

TOWN OF BROOKHAVEN

INDUSTRIAL DEVELOPMENT AGENCY

MEETING MINUTES

SEPTEMBER 18, 2013

MEMBERS PRESENT: Frederick C. Braun, III
Gasper C. Celauro
Ronald J. LaVita
Peter G. Moloney

EXCUSED MEMBERS: Felix J. Grucci, Jr.
John Rose
Ann-Marie Scheidt

ALSO PRESENT: Lisa M. G. Mulligan, Chief Executive Officer
James Ryan, Chief Financial Officer
James M. Tullo, Deputy Director
Annette Eaderesto, IDA Counsel
Howard Gross, Weinberg, Gross & Pergament
William Weir, Nixon Peabody, LLP (via conference call)
Jocelyn Brinka, IDA Assistant
Annmarie Hallock, IDA Assistant
Todd Shapiro, Todd S. Shapiro Associates, Inc.
Alan Wax, Wax Words, Inc.
John Callegari, Long Island Business News

Chairman Braun opened the meeting at 8:10 A.M. on Wednesday, September 18, 2013, in the Work Session Room on the Third Floor of Brookhaven Town Hall, One Independence Hill, Farmingville, New York.

MEETING MINUTES OF AUGUST 21, 2013

The Minutes of August 21, 2013 were previously sent to the Members for their review. The motion to approve these Minutes as presented was made by Mr. Moloney and seconded by Mr. Celauro. All were in favor.

CFO'S REPORT

Mr. Ryan presented the Operating Statement for August 31, 2013. Application and administrative fees totaling \$18,541.50 were deposited. One Treasury note matured and three additional Treasury notes will be purchased this week. A transfer of \$100,000 was made from the LPL account to the operating account which will appear in next month's statement. Intercounty, Wincoram, Selden Commercial Center and Suffolk Transportation will all be

closing in the near future; Islandaire is expected to close early next year. There is only interest in the PILOT account.

The motion to accept the Operating Statement for August was made by Mr. LaVita, seconded by Mr. Celauro and unanimously approved.

2014 BUDGET

Mr. Ryan presented the proposed budget for 2014. Administrative fees of \$2.3 million are projected but this includes Caithness which hopes to close in the first quarter of 2014. If Caithness does not close next year administrative fees of \$580,000 are anticipated. The advertising line has been increased to \$75,000 to cover marketing expenses. Mr. Ryan reminded the Members that the budget needs to be entered into the State's PARIS Reporting System by October 1st, along with a 5-year projection.

Mr. Braun invited Mr. Shapiro to speak about upcoming marketing initiatives. Mr. Shapiro asked the Board to consider hosting a CEO/Presidents Breakfast Meeting next month. He expects the cost to be minimal and would seek out sponsors to share the cost of advertising. Mr. Shapiro added that his office would take care of inviting businesses to attend. Mr. Braun suggested focusing on inviting individuals in the real estate, accounting and legal professions while Mr. Celauro added that the theme of this event is important. The Board determined this event will be held at the end of October at the Courtyard Marriott in Ronkonkoma. Supervisor Romaine will be asked to speak at this event and the Members discussed potential panelists.

Mr. Shapiro updated the Board that a well-attended press conference was held with the Supervisor at Suffolk Transportation. Mr. Tullo added that Uncle Wally's has purchased 6 acres near their Shirley location and will be constructing a new facility.

Another marketing initiative discussed was a television commercial. Mr. Shapiro could recommend an advertising agency to help develop and air this commercial. Mr. Braun and Mr. Tullo met with the Supervisor about this matter and Mr. Tullo will be seeking quotes for the creation of the commercial. Mr. Shapiro discussed starting a quarterly newsletter that could be e-mailed to avoid printing costs. A Facebook page was also recently created for the Agency; photos will be taken of the Board Members at the October or November meeting to post to this page.

The motion to approve the proposed budget for 2014 was made by Mr. LaVita and seconded by Mr. Moloney. All were in favor.

DOWLING COLLEGE

A conference call was held last week to discuss the dorms closing at Dowling College in Shirley. The IDA assisted in the financing for these dorms. All students that were going to live in dorms at the Shirley location are being bused from the Oakdale site. Mr. Weir advised that Dowling was reminded of their obligations under the Lease Agreement, and that they can not lease the dorms out without Agency approval. It is hoped that the dorms will be up and running again by the next academic year. There have been no payment defaults on the bonds.

SELDEN COMMERCIAL CENTER – RESOLUTION

Ms. Mulligan presented the resolution for this indoor sports facility located at the corner of County Road 83 and Route 25 in Selden. Mr. Tullo provided some further details on this \$3 million project that will create 7 full-time equivalent jobs. Mr. Braun noted this project does not qualify for the Blight to Light Initiative since ownership has not changed hands. The roof will be raised by 18 feet and the facility will house soccer and lacrosse games. The retail component (Tutor Time and food establishments) has been carved out of this project. The Supervisor will be asked to sign a confirmation stating this is a recreational facility, not a retail facility, and that it provides services not otherwise readily available in this area.

The motion to approve this resolution was made by Mr. Moloney, seconded by Mr. LaVita and unanimously approved.

CEO'S/DEPUTY DIRECTOR REPORT

Commercial Industrial Brokers Society (CIBS) Membership

Alan Wax recommended the Agency join this organization at last month's meeting at a cost of \$200. The next CIBS meeting is scheduled for November 9th; Mr. Celauro suggested sending their membership an invitation to the CEO/Presidents Breakfast and also the quarterly newsletter once it has been developed.

The Members approved the \$200 expenditure to join the Commercial Industrial Brokers Society.

Connect Long Island

Mr. Tullo recently met with the Supervisor and representatives from the Suffolk County IDA and Suffolk County Economic Development Department about an initiative to enhance public transportation by making transit-type investments. Having certain bus routes work in conjunction with the Long Island Railroad is part of this plan. The Supervisor was very aware of this situation, in particular how service is lacking on the East End of the Island.

Intercounty

The Intercounty expansion project is expected to close by the end of this month.

Brookhaven Business Expo

The 9th Annual Brookhaven Business Expo which is run by the Economic Development Office is being held on September 26th at Town Hall. There are 73 vendor tables confirmed so far for this networking event. Ms. Mulligan asked the Members to inform any businesses they think may be interested of this event.

The Board voted to enter Executive Session at 8:55 A.M. to discuss personnel related matters. At 9:17 A.M. they resumed their regular agenda.

As there was no further business before the Board, the motion to close the meeting at 9:17 A.M. was made by Mr. Celauro and seconded by Mr. LaVita. All were in favor.

*The next meeting of the IDA is scheduled for **Wednesday, October 16, 2013.***