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TOWN OF BROOKHAVEN  
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING  
HELD VIA ZOOM VIDEOCONFERENCE

- - - - -x

February 14, 2022  
9:13 a.m.

TRANSCRIPT OF PROCEEDINGS

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

**MEMBERS :**

FREDERICK C. BRAUN, III  
MARTIN G. CALLAHAN  
FELIX J. GRUCCI, JR.  
LENORE PAPROCKY  
GARY POLLAKUSKY  
ANN-MARIE SCHEIDT  
FRANK C. TROTTA

**ALSO PRESENT :**

LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER  
LORI J. LaPONTE, CHIEF FINANCIAL OFFICER  
JOCELYN LINSE, EXECUTIVE ASSISTANT  
TERRI ALKON, ADMINISTRATIVE ASSISTANT  
AMY ILLARDO, ADMINISTRATIVE ASSISTANT  
ANNETTE EADERESTO, ESQ., AGENCY COUNSEL  
WILLIAM F. WEIR, ESQ., NIXON PEABODY

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MR. BRAUN: We'll now open the meeting of the Industrial Development Agency. It is 9:13. This is Monday, February 14th. The following board members are present: Mr. Callahan, Mr. Grucci, Ms. Paprocky, Mr. Pollakusky, Ms. Scheidt and Mr. Braun. A quorum is present.

Minutes of our meeting of January 12, 2022 have been circulated.

May I have a motion to accept those?

MR. POLLAKUSKY: So moved.

MR. GRUCCI: So moved.

MS. SCHEIDT: Second.

MR. BRAUN: Thank you.

On the vote -- oh, well, any questions of those minutes, excuse me?

(No response.)

MR. BRAUN: Hearing none, on the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

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2

MR. BRAUN: Mr. Pollakusky?

3

MR. POLLAKUSKY: Yes.

4

MR. BRAUN: Ms. Scheidt?

5

MS. SCHEIDT: Yes.

6

MR. BRAUN: Mr. Braun votes yes.

7

The minutes are accepted.

8

I now will entertain a motion for the

9

Industrial Development Agency to go into

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executive session.

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MR. GRUCCI: So moved.

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MS. SCHEIDT: So moved.

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MR. BRAUN: Thank you.

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MS. LINSE: I'll send the link right

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now.

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MR. BRAUN: On the vote, Ms. Scheidt?

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MS. SCHEIDT: Yes.

18

MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

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MR. BRAUN: Ms. Paprocky?

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MS. PAPROCKY: Yes.

22

MR. BRAUN: Mr. Grucci?

23

MR. GRUCCI: Yes.

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MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

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MR. BRAUN: Mr. Braun votes yes.

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We are into executive session.

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MS. MULLIGAN: Okay. Everybody bear with me, I'll get us in there.

6

(Executive session.)

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MR. BRAUN: . . . to come out of executive session, please.

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MS. SCHEIDT: So moved.

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MR. GRUCCI: Make a motion to come out of executive session into regular session.

12

MR. BRAUN: Thank you.

13

On the vote, I don't see Mr. Callahan.

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Mr. Grucci?

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MR. GRUCCI: Yes.

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MR. BRAUN: Ms. Paprocky?

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MS. PAPROCKY: Yes.

18

MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

20

MR. BRAUN: Ms. Scheidt?

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MS. SCHEIDT: Yes.

22

MR. BRAUN: Mr. Braun votes yes.

23

We are back in the regular session.

24

I should mention that we were in

25

executive session to discuss items of

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litigation and personnel.

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Lisa, you have something else you need  
to read in?

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MS. MULLIGAN: Yes.

6

I apologize, I should have read this  
earlier in the meeting.

7

8

Today's meeting has been conveyed in  
accordance with Chapter 417 of the laws of

9

10

2021 effective September 2, 2021 through

11

January 15, 2022 permitting local governments

12

to hold meetings by telephone and

13

videoconference.

14

MR. BRAUN: Okay.

15

Lori?

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MS. MULLIGAN: Did we do the minutes?

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MR. BRAUN: I thought we did, but maybe

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not.

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MS. MULLIGAN: We did them? Joce is

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nodding. Okay.

21

Lori.

22

MS. LaPONTE: Okay.

23

Included in the package is operating

24

results versus budget for the year ended

25

12/31/21.

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During the month of December, we had a number of items. We had one termination fee, one sales tax extension, one application and six closings.

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6

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12

Also during the month of December, you'll see there are some changes within the expense allocation and that's just because the accruals were all adjusted for the year-end. Right now we're in the process of having our audit performed and to date, everything looks on target as what we presented.

13

14

Any questions on the December results, year-to-date versus budget?

15

(No response.)

16

17

MR. BRAUN: I'd like a motion to accept Lori's report, please.

18

MS. SCHEIDT: So moved.

19

MR. POLLAKUSKY: Seconded.

20

MR. BRAUN: Thank you.

21

On the vote, Ms. Scheidt?

22

MS. SCHEIDT: Yes.

23

MR. BRAUN: Mr. Pollakusky?

24

MR. POLLAKUSKY: Yes.

25

MR. BRAUN: Ms. Paprocky?

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2

MS. PAPROCKY: Yes.

3

MR. BRAUN: Mr. Grucci?

4

MR. GRUCCI: Yes.

5

MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

7

MR. BRAUN: Mr. Braun votes yes.

8

The financial report is accepted.

9

10

MS. LaPONTE: Also I want to mention

11

for the month -- well, actually for the month

12

of December and also year-to-date, all timely

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payments have been made for taxes, any PILOT's

received, et cetera.

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MR. BRAUN: When you say PILOT's, you

15

mean with the 30 days, correct?

16

MS. LaPONTE: Yes, well within the 30

17

days.

18

MR. BRAUN: Okay.

19

MS. LaPONTE: Once a check clears, we

20

get those PILOT payments right out.

21

MR. BRAUN: Thank you.

22

MS. LaPONTE: Lastly in my report, I

23

just want to mention that we did receive an

24

ethics complaint and we did an investigation

25

and I found there were no ethic violations.



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2

As the ethics officer, that's part of my  
responsibility. I'm closing the matter.

3

4

There was a full report that has been filed  
with the IDA.

5

6

Any questions?

7

(No response.)

8

9

MR. BRAUN: I need a resolution to  
accept Lori's report.

10

MR. POLLAKUSKY: So moved.

11

MR. BRAUN: Is there a second?

12

MS. SCHEIDT: Second.

13

MR. GRUCCI: Second.

14

MR. BRAUN: Thank you.

15

On the vote, Mr. Callahan?

16

MR. CALLAHAN: Yes.

17

MR. BRAUN: Mr. Grucci?

18

MR. GRUCCI: Yes.

19

MR. BRAUN: Ms. Paprocky?

20

MS. PAPROCKY: Yes.

21

MR. BRAUN: Mr. Pollakusky?

22

MR. POLLAKUSKY: Yes.

23

MR. BRAUN: Ms. Scheidt?

24

MS. SCHEIDT: Yes.

25

MR. BRAUN: Mr. Braun votes yes.

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The motion carries.

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Lisa?

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MS. MULLIGAN: Lori, do you want to just touch on two other things, you want to give them an update on both -- you guys, your ethics forms are due, please get those into Lori as soon as possible and then, Lori, do you want to give them an update on the actuary, I'd like them to approve that?

11

MS. LaPONTE: Yes.

12

As part of our employee benefits package, we offer some health insurance after retirement. For purposes of financial reporting under the GASB's, there is required for disclosure and what we needed to do was have an actuary evaluation. We used the services of an actuary that has been doing very similar evaluations for other IDA's. He sent us a proposal and his fee for the year one is 1,800 and thereafter, 200 and that is I just wanted to get approval on that.

23

24

25

MR. BRAUN: Lori, am I correct in saying once that amount has been determined, it would be so noted on the balance sheet with

1

2 a restricted cash notation for that amount?

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4

5

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8

MS. LaPONTE: That component of the restriction of cash, I'm not sure -- we can designate the cash, I'm not sure we can restrict it, but there will be a footnote and there will also be an earmarking of I would say our fund balance for such amount.

9

MR. BRAUN: Thank you.

10

MS. LaPONTE: Any questions?

11

MR. BRAUN: Any other questions of

12

Lori?

13

(No response.)

14

MR. BRAUN: Okay. Thank you very much.

15

MS. MULLIGAN: Did we do a resolution?

16

MR. BRAUN: To?

17

MS. MULLIGAN: We need you guys to I

18

guess approve the hiring or ratify the hiring

19

of . . .

20

MR. BRAUN: The expert.

21

MS. MULLIGAN: Yes.

22

MS. LaPONTE: Maynard Actuary?

23

MR. BRAUN: Yes.

24

MR. GRUCCI: I'll make a motion to

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accept the actuary.

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MR. BRAUN: Thank you, Felix.

3

Is there a second?

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MS. SCHEIDT: Second.

5

MR. BRAUN: Mr. Callahan?

6

MR. CALLAHAN: Yes.

7

MR. BRAUN: Mr. Grucci?

8

MR. GRUCCI: Yes.

9

MR. BRAUN: Ms. Paprocky?

10

MS. PAPROCKY: Yes.

11

MR. BRAUN: Mr. Pollakusky?

12

MR. POLLAKUSKY: Yes.

13

MR. BRAUN: Ms. Scheidt?

14

MS. SCHEIDT: Yes.

15

MR. BRAUN: Mr. Braun votes yes.

16

That motion carries as well.

17

Thank you.

18

MS. MULLIGAN: Thank you everybody and

19

don't forget to get your ethics forms in as

20

soon as possible.

21

MS. LaPONTE: And also just along with

22

the audit that I was mentioning when I was

23

presenting the results, we are in the process

24

of finalizing the audit and also entering all

25

the information into PARIS.

1

2

PARIS is due by the end of March, so we will have a meeting with the board to present our draft audit and our draft results for your approval in March.

6

Any questions on that one?

7

(No response.)

8

MR. BRAUN: I think we're good.

9

Do you have applications?

10

MS. MULLIGAN: I do.

11

I have three applications for the

12

board.

13

The first one on the agenda is East

14

Patchogue Apartments. Just see.

15

Is Tim Shea on? Yeah.

16

Joce, will you bring Tim in?

17

While Joce is bringing counsel for the

18

project in, I'll give you a quick overview.

19

This is -- this application which was

20

included in your packets is for 400 -- a

21

project proposed at 400 East Main Street in

22

East Patchogue. There -- it's a two point --

23

almost 2.8 acres that's mostly vacant. There

24

is a one-story building on there. The plan is

25

to create a 55-unit multi-family rental

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2

facility for people within the 50 to

3

100 percent of the area median income, AMI.

4

It's an almost \$28 million project. The

5

expectation is that it will create two

6

full-time equivalent projects.

7

They're requesting mortgage recording

8

tax exemption, sales tax exemption and a PILOT

9

coterminous with their regulatory agreements

10

and I should have said this earlier, this is

11

actually within an overlay district that the

12

Town created.

13

Tim, is there anybody from your client

14

that's in our waiting room that we should

15

bring over?

16

(No response.)

17

MS. MULLIGAN: Tim, you're muted.

18

(No response.)

19

MS. MULLIGAN: Bill, did you have

20

anything you wanted to add?

21

MR. SHEA: Hello.

22

MS. EADERESTO: Lisa, can you let Frank

23

Trotta into the meeting?

24

MS. MULLIGAN: We've been trying to

25

find out if that was him.

1

2

MS. EADERESTO: That's him.

3

MS. MULLIGAN: Okay.

4

Joce, you see? Okay.

5

6

Tim, did you have anything you wanted to add?

7

8

MR. SHEA: No. I think you put it very succinctly, Lisa.

9

10

11

12

Just so that the board is aware, this is an overlay district founded by the Town. The development proposal is consistent with the overlay district.

13

14

15

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18

19

We are giving a range of rental units starting at a low of 50 percent of AMI with 80 percent at 60 percent of AMI or less and 90 percent of the project at 90 percent of AMI or less. That's (inaudible) applying for tax credit and we would ask that the board accept our application and I think that's about it.

20

21

MR. BRAUN: Are there questions from the board?

22

23

24

MR. GRUCCI: Just one question, Tim. Exactly where is this on -- is it on Montauk Highway?

25

MR. SHEA: It is on Montauk Highway.

1

2

It's on the corner of Montauk Highway and

3

Grove and the property abutting it to the east

4

is The Salvation Army property, which would

5

probably be the most identifiable landmark for

6

you to find it.

7

MR. GRUCCI: All right, thanks.

8

MR. BRAUN: Tim, north or south side of

9

Main Street?

10

MR. SHEA: It is on the south side of

11

Montauk Highway east of Grove.

12

MR. BRAUN: And the sewer line runs

13

that far?

14

MR. SHEA: The applicant has met with

15

the Village of Patchogue and there is I

16

believe a resolution that has been passed for

17

Patchogue to allow us to hook up to their

18

treatment plant. The line has been extended

19

or is in the process of being extended all the

20

way down Montauk Highway and will pass by our

21

site.

22

MR. BRAUN: Good.

23

Any other questions from the board?

24

MS. SCHEIDT: Tim, the original

25

application says that you were at that point,



1

2 that was a couple of months ago, still looking  
3 for the tax credit investor.

4 Are you still looking?

5 (No response.)

6 MS. MULLIGAN: Tim, we can't hear you.

7 MR. SHEA: That has not been finalized  
8 at this point.

9 MS. SCHEIDT: Because I am on the board  
10 of the Community Development Corporation of  
11 Long Island, we do deal with those kinds of  
12 folks. If you want any suggestions, just let  
13 me know.

14 MR. SHEA: I will be certain to reach  
15 out to you.

16 MS. SCHEIDT: Okay. Good enough.

17 MR. BRAUN: If there are no further  
18 questions, I'll entertain a motion to accept  
19 the application, please.

20 MR. POLLAKUSKY: So moved.

21 MR. BRAUN: Thank you.

22 MS. SCHEIDT: Second.

23 MR. GRUCCI: Second.

24 MR. BRAUN: Thank you.

25 On the vote, Mr. Callahan?

1

2 MR. CALLAHAN: Yes.

3 MR. BRAUN: Mr. Grucci?

4 MR. GRUCCI: Yes.

5 MR. BRAUN: Mr. Pollakusky?

6 (No response.)

7 MR. BRAUN: Gary?

8 MR. POLLAKUSKY: Yes.

9 MR. BRAUN: Ms. Scheidt?

10 MS. SCHEIDT: Yes.

11 MR. BRAUN: Mr. Trotta, who joined the  
12 meeting at 11:14?

13 MS. MULLIGAN: Thank you.

14 MR. TROTTA: Yes.

15 MR. BRAUN: And Mr. Braun votes yes.

16 Motion carries.

17 Thank you.

18 MS. MULLIGAN: Thank you.

19 MR. SHEA: Thank you.

20 MS. MULLIGAN: The next item on the  
21 agenda is an application for -- actually, you  
22 know what, Tim, you want to just stay on, I'm  
23 going to take this a little bit out of order?24 The next application is for a project  
25 called AIREF Station Road Logistics Center

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LLC. Mr. Shea is also representing this application, so I figured we'll just take them out of order.

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This is -- this project is for a proposed 523,000 square foot industrial development, industrial building. It's actually split between three buildings. It's currently 53 acres that are vacant on Station Road in Bellport. It's a \$121 million project and the expectation is between 130 and 300 jobs will be created.

13

Does anyone have any questions on this?

14

(No response.)

15

16

17

18

MR. BRAUN: As I recall, Tim, this project has been bouncing around for a while; it was retail, it was commercial, it was retail, now it's back to commercial, correct?

19

20

21

22

23

MR. SHEA: Yeah. Well, the zoning has always been industrial on this particular site. It has been the topic of various development proposals over the years, many of which required a change of zone.

24

25

At this point, the applicant is proposing a use under the L 1 district, which

1

2 is the district for the 53-acre site. The use  
3 would be for a trucking terminal requiring a  
4 special permit from the Planning Board along  
5 with the site plan approval. It would  
6 incorporate three buildings with a total  
7 square footage of approximately 523 square  
8 feet.

9 It is located on the east side of  
10 Station Road north of the south service road  
11 to Sunrise Highway and on the south side of  
12 (inaudible) Avenue on the north. There would  
13 be somewhere between 130 and 300 permanent  
14 jobs provided. Construction costs alone will  
15 be -- together with site work and construction  
16 will be over \$60 million. We anticipate that  
17 there will be over 200 construction jobs as a  
18 result of this application and we're asking  
19 that the board accept the application at this  
20 time.

21 MR. BRAUN: Tim, is the developer a  
22 Long Island based person or company?

23 MR. SHEA: This is a I would say  
24 national company, a development company.

25 MR. BRAUN: Thank you.

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MR. TROTTA: Tim, could you give me a landmark about where this is?

3

4

MR. SHEA: Okay.

5

You know where the Home Depot on Sunrise is?

6

7

MR. TROTTA: Yes.

8

MR. SHEA: Where the outlets are?

9

MR. TROTTA: Yes.

10

MR. SHEA: Okay. It would be really opposite Station Road to the east of where the outlets are.

11

12

13

MR. TROTTA: Okay.

14

MR. SHEA: And then it goes up Station Road north from the south service road all the way up to Woodside and it has a proposed curb cut on Woodside for the truck traffic.

15

16

17

18

MR. TROTTA: Can you tell me a little bit about the jobs that will be created from it?

19

20

21

MR. SHEA: Well, they would be normal warehouse type jobs, there will be trucking, jobs, there will be people who will be supplying and moving materials within the warehouse, itself, there will be some office

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23

24

25

1

2 jobs and so it will be a -- but again, this is  
3 being built to spec, so we can't tell you what  
4 the exact ratio of jobs will be under certain  
5 areas.

6 MR. TROTTA: I understand.

7 MR. SHEA: That's why we put it at 130.  
8 We think 130 is a very low number compared to  
9 what we anticipate in the future, but we  
10 didn't want to overpromise and undersell, you  
11 know, we'd rather come in high and there's --  
12 it's going to be a substantial investment  
13 locally within the community. It is over a  
14 hundred million dollar project when  
15 everything's factored in and you know, like I  
16 said, the construction is going to be by my  
17 estimate over 60,000 -- over \$60 million,  
18 construction site work, et cetera,  
19 professionals, all the costs.

20 MR. TROTTA: Thank you.

21 MR. GRUCCI: Tim, when you say a  
22 trucking terminal and I think I heard you say  
23 terminal, did I hear that correctly?

24 MR. SHEA: That is correct.

25 MR. GRUCCI: Okay.

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Are we talking about independent truckers being able to pull their truck in and off-load their goods and then pick up goods and move out; are we talking about a unionized operation? I'm a little confused as to what is it.

8

9

We're not talking about a truck rental facility, are we?

10

MR. SHEA: Not a truck rental.

11

12

13

14

The Town of Brookhaven in their code has a couple of different definitions for uses under the code for industrial uses. They have warehouse, traditional warehouse.

15

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19

What has happened over the last couple of years is that we have more of these last mile type delivery services and we have, you know, the ball is moving with regard to how you describe a particular facility.

20

21

22

23

In this case, the applicant met with the Town and described that it would be trucks coming in and out on a regular basis and it would be, you know, on a turnover.

24

25

So a traditional warehouse from the Town's perspective has always been you bring

1

2 something into the warehouse and it stays for,  
3 you know, five, ten, 15, 20 days, you know,  
4 could be even longer. It's anticipated that  
5 goods will be coming in and out on a regular  
6 basis from this particular location and  
7 therefore, the Town requested and felt that  
8 applying it for a special permit as a trucking  
9 facility would be appropriate.

10 MR. GRUCCI: So correct me if I'm  
11 misunderstanding you. Let's pick a specific  
12 scenario.

13 A tractor-trailer arrives with goods on  
14 it, comes into the terminal, gets off-loaded  
15 and then smaller trucks take those goods to  
16 various different distribution places,  
17 people's homes, people's businesses; is that  
18 the kind of an operation we're talking about?

19 MR. SHEA: That is -- that could be one  
20 of the options, Felix, you know, really going  
21 to depend upon who the end users are as to the  
22 exact way that it's going to be used, but the  
23 site is designed in such a way that there's a  
24 lot of trucking bays and areas for trucks, you  
25 know, the tractor-trailers to be stored



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overnight and thus, the Town has requested that they apply for the special permit under the trucking facility definition.

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It's kind of a wide definition, it does give a certain degree of flexibility with regard to the end user and again, in that it's being built spec, we'll have a better idea of exactly who the -- when we get the end users and get closer to the end, we will know exactly how it's going to be fashioned on a per building, per area basis. It's three buildings, one (inaudible), one in the middle, one at the north side and each one could have a different user and slightly different (inaudible).

17

18

MR. GRUCCI: Did they need a change of zone for that (inaudible)?

19

MR. SHEA: Moving forward, yes.

20

21

MR. GRUCCI: I'm sorry, I didn't hear you.

22

23

24

MR. SHEA: They'll have a different operation, you know, it may slightly change depending upon who the end user is.

25

MS. MULLIGAN: Felix --

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MR. GRUCCI: No, I was asking about zoning.

3

4

Do they need a change of zone for that?

5

6

MS. MULLIGAN: No. It's zoned correctly for this use.

7

8

MR. CALLAHAN: It looks like a nice building.

9

10

MR. GRUCCI: Yeah. Sounds like a good operation.

11

Thanks, Tim.

12

13

MR. BRAUN: If there are no further questions, I'll entertain a motion to accept the application.

14

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16

17

MS. SCHEIDT: Tim, how do the anticipated salaries and wages line up with the AMI figures that you cited before?

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19

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23

24

MR. SHEA: Well, the AMI figures that I cited in the last application were with regard to the rental rates. We would anticipate that the salaries here for people both during the construction and during the operation will be commensurate with, you know, the norms of the area.

25

I mean I can't say for sure, again,

1

2

it's not spec -- it's a spec building, so at

3

the end of the day, they'll probably be within

4

the norms of people employed in those types of

5

businesses.

6

MS. SCHEIDT: Thank you.

7

MR. BRAUN: May I have a resolution,

8

please?

9

MR. GRUCCI: Make a motion to accept.

10

MR. BRAUN: Second?

11

MR. POLLAKUSKY: Second.

12

MR. BRAUN: On the vote, Mr. Callahan?

13

MR. CALLAHAN: Yes.

14

MR. BRAUN: Mr. Grucci?

15

MR. GRUCCI: Yes.

16

MR. BRAUN: Ms. Paprocky?

17

MS. PAPROCKY: Yes.

18

MR. BRAUN: Mr. Pollakusky?

19

MR. POLLAKUSKY: Yes.

20

MR. BRAUN: Ms. Scheidt?

21

MS. SCHEIDT: Yes.

22

MR. BRAUN: Mr. Trotta?

23

MR. TROTТА: Yes.

24

MR. BRAUN: Mr. Braun votes yes.

25

That motion carries.

1

2

Thank you, Tim.

3

4

MR. SHEA: Thank you very much and have  
a great day.

5

MR. CALLAHAN: Good luck, counselor.

6

MS. MULLIGAN: Thank you.

7

MR. SHEA: Thank you, take care.

8

MS. SCHEIDT: Take good care.

9

10

MS. MULLIGAN: Okay. So the next --  
thank you everyone.

11

12

13

The next item on the agenda is an  
application for a project called G4 18197,  
LLC.

14

15

Joce, if you would, bring Peter Curry  
in.

16

17

18

19

20

Just while Joce brings Mr. Curry in,  
this is also like the East Patchogue  
Apartments, I just want to draw a line because  
they're similar projects, but these are two  
separate projects coming forward.

21

22

23

24

25

This is a residential development.  
This is at 365 through 369 East Main Street.  
This is the former Plaza Theater property just  
as a -- you guys were asking about landmarks  
on the last project. I believe currently

1

2           there is a laundromat and a Dunkin Donuts also  
3           on this parcel.

4

5                       On the north side of Main Street in  
6           East Patchogue, let's see, the plan is for a  
7           40-unit residential facility, it's going to  
8           have four workforce and four affordable units,  
9           it's going to be three two-story buildings.  
10          It's roughly a \$9 million project and it's on  
11          just over two acres. This is also part of the  
12          Town's East Patchogue overlay district and  
13          they're requesting sales tax, mortgage  
14          recording tax exemption and a PILOT and there  
15          will be one part-time job after construction  
16          and they're estimating 60 construction jobs.

16

17                       Does anybody have any questions;  
18          Mr. Curry is on, he's representing the  
19          project?

19

20                       MR. CURRY: And I would ask that you  
21          allow Rob, Robert Antonucci on, also.

21

22                       MS. MULLIGAN: Thank you, Peter.  
23                       Does anyone have any questions for  
24          Peter or for Mr. Antonucci when he joins?

24

(Pause.)

25

MR. TROTTA: Peter . . .

1

2 MS. MULLIGAN: Go ahead, Frank.

3 MR. TROTTA: Okay.

4 Where the laundromat is and the Dunkin  
5 Donuts, they're coming out; is that correct?

6 (No response.)

7 MR. TROTTA: I know where the Plaza  
8 Theater was and then adjacent to that is what  
9 Lisa referred to earlier.

10 MR. CURRY: I'll let Mr. Antonucci  
11 indicate where the property is.

12 MR. TROTTA: Excellent. Thank you.

13 MR. CURRY: Sure.

14 Is Rob on yet?

15 MS. MULLIGAN: He's on, he just needs  
16 to unmute.

17 MR. ANTONUCCI: Yes, I'm on.

18 MS. MULLIGAN: Okay.

19 (Inaudible comments.)

20 MS. MULLIGAN: Did you hear  
21 Mr. Trotta's question?

22 MR. ANTONUCCI: I did not, I'm sorry.

23 MS. MULLIGAN: That's okay.

24 So basically I gave a quick overview --  
25 this is Lisa Mulligan -- oh and I'm so sorry,



1

2

Mr. Trotta was asking was what's going to

3

happen with the Dunkin Donuts and the

4

laundromat that are there are now.

5

MR. ANTONUCCI: Okay.

6

Our property is actually behind that

7

cancer center. Our access is beside the

8

cancer center and the Dunkin Donuts. So those

9

two parcels that you're speaking about are not

10

part of our job.

11

MS. MULLIGAN: Oh, okay.

12

MR. ANTONUCCI: It's a separate parcel.

13

MS. MULLIGAN: Thank you because I

14

Googled it, so that's where I got, when I

15

looked --

16

MR. ANTONUCCI: Not a problem.

17

MS. MULLIGAN: Which is not an exact

18

science.

19

MR. CURRY: This property is currently

20

owned by the Town of Brookhaven, it's under

21

contract with the purchaser, so it is property

22

that's off the tax rolls and in addition to it

23

being in the zone, you know, the overlay

24

district, the Town is interested in getting

25

the property back on, back effective tax roll



1

2

use.

3

4

5

6

MR. GRUCCI: Robert -- this is Felix Grucci -- the property that you're referring to, the access will be on that side road and not off of Main Street?

7

8

9

10

11

12

MR. ANTONUCCI: No, the access is off of Main Street. We have a right of way, it runs parallel to the cancer center and our entrance will be at the back of the cancer center; not directly behind it, a little bit to the east of it.

13

MR. GRUCCI: Okay. Thank you.

14

15

MR. BRAUN: Any other questions of Mr. Curry or Mr. Antonucci?

16

17

18

MS. PAPROCKY: How many units is this going to be, I'm sorry, I didn't -- I can't find that?

19

MS. MULLIGAN: Forty.

20

21

MR. ANTONUCCI: There are 40 two-bedroom apartments.

22

MS. PAPROCKY: Thank you.

23

24

MR. TROTТА: What are the size of the apartments, Robert?

25

MR. ANTONUCCI: They're 1,150 square

1

2

feet.

3

MR. CALLAHAN: Okay, that's nice.

4

(Inaudible comments.)

5

MR. CURRY: They're all two bedrooms,

6

yes.

7

MR. BRAUN: If there are no further

8

questions, I'll entertain a motion to accept

9

the application.

10

MR. TROTTA: I make a motion.

11

MR. BRAUN: Thank you, Frank.

12

MR. POLLAKUSKY: I'll second.

13

MR. BRAUN: Is there a second?

14

MR. POLLAKUSKY: Yes.

15

MR. GRUCCI: I'll second.

16

MR. BRAUN: Thank you.

17

On the vote, Mr. Trotta?

18

MR. TROTTA: Yes.

19

MR. BRAUN: Ms. Scheidt?

20

MS. SCHEIDT: Yes.

21

MR. BRAUN: Mr. Pollakusky?

22

MR. POLLAKUSKY: Yes.

23

MR. BRAUN: Ms. Paprocky?

24

MS. PAPROCKY: Yes.

25

MR. BRAUN: Mr. Grucci?

1

2

MR. GRUCCI: Yes.

3

MR. BRAUN: Mr. Callahan?

4

MR. CALLAHAN: Yes.

5

MR. BRAUN: Mr. Braun votes yes.

6

Motion carries.

7

MS. MULLIGAN: Okay.

8

MR. BRAUN: Thank you, Peter.

9

MR. CURRY: Thank you, members of the

10

board, Mr. Chairman and have a great day.

11

Happy Valentine's Day.

12

MS. MULLIGAN: Happy Valentine's Day.

13

Thank you.

14

MR. TROTTA: Lisa, before you go onto

15

the next project, I just wanted to apologize

16

for being late today, but I just wanted

17

everybody to know if they didn't that I had a

18

Stony Brook Council meeting that was

19

previously scheduled prior to us making this

20

meeting, so I hustled here as quick as I

21

could.

22

MS. MULLIGAN: Okay. That fine.

23

MS. SCHEIDT: I'm really glad to know

24

your time was so well spent this morning.

25

MR. TROTTA: I'm been Zooming since

1

2

nine.

3

MS. MULLIGAN: Frank, will you do me a favor, will you add your last name to your --

5

MR. TROTTA: Sure. How do I do that?

6

MS. LINSE: I can do it.

7

MS. MULLIGAN: Joce will take care of it.

8

9

MR. TROTTA: Oh, Joce, you're great, thank you.

10

11

MS. MULLIGAN: We were trying to get in touch with you to find out if it was you in the waiting room.

12

13

14

MR. TROTTA: Oh, okay.

15

16

MS. MULLIGAN: If you had your last name, then we would have known.

17

18

Sorry for the delay. Frank was actually here for a little while before we were sure that it was him to let him in.

19

20

Sorry.

21

22

The next item on the agenda is a resolution for D&F Patchogue. So this is -- just to remind everybody, this is an assisted living that we did a while back. It's in Patchogue, it's on Main Street and they are

23

24

25

1

2

requesting your consent to a proposed transfer

3

from a 1031 entity that they created back to

4

D&F.

5

Bill, do you have anything that you

6

wanted to add to that?

7

MR. WEIR: No.

8

So, yeah, this is a 1031, it's really

9

just involving the company lease, not the

10

project lease, so it's, you know, back in

11

2016, they assigned the company lease to a

12

1031 exchange entity and now they're assigning

13

the company lease back to D&F special purpose

14

entity of the company.

15

MS. MULLIGAN: And I know that there

16

are some representatives from the project that

17

are in our waiting room.

18

Does anyone have any questions for

19

them?

20

(No response.)

21

MS. MULLIGAN: Marty, did you want to

22

add something?

23

MR. CALLAHAN: I'm sorry, I left the

24

room for a minute.

25

MS. MULLIGAN: I'm sorry, I thought I

1

2

heard you talking.

3

MR. CALLAHAN: I'm sorry.

4

5

MS. MULLIGAN: Joce, I know that Peter Florey is in the waiting room; do you want to let Mr. Florey in?

6

7

MR. FLOREY: Good morning.

8

MS. MULLIGAN: Good morning, Peter.

9

10

MR. FLOREY: Len D'Amico I think is also with us in the waiting room, who's my partner on this.

11

12

MS. MULLIGAN: Joce, do you see --

13

okay.

14

Does anyone have any questions of Mr. Florey or Mr. D'Amico?

15

16

(No response.)

17

MR. CALLAHAN: Which project was this,

18

Lis?

19

20

MS. MULLIGAN: I'm sorry, Marty. This was for D&F Patchogue. This is in the

21

assisted living that's on Main Street on the

22

north side and it's -- they're just requesting

23

a change to -- as Bill just explained, a

24

change to the -- one of the agreements.

25

MR. CALLAHAN: Okay.

1

2

MR. BRAUN: Any board member have any questions?

3

4

(No response.)

5

MR. BRAUN: Hearing none, a motion to approve, please.

6

7

MR. GRUCCI: So moved.

8

MS. PAPROCKY: So moved.

9

Second.

10

MR. BRAUN: On the vote, Mr. Callahan?

11

MR. CALLAHAN: Yes.

12

MR. BRAUN: Mr. Grucci?

13

MR. GRUCCI: Yes.

14

MR. BRAUN: Ms. Paprocky?

15

MS. PAPROCKY: Yes.

16

MR. BRAUN: Mr. Pollakusky?

17

MR. POLLAKUSKY: Yes.

18

MR. BRAUN: Ms. Scheidt?

19

MS. SCHEIDT: Yes.

20

MR. BRAUN: Mr. Trotta?

21

MR. TROTTA: Yes and don't forget, we need to get titles for everybody, Lisa, for the stenographer for the last two that came in.

22

23

24

25

MS. MULLIGAN: Thank you, Frank.

1

2

Mr. Florey, would you just state and spell your name for the record and your affiliation, please; I keep forgetting this and I keep getting reminded and I keep forgetting. Sorry.

7

MR. FLOREY: Peter Florey, principal of D&F Development Group and D&F Patchogue.

9

MS. MULLIGAN: Thank you.

10

MR. BRAUN: And who else?

11

MS. MULLIGAN: And . . .

12

MR. BRAUN: Peter, was something else on there?

14

MR. TROTTA: Yeah, Mr. D'Amico.

15

MR. FLOREY: Len D'Amico's on as well.

16

MS. MULLIGAN: Yeah.

17

(Inaudible comments.)

18

MR. D'AMICO: Leonard D'Amico, principal of D&F Development and Village Walk Carlisle.

21

MR. BRAUN: Thank you.

22

MS. MULLIGAN: Thank you.

23

MR. BRAUN: And last, Mr. Braun votes yes, so the motion is carried.

25

Thank you both.



1

2

MR. FLOREY: Thank you very much.

3

MR. D'AMICO: Thank you.

4

MS. MULLIGAN: Have a great day.

5

Thank you.

6

7

The next item on our agenda is the American Organic Energy project.

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12

To remind everybody, this is the proposed anaerobic digester. We had a request for them for your consent to change the ownership structure to include Viridi Energy LLC.

13

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23

Included in your packets are the application, the org chart, the cost-benefit analysis. We had a public hearing and there were comments; those comments are included in your packets. In addition, we got the transcript this morning, so the transcript was sent out just before the meeting, but I read those comments verbatim into the transcript, so it's -- the letters that you got are basically what the transcript for the public hearing says.

24

Does anybody have any questions?

25

MR. BRAUN: I have a question.

1

2

Bill, are you calling odds on this closing?

3

4

5

6

7

8

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12

13

MR. WEIR: They are, believe it or not, really close to closing. You know, it was just bringing in the -- they did not want to increase the mortgage amounts or the lenders didn't want to increase the mortgage amounts, so they are bringing in additional equity in, so as soon as the IDA approves this, I believe we will be able to set up a closing date, knock on wood. So it's only taken us like seven years to get here.

14

15

MR. CALLAHAN: I remember when they came in to talk to us.

16

MR. WEIR: Yup.

17

18

MR. CALLAHAN: It was in the conference room.

19

20

MR. BRAUN: May I have a motion, please?

21

22

23

MS. PAPROCKY: Quick question, Fred. Is that like the equivalent, this company, of like a Covanta?

24

MS. MULLIGAN: No.

25

MR. WEIR: No.

1

2

MS. PAPROCKY: So can you tell me what it does because I don't understand what that biochemical thing means?

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5

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MR. WEIR: So basically what they do is they take food waste, yard waste, other organic material, they put it in a machine, they chop it up, it goes in, it gets basically digested, fermented, almost like, you know, think of a cow's stomach. What comes out is three products that comes out; there is natural gas, which can be used to create energy, either electricity or to generate the heat to run the plant; there will be solid waste that comes out that will be used to make, you know, that nice garden mulch you buy in bags, you know, at Home Depot or Lowe's, place like that, that and then pure water, which can go back into the aquifer, so it is a very green technology, it's not burning anything and the methane or natural gas that is produced as a result of, you know, breaking down the organic materials is used to produce energy, so that part of it's similar to Covanta, but it's not a (inaudible). But

1

2

Covanta burns electric, burns garbage to

3

produce steam and used to produce electricity,

4

so this is a little bit different.

5

MS. PAPROCKY: Okay. Thank you for

6

that.

7

MR. WEIR: That's why they call it a

8

biodigester because it literally (inaudible).

9

MR. BRAUN: No further questions for

10

Bill or Lisa, a motion, please.

11

MR. TROTTA: Motion.

12

MR. BRAUN: Thank you.

13

Second?

14

MS. SCHEIDT: Second.

15

MR. BRAUN: On the vote, Mr. Trotta?

16

MR. TROTTA: Yes.

17

MR. BRAUN: Ms. Scheidt?

18

MS. SCHEIDT: Yes.

19

MR. BRAUN: Mr. Pollakusky?

20

MR. POLLAKUSKY: Yes.

21

MR. BRAUN: Ms. Paprocky?

22

MS. PAPROCKY: Yes.

23

MR. BRAUN: Mr. Grucci?

24

MR. GRUCCI: Yes.

25

MR. BRAUN: Thank you.

1

2

Mr. Callahan?

3

MR. CALLAHAN: Yes.

4

MR. BRAUN: Mr. Braun votes yes.

5

That motion carries as well.

6

MS. MULLIGAN: Thank you everyone.

7

The next item on the agenda is setting

8

the public hearing for the second Ronk Hub

9

condemnation public hearing.

10

I'm going to suggest that we shoot for

11

May 4th or 11th. I need to reach out to a few

12

other people and make sure that either of

13

those dates works for them, but that's my

14

suggestion to the board.

15

MR. BRAUN: We need a resolution to

16

that effect subject to the ability to get

17

Judge Cohen and at least the attorneys on

18

board for one of those two dates.

19

Please, motion.

20

MR. GRUCCI: So moved.

21

MR. BRAUN: Second?

22

MR. POLLAKUSKY: Gary Pollakusky.

23

MR. BRAUN: Mr. Callahan?

24

MR. CALLAHAN: Yes.

25

MR. BRAUN: Mr. Grucci?

1

2

MR. GRUCCI: Yes.

3

MR. BRAUN: Ms. Paprocky?

4

MS. PAPROCKY: Yes.

5

MR. BRAUN: Mr. Pollakusky?

6

MR. POLLAKUSKY: Yes.

7

MR. BRAUN: Ms. Scheidt?

8

MS. SCHEIDT: Yes.

9

MR. BRAUN: Mr. Trotta?

10

MR. TROTTA: Yes.

11

MR. BRAUN: Mr. Braun votes yes.

12

Motion carries.

13

MS. MULLIGAN: Thank you.

14

MR. GRUCCI: Fred, will you be needing

15

me for a quorum going forward?

16

MR. BRAUN: I think we're okay, Felix.

17

MR. GRUCCI: Okay. I'm sorry, but I

18

have to jump off.

19

MR. BRAUN: I know --

20

MR. GRUCCI: Have a pleasant day

21

everyone. Happy Valentine's Day.

22

(Inaudible comments.)

23

MS. MULLIGAN: It's 11:45 a.m.,

24

Mr. Grucci is leaving the meeting.

25

Joce, will you bring Zach and Harvey

1

2

back in just for the next piece of the

3

meeting?

4

5

The next item on the agenda is the  
Ronkonkoma Hub, adopting the findings of their  
determinations. They have been sent to the  
board members in advance of the meeting.

6

7

8

Does anyone have any questions?

9

10

MR. BRAUN: This is for the hearing  
that took place on November 16th with a  
subsequent 30-day period for any further  
public input in writing, which expired  
December 16th.

11

12

13

14

We need to have a motion to accept  
those findings.

15

16

17

MS. MULLIGAN: With a caveat in that  
verbal resolution that we are accepting the  
findings, but no further action, attorneys  
jump in if I'm mixing this up, but that no  
further action will take place without the  
required board resolutions and direction to  
attorneys.

18

19

20

21

22

23

24

25

MR. BESUNDER: I think, Lisa, all you  
have to do is add to that 55 subject to  
further direction of the IDA and that will be

1

fine. It came with everybody.

2

3

MS. MULLIGAN: No, no, no, just in the  
resolution, not in the findings.

4

5

MR. BESUNDER: Just in the resolution.

6

MS. MULLIGAN: Okay.

7

MR. BRAUN: I will move it.

8

Is there a second?

9

MS. SCHEIDT: Second.

10

MR. BRAUN: Thank you.

11

On the vote, Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Ms. Scheidt?

14

MS. SCHEIDT: Yes.

15

MR. BRAUN: Mr. Pollakusky?

16

MR. POLLAKUSKY: Yes.

17

MR. BRAUN: Ms. Paprocky?

18

MS. PAPROCKY: Yes.

19

MR. BRAUN: Mr. Callahan?

20

MR. CALLAHAN: Yes.

21

MR. BRAUN: Mr. Braun votes yes.

22

The motion is carried.

23

Thanks, Zach, Harvey.

24

MS. MULLIGAN: Thank you.

25

MR. BESUNDER: Okay.



1

2

MS. MULLIGAN: Yeah. And Zach and Harvey, just follow up with the final synopsis that we need to send out, please.

3

4

5

MR. BESUNDER: Okay and just so you know, we've already spoken to Allen Hyman, he's going to speak to the clients in relation to what we talked about today.

6

7

8

MS. MULLIGAN: Okay. Thank you.

9

MR. CALLAHAN: Thank you guys.

10

11

MS. MULLIGAN: The next item on the agenda is Macedo Construction/Meso Holding.

12

13

We did not get the information that I was hoping for in order for us to take action today, so we're going to hold that hopefully till our next meeting.

14

15

16

The next item on the agenda is the Middle Country Meadows sewer subordination.

17

18

Basically they're just looking for your consent to the execution and recording of a Suffolk County sewer connection agreement. The County won't move ahead with it without our approval.

19

20

21

22

23

Bill, did you have anything you wanted to add?

24

25

1

2

Oh, this is a project on Middle Country

3

Road in Selden on the north side, kind of

4

behind the Starbucks that's there and it's a

5

housing project, it's not yet under

6

construction, I don't believe, but I suspect

7

it's going to be starting soon.

8

MR. BRAUN: The developers --

9

MS. MULLIGAN: Yes.

10

MR. WEIR: Yeah. And this is standard,

11

the County always requires us to sign the

12

subordinations for the sewer connection, so .

13

. . .

14

MS. MULLIGAN: Yeah.

15

MR. BRAUN: May I have a motion,

16

please?

17

MR. CALLAHAN: So moved.

18

MR. TROTTA: Motion.

19

MR. BRAUN: Thank you.

20

Second?

21

(Ms. Scheidt waving.)

22

MR. BRAUN: Thank you, Ann-Marie.

23

Any questions of Bill or Lisa?

24

(No response.)

25

MR. BRAUN: Hearing none, on the vote,

1

2

Mr. Callahan?

3

MR. CALLAHAN: Yes.

4

MR. BRAUN: Mr. Grucci?

5

(No response.)

6

MR. BRAUN: Excuse me, he's not here.

7

Ms. Paprocky?

8

MS. PAPROCKY: Yes.

9

MR. BRAUN: Mr. Pollakusky?

10

MR. POLLAKUSKY: Yes.

11

MR. BRAUN: Ms. Scheidt?

12

MS. SCHEIDT: Yes.

13

MR. BRAUN: Mr. Trotta?

14

MR. TROTTA: Yes.

15

MR. BRAUN: Mr. Braun votes yes.

16

The motion carries.

17

MS. MULLIGAN: Okay.

18

The next item on the agenda is

19

designating a newspaper of record.

20

Like we did in the LDC, I'm suggesting

21

that we designate the Newsday as our newspaper

22

of record.

23

MR. BRAUN: May I have a motion?

24

(No response.)

25

MR. BRAUN: Don't everybody jump at

1

2

once.

3

Is there a motion?

4

MR. CALLAHAN: So moved.

5

MS. SCHEIDT: Second.

6

MR. BRAUN: Mr. Trotta?

7

MR. TROTTA: Yes.

8

MR. BRAUN: Ms. Scheidt?

9

MS. SCHEIDT: Yes.

10

MR. BRAUN: Mr. Pollakusky?

11

MR. POLLAKUSKY: Yes.

12

MR. BRAUN: Ms. Paprocky?

13

MS. PAPROCKY: Yes.

14

MR. BRAUN: Mr. Callahan?

15

MR. CALLAHAN: Yes.

16

MR. BRAUN: Mr. Braun votes yes.

17

Motion is carried.

18

MS. MULLIGAN: Okay.

19

The next item on the agenda is the

20

incentive compensation goals.

21

Just to remind everybody, annually we

22

adopt goals for staff to work towards.

23

Proposed this year is a compensation total

24

potential payout pool of 75,000. We are

25

suggesting that we leave the weights of the

1

2

goals the same as they were last year, but

3

that we change some of the specific goals.

4

5

Basically investment, the goal for investment would be 300 million; jobs created

6

or retained would be 1,750. The number of

7

projects closed would be 20 projects. The

8

projects that are approved, but not yet closed

9

at the end of the year would be 15, so the

10

pipeline projects and that of those 20

11

projects closed, three would be -- fall within

12

our adaptive reuse policy.

13

MR. BRAUN: Any questions?

14

(No response.)

15

MR. BRAUN: Motion to accept the

16

incentive compensation plan for 2022, please.

17

MR. TROTTA: Motion.

18

MR. POLLAKUSKY: Second.

19

MR. BRAUN: Thank you.

20

On the vote, Mr. Trotta?

21

MR. TROTTA: Yes.

22

MR. BRAUN: Ms. Scheidt?

23

MS. SCHEIDT: Yes.

24

MR. BRAUN: Mr. Pollakusky?

25

MR. POLLAKUSKY: Yes.

1

2

MR. BRAUN: Ms. Paprocky?

3

MS. PAPROCKY: Yes.

4

MR. BRAUN: Mr. Callahan?

5

MR. CALLAHAN: Yes.

6

MR. BRAUN: Mr. Braun votes yes.

7

The motion is carried.

8

MS. MULLIGAN: Thank you.

9

10

The next item on the agenda is our  
conflict of interest policy.

11

12

13

14

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25

Like discussed in the LDC, as we were  
going through this policy, we realized there  
was a couple of things that I should -- one  
item that we probably should adjust. It said  
in our policy that anyone who has a conflict  
should report it to our Governance Committee.

Given the fact that our Governance  
Committee meets two, maybe three times a year,  
it didn't seem like that was an advisable way  
to move forward, so I checked with counsel,  
everybody thought it was reasonable that we  
change it so that if you have a conflict of  
interest, you have to report it to the full  
board and as Bill pointed out, it also says  
and counsel in there, so and that's what we

1

2

have been doing, so I just wanted to make sure  
that our policy was in line with reality.

3

4

MR. BRAUN: To formalize that, I'll  
need a resolution, please.

5

6

MR. POLLAKUSKY: So moved.

7

MS. PAPROCKY: So moved.

8

MR. BRAUN: Thank you.

9

Mr. Callahan?

10

MR. CALLAHAN: Yes.

11

MR. BRAUN: Ms. Paprocky?

12

MS. PAPROCKY: Yes.

13

MR. BRAUN: Mr. Pollakusky?

14

MR. POLLAKUSKY: Yes.

15

MR. BRAUN: Ms. Scheidt?

16

MS. SCHEIDT: Yes.

17

MR. BRAUN: Mr. Trotta?

18

MR. TROTTA: Yes.

19

MR. BRAUN: Mr. Braun votes yes.

20

Motion carries.

21

MS. MULLIGAN: Okay.

22

The last item that's on our agenda is a  
brief presentation from Todd Shapiro  
Associates.

23

24

25

Joce, I'm not sure if that's -- I'm

1

2 not -- I think that Brian is on, he said he  
3 was waiting, but I'm not sure . . .

4

MS. LINSE: I don't know if he's the  
5 one that's just numbers or --

6

MS. MULLIGAN: Brian, will you raise  
7 your hand so we can bring you over?

8

Okay. Okay.

9

MS. SCHEIDT: Just a question.

10

Lisa, I have another commitment at  
11 noon. Is this -- I know that our meetings are  
12 scheduled for three hours, but I think this is  
13 the first one that's actually run that long  
14 and I don't want to be rude to Northport  
15 Lacrosse, but I will have to leave at that  
16 time.

17

MS. MULLIGAN: That's okay,

18

Ann-Marie --

19

MR. CALLAHAN: Brian, you're muted.

20

MS. MULLIGAN: -- we will have enough  
21 members to vote to get out of the meeting, so  
22 that's fine. Thank you.

23

MS. EADERESTO: Lisa --

24

MR. FINNEGAN: Thank you very much.

25

I'm glad you all know where I went to



1

2 high school and what I played during my senior  
3 year now, so . . .

4 MS. MULLIGAN: Annette?

5 MS. EADERESTO: Yes.

6 MR. FINNEGAN: You could probably  
7 (inaudible) just about every email I've ever  
8 had in my whole life now, so . . .

9 MS. MULLIGAN: Annette, do you need to  
10 run?

11 MS. EADERESTO: Yeah, I have a 12:00.

12 Bye everybody.

13 MS. MULLIGAN: Thanks, Annette.

14 (Inaudible comments.)

15 MS. MULLIGAN: Okay, Brian, do you want  
16 to just give a brief overview of what you guys  
17 have been working on?

18 MR. FINNEGAN: Yes, absolutely.

19 MS. MULLIGAN: Thank you.

20 MR. FINNEGAN: So thank you everyone.

21 I know that it's been a lengthy  
22 meeting, so I don't want to hold up  
23 everybody's time, but myself and the team at  
24 Todd Shapiro Associates, my colleague, Alan  
25 and Luca have been working on a variety of

1

2

different, you know, PR endeavors for the

3

Brookhaven IDA and I just wanted to . . . I

4

guess with the time constraint I just wanted

5

to go over a couple of different things that

6

were more forward facing. I could put

7

together a written report and send it over to

8

Lisa and the other representatives of the IDA

9

for the purposes of everybody's time, if that

10

is most appropriate and also in accordance

11

with protocol.

12

MS. MULLIGAN: That's fine. If you

13

send it to me, I'll share it with everybody.

14

MR. FINNEGAN: Okay.

15

MS. MULLIGAN: Does anybody have

16

questions or things that you'd like to make

17

sure that Brian includes in that report, we

18

can obviously always follow up with Brian to

19

get more detail, but if there's anything on

20

the front end that you'd like to see included?

21

MR. POLLAKUSKY: Yes.

22

Hey, Brian.

23

MR. FINNEGAN: Hey, how you doing?

24

MR. POLLAKUSKY: Good, good.

25

I just want to make sure that we have a

1

2

clear outlook as to the direction of how we're

3

leveraging our digital properties and what

4

we're going to be doing with marketing and

5

how, you know, budget will be allocated

6

towards marketing in those digital spaces. So

7

metrics that include followership, engagement,

8

just, you know, general traffic statistics to

9

the point of even lead generation if we have

10

that ability.

11

MR. FINNEGAN: You know, I'm glad that

12

you mentioned that because actually a pretty

13

significant chunk of what I have to say today

14

is with regard to social media and the plans

15

going forward that we have and actually, it

16

has a little bit of a paid ad push on that

17

side, so I might as well answer your

18

questions, but right now we have about 2,400

19

followers on Facebook.

20

I mean there has been growth in the

21

years that we've been working together, but

22

that being said, I think that that growth

23

needs to become exponentially larger and

24

working in concert with the social media team

25

that we have here. We've put together a

1

2 proposal for social media, about \$250 a month,  
3 so it's not anything that's over the top in  
4 online promotion spend, but what we -- and  
5 obviously this is all up for discussion and  
6 interpretation; if there's any glaring issue  
7 with the universe that I'm proposing, I  
8 welcome feedback.

9 But Todd and our team over here is  
10 suggesting that we put together a \$250 a month  
11 promote and ad spend on two separate  
12 platforms, Facebook and Instagram because  
13 they're beneath the umbrella ownership of  
14 Meta. They can cross-promote, which will  
15 mutually benefit the two profiles.

16 What we can do is target universes  
17 within 25 miles of the center of the Town of  
18 Brookhaven and target the business community  
19 based upon interest and based upon  
20 followership, Gary, if you understand what I'm  
21 saying, so some of the different proposals --

22 MR. POLLAKUSKY: Quick, sorry.

23 You're saying within 25 miles. I  
24 thought we were looking for boroughs, New  
25 Jersey, Connecticut as a better use of our

1

2

targeting.

3

MR. FINNEGAN: No and absolutely we can do that, but this is for the specific one that I'm referring to.

6

MR. POLLAKUSKY: Got it.

7

8

9

10

11

12

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15

MR. FINNEGAN: So it's not specific to the 25 miles radius, this is in addition to interspace target, so it's not strictly people that are interested in, you know, architecture, engineering, business and finance, economic development, IT and technological in that 25-mile radius, but also in addition to the 25-mile radius surrounding the heart of Brookhaven.

16

MR. POLLAKUSKY: Got it.

17

18

MR. FINNEGAN: I'm sorry if I was unclear.

19

20

MR. POLLAKUSKY: You also have LinkedIn in this model?

21

22

23

24

25

MR. FINNEGAN: Well, yes. Obviously -- and that's something that I also wanted to speak about -- in February -- in January, I put together a little bit more of an exhaustive report on our social media

1

2

trajectory and I thought that there were a few

3

separate organic side ways that we could grow

4

our profiles and our digital footprint.

5

One of those being -- and Lisa and Amy,

6

I had discussed this with briefly and they had

7

approved -- is revamping our email signatures.

8

Well, that's not the most sexy of topics, you

9

know. The best way to communicate that is

10

already through the -- makes it less of a

11

heavy lift for everybody involved in the IDA,

12

is providing those links in an email bar or a

13

signature bar that links to a link tree.

14

So I've established a link tree that

15

has just the preliminaries on there, has

16

Facebook, has the website, has Twitter and I

17

believe it has LinkedIn on there -- if it

18

doesn't yet, I will include it -- that links

19

to a jpeg that can go in the -- you know and

20

the jpeg includes follow us, the logos, the

21

Brookhaven IDA logo and that serves as a

22

hyperlink to the link tree, which then

23

basically puts all of the different platforms

24

in one spot so people can link and follow.

25

You'd be surprised in my previous

1

2

experience how much -- and it doesn't bog down

3

with email at all, I mean it doesn't provide

4

any logistical errors or issues for the email,

5

but what it does is it provides one link to an

6

external source that has all of the

7

different -- all of the different platforms on

8

it and really, I mean in the day-to-day

9

communication aspects of each individual

10

member of the IDA, also the, you know,

11

internal leadership of the IDA, the back and

12

forth communication and color code, you would

13

be surprised people go down to that sub bar

14

and might click that and follow you just based

15

upon that signature invitation.

16

I think it's a very minor lift. I've

17

already created a mock-up that I sent over to

18

Lisa and Amy last week and I could really

19

tailor it specifically to each member of the

20

IDA board as well as the internal employees

21

and leadership of the IDA, so I could put

22

their name in each one, it could all be

23

uniform across the board and I could create, I

24

don't know, 30 different jpeg files with their

25

name, their title, the logo and then the

1

2

social links for email correspondence back and

3

forth as a way to drive traffic from the email

4

to the larger catch basin of Facebook,

5

Instagram, LinkedIn and the website, which

6

looks great, by the way, the website looks

7

beautiful, so . . .

8

MS. MULLIGAN: I think that that's

9

definitely something that we should do with

10

the staff. I did see it, Brian, I'm sorry, I

11

haven't had a chance to really pay attention

12

to it --

13

MR. FINNEGAN: That's okay.

14

MS. MULLIGAN: -- but I think that is

15

something that the staff should do. Whether

16

the board members want that or not is we could

17

do case by case with whatever you guys think.

18

MR. FINNEGAN: I mean it's just a

19

proposal really, that's why I'm mentioning it

20

here. If there's something logistically or on

21

your side that makes it not feasible, you

22

know, we can do it on a case-by-case basis

23

(inaudible).

24

MS. MULLIGAN: And you know what we can

25

do, guys, is I can add it to my signature and



1

2

then you'll see it when I send you out an

3

email mail and if you think it's something

4

that you would like done for your email, you

5

can just let me know and I can pass that over

6

to Brian and it's not like we all have to have

7

it, although I do think the staff should all

8

have it.

9

MR. POLLAKUSKY: Any organic, you know,

10

we've been talking about it for a long time,

11

testimonials from our projects so that we can

12

just throw that out onto YouTube, promote it

13

on LinkedIn, promote it on, you know . . .

14

MR. FINNEGAN: Okay. So I will -- I've

15

made a note of that for myself and going

16

forward, I know that Alan had done some

17

testimonials in the past, but they're not like

18

the video type of testimonial and because of

19

that I mean, you know, anybody that uses

20

Facebook or any sort of social media platform

21

knows that every word you add is like almost

22

less engagement.

23

That being said, the video interaction

24

is like two to one as far as an image versus a

25

video because of the way that social media

1

2

works now, is that content runs automatically

3

when you scroll over it, most of it, with the

4

auto play feature associated with Facebook and

5

Instagram specifically and also probably

6

Twitter, too, if I'm not mistaken. LinkedIn

7

doesn't have the auto play feature.

8

But that being said, I can absolutely

9

set that in motion if upon the instance that

10

Lisa or Amy has a recommendation of, you know,

11

a person affiliated with one of the projects

12

that might be particularly amenable to like

13

doing something along those lines, it would be

14

straight from the back of their telephone, you

15

know what I mean, like a selfie style thanks

16

IDA short video, 30 seconds or less, I think

17

that that's a great opportunity to increase

18

recognition, plus it's cross-branding, right,

19

so it's beneficial to them. It's not solely

20

beneficial to the IDA, it's also beneficial to

21

their organizations as well.

22

MS. MULLIGAN: Gary, when Mike and --

23

Brian, when Mike was with you guys, he was

24

working on this. I'm pretty sure that Amy

25

sent Mike a list of leads.

1

2

MR. FINNEGAN: Mike Martino (phonetic)?

3

MS. MULLIGAN: Was that his last name?

4

MR. FINNEGAN: Yeah. Okay.

5

MS. MULLIGAN: Okay.

6

MR. FINNEGAN: I didn't realize that

7

that email had been done concerning

8

(inaudible).

9

MS. MULLIGAN: I wouldn't expect you to

10

be aware of it.

11

So we will get you that list, maybe

12

we'll update it a little bit and get it over

13

to you and Amy can work with you on

14

introductions so that it's not a cold call.

15

MR. FINNEGAN: Yeah, that would be

16

fantastic.

17

MS. MULLIGAN: Yeah.

18

MR. POLLAKUSKY: Lisa, I just want to

19

make sure that for the record, you know, with

20

Brian that we have -- there's so many organic

21

ways, zero cost ways for us to get content to

22

promote and push and you know, as short of

23

what I currently see obviously from Alan or

24

whatever press gets out there, obviously that

25

stuff should always be pushed, but the easy,

1

2

you know, the easy ask is get a couple of testimonials, if we do two a month across all our properties and push that on all the different social media that we have, incorporate that into the ad budget, incorporate that into, you know, some Google ads.

3

4

5

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When people want to learn more and we're targeting, you know, the different demographics that we're targeting, this is an easy lift.

13

14

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25

MR. FINNEGAN: We can definitely set that in motion, Gary and actually kind of in the same exact vein of what you had just spoken about, about beneficial content generation, one of the points that I wanted to emphasize here is that we can do branded content as well, right, so like the post, anything that goes up on social media, we can put up with that logo attached, with the figures for, you know, like the little bird for Twitter and the F for Facebook and the In for LinkedIn. We can put those on bottom with like follow us, so any time they're shared or

1

2

proliferated across the platform, that could

3

facilitate drive into our social media

4

universe.

5

MR. POLLAKUSKY: Agreed.

6

Thanks, Brian.

7

MR. FINNEGAN: I don't know if anybody

8

watched -- did anybody watch the Super Bowl

9

last night, I'm sure everybody did?

10

MR. CALLAHAN: Yup.

11

MR. POLLAKUSKY: Quite a bit.

12

MS. MULLIGAN: No.

13

MR. FINNEGAN: It was probably in the

14

first and the second quarter and it was a

15

commercial that looked like a -- like just a

16

one figure that was bouncing from part of the

17

screen to part of the screen and every time it

18

put --

19

MR. CALLAHAN: They had a problem,

20

right, they had a problem with that?

21

MR. FINNEGAN: No, that was a QR code.

22

MR. CALLAHAN: But they said it wasn't

23

working, that computers crashed on the news

24

this morning.

25

MR. FINNEGAN: Oh, did it? It worked

1

2

on my end, I actually pulled it up.

3

(Inaudible comments.)

4

MR. CALLAHAN: It was for Bitcoin where you could win some money.

6

MR. FINNEGAN: This was for Coinbase.

7

MS. PAPROCKY: Yeah, Coinbase.

8

(Inaudible comments.)

9

MR. FINNEGAN: That Bitcoin world, you know, on My Marketplace.

10

11

But similar in that same component, I think that we can utilize the QR codes as well.

12

13

14

So, you know, if -- because they're just so accessible these days and I can make one of those for that link tree and for those of you who might not know what a link tree is, it's basically like a URL address that you type it in and it's just like five buttons that also has a URL address to all of the external sites, so you don't have to type in Facebook to get to Facebook for the Brookhaven IDA, it is all in one spot, it's like one-stop shopping.

15

16

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25

So if I was to create a QR code for

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2           that link tree, I could put that in the email  
3           signature, we could also print that out and  
4           disseminate it on the flyers, any sort of  
5           printed material that comes out from the  
6           Brookhaven IDA, any public notice, anything  
7           along those lines, that could be included  
8           there, so whomever reads it goes directly to  
9           that link tree and in turn drives, you know,  
10          funnels traffic to the social media sites and  
11          it's really like nothing. It sounds very  
12          complicated, but it's like -- it will take me  
13          like two minutes.

14                    MS. MULLIGAN: Brian, can we choose  
15          what goes -- what gets blasted out and what  
16          doesn't?

17                    MR. FINNEGAN: On?

18                    MS. MULLIGAN: Through this link tree.

19                    MR. FINNEGAN: Yeah, yeah, of course,  
20          of course.

21                    MS. MULLIGAN: Okay.

22                    MR. FINNEGAN: I input all of the  
23          links, so the link -- and all it is is a link  
24          to the Facebook. So when it comes to the  
25          content that will be absorbed by whoever

1

2 visits there, they're -- like we have complete  
3 domain over that.

4 MS. MULLIGAN: Okay. I'm not sure that  
5 I understand --

6 MR. FINNEGAN: I'll send it to you in a  
7 step-by-step thing.

8 MS. MULLIGAN: Okay.

9 MR. FINNEGAN: If you click -- in that  
10 email that I sent you, if you click on the  
11 icon that I sent you, it goes to the link  
12 tree, it's like really like self-explanatory.

13 MS. MULLIGAN: Oh, okay.

14 MR. FINNEGAN: But, yes, we have  
15 control over all of the content. It's not the  
16 wild west.

17 MS. MULLIGAN: Okay. Okay. Okay.

18 MR. TROTTA: Question, Brian.

19 MR. FINNEGAN: Anything.

20 MR. TROTTA: I mean one of the main  
21 purposes of getting PR out there is obviously  
22 to drive more business towards the IDA, but  
23 another aspect of it that I don't know if -- I  
24 don't know if it's concern that we should have  
25 or not, but one of the things that I've



1

2

noticed since I've been on the board or maybe

3

in the last year or so is that addressing the

4

general public is something that we don't

5

readily do while we do address the industry

6

and the only time that the name IDA comes up

7

with the public is in a negative fashion,

8

usually a project that, you know, somebody's

9

not happy about and then they start writing

10

nastygrams related to us and what we've just

11

done.

12

How do we start to get some positive

13

things out to the general public, not the

14

industry, but the general public, with regard

15

to some of the great projects that we've done,

16

the dollars that we're bringing into the

17

community, the jobs we're bringing into the

18

community as opposed to them looking at it as

19

we gave away the store, which, you know, I

20

certainly don't agree with or I wouldn't be on

21

this board, but I think that's an area that we

22

need to address that we maybe haven't and

23

maybe we haven't because it hasn't been as

24

relevant as it is in the last year or so?

25

MR. FINNEGAN: Right.

1

2

So --

3

MR. TROTTA: I don't know how anybody else feels, either.

5

6

MR. FINNEGAN: I think that it's a good question that's in a threefold approach, right?

7

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One is putting -- because obviously what an industrial development agency does is not, you know, it's outside of like the normal vernacular of the average Brookhaven resident, let alone like the average Long Island resident. The only time they really know what you do is when James Madore or another Newsday reporter or the News 12 or so on and so forth prints about an upcoming project or the "breaks" that were given or the payment in lieu of taxes, et cetera, et cetera, right?

So I think, I think that the first main issue, before we address a problem, we got to find out what the main issue is, right and maybe that becomes like a public awareness campaign into what specifically in layman's terms the IDA does, right, brings jobs in, fosters economic development and furthers the

1

2

interests, you know, whether it comes to

3

tourism, economic development, businesses,

4

downtown, small/large businesses, et cetera,

5

et cetera, et cetera, you know, benefits the

6

quality of life of the average everyday

7

resident.

8

So I think that you can do that and now

9

that the COVID world I think is coming to a

10

close, God willing, I think that one of the

11

ways that we can do that is through public --

12

like whether it's public awareness campaigns,

13

but it's also interacting with the projects

14

that benefit the public, right?

15

I think one of the most -- like, you

16

know, I think about Top Golf. I've spoken

17

with this, you know, with Lisa in the past.

18

That is such a -- I mean it's got to be

19

bringing hundreds and hundreds of people a day

20

to Brookhaven, myself included, I live in

21

Huntington, but myself included, I come there,

22

you know what I mean, it's going to be a major

23

boom on the local economy there.

24

So providing the information in a

25

digestible way, but also attracting people to

1

2 those businesses that have benefited from the  
3 IDA's services and one of those things that  
4 we've done in the past that really kind of  
5 captures the average everyday business owner  
6 that we've done in the past is, you know, like  
7 our business breakfast like we did two years  
8 ago I think it was before COVID or it was  
9 probably like immediately before COVID, was  
10 our springtime business breakfast, right,  
11 where people can come, they can meet the IDA,  
12 you know, they RSVP in advance, we do a  
13 continental breakfast, we did it at the  
14 Ronkonkoma Hotel in the past, but there is a  
15 handful of other locations that we could do it  
16 and I would suggest doing it on scene at one  
17 of the projects that has been approved that's  
18 beautiful showing, you know, the amazing, you  
19 know, progress and you know, like, you know,  
20 the real success stories of those who have  
21 worked with the IDA.

22

So --

23

24

MS. PAPROCKY: Brian, can I interrupt  
you one minute -- hang on one second, Frank --  
25 I had an event with my new group called

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2

Spheres of Influence and I had Lisa and Jimmy

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Tullo come and speak to about 45 people, it

4

was in the middle of COVID, so I was shocked I

5

got such a great group, at Top Golf and I have

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to tell you that every single person that I

7

spoke with after that meeting said oh, my

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goodness, never knew that that's what the IDA

9

did. Had no idea what an IDA does, what

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they're about, that's why I invited them

11

because I think that was a great topic for a

12

new group because that's something that nobody

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else is doing, but in hindsight now, what

14

you're saying is an ideal thing to do. I also

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say that every single -- I mean everybody

16

should be -- well, whoever, but should be

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talking to the chambers and saying hey,

18

listen, can -- I mean, Lisa, I'm going to make

19

you more busy, you know.

20

MS. MULLIGAN: That's okay.

21

MS. PAPROCKY: But you should go and

22

talk to the chambers, the business people, let

23

them know what you do because the business

24

people are the people who live and breathe in

25

our communities. They need to know. They

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2 have no idea, you know, what an IDA actually  
3 does, so I think that it's very important.

4

5 Brian, I commend you for saying that  
6 and maybe it's an endeavor we take on our own  
7 just as the IDA and host something; hey, you  
8 want to know what the IDA of Brookhaven  
9 actually did, we'll talk about our jobs from  
10 2021 or something and go through the list and  
11 explain what we did, how we did it and how it  
12 helped.

12

MR. CALLAHAN: I have to go.

13

(Inaudible comments.)

14

15 MS. MULLIGAN: Hold on. Wait, wait,  
16 wait. No, we still have a quorum, we're good.

16

Bye, Marty.

17

18 MR. BRAUN: Brian, one other thought,  
19 too.

19

20 A former board member here used to  
21 refer to the local papers as the fish  
22 wrappers, but, you know, articles in, whether  
23 it's Patchogue Advance or The Beacon or any of  
24 those, might help as well unless there's a  
25 tutorial for the people in those communities.  
Just a thought.

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MR. FINNEGAN: Absolutely and a profile story on what the IDA does I think is a great avenue to go to and I mean, the Internet, contrary to what a lot of people say about the Internet and what it's doing to local news, it's really breathed new life into a lot of the local papers because now they don't need a circulation count to have influence, you know what I mean, because it gets shared and proliferated on social, which in turn drives readership, you know what I mean, so I can arrange those opportunities, too, absolutely on profile based stories and like a 411 on what the IDA is, I can definitely -- I mean that's well within my wheelhouse to reach out to the Ronkonkoma paper, to the Brookhaven paper, to the regional papers and even the conglomerates that are all over the Town of Brookhaven to try to find a way to have like a public service because that's within what they are responsible to do, is to report back to the community or that's at least what they see themselves as part of the -- you know, the fifth estate, if you will, to report back to

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2 the community on what is being done with their  
3 government and their tax dollars, so I can  
4 definitely sell that and try to secure some  
5 profile stories on 411, what the Brookhaven  
6 IDA does. Absolutely.

7

8 MR. TROTTA: Brian, I just want to add  
9 to that because I agree with what Lenore was  
10 saying and you know, because those are  
11 decision makers at a different level that we  
12 need to address and inform and I think that's  
13 an area that, you know, we certainly can  
14 continue to do work in and I know we did work  
15 before COVID, but we can continue to do work  
16 in.

17 But my core problem is related kind of  
18 where Fred was just now, getting the average  
19 Joe because, you know, lately all we do is  
20 read in those local papers about the bad IDA,  
21 you know, projects.

22 MS. MULLIGAN: Frank, it's not lately,  
23 it's been --

24 MR. TROTTA: Well, maybe I'm more  
25 conscious of it, you know.

MS. MULLIGAN: You're more conscious of



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it.

MR. TROTTA: Yeah, probably much more conscious of it.

But anyway, you know, going to what Fred said, you know, trying to drill down to the average Joe who reads that paper, that reads those negative kinds of things, to try to get them to read some positive things about what we're doing, so I certainly support both of these.

MR. FINNEGAN: And that also goes into a little of what Gary had mentioned earlier, is these testimonials because I mean putting a person behind, you know, the real life impact of what the IDA does, right? So one of those things that we can do is the testimonials. Like they helped me bring my business here and now I'm doing blank amount of business bringing this public service, goods or service, so on and so forth to this area, bringing XYZ tourism and interest and you know, Brookhaven makes the world tick type of a story.

MR. POLLAKUSKY: Think about it, with

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2 Top Golf, I mean, you know, taking a video, we  
3 don't need a professional video crew, it  
4 literally is an iPhone and talking to the, you  
5 know, the folks who are approved to talk to  
6 and saying, you know, why, you know, how did  
7 this project benefit, you know, the -- or how  
8 is this project benefiting, you know, you as a  
9 business and how is this and then talking to  
10 other stakeholders about how this project is  
11 benefiting the Town and the County. That way  
12 you've got engagement and you're promoting,  
13 you're using some of the dollars that we're  
14 offering to promote, you know, in the right  
15 ways where it is all positive. We get to  
16 guide and direct the narrative and I think  
17 that we have marketing dollars to do that.

18 Frank, to your point, the positivity  
19 of, you know, of video engagement, you know,  
20 can be tremendous. Obviously profiles in all  
21 the local papers, that's wonderful, you know,  
22 any time we have a press release, you know,  
23 some papers pick it up, some papers don't,  
24 but, you know, if we're paying for promotion  
25 in social media, I mean it's there in

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perpetuity for however long we're paying to

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promote it as well as it remains on our

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social, you know, our social properties.

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MR. BRAUN: At a risk of being rude,

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I'd like to conclude this before we lose a

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board member and can't close the meeting, so

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unless someone has something important to add,

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I'd like to have a motion to adjourn, please.

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MR. FINNEGAN: Can I just ask one quick

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question?

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MR. BRAUN: Sure, Brian.

13

MR. FINNEGAN: So, Lisa, can I discuss

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with you further like the coordination of like

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a spring business breakfast and it seems to be

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like, you know, Top Golf seems to be like a

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really golden example of the good and that's

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really tangible for everyday residents of

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Brookhaven and the surrounding area. Maybe, I

20

mean would anyone be opposed to highlighting

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that again, maybe doing a business breakfast

22

there and bringing people there, showcasing

23

the facility and showing what the Brookhaven

24

IDA has done?

25

MR. BRAUN: Sure. Sure.

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2 MR. FINNEGAN: Okay.

3 MS. MULLIGAN: Brian, me, you and Amy  
4 can sit down and talk through some options.5 MR. FINNEGAN: Okay. Awesome.  
6 Awesome. Okay. So we'll do that and I  
7 appreciate everybody's time, I know I'm a  
8 little long-winded.9 MS. MULLIGAN: No, it wasn't you,  
10 Brian --

11 MR. BRAUN: It wasn't you --

12 MS. MULLIGAN: -- it was a long  
13 totaling.

14 MR. BRAUN: -- it was a long meeting.

15 MS. MULLIGAN: Yeah. Thank you for  
16 being patient with us.17 MR. BRAUN: If everyone's all right,  
18 can I have a motion to adjourn, please?

19 MR. TROTTA: Motion.

20 MR. BRAUN: Second?

21 MR. POLLAKUSKY: So moved. Second.

22 MR. BRAUN: I'm not even sure who's  
23 left, but Ms. Paprocky?

24 MS. PAPROCKY: Yes.

25 MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: I vote yes and we are  
adjourned.

Thank you all.

(Time noted: 12:23 p.m.)

I, JOANN O'LOUGHLIN, a Notary Public  
for and within the State of New York, do hereby  
certify that the above is a correct transcription  
of my stenographic notes.

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JOANN O'LOUGHLIN