?

21 MS. SCHEIDT: Yes.

22 CHAIRMAN BRAUN: Mr. Grucci?

23 MR. GRUCCI: Yes.

24 CHAIRMAN BRAUN: Mr. Pollakusky?

25 MR. POLLAKUSKY: Yes.

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CHAIRMAN BRAUN: Braun votes yes, the motion carries.

MS. MULLIGAN: Thank you. Dan, did you have anything you wanted to add?

MR. DORNFELD: No, just to assure the IDA that the plans are going as they planned, you know, they're creating jobs, they're doing business, it's just with COVID and supply chain issues it has upset their time -- according to plan, and they've even reached out to the IDA, there's plenty of jobs, they're looking to hire people, so whatever --

MS. MULLIGAN: And that reminds me, we actually -- we're working with them with both Suffolk Community College and Department of Labor and Amy and I are meeting with Cynthia Colon next week to see if she has any programs that can help, not only them, but a bunch of our other projects, as well.

CHAIRMAN BRAUN: From where?

MS. MULLIGAN: She's from the MR --

MS. SCHEIDT: The Manufacturing, Technology and Resource Center.

MS. MULLIGAN: We did the resolution,

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so we're good.

MR. DORNFELD: Thank you.

MR. TROTTA: I'm happy to hear that you're working closely with the community college and the university.

MS. MULLIGAN: We always do.

MR. TROTTA: I know you do, but they don't necessarily know that, so I'm happy to hear that at a public meeting.

MS. MULLIGAN: I'm trying to do a better job of saying this to you guys, I take it for granted.

MR. TROTTA: But sometimes, you know -- yeah. It's nice to hear it out in the public so they're aware of the networking that this Board does in relation to the community and trying to attach jobs to people that are and looking for individuals, and some of these are technical areas that need some help in, so it's a help to both the employer and to the institutions. Thank you.

MS. MULLIGAN: Yes, it's our pleasure.

MS. SCHEIDT: It is a win-win.

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3 MS. MULLIGAN: The next item on the
4 agenda is Global Food Solutions, so this is a
5 little bit outside our norm in that I am
6 asking I'm asking Global Food Solutions to
7 come in and do a brief presentation because we
8 are expecting an application from them for
9 them to purchase an existing building, we're
10 expecting it hopefully by the end of this
11 week, that's what we talked about, but time is
12 an issue for them, so what we are -- we've
13 done this in the past and what we are
14 proposing to do is that you guys give me the
15 authority to schedule a public hearing, and
16 then at our November meeting, you will accept
17 the application, hear the public hearing
18 comments and do the final authorizing
19 resolution which condenses our timeline and
20 allows them to move ahead quicker.

21 We had done this in the past but I
22 figured since you're going to get everything
23 and look at it kind of quickly next month, we
24 have the opportunity, the timing was right for
25 them to come in and do a brief presentation

1
2 about they're proposing. So I want to turn it
3 over to the applicant and counsel.

4 MR. STEIN: Good afternoon, Howie
5 Stein, I'm a partner at Certilman Balin, I'm
6 representing Global Foods. Recently, Friday,
7 we signed a contract to buy 905 Waverly Avenue
8 in Holtsville, a 50,000-square foot warehouse.
9 Client will tell you, Michael Levine, who is
10 the CEO of Global Foods will tell you a little
11 bit about his company, but we would like to,
12 as Lisa said, we would like to move forward in
13 setting up a public hearing.

14 We're on a tight time schedule with
15 the sellers and our contingency for getting
16 IDA approval and I would like Michael to give
17 you a little background about their company
18 and what they plan to do in the Holtsville
19 facility.

20 MR. TROTTA: The location of it is
21 where?

22 CHAIRMAN BRAUN: Waverly.

23 MR. STEIN: 905 Waverly.

24 MR. TROTTA: Was it previously
25 anything else at that location?

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MS. MULLIGAN: That was Weiss Instruments and that was a project many, many years ago.

MR. STEIN: It's now a vacant building.

MR. TROTTA: Okay, thank you.

MR. LEVINE: Thank you, thank you to the Board for making a few minutes for me this afternoon. My name is Michael Levine, I'm a Long Island native, I was born and raised in Commack, New York, and I'm one of the founders and current CEO of Global Food Solutions. Our company is devoted to developing, manufacturing and we do distribution of affordable, wholesome and sustainable food products, primarily for the K-12 school food service industry.

We're privately-held family-owned business, comprised of just myself and my dad, Mitchell Levine, as the two only owners and operators of the business. Global Food Solutions primary market is servicing the K-12 food service industry with our seven different trademarks and over 200 different products.

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2 The company today offers a variety of
3 products ranging from shelf stable grab-and-go
4 meals, which may be handed to the students as
5 they come off the bus in the morning, all the
6 way to frozen, preassembled grilled cheese
7 sandwiches which are packaged in bulk and
8 baked off at school locations prior to serving
9 to the students. Our products range from
10 shelf-stable, refrigerated and frozen goods,
11 and additionally we offer both individually
12 packaged servings and bulk offerings for
13 schools.

14 Today the company primarily operates
15 in the northeast, some of our customers range
16 from New York City public schools, we service
17 the Long Island co-op which comprises of over
18 70 districts here, and we also service many
19 schools up and down the eastern seaboard, such
20 as Raleigh, North Carolina, Newark, New
21 Jersey, Boston public schools, Philadelphia,
22 and many others. Currently for us our
23 projects reach approximately 7,500 schools
24 across the United States, which is primarily
25 focused in the northeast on a weekly basis.

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2 In 2021, we opened our first
3 manufacturing space in Hauppauge, New York,
4 and over the last 12 to 13 months we've hired
5 over 25 people as we continue to grow that
6 expansion in our K-12 space. In 2022, we find
7 ourselves continuing on this growth
8 trajectory, or being asked by the current
9 schools and customer base to continue to
10 expand our products and offering for use in
11 their programs.

12 Currently, the space that we rented
13 in 2021 allowed our programs to get started
14 and launched, but it is simply not enough
15 space for our company to grow and meet the
16 current demand potential and provide millions
17 of more servings to the students and schools
18 across the Metro New York market, and this is
19 how we stumbled across 905 Waverly Avenue in
20 Holtsville.

21 We wish to work with all parties
22 involved and we're working actively with USDA
23 and school food programs to be able to expand
24 our manufacturing capabilities here at home
25 for us in Long Island, New York. I'm happy to

1
2 answer any additional questions and provide
3 some context. I just wanted to provide a
4 high-level overview of who we are and what we
5 do.

6 MS. MULLIGAN: Thank you. I just
7 wanted to add, sorry, just for the Board, this
8 falls into our adaptive reuse policy.

9 MR. TROTTA: Thank you for the
10 presentation. How old is your business?

11 MR. LEVINE: We're over 15 years old
12 from incorporation.

13 MR. TROTTA: You're in Hauppauge
14 right now, is that what you're --

15 MR. LEVINE: Yes, we have our -- our
16 corporate headquarters is in the Hauppauge
17 Industrial Park on 159 Adams Avenue, and we
18 also have a production facility on the other
19 side of the industrial park at 50 Constance
20 Court.

21 MR. TROTTA: Are you going to
22 maintain that addition?

23 MR. LEVINE: We're going to move both
24 facilities in Hauppauge to the new facility at
25 905 Waverly Avenue.

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MR. TROTTA: And you said you have about 25 employees presently?

MR. LEVINE: I have about 40 employees presently in my core business, of which 25 of those were hired in our production facility over the last 13 months, and we intend to hire at a similar pace to what we have done over the last 12 months through the next 24-36 months as we continue to expand.

MR. TROTTA: So your growth in Brookhaven would be to -- go from 40 to another 25; is that what I understood?

MR. LEVINE: Yes, on the low side we're projecting anywhere from 25 to 30 jobs in the first two years creation, but very honestly we think we can achieve much more due to the high level demand for the products and the continued growth in school food programs, specifically due to changes that have gone on from COVID and are implemented for long term forward looking use.

MR. TROTTA: What are the type of jobs that would be created and the range of salary that would be paid?

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MR. LEVINE: Certainly, we're going to be creating a variety of jobs, everything from office in terms of, you know, corporate management-type jobs, all the way to production line, warehouse work, like we have done with our current facility, we're going to train all our employees on food safety and compliance and growing them into new positions in the company, as well as warehouse staff, forklift operators and skilled technicians such as specialists to support the variety of different production lines that we will have in the facility.

MR. TROTTA: Thank you.

CHAIRMAN BRAUN: Michael, I know you have --

MR. GRUCCI: Can you describe the activity that will take place in the building?

MR. LEVINE: Certainly. So some of the activities, especially in the early days that will take place, there's going to be very similar to what we're doing here in Hauppauge at our facility today. A large amount of the things that we're producing here in Hauppauge

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2 are shelf-stable meals, bowls of cereal, juice
3 box, graham cracker, napkin and spoon kit that
4 gets wrapped in a branded printed film, and
5 those get handed to the kids, some of them are
6 used for lunch, some are used for breakfast,
7 after school snacks, weekend feeding programs
8 and things of that nature.

9 We also manufacture sandwiches today
10 at our facility; we're under contract to
11 produce 4 million sandwiches for New York City
12 public schools, and next year we anticipate an
13 allocation of commodities that should put that
14 number at 10 million sandwiches, so for us, a
15 lot of what we're doing is going to be rolling
16 our current approximately 15,000-square feet
17 of warehouse and production facility into this
18 new one, which is 50,000-square feet so we can
19 continue to grow a lot of the things that
20 we're currently doing today, and then expand
21 the company's opportunity and capabilities
22 with new resources and space that I don't have
23 available to me today.

24 MR. GRUCCI: As you describe your
25 operation, and correct me if I'm wrong, what

1
2 I'm envisioning is some kind of an assembly
3 line with people are putting together food
4 products, packaging it, putting it in boxes,
5 putting it into trucks and shipping it out; do
6 you do any cooking on site?

7 MR. LEVINE: We do not currently do
8 any cooking on site.

9 MR. GRUCCI: Do you have hot meals
10 that you distribute as well?

11 MR. LEVINE: We distribute frozen. A
12 lot of the products and some of the meals are
13 frozen but designed to be heated by the
14 customer or our end user operator, so while we
15 ship frozen and maintain frozen through the
16 supply chain, many of our products are
17 designed to be cooked and heated, examples of
18 that might breakfast sandwiches that we
19 assemble or grilled cheese sandwiches and
20 things of that nature. We assemble them all
21 in temperature control, we store them frozen,
22 ship them frozen through the supply chain and
23 then our end user heats those prior to
24 serving.

25 MR. GRUCCI: Gotcha, thank you.

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MR. TROTTA: Are you licensed through the Health Department, the Department of Agriculture? Who oversees your operations?

MR. LEVINE: Yeah, so because we have such a large variety of products we fall under a variety of different compliance levels. We meet with the USDA and the FDA regularly for school nutrition, we meet with food nutrition services, part of the Department of Health and Homeland Services, FNS, and then we also work with the USDA for the process commodity programs. I myself am a food safety auditor for the top two independent food safety agencies, AIB, American Institute of Baking, and SQF, Safe Quality Food.

We initially validate all of our supply chain externally with third parties and we meet with those guidelines, as well. So for us we fall under a lot of different layers of regulatory compliance and guidelines, but typically it's a little more state and USDA and FDA focused, rather than on the local town, for example, like, we don't have -- we're not required to have, like, a restaurant

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2 where the local comes in and you get a letter
3 grade, for example. We have a similar process
4 but it's done by either the FDA or the USDA,
5 depending on which product they're reviewing.

6 MR. TROTTA: Right, so you're not
7 licensed through -- you have no requirements
8 through the Suffolk County Department of
9 Health, you're regulated at a higher level.

10 MR. LEVINE: Correct. In the past
11 when we went Suffolk County, they've changed
12 over the last ten years, the food landscape as
13 a whole, not the Long Island landscape, and
14 they basically put people like me up on the
15 higher side so that it limits the kind of
16 burden, if you will, on the local agencies.

17 MR. TROTTA: Thank you.

18 CHAIRMAN BRAUN: I know you're
19 privately held and we'll see some information
20 when we see the application, but can you give
21 us an idea of the volume of your company
22 overall?

23 MR. LEVINE: In regards to cases,
24 sales?

25 CHAIRMAN BRAUN: Sales volume.

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MR. LEVINE: Last year we did over \$20 million in sales.

CHAIRMAN BRAUN: Okay, thank you.

MS. MULLIGAN: I think Ann-Marie has a question, she's been trying patiently.

MS. SCHEIDT: Are you in a position to buy from any of the local growers out in the East End?

MR. LEVINE: Yes, we do. We buy a tremendous amount of product here locally in New York, and actually, the building at 905 Waverly is located five buildings down from one of our manufacturing partners here on Long Island that we've worked with for over ten years, Harvest Bakery. They produce some of our products and bake muffins for us and other goods.

About 30 to 40 percent of their production actually is purchased by our company, and additionally through COVID, we've worked with them because our business does a tremendous job in meal kits, and they're more a commercial bakery, so as we know with COVID, companies like theirs received a little more

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2 of the blunt end of the stick, quite honestly,
3 and we actually work with them to onboard them
4 during COVID to keep their employees working
5 and keep us having additional meal kits, which
6 were very needed during the height of the
7 pandemic.

8 So for us, we work with a ton of
9 local businesses, we have a whole host of
10 local vendors from packaging to film to
11 trucking to certain finished goods for us, so,
12 yes, we buy a ton from the local community and
13 work with over a dozen local suppliers and
14 businesses.

15 CHAIRMAN BRAUN: Terance, any
16 questions on your end?

17 MR. WALSH: Nothing from me, only, I
18 guess, the only thing that jumped out at me
19 was the, you know, moving facilities from
20 Hauppauge, we'll just have to make sure we
21 send the abandonment letter before this goes
22 to the Board for authorization, and Michael
23 and Howie, in your application, please make
24 sure you kind of clearly identify why this
25 move from Hauppauge is an important move to

1
2 sustain your business and grow it moving
3 forward.

4 MS. MULLIGAN: Terance, when we met
5 with them the other day we asked that they
6 just qualify whether they're in Islip or
7 Smithtown, because they're, like, right on the
8 border.

9 MR. WALSH: Okay.

10 MS. MULLIGAN: So we know who to send
11 a letter to.

12 MR. WALSH: Just send letters to
13 everyone.

14 MR. TROTTA: What is the completion
15 date if the process went as you've outlined
16 earlier?

17 MS. MULLIGAN: That means at our
18 November 16th Board meeting, I think is the
19 date, you'll do the final -- assuming
20 everything moves ahead, you'll do the final
21 authorizing resolution and then that gives --
22 basically gives me the authority to sign the
23 documents at the closing, and so we would be
24 poised, ready to close when they're ready to.

25 MR. TROTTA: Okay. And then my part

1
2 two is, when would you be coming into
3 Brookhaven and leaving Hauppauge?

4 MR. LEVINE: Within 30 days of
5 transaction closing, our team has a plan in
6 place that because of the warehouse and office
7 is vacant currently, we can initially move
8 within the first 30 days, all of our dry
9 storage and dry meal kit assembly and things,
10 so we anticipate moving that practically
11 immediately, beginning production out there
12 and over the initial one to two years that
13 we're in the facility, continuing to invest
14 and scale up.

15 We do plan to invest in building a
16 freezer off the back of the facility. It does
17 not currently have a freezer, though it does
18 have temperature controlled rooms in the
19 facility, so I'm halfway there, but we will
20 have to add a couple of things in terms of
21 some of that additional capacity, but we do
22 intend to be in and operating within 30 days
23 of closing.

24 MR. GRUCCI: Do you need Planning
25 Board approval?

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2 MR. STEIN: We're going to need
3 Planning Board approval for the outside
4 freezer and the closing is scheduled for
5 sometime early in the year, January or
6 February is what we're shooting for depending
7 a little bit on some timing issues, the
8 financing, they're getting financing from the
9 USDA. There's a USDA program that's
10 supporting the acquisition cost, so the timing
11 is probably I would guess in February or early
12 March.

13 MR. GRUCCI: Or to be in and
14 operating?

15 MR. STEIN: To close, and then
16 Michael said -- the goal is February and the
17 operation, as Michael said, would be within 30
18 days, 35, 45 days after that.

19 MR. LEVINE: If everything stayed on
20 schedule that date would probably be about
21 April 1st that we would be in and operating.

22 MR. GRUCCI: I'm I little shaky on
23 the Planning Board piece. Do you need the
24 Planning Board's approval for the work being
25 done internally to move the operations over

1
2 and get up and running?

3 MR. STEIN: We do not believe so.

4 MR. LEVINE: No.

5 MS. MULLIGAN: Felix, they're going
6 to need the Planning Board approval to add on
7 the freezers, but from, and correct me -- you
8 will need a Change of Use application so that
9 is something you guys should be working on,
10 but correct me if I'm mistaken, they can move
11 into the facility, operate and then add the
12 freezers on, so they want to get in, get
13 going, even if they're there for a few months
14 while they go through the Planning Board
15 process and then start the construction, so
16 that's sort of the way it's going to run.

17 MR. STEIN: That's correct.

18 MR. GRUCCI: I wasn't clear if you
19 needed Planning Board approval to do the
20 internal construction work in order to meet,
21 you know, fire and building codes.

22 MR. LEVINE: No, for us, the facility
23 is incredibly well structured with the
24 business that was there prior. For about
25 40,000-plus-square-feet in the warehouse

1
2 space, we don't need to move a wall, rerun any
3 power, electric or anything, and then there's
4 only small cosmetic updates, even in the
5 office I don't need to move a single wall or
6 anything like that, it needs a little love and
7 we're prepared to give it that.

8 MR. GRUCCI: My last question,
9 Michael, and you might have said this earlier,
10 and I apologize if I didn't touch on it, you
11 have -- currently there are employees in your
12 operation. In addition to the current number,
13 and if you can just identify that for me
14 again, how many more full-time employees will
15 you be adding?

16 MR. LEVINE: Yes, so currently today
17 Global Food Solutions has just over 40
18 employees. We intend in the first year to add
19 a minimum of 12, we think we will exceed that,
20 in the second year we plan to add another 12
21 to 15 and we think we'll exceed that as well.
22 And that's due primarily for us about 12 to 15
23 people operate one line and one production
24 shift, and with the increase in space having
25 3-400 percent more space, we feel very

1
2 confident that we can achieve much more than
3 those numbers, but we very much know that we
4 need to keep adding at least one production
5 line plus a year.

6 MR. STEIN: Michael, if I can just
7 add, does that include the employees from
8 Advantage Marketing?

9 MR. LEVINE: That does not, I'm
10 sorry, Howie, no.

11 MR. STEIN: They're an additional
12 company that's operated by the Levine family,
13 it's somewhat related; could you just explain
14 that a little bit?

15 MR. LEVINE: Yes, so out of our two
16 facilities, one is the production facility,
17 I'm going to stick that one on the side. Our
18 other facility, our corporate headquarters is
19 shared between my business, Global Food
20 Solutions, and a partner company, but there's
21 no equity partner, it's just a friendly family
22 relationship, my dad has equity in both
23 companies. Advantage Food Marketing is a food
24 service brokerage here in Metro New York, it's
25 existed for 35 years and they have

1
2 approximately 30 employees as well.

3 We have shared our corporate
4 headquarters between the two companies for
5 over ten years now and we will be sharing the
6 new corporate headquarters at 905 Waverly, so
7 there are approximately 35 jobs in Advantage
8 Food Marketing that would additionally be
9 moving to the facility.

10 So 30 jobs from Advantage, about 40
11 jobs from Global, all current, and then we
12 would be adding 12 to 15 in year one and 12 to
13 15 again in year two.

14 MR. GRUCCI: But the 30 you're
15 referring to already exist and they will be
16 moving over from your facility -- sorry, I
17 don't remember where you said it was, but from
18 the current facility to Brookhaven.

19 MR. LEVINE: Yes.

20 MR. GRUCCI: And then on top of that,
21 you'll add an additional 12 per year to the
22 office staff?

23 MR. LEVINE: To the office and
24 production.

25 MS. MULLIGAN: And Felix, this will

1
2 all be outlined in the application when we get
3 it.

4 MR. GRUCCI: All right, just trying
5 to get a handle.

6 MS. MULLIGAN: Does anybody have any
7 other questions?

8 MR. TROTTA: No, I think that was a
9 great overview to prepare us for.

10 CHAIRMAN BRAUN: We need a motion for
11 Lisa to be able to schedule a public hearing,
12 and you'll look at the application at the
13 November meeting. If we need to ahead of
14 time, Lisa and I will look at that application
15 as well.

16 MS. MULLIGAN: And Terance will be
17 involved to review the application, of Bill.
18 It's yours, Terance.

19 CHAIRMAN BRAUN: So may I have a
20 motion?

21 MR. POLLAKUSKY: I'll make a motion,
22 Gary Pollakusky.

23 CHAIRMAN BRAUN: Thank you, Gary. Is
24 there a second?

25 MR. TROTTA: Second.

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CHAIRMAN BRAUN: Thank you, on the
vote; Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes, the
motion is carried. Good luck, sounds like a
great project.

MR. GRUCCI: Yes, good luck.

MR. STEIN: Thank you for your
assistance.

MR. LEVINE: Thank you, everybody, we
genuinely appreciate it.

MS. MULLIGAN: Okay, so, we have the
next item on the agenda is the small business
committee that we talked about forming and I
think -- did you want to --

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2 CHAIRMAN BRAUN: Yes, I do. This
3 kind of evolved from the Board assessment
4 forms that have come through the last several
5 years. We've kicked it around a number of
6 different times, beginning in the middle of
7 COVID, we talked about loan programs. Gary,
8 you may want to say something because I think
9 you're the one who kind of spearheaded this
10 whole -- and Frank, initiative.

11 MR. POLLAKUSKY: I think both Frank
12 and I had recommended that, you know, I think
13 it's important that we avail our agency in a
14 way to smaller businesses that we haven't yet
15 done so from a marketing standpoint, as well
16 as, you know, just to be able to share the
17 features of what, you know, the IDA can offer.
18 The more we can extend ourselves to the
19 community and educate them as to some of the
20 different programs available to them through
21 us, perhaps even creating programs that may be
22 more targeted towards our, you know, small
23 businesses, I think that would be very
24 helpful, so. Committee doing that would be,
25 you know, would be great.

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CHAIRMAN BRAUN: Are you volunteering for this committee?

MR. POLLAKUSKY: Absolutely, I'd be happy to chair it as well.

CHAIRMAN BRAUN: Mr. Trotta?

MR. TROTTA: I think it's important that, you know, I think it's helpful for us to be a helpful hand to small business, and that may be just directing them in a way that makes it a little bit more friendly for them to do business or to find things that are already out there. We're not in many cases trying to replicate the, you know, what's being done, but sometimes guiding people and as much as, you know, Lisa and staff do outreach before Chamber of Commerce's, and those kinds of things, I think this will kind of be extremely helpful, needed and I think people will appreciate anything that we can do to help to guide them. It may just be that they need something from the town and they're not sure how to access that, and knowing that they have a friendly face that's, you know, trying to help them and guide them, I think that would

1
2 just be important also.

3 MS. MULLIGAN: I can tell you, my
4 name and contact information is still listed
5 under economic development on the town's
6 website, so if they get to that they will get
7 to us.

8 MR. CALLAHAN: What could we do as an
9 IDA for small businesses? There's other IDA's
10 on Long Island, do they do anything that we're
11 allowed to do?

12 CHAIRMAN BRAUN: Programs that we
13 typically do for that line of small
14 businesses. There are some IDA's, Babylon in
15 particular, that has a number of programs that
16 apply to small business. I think what we
17 ought to do is, for Gay, Frank, Lisa and I get
18 together, you know, for half an hour, hour, in
19 between meetings, and then so we have an idea,
20 or I have an idea, of which direction we may
21 be headed in and we could structure something
22 that makes sense.

23 MR. TROTTA: That'd be great.

24 CHAIRMAN BRAUN: Does that sound all
25 right, Gary?

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MR. POLLAKUSKY: That's fine.

MR. TROTTA: And maybe we can get some information from Babylon or some other IDA's that are doing things for us to --

CHAIRMAN BRAUN: As far as I know, they're the only one that really --

MR. TROTTA: Anywhere else in the state?

MR. POLLAKUSKY: I think we can define a scope to a committee ourselves, you know, it would be great to be able to, you know, benchmark and best practice what a small business committee would add to an IDA, but we can also perhaps, you know, pioneer and pave the way for this because our small businesses, you know, are, you know, are the life blood of the community in addition to obviously all the projects that we are involved in.

So to be able to, you know, help them especially in lieu of not having an economic development department, right, anything that we can do to, you know, for outreach I think might be helpful, so we can define that.

CHAIRMAN BRAUN: Let me suggest this:

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You, Frank and Felix, you want to join the --

MS. MULLIGAN: Anybody else who wants to.

MR. GRUCCI: I'd love to but I know I wouldn't be able to commit myself to it.

CHAIRMAN BRAUN: Understood. Maybe Gary, you and Frank can put your heads together, some kind of a rough outline so that we'll -- the four of us sit down, we're not starting from scratch and then we'll go from there.

MR. TROTTA: If you can get us anything that is out there from anybody else, Babylon, for example, or any of the other IDA's, we can come up with those other stuff for review, but it's always good to -- we may even look and say, that's not for us, but at least it's a place to look.

CHAIRMAN BRAUN: One thing we're not going to do is go into a loan program or revolving loan fund.

MS. MULLIGAN: I don't even know --

MR. POLLAKUSKY: We know you didn't like that, Fred.

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MR. TROTTA: How do you feel about that, tell me again?

CHAIRMAN BRAUN: They are upstate IDA's that have revolving loan funds, but they got money from a different source, many, many years ago, it has grown, but some of those loans don't get paid back. It's almost impossible to recommend replicate that now. We're not lenders, some of us may have been in our former life, but we're not set up administratively to do that, but happy to meet with the two of you and we'll go from there.

MR. TROTTA: Anybody has any ideas, if you float them to us we'd be happy to explore them or talk further.

MS. MULLIGAN: So I'll reach out --

MR. GRUCCI: Frank, my only suggestion would be, be careful that the committee doesn't get perceived by this small businesses as being an expeditor for them, and then, you know, you find yourselves running around doing advanced work with the Planning Department, et cetera, et cetera. Just be careful.

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MR. TROTTA: I guess what I -- yeah, I hear you, and no, we don't want to be an expeditor, they need to hire an expeditor if that's what they want. I'm sure Lisa would make that clear to them.

MS. MULLIGAN: We're economic development, we don't want to take away other people's jobs, we're supposed to be creating jobs.

MR. GRUCCI: I know that that wouldn't be the intent, I'm just concerned about the perception from those who would be seeking help from us as to what they're thoughts might be of us.

MR. TROTTA: Good point, and certainly it's something that we wouldn't want to get into, I agree.

MS. MULLIGAN: Okay, so we have two other items on the agenda. Just quickly, I think we have to officially move the November 16th meeting to 12:30, we did it in LDC, I think we should officially do it here.

CHAIRMAN BRAUN: I need a motion.

MR. CALLAHAN: So moved.

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MS. MULLIGAN: Do we have a second?

MR. TROTTA: Frank Trotta, yes.

CHAIRMAN BRAUN: Thank you, on the
vote; Frank?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

CHAIRMAN BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

CHAIRMAN BRAUN: Braun votes yes. We
have moved the meeting time.

MS. MULLIGAN: And we have one item
that we need to discuss in executive session,
so I don't know what the best way to do that
is.

MS. EADERSTO: When you make a motion
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CHAIRMAN BRAUN: We need a motion to
go to executive session.

MS. EADERSTO: -- when you come out,

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you're gonna conduct no further business and then you can just --

MS. MULLIGAN: Okay, awesome.

CHAIRMAN BRAUN: Motion to go into an executive session.

MS. EADERSTO: And when you come out, you will conduct no further business.

MS. MULLIGAN: And when we come out, we will conduct no further business and we're going into executive session to discuss potential lawsuits.

MR. TROTTA: I would be happy to make that motion, going into executive session.

CHAIRMAN BRAUN: On the vote, then; Mr. Trotta?

MR. TROTTA: Yes.

CHAIRMAN BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

CHAIRMAN BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

CHAIRMAN BRAUN: Mr. Grucci?

MR. GRUCCI: Yes. For those of us on Zoom, are we going to get a new link?

MS. MULLIGAN: We'll send around the

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call-in number, it might just be easiest.

MS. MULLIGAN: We're not coming back, so we're adjourning the meeting after this, so we can close down the meeting and we will send around the conference call-in number. Sorry, I didn't even think to do it earlier.

MR. GROSS: Lisa, I'm no expert at this, but I think you have to come out of executive session and then close the meeting.

MS. EADERSTO: Right, but we're conducting no further business other than closing the meeting.

MS. MULLIGAN: Right, so we don't have to come back.

(Whereupon, at 2:06 p.m., the meeting of the Industrial Development Agency concluded.)

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C E R T I F I C A T I O N

STATE OF NEW YORK)

SS.

COUNTY OF NASSAU)

I, DAVID GORDON, a Shorthand (Stenotype) Reporter and Notary Public within and for the State of New York, do hereby certify that the foregoing pages 1 through 79, taken at the time and place aforesaid, is a true and correct transcription of my shorthand notes.

IN WITNESS WHEREOF, I have hereunto set my name this 26th day of October, 2022.



DAVID GORDON