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TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING
HELD VIA ZOOM VIDEOCONFERENCE

- - - - -x

April 13, 2022
9:17 a.m.

TRANSCRIPT OF PROCEEDINGS

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

MEMBERS :

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

ALSO PRESENT :

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

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MR. BRAUN: It is now 9:17. It is Wednesday, April 13th. This is the meeting of the Town of Brookhaven Industrial Development Agency.

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The following board members are present:

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Mr. Callahan, Mr. Grucci, Ms. Paprocky, Mr. Pollakusky, Ms. Scheidt, Mr. Trotta, Mr. Braun. A quorum is present.

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Lisa.

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MS. MULLIGAN: Today's meeting has been convened in accordance with Chapter 417 of the laws of 2021 effective September 2, 2021 through April 15, 2022 permitting local governments to hold public meetings by telephone and videoconference.

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MR. BRAUN: Minutes of our March 16th meeting were sent out. Similar to the LDC, we will defer those until the May meeting.

21

Lori, I'll turn it over to you.

22

MS. LaPONTE: Okay.

23

Good morning.

24

25

Included in your package is the operating report for the month of February and

1

2

also year to date. We compare it to a pro

3

rata share of the two months of the annual

4

budget and I just want to point some things

5

out.

6

During the month of February, we had

7

one assignment and assumption, that's the

8

revenue number you see. Most of the other

9

expenses are in line as projected and year to

10

date we are slightly ahead of what we

11

projected.

12

Are there any questions on the

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operating report for February versus budget?

14

(No response.)

15

MR. BRAUN: If there are no questions,

16

then I need a motion to accept Lori's report.

17

MR. CALLAHAN: So moved.

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MR. BRAUN: Second?

19

MS. SCHEIDT: Second.

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

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MR. TROTTA: Yes.

22

MR. BRAUN: Ms. Scheidt?

23

MS. SCHEIDT: Yes.

24

MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

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MR. BRAUN: Ms. Paprocky?

3

MS. PAPROCKY: Yes.

4

MR. BRAUN: Mr. Grucci?

5

MR. GRUCCI: Yes.

6

MR. BRAUN: Mr. Callahan?

7

MR. CALLAHAN: Yes.

8

MR. BRAUN: Mr. Braun votes yes.

9

That motion carries.

10

MS. LaPONTE: I also want to mention

11

two other things.

12

One is that all the payments that have

13

been made to us for PILOT's have been

14

disbursed. All of our required contractual

15

and legal payments for taxes, et cetera, have

16

been paid timely.

17

One last item I want to mention in my

18

report is that we are looking to open an

19

account at Hanover Bank, which is -- some of

20

the former Empire Bank people moved over.

21

Hanover is a larger financial institution that

22

has taken a big presence on Long Island with

23

government banking. We have -- actually the

24

Town has significant funds there. We're not

25

looking to change from Flushing, just add

1

2

another account at another bank. They have

3

committed to meet or exceed the rates at

4

Flushing.

5

Any comments on that?

6

MS. SCHEIDT: Does this bank have any

7

connection with what used to be called Mani

8

Hani?

9

MR. BRAUN: No, no, this is a fairly

10

new bank, Ann-Marie and I think we're at the

11

point, the size of our deposits, where a

12

second bank is appropriate. Mike Locorriere,

13

who's the account manager there, came from

14

Empire, I knew him at State Bank going way

15

back and then for the time being, this is just

16

for deposit. If Flushing stubs its toe

17

somewhere along the way, we at least have a

18

second bank that knows us, but as Lori said,

19

we're not looking to make a drastic change

20

right now.

21

MR. CALLAHAN: Right.

22

Is Tom Buonaiuto there, too?

23

MS. LaPONTE: Not currently.

24

MR. CALLAHAN: Oh, okay.

25

MS. LaPONTE: But also, this bank can

1

2

follow the government requirements as far as

3

collateralizing our deposits, giving us the

4

monthly statements, everything as in the past,

5

so that is why we looked at it, also.

6

MR. BRAUN: Good.

7

MS. MULLIGAN: So if everybody is in

8

agreement with that, I'd like us to update our

9

banking resolution because as it stands right

10

now, we have the authority to bank with

11

Empire, but we're limited to --

12

MS. LaPONTE: Flushing.

13

MS. MULLIGAN: I'm sorry, Flushing.

14

MS. LaPONTE: I do it, too.

15

MS. MULLIGAN: We're limited -- and I

16

actually have it printed in front of me, I

17

should look at it -- we're limited to the bank

18

that we currently have a relationship with, so

19

I'd like to expand that to include Hanover if

20

that's something that everybody would like to

21

do.

22

MR. TROTTA: I would make that motion.

23

MR. BRAUN: Thank you, Frank.

24

MS. PAPROCKY: I'll second.

25

MR. BRAUN: Thank you.

1

2

MS. MULLIGAN: Thank you, Lenore.

3

MR. BRAUN: Any further questions?

4

(No response.)

5

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

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MR. CALLAHAN: Yes.

7

MR. BRAUN: Mr. Grucci?

8

MR. GRUCCI: Yes.

9

MR. BRAUN: Ms. Paprocky?

10

MS. PAPROCKY: Yes.

11

MR. BRAUN: Mr. Pollakusky?

12

MR. POLLAKUSKY: Yes.

13

MR. BRAUN: Ms. Scheidt?

14

MS. SCHEIDT: Yes.

15

MR. BRAUN: Mr. Trotta?

16

MR. TROTTA: Yes.

17

MR. BRAUN: Mr. Braun votes yes.

18

Motion carries.

19

MS. MULLIGAN: Thank you.

20

I'm going to suggest that we take an

21

item out of order because I see that we have a

22

guest in the attendee section, so I'm going to

23

ask that we skip ahead to Pallets R Us.

24

In your packets there's a letter from

25

Presberg Law outlining this request. This --

1

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Pallets R Us -- yes, Felix.

3

4

MR. GRUCCI: Yeah. I just need to ask Annette a question.

5

6

7

Annette, this organization bought some property from me; should I recuse myself from this discussion and debate and vote?

8

(No response.)

9

MR. BRAUN: Felix, we have a --

10

MR. GRUCCI: You're muted, Annette.

11

MS. MULLIGAN: Felix --

12

MS. EADERESTO: Felix, recuse yourself,

13

yeah.

14

MR. GRUCCI: Okay.

15

MS. EADERESTO: We have enough people

16

and it's always good to err on the side of

17

recusal.

18

MS. MULLIGAN: Yes.

19

MR. GRUCCI: I'm going to turn my

20

camera off and walk outside the room.

21

MS. MULLIGAN: Okay. Thank you, Felix.

22

(Felix Grucci left the meeting.)

23

MS. MULLIGAN: So just to remind

24

everybody, this is a project, this is a

25

project that we've had a long relationship

1

2

with. They're on Woodside, they -- Pallets R Us, they make pallets and we've supported them not only through bonds when they originally built this building, but also they bought equipment to do a chipping operation because when the wood for the pallets wasn't useable anymore, they use it for chipping for mulch and they have a sister corporation that does mulch.

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They are looking to refinance their bonds and they are asking -- to refinance bonds and some other loans and they're asking the board for mortgage recording tax exemption.

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Bill, did you have anything that you wanted to add?

17

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MR. WEIR: No, you described it accurately.

19

20

MS. MULLIGAN: Okay.

21

MR. WEIR: Did you want to bring Drew in to talk?

22

23

MS. MULLIGAN: I was just going to say, Joce, would you bring Drew in?

24

25

I think Drew's going to be showing up.

1

2

Yup.

3

4

So Drew Presberg is counsel on this project, if anyone has any questions for Drew.

5

MR. BRAUN: Good morning, Drew.

6

MS. MULLIGAN: Drew, you're muted.

7

8

MR. PRESBERG: Good morning. Hi everybody. Nice to see everybody.

9

10

MS. MULLIGAN: Does anyone have any questions?

11

(No response.)

12

MS. MULLIGAN: Hearing none --

13

MR. PRESBERG: Can you hear me?

14

MR. BRAUN: Yeah, we can hear you.

15

MR. PRESBERG: Okay.

16

17

MR. BRAUN: The board is satisfied with Lisa's explanation, in which case --

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19

MR. TROTТА: Drew, do you have anything to add with regard to the request?

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MR. PRESBERG: Not really. Just that, you know, they're refinancing, paying off the existing debt, paying off the SBA debt, using money for short-term capital, nothing's being pulled out into their pockets, it's going back into the project with just, you know, the

1

2

title was in the IDA on this one, so we need

3

you to join in the mortgage and related

4

documents and we're asking to do the mortgage

5

tax. We're going to retire the bonds and it's

6

going to be a clean new note and mortgage.

7

MR. TROTTA: Thank you.

8

MS. MULLIGAN: And this actually, when

9

this goes through, will be the last

10

outstanding bond in the IDA's name. We --

11

when this one closes out, this will be -- we

12

won't have any more bond financing. The LDC

13

definitely has some, but, Lori, I want to make

14

sure you heard that.

15

MR. WEIR: So going forward, the IDA

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will only have lease transactions in effect.

17

MR. BRAUN: If there are no further

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questions, I'll entertain a motion.

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MS. SCHEIDT: So moved.

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MR. BRAUN: Thank you, Ann-Marie.

21

Second?

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MR. POLLAKUSKY: Seconded.

23

MR. BRAUN: Okay.

24

On the vote then, Mr. Callahan?

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MR. CALLAHAN: Yes.

1

2 MR. BRAUN: Mr. Grucci?

3 (No response.)

4 MR. WEIR: He's recused.

5 MR. TROTTA: He's abstained.

6 MR. BRAUN: Yup.

7 Ms. Paprocky?

8 MS. PAPROCKY: Yes.

9 MR. BRAUN: Mr. Pollakusky?

10 MR. POLLAKUSKY: Yes.

11 MR. BRAUN: Ms. Scheidt?

12 MS. SCHEIDT: Yes.

13 MR. BRAUN: Mr. Trotta?

14 MR. TROTTA: Yes.

15 MR. BRAUN: Mr. Braun votes yes.

16 The motion carries.

17 Thank you, Drew.

18 MS. MULLIGAN: Thank you, have a nice

19 day.

20 MR. PRESBERG: Thanks so much, I

21 appreciate the consideration always.

22 MR. CALLAHAN: Take care, Drew.

23 MR. PRESBERG: Okay. Enjoy.

24 MR. WEIR: You're welcome to stay,

25 Drew.

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2

MR. PRESBERG: Let me get some billable hours in.

3

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MR. BRAUN: Lori, do you want to let Felix know that he can come back in?

5

6

MS. MULLIGAN: I got it.

7

The next item on the agenda is -- hold on. Hold on. Maybe I shouldn't do this at the same time.

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9

10

Can somebody text Felix and just let him know that he can come back in?

11

12

MS. LINSE: I'm emailing him right now.

13

MS. MULLIGAN: Thank you, Joce.

14

Okay. The next item is Excel 6.

15

So this, Bill, I'm going to turn this over to you to explain.

16

17

Just so everybody knows, this is the project on the south service road of the L.I.E., it's the Extended Stay hotel that was built a few years ago, it's -- you know where with the Smokey Bones is, not the hotel that's right on the expressway, but the one that's behind it in Ronkonkoma just adjacent to the Ronkonkoma Hub.

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MR. CALLAHAN: The one that took

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forever to build?

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MR. BRAUN: Correct.

4

This is Lee Browning's project.

5

6

MS. MULLIGAN: Yes, right, but we never built it and now it's Excel 6, so they came to

7

us with a request and I'm going to ask Bill to

8

explain.

9

(Felix Grucci rejoined the meeting.)

10

MR. WEIR: So you've got to go back

11

more than 15 years ago. So where -- there's

12

the two hotels, the two restaurants, there was

13

the Marriott, Courtyard by Marriott and then

14

the Extended Stay.

15

All of those properties were on one

16

single lot because the Suffolk County

17

Department of Health would not let them

18

subdivide the property for the sewer

19

connection, it was just -- it was a decision

20

that was arbitrary and capricious, there was

21

no rationale for it, but that's Suffolk County

22

Department of Health.

23

When we did the original financing, we

24

did the two hotels, two restaurants and the

25

Courtyard by Marriott and when it was one

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2

construction mortgage that was put on the entire lot that paid the two hotels -- excuse me, the two restaurants and the hotel.

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That mortgage, because it covered the vacant lot where the second hotel was going to go, prevented Lee Browning from ever building the second hotel because the first bank wouldn't finance it and any bank that came in afterwards would have had a second mortgage on it with their financing, so it really stymied his development there.

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When he sold the property, they eventually paid off, you know, Excel paid off the existing mortgage, so they were able to put a mortgage on the lot for the new hotel that it built.

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Now, 15 years later, almost 20 years later, Suffolk County Department of Health said you know, we shouldn't have all, you know, two hotels and two restaurants all on one lot for the sewer, we want you to do condos to break it up so that there's separate lots for each user, you know, it's only taken them this many years, so that's basically what

1

2

they're doing here. They're dividing up --

3

they're still not doing a subdivision because

4

they won't allow that, but there's going to be

5

a commercial condo unit for each restaurant,

6

the hotel and each hotels and that's basically

7

what it is. We're not changing any of the

8

PILOT's or anything like that other than

9

you'll have to just do amendments of legal

10

descriptions for the new hotel.

11

Everything else, the restaurants were

12

never in the PILOT and the Courtyard by

13

Marriott's out of the PILOT, so it's really

14

cleanup with the condos for, you know, real

15

property purposes and you know, had the County

16

let us do this in the beginning, it would have

17

made life so much easier for everybody, so

18

that's basically in a nutshell what we're

19

doing here.

20

MR. BRAUN: Bill, is this similar to

21

what you had to do with Quality King a number

22

of years ago?

23

MR. WEIR: Yeah. Well, Quality King

24

was to carve out the . . . the sewer treatment

25

plant, when that got built, they never -- that

1

2

was supposed to have gone to a separate lot just for the plant, itself, you know. This is similar to what, you know, some other projects that I've worked on where we had one lot we couldn't divide and we put it into condos and it works pretty well. It may also be a solution for another one of our projects that they're looking to do a subdivision but they can't, so it's a pretty good work-around for not being able to do subdivisions for unrelated reasons.

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MR. BRAUN: And any of your fees incurred for this get picked up by Excel, correct?

14

15

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MR. WEIR: Correct and your fees, the IDA's fees.

17

18

MR. BRAUN: So we need a resolution for that effect.

19

20

MS. SCHEIDT: So moved.

21

MS. MULLIGAN: Thank you, Ann-Marie.

22

MR. BRAUN: Second?

23

MS. SCHEIDT: Only 15 years too late.

24

MR. WEIR: Yeah.

25

Ironically I have another one with

1

2

Suffolk County Department of Health where

3

they're requiring the subdivisions. You

4

literally can't make this stuff up.

5

MR. BRAUN: Is there a second to

6

Ann-Marie's motion?

7

MS. PAPROCKY: Second.

8

MR. BRAUN: Thank you.

9

On the vote, Mr. Callahan?

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MR. CALLAHAN: Yes.

11

MR. BRAUN: Mr. Grucci?

12

MR. GRUCCI: Yes.

13

MR. BRAUN: Ms. Paprocky?

14

MS. PAPROCKY: Yes.

15

MR. BRAUN: Mr. Pollakusky?

16

MR. POLLAKUSKY: Yes.

17

MR. BRAUN: Ms. Scheidt?

18

MS. SCHEIDT: Yes.

19

MR. BRAUN: Mr. Trotta?

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MR. TROTTA: Yes.

21

MR. BRAUN: Mr. Braun votes yes.

22

That motion carries as well.

23

MS. MULLIGAN: Thank you.

24

The next item on the agenda is a

25

resolution for Parthenon/Acropolis/15

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Commercial.

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10

We -- to remind everybody, this is a -- this was an adaptive reuse project that we did last year and they are in the new facility as you'll see, there's -- in your packets there was an email included. They're in the new facility, but they realize that they have a little more work to do, so they've asked if we would extend their completion date.

11

12

13

14

You know, I'm not so sure that we need to extend their full-time equivalent because they are physically in the facility, but they have asked for additional sales tax exemption.

15

Howard, did I miss anything?

16

17

18

MR. GROSS: No. They just want to increase the sales tax by \$5,000 from 20,000 to 25,000.

19

20

MS. MULLIGAN: And extend the completion date to November 30th of 2022.

21

MR. GROSS: Correct, yeah.

22

MR. BRAUN: May I have a motion?

23

MR. CALLAHAN: So moved.

24

MR. BRAUN: Thank you, Marty.

25

Second?

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2

MR. TROTTA: Second.

3

MS. MULLIGAN: Frank Trotta?

4

MR. TROTTA: I'm sorry, yes.

5

MS. MULLIGAN: Thank you.

6

MR. BRAUN: Any questions on the

7

motion?

8

(No response.)

9

MR. BRAUN: Hearing none, Mr. Callahan?

10

MR. CALLAHAN: Yes.

11

MR. BRAUN: Mr. Grucci?

12

MR. GRUCCI: Yes.

13

MR. BRAUN: Ms. Paprocky?

14

MS. PAPROCKY: Yes.

15

MR. BRAUN: Mr. Pollakusky?

16

MR. POLLAKUSKY: Yes.

17

MR. BRAUN: Ms. Scheidt?

18

MS. SCHEIDT: Yes.

19

MR. BRAUN: Mr. Trotta.

20

MR. TROTTA: Yes.

21

MR. BRAUN: Mr. Braun votes yes.

22

That motion carries.

23

MS. MULLIGAN: Thank you everyone.

24

I have two other items that I think are

25

going to need resolutions.

1

2

The first one is a request we received from 14 Glover and to remind everybody, that is the Long Island Community Hospital facility on -- the former Foley center, so the request that we have is to extend their completion date and also --

7

8

MR. BRAUN: Do you think I should --

9

MS. MULLIGAN: And actually you know what, you're right.

10

11

Fred, Felix, you should recuse as well.

12

13

MR. GRUCCI: Okay. I'm going to do the same.

14

MS. MULLIGAN: Okay. Thank you, Felix.

15

16

(Fred Braun and Felix Grucci left the meeting.)

17

18

MS. MULLIGAN: Ann-Marie, did you have a question?

19

20

MS. SCHEIDT: No, I was just waving good-bye to Felix.

21

22

MS. MULLIGAN: So just for the record, both Felix and Fred have left the meeting.

23

24

25

So we got a request to extend their completion date and also to -- we should also at the same time extend their full-time --

1

2 their job creation numbers, their FTE
3 requirement.

4 Howard, did you have anything that you
5 wanted to add?

6 MR. GROSS: No. I don't know if
7 anybody read the letter from their illustrious
8 counsel.

9 MS. MULLIGAN: Who happens to be on the
10 call, so if you have any questions for their
11 counsel, Mr. Weir, he's here as well.

12 MR. TROTTA: It's basically changing it
13 to reflect NYU Langone; is that correct?

14 MR. WEIR: Yeah.

15 MR. GROSS: And to give them additional
16 time so they can determine what is best, how
17 to proceed in the future and we've
18 accommodated them before in this area because
19 it's a unique circumstance.

20 MR. TROTTA: Yeah, so it's the same,
21 yeah.

22 MR. WEIR: As in -- this is NYU
23 Langone's first foray into the Long Island
24 market and you know, they're trying to -- they
25 need to do a thorough review of the health

1

2

care needs in the Brookhaven community and

3

what's needed. There's not a lot of space

4

left on that, the hospital campus, itself, for

5

any more -- you know, there's -- doing some

6

additions right now, expansion of the

7

emergency department, but, you know, there's

8

just not a lot of space there and every -- you

9

know, just going back as you recall,

10

Brookhaven Memorial Hospital, now known as

11

Long Island Community Hospital, was the last

12

of the independents on Long Island and so as

13

NYU Langone is coming into an area that's kind

14

of dominated primarily by Northwell, Catholic

15

Health Services and SUNY Stony Brook, they're

16

trying to understand the overall need and if

17

they need places to expand services, 14 Glover

18

would be the most reasonable place and

19

advantageous place to do it because it's

20

already owned by the hospital, but that's --

21

and the merger's not complete, so nothing can

22

really happen until the merger's complete.

23

There was an affiliation that was going

24

to happen with SUNY Stony Brook which kind of

25

put this on hold, plus COVID had put this on

1

2

hold, so it's just been a little bit of a

3

delayed -- you know, for things out of the

4

control of the hospital and you know, 14

5

Glover is actually a sister corporation to the

6

hospital, 14 Glover, both of them went up to

7

Brookhaven Health Care Services Corporation as

8

their parents at the time and so they're still

9

committed to it, it's just for reasons beyond

10

the administration of the hospital, they

11

haven't been able to get this thing to where

12

they would hope to be, but we are hoping by

13

the end of 2024 it will be fully built up,

14

staffed and providing services for the

15

Brookhaven community.

16

MS. SCHEIDT: This is not for the

17

minutes, but this whole thing demonstrates

18

once again --

19

MS. MULLIGAN: Ann-Marie, we are being

20

recorded.

21

MS. SCHEIDT: I didn't say that then.

22

I just would observe to Mr. Weir that I

23

think this is Langone's first foray into

24

Suffolk County, they already have an

25

affiliation with Winthrop Hospital in Nassau

1

2

County.

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MR. WEIR: You're correct. I meant

4

Suffolk.

5

MS. MULLIGAN: Thank you, Ann-Marie.

6

Did anyone have any questions?

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(No response.)

8

MS. MULLIGAN: Okay.

9

Do we have a motion?

10

MR. POLLAKUSKY: So moved.

11

MS. MULLIGAN: Thank you, Gary.

12

Second?

13

MS. PAPROCKY: Second.

14

MS. MULLIGAN: Thank you, Lenore.

15

So then on the vote, Ms. Paprocky?

16

MS. PAPROCKY: Yes.

17

MS. MULLIGAN: Mr. Trotta?

18

MR. TROTTA: Yes.

19

MS. MULLIGAN: Ms. Scheidt?

20

MS. SCHEIDT: Yes.

21

MS. MULLIGAN: Mr. Callahan?

22

MR. CALLAHAN: Yes.

23

MS. MULLIGAN: Mr. Pollakusky?

24

MR. POLLAKUSKY: Yes.

25

MS. MULLIGAN: Okay. It passes.

1

2 Fred, you can come back in.

3 I just sent Felix a text, but, Joce,
4 will you email him as well?

5 MS. LINSE: I just did.

6 MS. MULLIGAN: Thank you.

7 (Fred Braun rejoined the meeting.)

8 MS. MULLIGAN: Okay.

9 The next item on the agenda is the
10 remote options legislation.11 As we discussed in the LDC -- thank
12 you, Felix.

13 (Felix Grucci rejoined the meeting.)

14 MS. MULLIGAN: As we discussed in the
15 LDC, in the budget process they passed
16 legislation that allows us to have what
17 they're calling hybrid meetings, so like I
18 said before, as long as we have four -- a
19 quorum of board members physically wherever we
20 posted the meeting, that gives other board
21 members the option to participate
22 electronically, but we need a resolution to
23 allow that hybrid option, but there's also
24 language in the law that allows us to have a
25 60-day grace period, which allows us to

1

2

continue to have meetings electronically 60

3

days from the date of the -- that the budget

4

passed, so I'd like to suggest a resolution

5

that we adopt the hybrid option as well as the

6

60-day grace period.

7

MR. TROTTA: Motion.

8

MS. MULLIGAN: Thank you, Frank.

9

MR. BRAUN: Second?

10

MR. POLLAKUSKY: Second.

11

MS. MULLIGAN: Thank you, Gary.

12

MR. BRAUN: Any questions?

13

(No response.)

14

MR. BRAUN: And I think the budget was

15

passed last Friday if I'm not mistaken.

16

MS. MULLIGAN: I heard it was over the

17

weekend, but it was sometime last week;

18

Friday, Saturday.

19

MR. TROTTA: Yeah, I think it was

20

signed over the weekend.

21

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

22

MR. CALLAHAN: Yes.

23

MR. BRAUN: Mr. Grucci?

24

MR. GRUCCI: Yes.

25

MR. BRAUN: Ms. Paprocky?

1

2

MS. PAPROCKY: Yes.

3

MR. BRAUN: Mr. Pollakusky?

4

MR. POLLAKUSKY: Yes.

5

MR. BRAUN: Ms. Scheidt?

6

MS. SCHEIDT: Yes.

7

MR. BRAUN: Mr. Trotta?

8

MR. TROTTA: Yes.

9

MR. BRAUN: Mr. Braun votes yes.

10

The motion carries. Thank you.

11

MS. MULLIGAN: Thank you everyone.

12

The next item on the agenda is the Ronk

13

Hub public hearing.

14

We previously set the public hearing

15

for May 18th --

16

MR. TROTTA: Excuse me, I would ask

17

that I be recused from this vote, so I will .

18

. . .

19

MS. MULLIGAN: Yup. Thank you, Frank.

20

Frank is recusing. We will bring you

21

back in in a few minutes.

22

MR. TROTTA: Got you.

23

MS. MULLIGAN: Okay.

24

(Frank Trotta left the meeting.)

25

MS. MULLIGAN: Okay.

1

2

3

4

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6

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12

13

14

So previously we voted to have the Ronk Hub public hearing on May 18th at 1:00 in person because at that time we weren't sure if the virtual option was going to get extended and since we just voted to have the option -- to take that grace period option, this gives us the flexibility to have the May 18th meeting either virtually or in person or I'm sure we could still do -- we would have the option for a hybrid, so I just wanted to put it back to the membership to see if there's a preference of either in person or virtually -- electronically.

15

16

17

MS. SCHEIDT: I'd be grateful for electronic, but it's not -- I can do the other.

18

19

MS. MULLIGAN: Okay.

20

MR. POLLAKUSKY: I'm partial --

21

MR. GRUCCI: I would prefer electronic.

22

23

24

25

MR. BRAUN: I agree with you, Felix. I mean the one we did previously worked extremely well, it was coordinated very well by everyone and I think electronic is the way to go, unless somebody has a preference for

1

2

something else.

3

MR. CALLAHAN: No, electronic's fine.

4

5

6

7

MS. PAPROCKY: Lisa, did I hear you correctly that it would be at 1:00 because originally I thought it was 3:30, which is why I couldn't make it?

8

9

10

MS. MULLIGAN: It was originally at 3:30, but at our last meeting, there was some -- we had some conflicts.

11

MS. PAPROCKY: Yes.

12

13

14

15

16

17

MS. MULLIGAN: I mean you certainly were one of them, but we found out if we moved it to 1:00, which it's going to start at 1:00, but I think we're all going to have to be now on at like 12:30 just to make sure all the technology is running smoothly, but --

18

19

MS. PAPROCKY: How long do we anticipate it taking?

20

21

22

MS. MULLIGAN: I -- honestly, our last hearing I was ready for it to be, you know, like we'd be here till --

23

MR. BRAUN: Midnight.

24

25

MS. MULLIGAN: -- midnight. I even still have the snacks that Fred brought just

1

2 in case we got hungry and we were done in two
3 hours.

4 MR. BRAUN: Two, two and a half hours,
5 something like that.

6 MS. MULLIGAN: Yeah, so it wasn't bad
7 at all. So I don't expect it's going to be
8 very long, but I can't really predict.

9 MS. PAPROCKY: Okay. Well, I'm going
10 to do my best. I mean I can't walk out in the
11 middle of it, that would look bad.

12 I have a previous engagement that I
13 need to be probably by, I could push it to
14 four, so that gives one to four, three hours I
15 could give you.

16 MR. BRAUN: We should be done by four
17 and if you can't, you can't as long as we have
18 a quorum remaining to be able to close the
19 hearing.

20 MS. PAPROCKY: I can leave.

21 MS. MULLIGAN: Okay. Yeah.

22 MS. PAPROCKY: I'll put it in my book
23 then.

24 MS. MULLIGAN: I suspect that we will
25 be done by four, but, you know, knocking on

1

2 wood, famous last words. I don't want to say
3 for sure.

4 MS. PAPROCKY: Okay.

5 MR. BRAUN: Unless Annette feels
6 differently, I think we have a consensus that
7 we're going to do it virtually; if she thinks
8 we need a resolution, we'll do it.

9 Annette?

10 MS. EADERESTO: Yes. Please do a
11 resolution.

12 MR. BRAUN: Okay.

13 Somebody care to move it then?

14 MS. PAPROCKY: So moved.

15 MR. GRUCCI: I move the resolution.

16 MR. BRAUN: Thank you.

17 MS. PAPROCKY: Second it.

18 MS. MULLIGAN: Thank you, Lenore.

19 MS. PAPROCKY: On the vote then,

20 Mr. Callahan?

21 MR. CALLAHAN: Yes.

22 MR. BRAUN: Mr. Grucci?

23 MR. GRUCCI: Yes.

24 MR. BRAUN: Ms. Paprocky?

25 MS. PAPROCKY: 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

(No response.)

8

(Inaudible comments.)

9

MS. MULLIGAN: He abstained.

10

MR. BRAUN: Excuse me again.

11

Mr. Braun votes yes.

12

The motion carries.

13

MS. MULLIGAN: Okay.

14

MS. LINSE: I just emailed Frank.

15

MR. BRAUN: Somebody let Frank know

16

that he can come back.

17

MS. MULLIGAN: Okay, thank you.

18

MR. POLLAKUSKY: Quick question, Lisa.

19

I'm just trying to figure out my

20

schedule for that day, it goes back to the

21

May 4th event; that's a breakfast at Top Golf?

22

MS. MULLIGAN: No. May 4th is our

23

board meeting.

24

MR. POLLAKUSKY: Okay. That will be

25

our board meeting in the morning.

1

2

MS. MULLIGAN: Yes, which we actually need to vote officially, at least right now it's just our LDC, I assume we're going to do the same thing for the IDA.

6

May 11th is the breakfast at Top Golf.

7

MR. POLLAKUSKY: Got it, okay.

8

MS. MULLIGAN: May 18th is the Ronk Hub public hearing.

9

10

MR. POLLAKUSKY: Right, which we just voted on, okay.

11

12

Just as far as that particular date goes --

13

14

MS. MULLIGAN: Which one?

15

MR. POLLAKUSKY: The 4th.

16

-- do we have the option to do that through Zoom?

17

18

MS. MULLIGAN: Yes.

19

MR. BRAUN: Yes.

20

MR. POLLAKUSKY: We do. Okay.

21

MS. MULLIGAN: That's what we just voted on right before this one, was the grace period option.

22

23

24

MR. POLLAKUSKY: Got it. Okay.

25

MS. MULLIGAN: My feeling or my thought

1

2

on this is that for -- I'm assuming that the

3

IDA is going to also do May 4th, let's go with

4

that for right now until we vote on it

5

officially, but May 4th will be virtual.

6

(Frank Trotta rejoined the meeting.)

7

MR. POLLAKUSKY: Okay.

8

MS. MULLIGAN: May 11th, as it's a

9

networking event, will be in person at Top

10

Golf and then May 18th --

11

MR. TROTTA: May 11th, what time is

12

May 11th?

13

MS. MULLIGAN: You know what, guys, I

14

apologize, we're going to have Brian from

15

Todd's team come in and join.

16

It is nine a.m.

17

MR. GRUCCI: Lisa, Jocelyn or someone

18

will send out the invitations for all of this

19

so we can calendar them?

20

MS. MULLIGAN: Yes, yes.

21

MR. TROTTA: Yeah, I won't be able to

22

be there.

23

MS. MULLIGAN: Which one, Frank?

24

MR. TROTTA: May 11th.

25

MS. MULLIGAN: Okay. That's fine.

1

2 It's a networking event. We would love to
3 have as many board members there as possible,
4 but I totally understand if you can't be
5 there. We had limited choices on dates and
6 that was the date that it seemed like there
7 was the most consensus around.

8 MS. PAPROCKY: Who are we networking
9 with besides ourselves?

10 MS. MULLIGAN: You don't want to just
11 hang out with us?

12 MS. PAPROCKY: Of course I do, but
13 that's besides the point.

14 MS. MULLIGAN: So when Brian does his
15 presentation in a couple of minutes, I think
16 we should ask the questions about that event
17 to Brian and honestly, we have a flyer, I just
18 got it this morning, so I need to review a
19 view things first before we send it around,
20 but if you have people you'd like to invite,
21 that would be awesome, but let's -- if you
22 don't mind, let's hold those just for a couple
23 of items and then we'll have Brian come in.

24 MS. PAPROCKY: Yup.

25 MS. MULLIGAN: Does anyone have any

1

2

other questions about scheduling and yes, we

3

will put things on your calendars once they're

4

all firmed up?

5

(No response.)

6

MS. MULLIGAN: Okay.

7

The next item on the agenda is the New

8

York State EDC sponsorship.

9

As we discussed in the LDC, the end of

10

May is the New York State EDC's annual

11

conference in Cooperstown. Fred will be

12

participating. Typically or historically we

13

have supported this event, historically we've

14

given 5,000, we received a request for them

15

for sponsorship.

16

Does anyone have any questions, would

17

you like to do this; you probably should

18

recuse?

19

MR. BRAUN: I'll abstain.

20

MS. MULLIGAN: Okay, you can abstain.

21

Okay, Fred's going to abstain.

22

MR. GRUCCI: I'll make a motion that we

23

contribute the same amount as we have in the

24

past.

25

MS. MULLIGAN: Thank you, Felix.

1

2

MR. POLLAKUSKY: Second.

3

4

MR. TROTTA: I'll second that -- oh,
sorry, Gary.

5

MR. POLLAKUSKY: That's okay.

6

MS. MULLIGAN: Who's the second?

7

MR. POLLAKUSKY: Myself.

8

9

MR. GRUCCI: I don't know, can you guys
hear me?

10

11

MS. MULLIGAN: Felix, I heard you make
the motion and Gary's doing the second?

12

MR. POLLAKUSKY: Yes.

13

MS. MULLIGAN: And then any questions?

14

(No response.)

15

MS. MULLIGAN: Okay.

16

On the vote, Lenore?

17

MS. PAPROCKY: Yes.

18

MS. MULLIGAN: Ann-Marie?

19

MS. SCHEIDT: Yes.

20

MS. MULLIGAN: Marty?

21

MR. CALLAHAN: Yes.

22

MR. BRAUN: Gary?

23

MR. POLLAKUSKY: Yes.

24

MS. MULLIGAN: Felix?

25

(No response.)

1

2

MS. MULLIGAN: Felix?

3

(No response.)

4

MR. BRAUN: He doesn't look muted.

5

6

MS. MULLIGAN: I don't think Felix can hear me all of a sudden. Okay. We still have enough votes.

7

8

Frank?

9

MR. TROTTA: Yes.

10

MS. MULLIGAN: Okay and --

11

MR. BRAUN: I will abstain.

12

MS. MULLIGAN: -- Fred is abstaining.

13

Okay. Thank you everybody.

14

15

The next item on the agenda is the LIBDC luncheon. Sorry, I'm just making a note.

16

17

LIBDC luncheon, this is something that we have done.

18

19

Felix just sent us a note that his sound went out and he can't hear anybody. All right.

20

21

22

MR. POLLAKUSKY: I think we just -- Felix, can you hear us?

23

24

MS. MULLIGAN: He can't, he just sent us a note to that effect.

25

1

2

MR. TROTTA: Maybe he's got to go out
and get back in.

3

4

MS. MULLIGAN: I'm going to send him a
text. All right, I can't spell.

5

6

Okay. So the next item, like I was
saying, is the New York -- LIBDC luncheon.
We've done this many years in the past. We
have it scheduled for June 21st at Stellas,
which is at the end of . . .

7

8

9

10

11

MR. BRAUN: Nicolls.

12

13

MS. MULLIGAN: Thank you, Nicolls, I
was not going to come up with that.

14

15

16

17

18

19

20

Typically we authorize a sponsorship up
to \$5,000. This year we've asked that
Brookhaven, Brookhaven Lab do a presentation
on Discovery Park, so that's going to be the
speaker, that will be the presentation, so I
just wanted to let everybody -- another thing
to put on your calendars, which we will add.

21

MR. TROTTA: Time?

22

23

MS. MULLIGAN: A luncheon. I don't
think we have --

24

MR. TROTTA: Okay, luncheon.

25

MS. MULLIGAN: -- a time exactly, but

1

2

lunch, so that's gonna -- we're gonna wait a little bit till we get the exact time that it starts so we're not moving stuff around on your calendars, but June 21st, lunch, Stellas and --

6

7

MR. BRAUN: He's a very entertaining speaker at Discovery Park, has been in the works there for a number of years. It will be nice to get an update as to what they're doing in Brookhaven National Lab.

10

11

12

Need a motion to that effect.

13

MR. TROTTA: Moved.

14

15

MS. SCHEIDT: So moved for my colleagues at Brookhaven.

16

MR. BRAUN: Thank you.

17

Any further questions?

18

19

MR. POLLAKUSKY: Is there an LIBDC conference in Montauk this year?

20

MS. MULLIGAN: Every year.

21

MR. POLLAKUSKY: Okay.

22

When is that?

23

MR. BRAUN: Little early for that.

24

MS. MULLIGAN: September.

25

MR. POLLAKUSKY: Oh, okay.

1

2

MR. BRAUN: We'll . . . the dates have
3 already been established, we don't have them,
4 but we'll give them to you at the next
5 meeting.

6

MR. POLLAKUSKY: Sounds good.

7

Thank you.

8

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

9

MR. TROTТА: Yes.

10

MR. BRAUN: Ms. Scheidt?

11

MS. SCHEIDT: Yes.

12

MR. BRAUN: Mr. Pollakusky?

13

MR. POLLAKUSKY: Yes.

14

MR. BRAUN: Ms. Paprocky?

15

MS. PAPROCKY: Yes.

16

MR. BRAUN: Mr. Grucci, if you can hear

17

us?

18

(No response.)

19

MR. BRAUN: If not, Mr. Callahan?

20

MR. CALLAHAN: Yes.

21

MR. BRAUN: Mr. Braun votes yes.

22

That motion carries.

23

MS. MULLIGAN: Thank you everyone.

24

The next item on the agenda is the May

25

meeting.

1

2

In the LDC, we voted to move the
meeting to May 4th.

3

4

(Inaudible comments.)

5

MR. TROTTA: He's either talking to
himself or to us.

6

7

MR. CALLAHAN: He heard you, Frank,
he's got a smile on his face.

8

9

MR. TROTTA: That's what I was looking
for, a reaction.

10

11

MS. MULLIGAN: He can hear us, but we
can't hear him.

12

13

MR. TROTTA: If I only knew sign
language.

14

15

MS. MULLIGAN: We're getting towards
the end.

16

17

MR. TROTTA: Do you need a motion to
move the IDA meeting to the 4th?

18

19

MS. MULLIGAN: Yes.

20

MR. BRAUN: Correct.

21

MS. MULLIGAN: That's exactly --

22

MR. TROTTA: I would make that motion.

23

MS. MULLIGAN: Thank you, Frank.

24

MR. BRAUN: Is there a second?

25

MS. PAPROCKY: Second.

1

2

MR. BRAUN: Thank you.

3

On the vote, Mr. Callahan?

4

MR. CALLAHAN: Yes.

5

MR. TROTTA: Oh, he can hear us.

6

7

MR. BRAUN: Mr. Grucci, if you can hear us, raise your hand.

8

(Mr. Grucci raised his hand.)

9

MR. BRAUN: Thank you.

10

Ms. Paprocky?

11

MS. PAPROCKY: 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

Motion carries.

20

MS. MULLIGAN: Okay.

21

So then the only other item on the

22

agenda, unless anybody has anything else, is a

23

presentation by Todd Shapiro Associates.

24

Joce, if you would bring Brian and Alan

25

in and part of what they're going to talk to

1

2

us about is the networking breakfast at Top

3

Golf that's scheduled for Wednesday, May 11th

4

at nine a.m.

5

MS. EADERESTO: I'm going to sign off.

6

Happy Easter to everybody and a Holy

7

Passover, also.

8

MS. MULLIGAN: Thank you, Annette, you,

9

too.

10

(Inaudible comments.)

11

(Annette Eaderesto left the meeting.)

12

MS. MULLIGAN: Brian, you're muted, if

13

you want to unmute and --

14

MR. FINNEGAN: I'm sorry, I was having

15

muting and stop video problems, but can

16

everybody see me now?

17

MS. MULLIGAN: Yes.

18

MR. TROTTA: We can.

19

MR. FINNEGAN: Good morning everyone,

20

thanks so much for having me.

21

All right. Shall I take it away, Lisa?

22

(No response.)

23

MR. FINNEGAN: Yeah? All right.

24

So in the interest of brevity without

25

getting into the minutia about social media, I

1

2 mentioned last time, we had a pretty at length
3 discussion about retargeting some other
4 metropolitan areas and broadening the audience
5 a little bit on Facebook specifically. Me and
6 Gary could talk about the LinkedIn offline,
7 but we actually had some pretty significant
8 success in that targeting.

9 I'm not talking in the hundreds, but,
10 you know, baby steps to grow. So we had 32
11 new page likes last month or over the past
12 month since last meeting. Our reach on
13 Facebook has gone up 122.5 percent. We had 98
14 unique new or 98 percent more unique page
15 views and a majority of that or about 60
16 percent of that makes up the 25 to 44 age
17 group. That's on the Facebook side.

18 As far as the testimonials, which we
19 also discussed, if Alan would like to jump in,
20 he can as well, but we've received commitments
21 from four separate former projects of the IDA,
22 we're just finalizing dates and once we get
23 those dates, you know, some individuals are
24 more inclined to videotape themselves or you
25 know, selfie camera themselves with a

1

2

testimonial or something along those lines

3

than others, so we're seeking their preference

4

on whether they'd like me or someone else on

5

our team to go and do the video for them, so

6

that is in the works. We should probably have

7

some finished product to you over the next

8

week or so, you know, definitely by the end of

9

the month, but hopefully sooner than that.

10

We have a pending article in the

11

Brookhaven Messenger, which I believe it was

12

either Fred or Frank asked us to try to get a

13

411 style article about introducing the

14

Brookhaven IDA to the residents in a

15

digestible way, so the Brookhaven Messenger is

16

interested in doing that, we're working with

17

them and Lisa and Alan on our team and the

18

Brookhaven Messenger to publicize that and

19

third and finally to answer a couple of

20

questions that were posed earlier, so the Top

21

Golf business breakfast is a go. It's on

22

May 11th at nine a.m. It's open to everyone's

23

individual universes, but the people that we

24

will be targeting as per your direction, I

25

think it was in the February meeting, is

1

2

people in Nassau County, people of certain

3

industries that are compatible with the IDA,

4

the commercial real estate and other industry

5

and we're not going to be putting it out

6

specifically or exclusively to the audience

7

that has been there in the past in the

8

interest of bringing in new faces and

9

interacting, you know, with new, you know,

10

people that might have not had so much

11

exposure in the past to the Brookhaven IDA.

12

So that's our goal. Given that we are

13

now two days short of a month away from that,

14

we're going to kick it into high gear, do some

15

direct targeting via email with invitations.

16

We'll on our side set up an R.S.V.P. sheet so

17

that their contact information is saved and we

18

could always revisit.

19

If there was someone there that was of

20

particular intrigue or of, you know, that

21

could forge a fruitful, you know, working

22

relationship between the IDA and also their

23

industry or their company, we can share that

24

information and go through and try to build

25

relationships off of that.

1

2

So that is kind of -- that kind of puts a bow on what we have without getting too much into the minor details because I know everybody's time is valuable and I could be long-winded.

3

4

5

6

7

MR. TROTTA: Sounds good, Brian.

8

9

MS. MULLIGAN: Does anybody have any questions?

10

(No response.)

11

MR. BRAUN: Questions for Brian?

12

MR. TROTTA: No.

13

You made some progress. That's good, Brian.

14

15

MR. FINNEGAN: Thank you, thank you.

16

And I got to thank Gary, we're going to have a really robust LinkedIn revival per se. I mean, you know, I've had some internal discussions, I'm had some discussions with Gary, who shared some valuable insight and you know, we're set, laying the groundwork per se for some real growth there and at the very least, some real content, so as of the -- you know, in the coming days I'll be in touch with everyone, I'm going to propose to Lisa an

17

18

19

20

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2 action plan for that and that can be discussed
3 when we're offline.

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MR. BRAUN: Frank, we have just a
5 couple of tweaks to that article that Brian
6 has put together for the Messenger, we'll
7 probably finish that up today and it should be
8 ready to go.

9

MS. MULLIGAN: Yeah, Amy did a good
10 review of it and had some feedback on it.

11

MR. FINNEGAN: Yeah and kudos to Alan,
12 Alan did a lot of the structural work on that,
13 so I think it looked good as a first working
14 draft, so when we submit it, we will submit
15 it.

16

MR. BRAUN: Anything else for Brian or
17 Brian for us?

18

(No response.)

19

MR. BRAUN: All right. Hearing none,
20 thank you very much.

21

MR. FINNEGAN: All right, thank you, I
22 appreciate everybody's time.

23

MR. POLLAKUSKY: Thank you.

24

MS. MULLIGAN: Thank you.

25

MR. BRAUN: Lisa, do you have anything

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2 else?

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MS. MULLIGAN: I don't have anything

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else.

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MR. BRAUN: If no one has anything

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else, I'll entertain a motion to adjourn.

7

MR. TROTTA: Motion, Mr. Chairman.

8

MR. BRAUN: Second?

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MS. SCHEIDT: Second.

10

MR. BRAUN: Thank you.

11

On the vote, Mr. Callahan?

12

MR. CALLAHAN: Yes.

13

MR. BRAUN: Mr. Grucci?

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(Felix Grucci raises his hand.)

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MS. MULLIGAN: He's raising his hand to

16

indicate yes.

17

MR. BRAUN: Ms. Paprocky?

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MS. PAPROCKY: Yes.

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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?

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MR. TROTTA: Yes.

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MR. BRAUN: Mr. Braun votes yes.

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The motion (sic) is adjourned.

(Time noted: 10:04 a.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