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TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING
HELD VIA ZOOM VIDEOCONFERENCE

- - - - -x

December 8, 2021
3:28 p.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.
GARY POLLAKUSKY
ANN-MARIE SCHEIDT
FRANK C. TROTTA

ALSO PRESENT :

LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER
LORI J. LaPONTE, CHIEF FINANCIAL OFFICER
JAMES M. TULLO, DEPUTY DIRECTOR
JOCELYN LINSE, EXECUTIVE ASSISTANT
TERRI ALKON, ADMINISTRATIVE ASSISTANT
AMY ILLARDO, ADMINISTRATIVE ASSISTANT
ANNETTE EADERESTO, ESQ., AGENCY COUNSEL
WILLIAM F. WEIR, ESQ., NIXON PEABODY
HOWARD R. GROSS, ESQ.,
WEINBERG GROSS & PERGAMENT, LLP

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MR. BRAUN: It is 3:28 Wednesday,
December 8th, the meeting of the Town of
Brookhaven Industrial Development Agency.

The following members are present:
Mr. Callahan, Mr. Grucci, Mr. Pollakusky,
Ms. Scheidt, Mr. Trotta, Mr. Braun. A quorum
is present.

MS. MULLIGAN: This meeting is convened
in accordance with Chapter 417 of the laws of
2021 effective September 2, 2021 through
January 15, 2022 permitting local governments
to hold public meetings by telephone and
videoconference.

Lori.

MS. LaPONTE: Okay.

Included in your packets is the
operating results for the IDA for the month of
and year-to-date for November.

During the month of November, we had
some activity; we had -- On the Common had a
sales tax extension in revenue, East Patchogue
Apartments had an application fee, T. Mina had
a project fee increase, so we pulled in
revenues of 17,000. Our expenditures are in

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line with what we budget on a monthly basis

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and is there any questions on the information

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included in your packet?

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MR. TROTTA: No.

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MR. BRAUN: Questions for Lori?

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(No response.)

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MR. BRAUN: Hearing none, a motion to

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accept her report, please.

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MR. TROTTA: Motion.

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MR. BRAUN: Second?

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MS. SCHEIDT: Second.

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MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

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MR. BRAUN: Mr. Grucci?

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MR. GRUCCI: Yes.

17

MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

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MR. BRAUN: Ms. Scheidt?

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MS. SCHEIDT: Yes.

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MR. BRAUN: Mr. Trotta?

22

MR. TROTTA: Yes.

23

MR. BRAUN: Mr. Braun votes yes.

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Motion carries.

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Lori, you have one other item or maybe

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two?

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MS. LaPONTE: Yes.

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I wanted to mention that all payments that are legally required and contractually required have been made on a timely basis for the month ended November 30, 2021.

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7

8

Any questions?

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MS. SCHEIDT: No surprise, Lori.

10

MS. LaPONTE: Okay.

11

MR. BRAUN: Lori, anything further?

12

(No response.)

13

MS. MULLIGAN: Okay. Thank you, Lori.

14

The next item on our agenda, we have a series of resolutions.

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The first resolution on the agenda is for American Regent, Inc.

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Included in your package was a cost-benefit analysis, a PILOT and a letter that we received. They are requesting an increase in sales and use tax because the project costs increased from their original application. We did a public hearing today; there were no comments.

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Did you want to add anything?

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MR. WEIR: No.

3

MS. MULLIGAN: Okay.

4

Does anyone have any questions?

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MR. TROTTA: No.

6

MS. MULLIGAN: Just to remind

7

everybody, this is -- the American Regent is

8

the pharmaceutical manufacturer in the Shirley

9

Industrial Park and they're doing an expansion

10

of their existing facilities.

11

MR. BRAUN: No questions, take a

12

motion.

13

MR. TROTTA: Motion.

14

MS. SCHEIDT: Second.

15

MR. BRAUN: Thank you.

16

On the vote, Mr. Callahan?

17

MR. CALLAHAN: Yes.

18

MR. BRAUN: Mr. Grucci?

19

MR. GRUCCI: Yes.

20

MR. BRAUN: Mr. Pollakusky?

21

MR. POLLAKUSKY: Yes.

22

MR. BRAUN: Ms. Scheidt?

23

MS. SCHEIDT: Yes.

24

MR. BRAUN: Mr. Trotta?

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MR. TROTTA: Yes.

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MR. BRAUN: Mr. Braun votes yes.

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The motion carries.

4

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MS. MULLIGAN: The next item on the agenda is for MDS Business Ventures LLC/MS Packaging.

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To remind everybody, this is the packing company, they make . . . I'm grossly simplifying this, but cardboard boxes for other companies to use to pack and ship their materials. The cost-benefit analysis and the PILOT is included in your packets and there was no change, this is the original application, so this is a final authorizing resolution.

16

17

Howard, did you have anything you wanted to add?

18

19

20

MR. GROSS: Just to remind everybody, this is actually the second project that they're doing with us.

21

22

23

24

25

MS. MULLIGAN: Yes, yes. This is I think a 140,000 square foot facility and they have an existing 10,000 square foot facility on Zorn Boulevard and now they're doing a second facility in the Shirley Industrial

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2

Park.

3

MR. CALLAHAN: Did we drive by that?

4

5

MS. MULLIGAN: We drove by both the existing building, they're across from the Caithness power plant and then we also drove

6

7

by the land where they're going to be

8

building.

9

10

MR. BRAUN: Which is basically across from Uncle Wally's.

11

MS. MULLIGAN: Yes.

12

MR. BRAUN: I went by --

13

14

MR. CALLAHAN: They have the signs, the public notice signs or something in the windows?

15

16

MS. MULLIGAN: Yes, yes, yes.

17

MR. BRAUN: Yeah, they do.

18

19

MS. MULLIGAN: They're on the north side of that industrial park and this is a final authorizing resolution.

20

21

MR. BRAUN: Motion?

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MR. CALLAHAN: So moved.

23

MR. BRAUN: Is there a second?

24

MR. POLLAKUSKY: Second.

25

MR. BRAUN: Thank you.

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We'll go, we'll confuse people,

3

Mr. Trotta?

4

MR. TROTTA: Yes.

5

MR. BRAUN: Ms. Scheidt?

6

MS. SCHEIDT: Yes.

7

MR. BRAUN: Mr. Pollakusky?

8

MR. POLLAKUSKY: Yes.

9

MR. BRAUN: Mr. Grucci?

10

MR. GRUCCI: Yes.

11

MR. BRAUN: Mr. Callahan?

12

MR. CALLAHAN: Yes.

13

MR. BRAUN: Mr. Braun votes yes.

14

That motion carried.

15

MS. MULLIGAN: Also included in your

16

agenda is a resolution for the AVR-SP

17

Brookhaven JV, LLC project.

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To remind everyone, this is a spec

19

industrial warehouse and distribution project

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also located in the Shirley Industrial Park.

21

We had a public hearing this morning; there

22

were no comments. The cost-benefit analysis

23

and the PILOT are also included in your

24

packets.

25

Does anyone have any questions?

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(No response.)

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MR. TROTTA: No.

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MR. BRAUN: Motion?

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MS. SCHEIDT: So moved.

6

MR. BRAUN: Thank you.

7

Second?

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MR. GRUCCI: Second.

9

MR. BRAUN: Thank you.

10

Mr. Trotta?

11

MR. TROTTA: Yes.

12

MR. BRAUN: Ms. Scheidt?

13

MS. SCHEIDT: Yes.

14

MR. BRAUN: Mr. Pollakusky?

15

MR. POLLAKUSKY: Yes.

16

MR. BRAUN: Mr. Grucci?

17

MR. GRUCCI: Yes.

18

MR. BRAUN: Mr. Callahan?

19

MR. CALLAHAN: Yes.

20

MR. BRAUN: Mr. Braun votes yes.

21

Motion carried.

22

MS. MULLIGAN: The next item on your

23

agenda is for the NP/Winters Long Island

24

Industrial, LLC project.

25

To remind everybody, this is a spec

1

2 industrial and warehouse facility, rail -- and
3 the plan is to have it rail accessible.

4 Included in your packet is the cost-benefit
5 analysis, the PILOT, an updated application
6 and a feasibility study. There was a public
7 hearing this morning and there were, in fact,
8 comments. Those have been sent to everyone in
9 advance of this meeting.

10 Does anyone have any questions?

11 MR. GRUCCI: Couple of questions, if I
12 can.

13 Did I read correctly that they're
14 proposing a thousand jobs will be created from
15 this project or did I misread that number?

16 MS. MULLIGAN: You read that
17 accurately. It's -- they estimate -- they
18 gave us a range and the low end of the range
19 was I believe 1,093 jobs and that's what I
20 included as our -- as the estimate for the
21 cost-benefit analysis. 194 maybe -- 1,094,
22 1,093, something like that.

23 MR. BRAUN: Okay.

24 MS. SCHEIDT: You hit it on the nose,
25 Lisa, I'm looking at it and it's 1,094.

1

2

MS. MULLIGAN: Okay.

3

MS. SCHEIDT: You got it.

4

MS. MULLIGAN: Thank you, Ann-Marie.

5

MR. GRUCCI: There's been some

6

scuttlebutt about a transfer station.

7

Are we -- do we have an application in

8

the front of us for a transfer station?

9

MS. MULLIGAN: No, Felix, we do not.

10

The application in front of you is for

11

approximately 2.4 or 2.5 million square feet

12

of industrial distribution warehouse space.

13

The plan is for four separate buildings and

14

the intention is to phase this in, so it's not

15

as though it's one large building that will be

16

built all at once, but there is no -- there's

17

no application for a transfer station.

18

MS. SCHEIDT: And the industrial

19

warehouse facilities are within -- fulfill the

20

requirements of the zoning of this piece of

21

property?

22

MS. MULLIGAN: Yes. This property is

23

zoned L1 and that's an appropriate use of an

24

L1 property.

25

MS. SCHEIDT: Thank you.

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2

MR. TROTTA: Is their attorney going to
make a presentation?

3

4

MS. MULLIGAN: They made it at a
previous meeting.

5

6

MR. TROTTA: Okay.

7

8

MS. MULLIGAN: So this is a final
authorizing resolution. We typically don't
have a presentation made. They are --

9

10

MR. TROTTA: Are they in the waiting
room?

11

12

MS. MULLIGAN: They are. If you'd like
us to bring them in, they can answer any
questions that you have.

13

14

15

MR. TROTTA: Sure, that would be good.

16

MS. MULLIGAN: Okay.

17

Joce, will you bring them in, please,
thank you?

18

19

MR. CURRY: Good afternoon, members of
the board.

20

21

MR. BRAUN: Good afternoon.

22

MR. GRUCCI: Good afternoon.

23

MR. TROTTA: Good afternoon, Peter.

24

MR. MILES: Hello, everyone. For those
of you who don't know me, I'm Brent Miles.

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I'm one of the founding partners of NorthPoint

3

Development. I'm based in Kansas City and

4

nice to meet everyone via Zoom.

5

MR. CALLAHAN: Nice to meet you.

6

MR. MILES: I'm happy to walk through

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any presentation, any questions that you may

8

have.

9

I just wanted to say for those of you

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who don't know us, we're the country's largest

11

privately held industrial developer. We do

12

projects like this from I used to say Staten

13

Island to Sacramento and hopefully soon can

14

say Long Island to Sacramento.

15

We're excited about this project,

16

obviously large capital investment.

17

I know one question was asked about

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jobs and our projections. That's based on a

19

national average and so we feel confident in

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those job creation numbers.

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Like I said, we're excited about the

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project, excited to invest here in your

23

community, excited to create these jobs, so

24

I'm happy to answer any questions that you may

25

specifically have or if you'd like to walk

1

2 through the site plan or anything that you
3 have, I'm happy to do that as well.

4 MR. TROTTA: Yeah, Brent, thank you
5 very much.

6 I think, if you were listening to us
7 previous to getting on, you know, there has
8 been a lot of concern or misinformation
9 potentially as I hear it here with regard to
10 the relationship between another project and
11 I'd like to clear that up on the record; if
12 you could do that, I'd appreciate that.

13 MR. MILES: Yeah, happy to clear it up
14 however you'd like me to clear it up.

15 Obviously we're not in the business of
16 developing transfer stations, that's not what
17 we do and that's not what we're building here,
18 that's not what the application is before you,
19 so let the record state that, please.

20 MR. WEIR: Thank you.

21 MR. TROTTA: Let me . . . could you go
22 over the project a little bit so we all have a
23 better understanding of what you are going to
24 do; I've certainly read the material, we've
25 discussed it and -- but, you know, in a

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simplified way?

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MR. MILES: Yeah.

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Very simplistically, we build state-of-the-art warehouses all over the country. We own 102, 103 million square feet of facilities like this all over the country. We'll build one or two at a time on a speculative basis. We obviously did -- the size and the type of these facilities will lend themselves most likely to what I would say Fortune 500 or Fortune 250 companies that will come here and establish in your community and we'll build out this project in a number of years, class A, what I'd call institutional grade warehouses, so these are something that we do every day. We have, you know, thousands of people who come to work in our buildings every day and that's who we'll have here.

MR. CURRY: And Mr. Trotta, just to confirm the location, it's on the north side and south side of the Long Island Rail Road tracks, just to the east side of Sills Road and south of the expressway. There are large parcels on both sides, we commonly call them

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parcels B and C on the north side and parcel D

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on the south side. Parcel D also contains an

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easement to the Town, which is contiguous to

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the Long Island Rail Road tracks, but track

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already exists on the north side of the

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railroad tracks and would be extended to

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parcels B and C and we're also looking to put

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track on the south side.

10

MR. TROTTA: Thank you, Peter.

11

MR. CALLAHAN: I have a question.

12

So basically this is the property where

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the railroad is already coming into or the

14

rail over in Yaphank?

15

MR. CURRY: It is on the north side, so

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on the B and C parcels, it comes in through

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parcel A and there's an existing right of way

18

to go through parcel -- through some LIPA

19

property into parcels B and C.

20

MR. CALLAHAN: So when they build

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these, you'll be taking advantage of the

22

railroad obviously to bring the goods and

23

services into Long Island instead of using the

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trucks?

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MR. CURRY: Correct.

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MR. MILES: That's right.

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MR. CALLAHAN: Okay. So we did our bus tour of some of our projects the last week or two, I think it was probably two weeks ago and believe it or not, while we were there, we saw the trains heading out with the cargo, thinking it happened to be perfect timing to tell you the truth, so . . .

10

11

MR. MILES: Somebody arranged that for you.

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MR. CALLAHAN: It worked out, but it was nice to see that because again, with all the trucks that are on the Long Island Expressway, congestion and everything else, it would be something that would definitely benefit the community in the way of or I should say Long Island in general of bringing these merchandise that you guys are going to be bringing, whether it be lumber, Home Depot goods and things of that nature, I think it's a win-win, plus the amount of jobs that you guys are creating, so I think it's a good project.

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MR. CURRY: Thank you.

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MR. TROTTA: While we're talking about that there, what kinds of products or supplies would, you know or companies would you be looking to bring into the warehouses, you know, to give us a better sense of how we're keeping them off the roads and on the rail?

3

4

MR. MILES: Yeah.

5

6

So, you know, let me be clear when I say these names, these are not folks we're talking to, so I don't want there to be any speculation if I use a company's name, that that's who --

7

8

9

MR. TROTTA: Or some of your other tenants.

10

11

12

MR. MILES: So I'll just tell you numerous tenants include like chewy.com, Home Depot, Lowe's, Adidas, Patagonia. We just did a rail-served building in Kansas City for an Austrian plastics injection molder, so these would be the kinds of companies that you would see that we would target here.

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So you'll see a mix of kinds of companies and what they use the rail for and rail-served buildings, I will just tell you an

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example in Dallas, I just did a large Home

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Depot facility of two million square feet with

4

them, I just did this rail facility I

5

mentioned with this Austrian plastics pellet

6

injection molder, so those would be the kinds

7

of companies that we would target here that

8

you nailed it, Mr. Callahan, it is -- we're

9

looking at this rail to commodity to truck,

10

you know, off the road kind of merchandising.

11

MR. CURRY: Those of us who lived here

12

long enough understood that we got rid of rail

13

over the course of the last 40 years, all

14

those rail sidings and all the rail capability

15

that we had, we managed to lose it and now we

16

find out we need it again.

17

MS. SCHEIDT: Mr. Miles, I don't

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anticipate that you would be bringing in wind

19

turbine blades, they seem to be getting longer

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than airplane wings as we speak, but you may

21

be aware that there's significant amount of

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offshore wind installation that's going to be

23

going off our south shore in the next ten or

24

15 years and that could be -- another

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potential client for you could be the

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2

companies that are going to be building out

3

all of those wind farms with the astonishing

4

number of components that need to be delivered

5

on site.

6

MR. MILES: Yeah.

7

I would just respond to that, we lease

8

buildings all over the country to companies

9

every day that supply, you know, parts and

10

machines, it's not just the blades, there's

11

other things that go into --

12

MS. SCHEIDT: Many.

13

MR. MILES: There's many parts, so

14

whether that's a GE, have a large facility

15

with an aviation team in Cincinnati, I just

16

did a lease with a huge solar company, we have

17

companies that supply parts to the wind

18

turbines, so somewhere in our 450 buildings

19

across the country we supply, you know,

20

companies like that every day.

21

MS. SCHEIDT: Good to hear, thank you.

22

MR. MILES: You're welcome.

23

MR. GRUCCI: Mr. Miles, this is Felix

24

Grucci.

25

MR. MILES: Yes.

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MR. GRUCCI: I think I have three questions for you.

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4

The first one is you're going to be building these buildings.

5

6

Will you retain ownership of them throughout the life of the building?

7

8

MR. MILES: Yeah. That is our strategy and that's why we like this site, is the ability to do that. So we rarely sell -- I know sometimes that gets thrown in my face, well, I know you sold this building. It is a rare occasion that we sell a building, but we are long -- our strategy is always a long-term ownership.

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MR. GRUCCI: The computations that you've made for the job creation, is that before or after the construction phase?

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19

MR. MILES: Yeah. So I don't have the computation in front of me, but I will tell you with a park of this size with 1,094, that has to not include the construction jobs.

20

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22

23

MR. CURRY: Mr. Grucci, in the MRB report, there are construction numbers broken out separately, so these numbers that we're

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25

1

2 talking about are the operating employment,
3 not the construction employment. The
4 construction employment will certainly be a
5 higher number than that for the period of
6 construction.

7

8 MR. GRUCCI: Did I read correctly that
9 the average salary would be in the mid to high
50's?

10

11 MR. MILES: I don't -- I thought we had
12 said low to mid 50's, but maybe it was mid to
13 high 50's, but that does not surprise me.
14 Again, we look at a national average, we put
15 the local data analytics to it. We look at
16 your laborshed of a 20- and 30-mile -- 20- and
17 30-minute radius, that's how we come up with
18 the numbers and the jobs and the salaries, so
19 that would not surprise me if we reached that
goal.

20

21 MR. GRUCCI: And my last question for
22 you, sir, is both Frank and I live in the --
23 in or near the community that you're proposing
24 the project in and personally I think it's a
25 good project, you know, I'm not here to knock
it down, but the community is concerned over a

1

2 few things.

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Whenever IDA's issue PILOT payments, especially on a project of this size, the community starts to take notice because what they're seeing is the loss of future tax dollars coming into the school districts, the ambulance companies, the fire departments, libraries, et cetera and I know that you've asked for a 20-year PILOT and we've proposed a 15.

12

13

Is there any way that you can go less than the 15-year PILOT?

14

MR. MILES: Yeah.

15

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So, you know, why I asked for 20, I want to be pretty up-front about that and why ultimately agreed on the 15, is that I think that we actually have a mutual interest there, which is I think the companies that come here, we do -- like I said, we do this all over the country, but I think the companies that come here are coming here for a couple of reasons and they want to make long-term investments, right, they want -- they -- let's say it's that Austrian injection molder, right, they

1

2

want to make a long-term investment here, so
selling the certainty of the 15 years because
of the capital investment they're going to put
inside the building, I think that's what's
lost a little bit in this is that the
companies that come here are going to be
investing even more inside these buildings,
right, so they want that surety and they want
that sense of surety of what this is going to
look like for the next 15 years because of
their investment, so my plea was simply
because of that is to say I think that you
want it, I think I want a long-term
investment, I want a long-term lease, I want a
company that's going to be invested here and
stick here and employ people for a really long
time. That's why I was pushing for more
years, ultimately deciding on the 15.

20

MR. GRUCCI: Understood. Thank you.

21

MR. MILES: You're welcome.

22

MR. TROTTA: Kind of going off of what
Felix said and concerns in the community, the
good thing about the project is it has no
impact on the school district with regard to

24

25

1

2 additional students and that kind of effect,
3 so that's certainly very positive.

4

5 When you look at fire, EMS services,
6 you know, both, we have fire departments in
7 that area and we have ambulance company in
8 that area, separate districts, you know, they
9 potentially have an impact with a project like
10 this.

11

12 Have you met with the fire departments
13 or ambulance companies in that community?

14

15 MR. MILES: Yeah and just because it's
16 how your screen is labeled, I'm just going to
17 call you Frank, I'm sorry, I don't know --

18

19 MR. TROTTA: No, Frank is a good name.
20 MR. MILES: Okay. I just never want to
21 be offensive.

22

23 MR. TROTTA: I get called a lot of
24 things, but Frank is what I go with.

25

26 MR. MILES: So, Frank, I think, you
27 know, what we looked at in our thinking, so
28 the answer is we've been interacting, you
29 know, with this. We always interact with
30 police and fire and we primarily start with
31 that of here's our building, here's our

1

2

sprinkler system, here's our standing

3

pressures. So mostly our interaction is one

4

of technical, do you have the ability to

5

service buildings like this and I'll just say

6

bluntly, sometimes that comes with well, we

7

sure could use an upgrade for a truck or this

8

and I would just say that more times than not,

9

we become a community partner with the, I'll

10

say township or fire department, I don't

11

remember exactly how you guys are done here,

12

but that's something that is, you know,

13

because it protects our building and protects

14

our community at the same time, so that is my

15

opening of saying we will most likely be doing

16

something with the fire department here.

17

MR. TROTTA: So as of now you have not,

18

correct?

19

MR. MILES: As of now --

20

MR. TROTTA: But it's a common practice

21

for you to do that, correct?

22

MR. MILES: That's correct.

23

MR. TROTTA: So I can be reassured that

24

you're going to meet -- and you know and

25

again, the way Long Island's divided might be

1

2 very different than Kansas City, for example,
3 you are in at least three fire department
4 districts, meaning Yaphank, Brookhaven --
5 Yaphank, Brookhaven, Bellport and somebody
6 else, I believe.

7

8

MR. GRUCCI: Might even be East
Patchogue, Hagerman.

9

10

MR. TROTTA: Hagerman, that's what I
was thinking. And Hagerman.

11

12

13

14

15

16

17

So you're probably within those four
districts certainly with mutual aid in a
serious situation, you would be at least in
those four districts, so, you know, I would
encourage you and you know, ask you to make
that, you know, something that's done sooner
than later.

18

19

20

21

22

23

24

25

The second part of that is South
Country Ambulance Company covers the whole
district, the whole area that you're in and I
would ask that in addition to whatever fire
departments are affected, I'd be happy to help
direct you in those directions. South Country
Ambulance Company is in that and you know, so,
you know, that is certainly a concern, maybe

1

2

my background in emergency services relays into that, but I would ask that, you know, that would be something that would be done.

5

MR. MILES: Yeah. So maybe let me answer your question a little bit better.

7

Our civil and design team have met with two of the fire districts here from a fire flow, fire protection standpoint.

9

10

MR. TROTTA: Which ones?

11

MR. MILES: We met with -- I just got a text, so people are telling me this.

12

13

MR. TROTTA: Okay, that's good.

14

MR. MILES: Yaphank and Brookhaven.

15

MR. TROTTA: Okay.

16

17

MR. MILES: And so to answer your question, there's kind of -- we always see these as two things; one, there's the technical side about fire flows, fire pressures and everything and then there's usually the money conversation, community aid and then typically we're unpeeling that of the mutual aid and who has what, so we just haven't got to that second step, but the technical side, we have met with two of the

18

19

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21

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1

2

fire districts.

3

MR. TROTTA: Okay. Okay, that's good.

4

So you will be meeting with them and

5

you know and the ambulance company sooner than

6

later?

7

MR. MILES: We will.

8

MR. TROTTA: Okay.

9

And you know, always a concern, they're

10

going to be reading about something that just

11

got passed and they're going to say I know

12

nothing about it, you know, again, being part

13

of the community and concerned about fire,

14

EMS, I would want to make sure that and I

15

appreciate your reassurances in that area.

16

MR. MILES: Yup, sure.

17

MR. TROTTA: Let me see what else I

18

got.

19

Let me ask you, with regard to coming

20

before this board and asking for the PILOT,

21

the consideration that you are asking for, if

22

we did not grant this, would you be going

23

ahead with this; why do you need to have, you

24

know, the incentives that we are being

25

provided in this request?

1

2

MR. MILES: Right.

3

4

So I think I'll probably pare off a little bit of my answer to Felix, if that's okay.

5

6

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14

So would we be going ahead, the answer is no. I know that was a question earlier today as well. We would not and why we would not is we want the certainty, that's obviously why we did this, to make this capital investment. We feel that the PILOT is appropriate to do that and to give us the surety to make that large capital investment here in the community, so we would not.

15

16

17

18

Obviously as you've seen, the site has not developed, I think people have wanted it to develop for a really long time, we think now is the opportunity to do that.

19

20

MR. CALLAHAN: I have a question. I'm sorry, Frank.

21

22

MR. TROTTA: No, go ahead and then I'll come back.

23

MR. CALLAHAN: No, that's fine.

24

MR. TROTTA: I'll be back for it.

25

MR. CALLAHAN: Just one question.

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Basically we're taking a facility that we've drove past, there's no buildings there, no nothing, so even though they're not going to be providing tax benefits in the beginning, what would be the taxes on this property when it's done in the 15th year, does anybody have what that's going to be, giving back to the community --

10

MS. MULLIGAN: I do.

11

12

13

14

MR. CALLAHAN: -- the fire department, the emergency services, the school districts and all the things that are not getting any of these benefits today?

15

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MR. TROTTA: Yeah and you know, one of the things Brent brought up is when they do meet with these organizations, they can figure out do they have the right equipment to be able to respond appropriately in the instance that something does happen and if not, they're going to talk about that and try to make them whole with regard to those kinds of issues. That's really important.

24

25

MR. CURRY: Lisa, I believe you have that number.

1

2

MS. MULLIGAN: Yes. And just -- those conversations aren't really part of this discussion or this --

3

4

5

MR. WEIR: That's not part of the IDA's role.

6

7

MS. MULLIGAN: Yeah, that's not part of the IDA's role.

8

9

MR. TROTTA: I get it, but, you know, I think it's an opportunity, since we're at a public hearing, to have that kind of discussion, even if it's not to reassure people that are on this call or not, so I think it's a good discussion.

10

11

12

13

14

15

MS. MULLIGAN: So I just want to let you guys know, though, there's no four fire districts involved in this property, I'm pretty sure that it's just Brookhaven and Yaphank, I don't believe that there's -- I think it's just two, so I just wanted to put that out there so everybody was aware and you know, it's an estimate, this is looking into the future, but at the end of our agreement, I think the full taxation will be roughly \$14 million.

16

17

18

19

20

21

22

23

24

25

1

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MS. EADERESTO: I guess you could buy a few schoolbooks with that.

3

4

MR. CALLAHAN: There you go, yeah.

5

6

MR. BRAUN: If there are no further questions --

7

MR. TROTTA: No, I got a question.

8

9

I want to clarify because you just corrected me with regard to the four districts and that we only -- that there were only two districts, but I can reassure you that if anything goes on there, there will be mutual aid with the other two districts for a total of four districts, number one.

10

11

12

13

14

15

Number two -- number two is, if

16

something happens there, South Country

17

Ambulance is going to have to respond to that

18

situation, so that wasn't mentioned, also, so

19

just for the record.

20

MR. BRAUN: Is there anything else?

21

MR. TROTTA: I'd just like to check my

22

shopping list here, give me one second,

23

please.

24

(Pause.)

25

MR. TROTTA: How long will it take to

1

2

build this project out?

3

MR. MILES: Yeah, Frank.

4

5

So to put it in perspective, to build one of these buildings takes about 12 months.

6

I don't know if you've seen one of these

7

concrete and steel buildings be built, but

8

it's pretty amazing of really how fast they

9

take, so 12 months.

10

I will most likely build two on a

11

speculative basis as is my plan and then as

12

they lease up, pull the trigger on the other

13

ones as the market, you know, develops, right,

14

so, you know, everybody always asks this

15

question, Frank, how long is this going to

16

take you. I think that if this takes more

17

than five years to be fully built and leased

18

up, I think that that would be very

19

conservative, I think it will be less.

20

MR. TROTTA: And you're going to be

21

building these as you get tenants, not that

22

you're going to build the total warehouses and

23

then try to fill the vacancies -- the

24

warehouses, correct?

25

MR. MILES: You know, what I will do is

1

2

I will start them on a speculative basis

3

without a tenant.

4

MR. TROTTA: Okay, yeah.

5

6

MR. MILES: I always describe it like
this, it's a house, but the kitchen and the

7

bath and the closets aren't done, so it will

8

be done enough for you to see it and you can

9

still put your touch on it at the end.

10

MR. TROTTA: Excellent.

11

Just going back to our original

12

question -- and maybe this is a question for

13

any of the attorneys who feel the obligation

14

to speak, that's never a problem for an

15

attorney -- with regard to the misinformation

16

with regard to this being a transfer station

17

application, which we know it's not and has

18

nothing to do with it, is there any

19

relationship between the transfer station that

20

they're all concerned about and your project?

21

MR. CURRY: There is a feature of

22

common ownership where Winters Brothers is a

23

minority partner in this entity which is

24

developing this property. That is the sole

25

connection.

1

2

MR. TROTTA: Okay.

3

4

5

6

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8

9

And if at any time this suddenly became part of a transfer station or that it was decided that it was going to be in conjunction, I think the Town Attorney could answer this best with regard to there would be a whole process that would have to -- public process --

10

11

MS. EADERESTO: What's before you can't suddenly become a transfer station.

12

13

14

15

16

17

18

There was -- when the stipulation of settlement was crafted in the federal court, it required a voluntary DEIS and thereafter, the Town studied that and there was a negative declaration under SEQRA. That studied warehouses. That's all that can be built under the current review right now.

19

20

21

22

23

If this were to come to the Town for a transfer station, it needs a change of zone from L1 to L2. None of that is before the Town. There's no application of that before the Town.

24

25

What you have before you is compliance with the 2014 stipulation of settlement in the

1

2

federal lawsuit in which all SEQRA was done

3

and studied for warehouses and rail related

4

warehouses. This plan before you complies

5

with that.

6

There is no transfer station before

7

you. No amount of people saying that is going

8

to make that so. I think we've learned that

9

over the last few years. You can't have

10

alternative facts, they don't exist.

11

MR. TROTTA: Thank you, counselor,

12

that's what I was looking for you to put on

13

the record and I appreciate that.

14

MR. BRAUN: I'd like to entertain a

15

motion, a final authorizing resolution for

16

NP/Winters Long Island Industrial, LLC.

17

MR. GRUCCI: I'll make the motion.

18

MR. BRAUN: Thank you.

19

Is there a second?

20

MR. CALLAHAN: Second.

21

MR. BRAUN: All right.

22

On the vote, Mr. Callahan?

23

MR. CALLAHAN: Yes.

24

MR. BRAUN: Mr. Grucci?

25

MR. GRUCCI: Yes.

1

2

MR. BRAUN: Mr. Pollakusky?

3

MR. POLLAKUSKY: Yes.

4

MR. BRAUN: Ms. Scheidt?

5

MS. SCHEIDT: Yes.

6

MR. BRAUN: Mr. Trotta?

7

MR. TROTTA: Yes.

8

MR. BRAUN: Mr. Braun votes yes.

9

The motion is carried.

10

Thank you, gentlemen.

11

MS. MULLIGAN: Thank you.

12

MR. TROTTA: Thank you very much.

13

MR. CURRY: And again, I would like to

14

thank this board and the staff of the IDA, as

15

always you're a great board to come before and

16

thank you for the attention you've given to

17

this project.

18

MR. CALLAHAN: Good luck.

19

MR. GRUCCI: Congratulations, go get

20

them.

21

MR. CURRY: Thank you. Bye.

22

MS. MULLIGAN: So the next item on the

23

agenda is for Middle Country -- a request from

24

Middle Country Meadows. The letter was

25

included in your packets. They've asked for

1

2

an increase -- they've told us that they're

3

going to need an increase in their mortgage

4

and there will be a subsequent increase in the

5

mortgage recording tax exemption and just to

6

remind everybody, this is a project, it has

7

not yet closed, but you authorized it a while

8

ago now for housing on Middle Country Road in

9

. . .

10

MR. BRAUN: Between Centereach and

11

Selden.

12

MS. MULLIGAN: I think it's in Selden,

13

I'm pretty sure it's in Selden.

14

MR. CALLAHAN: The old batting range, I

15

think. Middle Country Road right past the old

16

batting range. No?

17

MS. MULLIGAN: I think it's -- so I'm

18

sorry, it's east of Nicolls, but west of --

19

MR. CALLAHAN: By the Starbucks, right?

20

MS. MULLIGAN: By the Starbucks, yes.

21

MR. CALLAHAN: By the Starbucks, which

22

is east of the batting range. Not east, west

23

of the batting range.

24

MS. MULLIGAN: Okay.

25

And so they increased their mortgage

1

2

from approximately \$29 million to

3

approximately \$34.5 million and asked for the

4

subsequent increase in the mortgage

5

recording -- the partial mortgage recording

6

tax exemption.

7

MR. BRAUN: Questions?

8

(No response.)

9

MR. BRAUN: Motion?

10

MR. TROTTA: Motion.

11

MR. BRAUN: Thank you, Frank.

12

Second?

13

MR. GRUCCI: Second.

14

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

15

MR. CALLAHAN: Yes.

16

MR. BRAUN: Mr. Grucci?

17

MR. GRUCCI: Yes.

18

MR. BRAUN: Mr. Pollakusky?

19

MR. POLLAKUSKY: Yes.

20

MR. BRAUN: Ms. Scheidt?

21

(No response.)

22

MR. BRAUN: Ms. Scheidt?

23

MR. GRUCCI: She's muted.

24

MS. SCHEIDT: Sorry.

25

Yes.

1

2

MR. BRAUN: Mr. Trotta?

3

MR. TROTTA: Yes.

4

5

MR. BRAUN: Mr. Braun votes yes, that motion is carried as well.

6

7

Lisa, I'll turn it back to you for your items.

8

MS. MULLIGAN: Okay.

9

10

11

We have a couple of items still outstanding on the agenda. The first is Global Tissue Group.

12

13

14

15

16

17

They have requested a change of their -- they're hoping to have a change in their ownership structure to a tenant in common structure and with a new LLC and they gave us preliminary information on that. Bill actually just stepped out for a second, but --

18

19

MR. BRAUN: Doesn't change our PILOT, doesn't change our deal at all.

20

21

MS. MULLIGAN: Right, it's just a change in their structure.

22

23

24

MR. BRAUN: And that's a notification, we don't need a resolution on that or do you want one?

25

MS. MULLIGAN: You know, I think we

1

2

should do a resolution, I'm not a hundred

3

percent if we need it or not, but I'd rather

4

have it if we do need it.

5

MR. BRAUN: Okay.

6

May I have a resolution?

7

MR. GRUCCI: So moved.

8

MR. BRAUN: Thank you, Felix.

9

MS. SCHEIDT: Second.

10

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

11

MR. TROTTA: Yes.

12

MR. BRAUN: Ms. Scheidt?

13

MS. SCHEIDT: Yes.

14

MR. BRAUN: Mr. Pollakusky?

15

MR. POLLAKUSKY: Yes.

16

MR. BRAUN: Mr. Grucci?

17

MR. GRUCCI: Yes.

18

MR. BRAUN: Mr. Callahan?

19

MR. CALLAHAN: Yes.

20

MR. BRAUN: Mr. Braun votes yes.

21

That motion is carried.

22

MS. MULLIGAN: We just passed the

23

resolution for Global Tissue.

24

MR. WEIR: Okay.

25

MS. MULLIGAN: The next item on the

1

2 agenda is a request that we received from Ronk
3 Hub Phase 1.

4

5 Basically I think this is more just --
6 I think they're required to inform us of this,
7 but they are changing their mortgage --
8 they're moving their mortgage to Freddie Mac
9 for a permanent mortgage of 199,040 --
10 199,000 -- about 199,000 -- million dollars,
11 that's why I keep saying thousand, sorry,
12 million dollar mortgage, I couldn't get it out
13 right. They're not requesting any other
14 benefits.

14

Bill, do we need a motion for this?

15

MR. WEIR: Just a motion to approve the
16 refinancing.

17

MS. MULLIGAN: Okay. So we need a
18 motion to approve the refinancing.

19

MR. CALLAHAN: So moved.

20

MR. GRUCCI: Lisa, did I understand you
21 to say it's a \$199 million mortgage?

22

MS. MULLIGAN: Yes, about the sixth
23 time I did get that.

24

MR. GRUCCI: I just wanted to be clear
25 on the number.

1

2

MR. TROTTA: Doesn't change anything,
correct?

3

4

MS. MULLIGAN: Bill just said they're
not asking for any benefits, they're not
asking for a mortgage recording tax, a partial
mortgage recording tax exemption.

5

6

7

8

MR. CALLAHAN: They're just letting us
know they're doing this.

9

10

MR. WEIR: We just have to join --

11

MS. MULLIGAN: Yeah, you're going to
join in granting the mortgage.

12

13

MR. BRAUN: We do need a motion.

14

MR. WEIR: Yeah.

15

MR. CALLAHAN: So moved.

16

MR. TROTTA: Second.

17

MS. SCHEIDT: Second.

18

MR. BRAUN: Thank you, Mr. Trotta.

19

On the vote, Mr. Callahan?

20

MR. CALLAHAN: Yes.

21

MR. BRAUN: Mr. Grucci?

22

MR. GRUCCI: Yes.

23

MR. BRAUN: Mr. Pollakusky?

24

MR. POLLAKUSKY: Yes.

25

MR. BRAUN: Ms. Scheidt?

1

2

MS. SCHEIDT: Yes.

3

MR. BRAUN: Mr. Trotta?

4

MR. TROTТА: Yes.

5

MR. BRAUN: Mr. Braun votes yes.

6

That motion is carried.

7

MS. MULLIGAN: Staying on the topic of

8

Ronk Hub, we received a retainer agreement for

9

the -- thank you -- for the eminent domain

10

for -- from Esseks, Hefter, Angel, Di Talia &

11

Pasca, so I have the . . . I have the retainer

12

agreement, but I would like --

13

MR. WEIR: Only for the Mensch

14

properties.

15

MS. MULLIGAN: Yes, only for the

16

parcels -- only for certain parcels having to

17

do with the Ronkonkoma Hub project, those

18

owned by the Mensch family.

19

MS. EADERESTO: And that money is paid

20

by the developer, not by the I -- through IDA

21

funds, for the record.

22

MR. CALLAHAN: Okay.

23

MR. BRAUN: But we do need a resolution

24

to accept them.

25

MS. MULLIGAN: And give me permission

1

2

to sign the agreement, the retainer.

3

MR. GRUCCI: So moved.

4

MR. BRAUN: Thank you.

5

Second?

6

MS. SCHEIDT: Second.

7

MR. BRAUN: Thank you.

8

Mr. Callahan?

9

MR. CALLAHAN: Yes.

10

MR. BRAUN: Mr. Grucci?

11

MR. GRUCCI: Yes.

12

MR. BRAUN: Mr. Pollakusky?

13

MR. POLLAKUSKY: Yes.

14

MR. BRAUN: Ms. Scheidt?

15

MS. SCHEIDT: Yes.

16

MR. BRAUN: Mr. Trotta?

17

MR. TROTTA: Yes.

18

MR. BRAUN: Mr. Braun votes yes.

19

That motion is carried.

20

MS. MULLIGAN: The next item on the

21

agenda is the 2022 meeting schedule; it's been

22

sent to everyone in advance.

23

Does it look agreeable?

24

MR. BRAUN: And please note the first

25

meeting is January 12th.

1

2

MR. GRUCCI: We're still doing Zooms at that time?

3

4

MR. BRAUN: Unless directed by Albany to the contrary.

5

6

MR. WEIR: The current statute expires on January 15th, so yes.

7

8

MS. EADERESTO: I have a sneaking suspicion it's going to be extended.

9

10

MR. BRAUN: Oh, I think so, too.

11

MR. WEIR: But it's got to be done by the legislature once they're back in session.

12

13

MR. GRUCCI: So I'll most likely be down south then, I want to be able to participate obviously, but if it's an in-person meeting, I won't be able to.

14

15

16

17

MS. EADERESTO: Well, the 12th is going to be via Zoom, so you'll be in for that.

18

19

MR. WEIR: You're good for that one.

20

MR. GRUCCI: Okay.

21

MS. SCHEIDT: But we do want you to be able to stay in Florida.

22

23

MR. GRUCCI: Either that or all you guys come down to Florida and we'll have the meeting down there.

24

25

1

2

MS. SCHEIDT: What a great idea.

3

MR. BRAUN: Can we do it in person?

4

MR. GRUCCI: Sure. Balcony's big

5

enough, it will hold us all.

6

MS. SCHEIDT: Nice.

7

MS. MULLIGAN: So I think we need a

8

resolution accepting the meeting schedule.

9

MR. TROTTA: Motion.

10

MR. GRUCCI: So moved.

11

MR. BRAUN: Thank you.

12

Mr. Trotta?

13

MR. TROTTA: Yes.

14

MR. BRAUN: Ms. Scheidt?

15

MS. SCHEIDT: Yes.

16

MR. BRAUN: Mr. Pollakusky?

17

MR. POLLAKUSKY: Yes.

18

MR. BRAUN: Mr. Grucci?

19

MR. GRUCCI: Yes.

20

MR. BRAUN: Mr. Callahan?

21

MR. CALLAHAN: Yes.

22

MR. BRAUN: Mr. Braun votes yes.

23

Motion carries.

24

MS. MULLIGAN: I only have two other

25

things I want to mention.

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3

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7

For those of you who have not yet got your board assessments in, please fill them out and send them in and it looks as though we are going to need a special meeting sometime next week, so I just want to give everybody a heads-up.

8

9

MR. BRAUN: Probably Thursday or Friday.

10

MS. MULLIGAN: Yeah.

11

12

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16

MR. BRAUN: It will be short. I would suspect we'll try and do it at 9:00 in the morning; if it takes more than a half an hour I'd be surprised as it relates to two projects, but those haven't been firmed up yet. Not new projects.

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MR. TROTTA: I'd be good at 9:00 on the 16th because I have a board meeting shortly after that and the 17th I got graduation at Stony Brook, which is early, so, you know . . .

22

23

24

MS. MULLIGAN: It doesn't necessarily have to be at nine a.m. if that doesn't work for everybody.

25

MR. TROTTA: Nine a.m. would be great

1

2

if we could do it.

3

MS. MULLIGAN: On the 16th.

4

MR. TROTTA: On the 16th, for me, I'm

5

just --

6

MR. BRAUN: How about everybody else on

7

the 16th, do you have your calendars handy?

8

MS. SCHEIDT: Sixteenth doesn't --

9

well, if it's really short, I can step out of

10

another meeting for 20 minutes or something

11

like that.

12

MR. BRAUN: As I said, hopefully it

13

won't be more than half an hour.

14

MS. SCHEIDT: Okay.

15

MR. GRUCCI: Nine a.m., as long as you

16

don't mind me in my pajamas, it's fine.

17

MR. POLLAKUSKY: If it's at nine a.m.,

18

guys, I should be okay, otherwise I'm in

19

flight.

20

MR. BRAUN: Marty, you all right?

21

MR. CALLAHAN: Yeah, I'm fine.

22

MR. BRAUN: All right.

23

MS. SCHEIDT: Felix, we're going to

24

envy you in your pajamas.

25

MR. BRAUN: Does 8:30 work better for

1

2

everyone?

3

MS. SCHEIDT: Yeah.

4

5

MR. CALLAHAN: Yeah, that's fine,
whatever time works for everybody else is

6

fine. If it's a quick one --

7

8

MR. BRAUN: Let's tentatively set it
for 8:30 on Thursday and we'll confirm that to
everybody as soon as we can.

9

MS. MULLIGAN: Howard, does that work
for you?

10

11

MR. GROSS: Yes. Yes.

12

13

MR. WEIR: Howard will have a long
drive from his upstairs to downstairs.

14

15

MR. GROSS: No, I don't want to tell
you where I'll be.

16

17

MR. CALLAHAN: We don't want to know.

18

MR. GROSS: I'm going to visit my kids
in Florida.

19

MR. CALLAHAN: Good for you.

20

MR. TROTTA: That's a good one.

21

22

MS. SCHEIDT: Around the corner from
Felix.

23

24

MR. GROSS: A little further away from
Felix. He's a little further south than I am.

25

1

2

MS. MULLIGAN: So we'll shoot for the
16th at 8:30 a.m.; Joce, will you work on
putting that together?

4

5

MS. SCHEIDT: Any possibility it could
be at eight?

6

7

MR. WEIR: It works for me.

8

MR. GRUCCI: Let's not get crazy now.

9

MS. MULLIGAN: You want it here at five
a.m.?

10

11

MR. WEIR: 7:45.

12

MR. CALLAHAN: He may not even has his
pajamas on at that time.

13

14

MR. TROTTA: I'm good at eight.

15

MR. CALLAHAN: I'm good at eight.

16

8:00's good for me.

17

MR. WEIR: Terri will send out a nice
dessert to everybody by pdf, okay?

18

19

MR. CALLAHAN: All right.

20

MS. MULLIGAN: pdf dessert.

21

MS. SCHEIDT: Felix, I'll arrange the
coffee delivery for you.

22

23

MR. GRUCCI: You're a sweetheart, thank
you.

24

25

MS. MULLIGAN: We're going to shoot for

1

2

8:00 on the 16th.

3

MR. CALLAHAN: Yup.

4

MS. SCHEIDT: Thank you so much.

5

MS. MULLIGAN: Okay.

6

MR. BRAUN: Lisa, anything else?

7

MR. CALLAHAN: We're good?

8

MS. MULLIGAN: Motion to adjourn the

9

meeting.

10

MR. BRAUN: Some of you will be joining

11

us later for a little bit of food and we look

12

forward to that, some of you cannot and I wish

13

you and your families a healthy and happy

14

holiday season.

15

On that note --

16

MR. GROSS: Thank you, same to

17

everybody.

18

MR. TROTTA: Happy holidays to

19

everybody.

20

MS. SCHEIDT: I hope you will all drink

21

a drink for me.

22

MR. BRAUN: We will.

23

MS. EADERESTO: We're going to miss

24

you, all you guys who are not coming.

25

MR. BRAUN: Please, before you go, a

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motion to adjourn.

MR. TROTTA: Motion.

MS. SCHEIDT: So moved.

MR. TULLO: Happy holidays everybody.

MR. TROTTA: Happy holidays and a
healthy new year.

MS. MULLIGAN: Thank you.

MR. GRUCCI: Happy holidays to all.

MR. BRAUN: Bye now.

MS. EADERESTO: Bye.

(Time noted: 4:14 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.

JOANN O'LOUGHLIN