TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING
HELD VIA ZOOM VIDEOCONFERENCE

December 8, 2021
3:28 p.m.

TRANSCRIPT OF PROCEEDINGS
APPEARANCES:

MEMBERS:
FREDERICK C. BRAUN, III
MARTIN G. CALLAHAN
FELIX J. GRUCCI, JR.
GARY POLLAKUSKY
ANN-MARIE SCHEIDT
FRANK C. TROTTO

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 & PERNAMENT, 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
line with what we budget on a monthly basis
and is there any questions on the information
included in your packet?

MR. TROTTA: No.

MR. BRAUN: Questions for Lori?

(No response.)

MR. BRAUN: Hearing none, a motion to
accept her report, please.

MR. TROTTA: Motion.

MR. BRAUN: Second?

MS. SCHEIDT: Second.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

Lori, you have one other item or maybe
two?

MS. LaPONTE: Yes.

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.

Any questions?

MS. SCHEIDT: No surprise, Lori.

MS. LaPONTE: Okay.

MR. BRAUN: Lori, anything further?

(No response.)

MS. MULLIGAN: Okay. Thank you, Lori.

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

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

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.

Did you want to add anything?
MR. WEIR: No.

MS. MULLIGAN: Okay.

Does anyone have any questions?

MR. TROTTA: No.

MS. MULLIGAN: Just to remind everybody, this is -- the American Regent is the pharmaceutical manufacturer in the Shirley Industrial Park and they're doing an expansion of their existing facilities.

MR. BRAUN: No questions, take a motion.

MR. TROTTA: Motion.

MS. SCHEIDT: Second.

MR. BRAUN: Thank you.

On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.
MR. BRAUN: Mr. Braun votes yes.

The motion carries.

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

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.

Howard, did you have anything you wanted to add?

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

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
MR. CALLAHAN: Did we drive by that?

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

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

MS. MULLIGAN: Yes.

MR. BRAUN: I went by --

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

MS. MULLIGAN: Yes, yes, yes.

MR. BRAUN: Yeah, they do.

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

MR. BRAUN: Motion?

MR. CALLAHAN: So moved.

MR. BRAUN: Is there a second?

MR. POLLAKUSKY: Second.

MR. BRAUN: Thank you.
We'll go, we'll confuse people, Mr. Trotta?

MR. TROT TA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

That motion carried.

MS. MULLIGAN: Also included in your agenda is a resolution for the AVR-SP Brookhaven JV, LLC project.

To remind everyone, this is a spec industrial warehouse and distribution project also located in the Shirley Industrial Park. We had a public hearing this morning; there were no comments. The cost-benefit analysis and the PILOT are also included in your packets.

Does anyone have any questions?
MR. TROTTA: No.

MR. BRAUN: Motion?

MS. SCHEIDT: So moved.

MR. BRAUN: Thank you.

Second?

MR. GRUCCI: Second.

MR. BRAUN: Thank you.

Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carried.

MS. MULLIGAN: The next item on your agenda is for the NP/Winters Long Island Industrial, LLC project.

To remind everybody, this is a spec
industrial and warehouse facility, rail -- and the plan is to have it rail accessible.

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

Does anyone have any questions?

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

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

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

MR. BRAUN: Okay.

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

MS. SCHEIDT: You got it.

MS. MULLIGAN: Thank you, Ann-Marie.

MR. GRUCCI: There's been some scuttlebutt about a transfer station.

Are we -- do we have an application in the front of us for a transfer station?

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

The application in front of you is for approximately 2.4 or 2.5 million square feet of industrial distribution warehouse space.

The plan is for four separate buildings and the intention is to phase this in, so it's not as though it's one large building that will be built all at once, but there is no -- there's no application for a transfer station.

MS. SCHEIDT: And the industrial warehouse facilities are within -- fulfill the requirements of the zoning of this piece of property?

MS. MULLIGAN: Yes. This property is zoned L1 and that's an appropriate use of an L1 property.

MS. SCHEIDT: Thank you.
MR. TROTTA: Is their attorney going to make a presentation?

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

MR. TROTTA: Okay.

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

MR. TROTTA: Are they in the waiting room?

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

MR. TROTTA: Sure, that would be good.

MS. MULLIGAN: Okay.

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

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

MR. BRAUN: Good afternoon.

MR. GRUCCI: Good afternoon.

MR. TROTTA: Good afternoon, Peter.

MR. MILES: Hello, everyone. For those of you who don't know me, I'm Brent Miles.
I'm one of the founding partners of NorthPoint Development. I'm based in Kansas City and nice to meet everyone via Zoom.

MR. CALLAHAN: Nice to meet you.

MR. MILES: I'm happy to walk through any presentation, any questions that you may have.

I just wanted to say for those of you who don't know us, we're the country's largest privately held industrial developer. We do projects like this from I used to say Staten Island to Sacramento and hopefully soon can say Long Island to Sacramento.

We're excited about this project, obviously large capital investment.

I know one question was asked about jobs and our projections. That's based on a national average and so we feel confident in those job creation numbers.

Like I said, we're excited about the project, excited to invest here in your community, excited to create these jobs, so I'm happy to answer any questions that you may specifically have or if you'd like to walk
through the site plan or anything that you have, I'm happy to do that as well.

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

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

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

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

MR. WEIR: Thank you.

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

MR. MILES: Yeah.

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
parcels B and C on the north side and parcel D on the south side. Parcel D also contains an easement to the Town, which is contiguous to the Long Island Rail Road tracks, but track already exists on the north side of the railroad tracks and would be extended to parcels B and C and we're also looking to put track on the south side.

MR. TROTTA: Thank you, Peter.

MR. CALLAHAN: I have a question.

MR. CURRY: So basically this is the property where the railroad is already coming into or the rail over in Yaphank?

MR. CURRY: It is on the north side, so on the B and C parcels, it comes in through parcel A and there's an existing right of way to go through parcel -- through some LIPA property into parcels B and C.

MR. CALLAHAN: So when they build these, you'll be taking advantage of the railroad obviously to bring the goods and services into Long Island instead of using the trucks?

MR. CURRY: Correct.
MR. MILES: That's right.

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 . . .

MR. MILES: Somebody arranged that for you.

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.

MR. CURRY: Thank you.
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?

MR. MILES: Yeah.

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 --

MR. TROTTA: Or some of your other tenants.

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.

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
example in Dallas, I just did a large Home Depot facility of two million square feet with them, I just did this rail facility I mentioned with this Austrian plastics pellet injection molder, so those would be the kinds of companies that we would target here that you nailed it, Mr. Callahan, it is -- we're looking at this rail to commodity to truck, you know, off the road kind of merchandising.

MR. CURRY: Those of us who lived here long enough understood that we got rid of rail over the course of the last 40 years, all those rail sidings and all the rail capability that we had, we managed to lose it and now we find out we need it again.

MS. SCHEIDT: Mr. Miles, I don't anticipate that you would be bringing in wind turbine blades, they seem to be getting longer than airplane wings as we speak, but you may be aware that there's significant amount of offshore wind installation that's going to be going off our south shore in the next ten or 15 years and that could be -- another potential client for you could be the
companies that are going to be building out
all of those wind farms with the astonishing
number of components that need to be delivered
on site.

MR. MILES: Yeah.

I would just respond to that, we lease
buildings all over the country to companies
every day that supply, you know, parts and
machines, it's not just the blades, there's
other things that go into --

MS. SCHEIDT: Many.

MR. MILES: There's many parts, so
whether that's a GE, have a large facility
with an aviation team in Cincinnati, I just
did a lease with a huge solar company, we have
companies that supply parts to the wind
turbines, so somewhere in our 450 buildings
across the country we supply, you know,
companies like that every day.

MS. SCHEIDT: Good to hear, thank you.

MR. MILES: You're welcome.

MR. GRUCCI: Mr. Miles, this is Felix
Grucci.

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

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

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

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.

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

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.

MR. CURRY: Mr. Grucci, in the MRB report, there are construction numbers broken out separately, so these numbers that we're
talking about are the operating employment, not the construction employment. The construction employment will certainly be a higher number than that for the period of construction.

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

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

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

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.

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

MR. MILES: Yeah.

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
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.

MR. GRUCCI: Understood. Thank you.

MR. MILES: You're welcome.

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

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

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

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

MR. TROTTA: No, Frank is a good name.

MR. MILES: Okay. I just never want to be offensive.

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

MR. MILES: So, Frank, I think, you know, what we looked at in our thinking, so the answer is we've been interacting, you know, with this. We always interact with police and fire and we primarily start with that of here's our building, here's our
sprinkler system, here's our standing
pressures. So mostly our interaction is one
of technical, do you have the ability to
service buildings like this and I'll just say
bluntly, sometimes that comes with well, we
sure could use an upgrade for a truck or this
and I would just say that more times than not,
we become a community partner with the, I'll
say township or fire department, I don't
remember exactly how you guys are done here,
but that's something that is, you know,
because it protects our building and protects
our community at the same time, so that is my
opening of saying we will most likely be doing
something with the fire department here.

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

MR. MILES: As of now --

MR. TROTTA: But it's a common practice
for you to do that, correct?

MR. MILES: That's correct.

MR. TROTTA: So I can be reassured that
you're going to meet -- and you know and
again, the way Long Island's divided might be
very different than Kansas City, for example, you are in at least three fire department districts, meaning Yaphank, Brookhaven -- Yaphank, Brookhaven, Bellport and somebody else, I believe.

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

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

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.

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

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

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

MR. TROTTA: Which ones?

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

MR. TROTTA: Okay, that's good.

MR. MILES: Yaphank and Brookhaven.

MR. TROTTA: Okay.

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
MR. TROTTA: Okay. Okay, that's good.
So you will be meeting with them and
you know and the ambulance company sooner than
later?
MR. MILES: We will.
MR. TROTTA: Okay.
And you know, always a concern, they're
going to be reading about something that just
got passed and they're going to say I know
nothing about it, you know, again, being part
of the community and concerned about fire,
EMS, I would want to make sure that and I
appreciate your reassurances in that area.
MR. MILES: Yup, sure.
MR. TROTTA: Let me see what else I
got.
Let me ask you, with regard to coming
before this board and asking for the PILOT,
the consideration that you are asking for, if
we did not grant this, would you be going
ahead with this; why do you need to have, you
know, the incentives that we are being
provided in this request?
MR. MILES: Right.

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

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.

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.

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

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

MR. CALLAHAN: No, that's fine.

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

MR. CALLAHAN: Just one question.
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 --

MS. MULLIGAN: I do.

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

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.

MR. CURRY: Lisa, I believe you have that number.
MS. MULLIGAN: Yes. And just -- those conversations aren't really part of this discussion or this --

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

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

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.

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

MR. CALLAHAN: There you go, yeah.

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

MR. TROTTA: No, I got a question.

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.

Number two -- number two is, if something happens there, South Country Ambulance is going to have to respond to that situation, so that wasn't mentioned, also, so just for the record.

MR. BRAUN: Is there anything else?

MR. TROTTA: I'd just like to check my shopping list here, give me one second, please.

(Pause.)

MR. TROTTA: How long will it take to
build this project out?

MR. MILES: Yeah, Frank.

So to put it in perspective, to build one of these buildings takes about 12 months. I don't know if you've seen one of these concrete and steel buildings be built, but it's pretty amazing of really how fast they take, so 12 months.

I will most likely build two on a speculative basis as is my plan and then as they lease up, pull the trigger on the other ones as the market, you know, develops, right, so, you know, everybody always asks this question, Frank, how long is this going to take you. I think that if this takes more than five years to be fully built and leased up, I think that that would be very conservative, I think it will be less.

MR. TROTTA: And you're going to be building these as you get tenants, not that you're going to build the total warehouses and then try to fill the vacancies -- the warehouses, correct?

MR. MILES: You know, what I will do is
I will start them on a speculative basis without a tenant.

MR. TROTTA: Okay, yeah.

MR. MILES: I always describe it like this, it's a house, but the kitchen and the bath and the closets aren't done, so it will be done enough for you to see it and you can still put your touch on it at the end.

MR. TROTTA: Excellent.

Just going back to our original question -- and maybe this is a question for any of the attorneys who feel the obligation to speak, that's never a problem for an attorney -- with regard to the misinformation with regard to this being a transfer station application, which we know it's not and has nothing to do with it, is there any relationship between the transfer station that they're all concerned about and your project?

MR. CURRY: There is a feature of common ownership where Winters Brothers is a minority partner in this entity which is developing this property. That is the sole connection.
MR. TROTTO: Okay.

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 --

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

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.

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.

What you have before you is compliance with the 2014 stipulation of settlement in the
federal lawsuit in which all SEQRA was done
and studied for warehouses and rail related
warehouses. This plan before you complies
with that.

There is no transfer station before
you. No amount of people saying that is going
to make that so. I think we've learned that
over the last few years. You can't have
alternative facts, they don't exist.

MR. TROTTO: Thank you, counselor,
that's what I was looking for you to put on
the record and I appreciate that.

MR. BRAUN: I'd like to entertain a
motion, a final authorizing resolution for
NP/Winters Long Island Industrial, LLC.

MR. GRUCCI: I'll make the motion.

MR. BRAUN: Thank you.

Is there a second?

MR. CALLAHAN: Second.

MR. BRAUN: All right.

On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.
MR. BRAUN: Mr. Pollakusky?
MR. POLLAKUSKY: Yes.
MR. BRAUN: Ms. Scheidt?
MS. SCHEIDT: Yes.
MR. BRAUN: Mr. Trotta?
MR. TROTTA: Yes.
MR. BRAUN: Mr. Braun votes yes.
The motion is carried.
Thank you, gentlemen.
MS. MULLIGAN: Thank you.
MR. TROTTA: Thank you very much.
MR. CURRY: And again, I would like to thank this board and the staff of the IDA, as always you're a great board to come before and thank you for the attention you've given to this project.
MR. CALLAHAN: Good luck.
MR. GRUCCI: Congratulations, go get them.
MR. CURRY: Thank you. Bye.
MS. MULLIGAN: So the next item on the agenda is for Middle Country -- a request from Middle Country Meadows. The letter was included in your packets. They've asked for
an increase -- they've told us that they're
going to need an increase in their mortgage
and there will be a subsequent increase in the
mortgage recording tax exemption and just to
remind everybody, this is a project, it has
not yet closed, but you authorized it a while
ago now for housing on Middle Country Road in
.

MR. BRAUN: Between Centereach and
Selden.

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

MR. CALLAHAN: The old batting range, I think. Middle Country Road right past the old
batting range. No?

MS. MULLIGAN: I think it's -- so I'm sorry, it's east of Nicolls, but west of --

MR. CALLAHAN: By the Starbucks, right?

MS. MULLIGAN: By the Starbucks, yes.

MR. CALLAHAN: By the Starbucks, which is east of the batting range. Not east, west
of the batting range.

MS. MULLIGAN: Okay.

And so they increased their mortgage
from approximately $29 million to approximately $34.5 million and asked for the subsequent increase in the mortgage recording -- the partial mortgage recording tax exemption.

MR. BRAUN: Questions?

(No response.)

MR. BRAUN: Motion?

MR. TROTTA: Motion.

MR. BRAUN: Thank you, Frank.

Second?

MR. GRUCCI: Second.

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

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

(No response.)

MR. BRAUN: Ms. Scheidt?

MR. GRUCCI: She's muted.

MS. SCHEIDT: Sorry.

Yes.
MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

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

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

MS. MULLIGAN: Okay.

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

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 --

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

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

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

MS. MULLIGAN: You know, I think we
should do a resolution, I'm not a hundred percent if we need it or not, but I'd rather have it if we do need it.

MR. BRAUN: Okay.

May I have a resolution?

MR. GRUCCI: So moved.

MR. BRAUN: Thank you, Felix.

MS. SCHEIDT: Second.

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

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

That motion is carried.

MS. MULLIGAN: We just passed the resolution for Global Tissue.

MR. WEIR: Okay.

MS. MULLIGAN: The next item on the
agenda is a request that we received from Ronk Hub Phase 1.

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

Bill, do we need a motion for this?

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

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

MR. CALLAHAN: So moved.

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

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

MR. GRUCCI: I just wanted to be clear on the number.
MR. TROTTA: Doesn't change anything, correct?

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.

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

MR. WEIR: We just have to join --

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

MR. BRAUN: We do need a motion.

MR. WEIR: Yeah.

MR. CALLAHAN: So moved.

MR. TROTTA: Second.

MS. SCHEIDT: Second.

MR. BRAUN: Thank you, Mr. Trotta.

On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?
MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

That motion is carried.

MS. MULLIGAN: Staying on the topic of Ronk Hub, we received a retainer agreement for the -- thank you -- for the eminent domain for -- from Esseks, Hefter, Angel, Di Talia & Pasca, so I have the . . . I have the retainer agreement, but I would like --

MR. WEIR: Only for the Mensch properties.

MS. MULLIGAN: Yes, only for the parcels -- only for certain parcels having to do with the Ronkonkoma Hub project, those owned by the Mensch family.

MS. EADERESTO: And that money is paid by the developer, not by the I -- through IDA funds, for the record.

MR. CALLAHAN: Okay.

MR. BRAUN: But we do need a resolution to accept them.

MS. MULLIGAN: And give me permission
to sign the agreement, the retainer.

    MR. GRUCCI: So moved.

    MR. BRAUN: Thank you.

    Second?

    MS. SCHEIDT: Second.

    MR. BRAUN: Thank you.

    Mr. Callahan?

    MR. CALLAHAN: Yes.

    MR. BRAUN: Mr. Grucci?

    MR. GRUCCI: Yes.

    MR. BRAUN: Mr. Pollakusky?

    MR. POLLAKUSKY: Yes.

    MR. BRAUN: Ms. Scheidt?

    MS. SCHEIDT: Yes.

    MR. BRAUN: Mr. Trotta?

    MR. TROTTA: Yes.

    MR. BRAUN: Mr. Braun votes yes.

    That motion is carried.

    MS. MULLIGAN: The next item on the agenda is the 2022 meeting schedule; it's been sent to everyone in advance.

    Does it look agreeable?

    MR. BRAUN: And please note the first meeting is January 12th.
MR. GRUCCI: We're still doing Zooms at that time?

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

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

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

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

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

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.

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

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

MR. GRUCCI: Okay.

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

MR. GRUCCI: Either that or all you guys come down to Florida and we'll have the meeting down there.
MS. SCHEIDT: What a great idea.

MR. BRAUN: Can we do it in person?

MR. GRUCCI: Sure. Balcony's big enough, it will hold us all.

MS. SCHEIDT: Nice.

MS. MULLIGAN: So I think we need a resolution accepting the meeting schedule.

MR. TROTTA: Motion.

MR. GRUCCI: So moved.

MR. BRAUN: Thank you.

Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

MS. MULLIGAN: I only have two other things I want to mention.
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.

MR. BRAUN: Probably Thursday or Friday.

MS. MULLIGAN: Yeah.

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.

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 . . .

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

MR. TROTTA: Nine a.m. would be great.
if we could do it.

MS. MULLIGAN: On the 16th.

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

MR. BRAUN: How about everybody else on the 16th, do you have your calendars handy?

MS. SCHEIDT: Sixteenth doesn't -- well, if it's really short, I can step out of another meeting for 20 minutes or something like that.

MR. BRAUN: As I said, hopefully it won't be more than half an hour.

MS. SCHEIDT: Okay.

MR. GRUCCI: Nine a.m., as long as you don't mind me in my pajamas, it's fine.

MR. POLLAKUSKY: If it's at nine a.m., guys, I should be okay, otherwise I'm in flight.

MR. BRAUN: Marty, you all right?

MR. CALLAHAN: Yeah, I'm fine.

MR. BRAUN: All right.

MS. SCHEIDT: Felix, we're going to envy you in your pajamas.

MR. BRAUN: Does 8:30 work better for
everyone?

MS. SCHEIDT: Yeah.

MR. CALLAHAN: Yeah, that's fine, whatever time works for everybody else is fine. If it's a quick one --

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

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

MR. GROSS: Yes. Yes.

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

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

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

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

MR. CALLAHAN: Good for you.

MR. TROTTA: That's a good one.

MS. SCHEIDT: Around the corner from Felix.

MR. GROSS: A little further away from Felix. He's a little further south than I am.
MS. MULLIGAN: So we'll shoot for the 16th at 8:30 a.m.; Joce, will you work on putting that together?

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

MR. WEIR: It works for me.

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

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

MR. WEIR: 7:45.

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

MR. TROTTA: I'm good at eight.

MR. CALLAHAN: I'm good at eight.

8:00's good for me.

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

MR. CALLAHAN: All right.

MS. MULLIGAN: pdf dessert.

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

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

MS. MULLIGAN: We're going to shoot for
8:00 on the 16th.

MR. CALLAHAN: Yup.

MS. SCHEIDT: Thank you so much.

MS. MULLIGAN: Okay.

MR. BRAUN: Lisa, anything else?

MR. CALLAHAN: We're good?

MS. MULLIGAN: Motion to adjourn the meeting.

MR. BRAUN: Some of you will be joining us later for a little bit of food and we look forward to that, some of you cannot and I wish you and your families a healthy and happy holiday season.

On that note --

MR. GROSS: Thank you, same to everybody.

MR. TROTTA: Happy holidays to everybody.

MS. SCHEIDT: I hope you will all drink a drink for me.

MR. BRAUN: We will.

MS. EADERESTO: We're going to miss you, all you guys who are not coming.

MR. BRAUN: Please, before you go, a
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.

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JOANN O'LOUGHLIN