TOWN OF BROOKHAVEN

INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING

HELD BY ZOOM VIDEOCONFERENCE

May 19, 2021
11:28 a.m.

TRANSCRIPT OF PROCEEDINGS

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APPEARANCES:

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

ALSO PRESENT:
LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER
LORI J. LaPONTE, CHIEF FINANCIAL OFFICER
JOCELYN LINSE, EXECUTIVE ASSISTANT
TERRI ALKON, 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 11:28 and we will open the meeting of the Industrial Development Agency. A quorum is present.

The minutes of our meeting of April 21st have been circulated to everyone, all 106 pages; I hope you slept well last night.

A motion to accept those, please.

MR. POLLAKUSKY: So moved.

MR. BRAUN: Second?

MR. GRUCCI: Second.

MR. BRAUN: Any questions, clarifications on those minutes?

(No response.)

MR. BRAUN: Hearing none, 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.

Lori.

MS. LaPONTE: Okay.

Included in your package is the operating results for the IDA for the three months ended March 31st. I don't know if you want to throw it up there, Lisa.

MS. MULLIGAN: Yeah, I am.

MS. LaPONTE: Okay.

So for the month of March, we had some closings to the tune of 551,000. That was the Amneal, NM, the Port Jeff Crossing and Visiontron.

As far as the other costs and expenses, they were in line with our estimates and currently the budget that is presented in this format is the old budget because it has the annual budget down all the way on the right-hand side, so we will be updating it once we amend the budget formally. So that whole column will be updated.

Are there any questions on the financial results year to date for the month of March versus budget?
(No response.)

MR. BRAUN: Hearing none, a motion to accept Lori's report?

MR. POLLAKUSKY: So moved.

MR. BRAUN: Second?

MR. TROTTA: Second.

MS. SCHEIDT: Second.

MR. BRAUN: 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, the report is accepted.

MS. LaPONTE: Okay.

Also included in the packet is the budget amendments for 2021. That was reviewed with the Finance Committee.

Were there any --
MR. BRAUN: There was a recommendation of the Finance Committee to recommend to this board the budget, the amended budget, for 2021 which shows -- if you don't mind, Lori, I'll do it quick -- total projected revenues of a million 319 and expected to match that of a million 319 and a zero bottom line.

That is the recommendation of the Finance Committee. Entertain a motion for the board to accept that.

MR. TROTTA: Motion.

MR. BRAUN: Thank you.

Second?

MR. POLLAKUSKY: 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 and that motion is carried.

I think we talked enough about banking for one morning. We will be back to you with our recommendations in June.

So, Lisa, I'll turn it back to you.

MS. MULLIGAN: Okay.

We have two applications on the agenda. The first is for an application that was shared with the board members in your packets for the Selden Commercial Subtenant, Tutor Time.

I don't think I see anybody in the attendees that's representing this project, but just to remind everyone, this is -- the Selden Commercial project is the sports arena on the corner of 83 and 25, it's on the northeast corner. This is a project that we did, I'm going to say like maybe six years ago. It was an existing building and there was a day care preexisting in the facility and when we did this project, we grandfathered in the day care and we carved out the other retail space because they were vacant space
not currently operating. I'm assuming it was due to COVID, although that's an assumption on my part, that the former day care went out of the facility and now they have a new day care, it's Tutor Time that's proposed to go into this facility in the exact same space that the old one was in.

In speaking with Bill, I think that the only reason we were able to support the old Tutor Time was because it was grandfathered in and if we were going to have a new Tutor Time, new day care go in as a new retail establishment, we would have to further carve the PILOT to exclude the space that the Tutor Time would be going into.

Bill, do you have --

MR. WEIR: Yeah.

So this is an indoor soccer facility; they probably do lacrosse as well. It's also one that's had numerous defaults there and they've been before the board many times.

When we did this project, the retail prohibitions had expired, but we also said that this would be treated under two
exceptions, one providing services had those retail prohibitions been in place, it could be under two separate categories, one, we could have been one of the exceptions for retail for the sports part of it as providing goods and services not otherwise readily available, we had a feasibility study showing there were a lack of indoor soccer and lacrosse, such indoor sports facilities in the Town.

The other way you could have classified this was as a recreational facility, which includes facilities of this nature that are open to the public.

The concern we have and again, the retail prohibitions are back in place, are that you can't be -- not more than one third of the total project cost can be used for retail. I don't remember what the square footage of this is compared to the total square footage, so I don't know if it's less than one third or not. I think it is, but I can't swear to it.

MR. GRUCCI: I'm unclear what it is that we're being --
MR. WEIR: So when a new tenant is coming into an IDA project, you have to approve that tenant, so . . .

MR. GRUCCI: Is it affecting any of the PILOT payments or obligations on behalf of --

MR. WEIR: If it's less than one third of the total project cost, it would not. If it's more than one third and we kind of used the safe harbor of if it's less than 30 percent of the square footage, we assume it would be less than one third of the total project costs.

MS. MULLIGAN: Bill, how do we come up -- is it the square footage of the entire building or the square footage of the --

MR. WEIR: You would look at the square footage of the entire building and the square footage of Tutor Time and figure out how much --

MS. MULLIGAN: Do we have to carve out the other space that we already carved out when we look -- I'll just put it this way, the whole building is 62,500 square feet. All Star Arena is 51,550 square feet and the Tutor
Time is proposed to go into 10,881 square feet.

MR. WEIR: So if you just did the All Star, this would be 20 percent, so you're less than was covered, so they would -- so the PILOT is covering 60,000 square feet.

MS. MULLIGAN: No. It's less than that because we carved out --

MR. WEIR: Yeah, but you just said 51,000 for All Star sports and 10,000 --

MS. MULLIGAN: Okay.

MR. WEIR: So of 60,000 square feet, this would be roughly 1/6 of it.

MR. GRUCCI: So the benefits then are only being applied to the day care?

MS. MULLIGAN: Felix, would you say that again?

MR. GRUCCI: The benefits that we offered in the past that this new Tutor Time wants to take advantage of is only for the Tutor Time, it's not for the soccer fields?

MS. MULLIGAN: No, it is for the soccer fields.

MR. GRUCCI: Not for the Tutor Time?
MS. MULLIGAN: And the Tutor Time, we grandfathered them in because they were already existing in the building and then we went back and we carved out the cross-fit and restaurant space.

MR. CALLAHAN: So we're not giving benefits, though, to Tutor Time, we're giving benefits to the landlord of the complex, correct?

MR. GRUCCI: Correct.

MS. MULLIGAN: Yes.

MR. WEIR: But if this were to put them over . . . I mean the other issue you always have to worry about is, you know, the liability associated with a day care, is it higher than cross-fit, I don't know -- I mean higher than the soccer facility?

MR. CALLAHAN: I wouldn't think so.

MR. WEIR: Yeah.

I mean the IDA did finance with bonds years ago a day care center at SUNY Stony Brook, so we've done them in the past.

MS. MULLIGAN: And NIS.

MR. WEIR: Yup. Well, that's a school
for disabled children, that's different.

MS. MULLIGAN: Yeah.

MS. LaPONTE: Alternatives for Ed?

MR. WEIR: From what you said, Lisa, it sounds like this would fit -- it's less than one third of the total project cost, so I don't think we have to do a carve-out if you want to approve it.

MS. MULLIGAN: The question remains, is this something that we want to support, that's just the question.

MS. SCHEIDT: Yes.

MR. GRUCCI: What are we being asked to do, to accept an application?

MR. BRAUN: For a subtenant.

MR. WEIR: To approve a subtenant in that facility, which will be Tutor Time Day Care.

MR. BRAUN: There was one there before.

MR. GRUCCI: I would make that motion.

MR. BRAUN: Thank you.

Second?

MR. CALLAHAN: I'll second.

MR. BRAUN: Any other questions for
Bill or Lisa?

(No response.)

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, the motion carries, the application is accepted.

MS. MULLIGAN: Thank you.

The next item on the agenda is 44 Ramsey, LLC.

This is a facility located at 44 Ramsey Road, also the name of the LLC. Currently Frank Lowe Rubber & Gasket is operating out of there and that is an IDA project. Warco is the current real estate holding company. The application in front of the board is a proposal to . . . is a proposal for Warco to
sell the real estate -- sell the real estate, 44 Ramsey Road, to 44 Ramsey, LLC. It's a $9.25 million project. There's no new benefits and Frank Lowe will remain and continue to provide the agreed upon employees. So -- in Shirley, I didn't say it was in Shirley.

MR. BRAUN: There are existing benefits that are still there?

MS. MULLIGAN: Yes.

MR. BRAUN: How far out do they go; do we know?

MS. MULLIGAN: We do, we do. Give me one second. I feel like there's a few more years left on this project.

MR. BRAUN: As I recall, Frank Lowe has struggled a little bit the last couple of years. They'll remain in the building with the new owner and its employees. It will benefit everybody that there will be increased employees in the facility.

MS. MULLIGAN: No, I don't think the employees are going to change at all, I think it's going to remain the same.
Did I misunderstand what you just said?

MR. BRAUN: Yeah, but Frank Lowe -- the new company's coming in.

MS. MULLIGAN: No, Frank Lowe is staying. They're there already.

MR. BRAUN: But there's a new company.

MS. MULLIGAN: Well, it's just a real estate holding company.

MR. BRAUN: They're not bringing any employees?

MS. MULLIGAN: No.

MR. BRAUN: My apologies.

MR. WEIR: This is basically, Fred, a lease back for Frank Lowe.

MR. BRAUN: Right.

MS. MULLIGAN: And Frank Lowe's PILOT expires 2023-2024, so there's a few more years of PILOT; not that many, though.

MR. BRAUN: Need a motion to accept the application for 44 Ramsey, LLC.

MR. TROTTA: Motion.

MR. BRAUN: Second?

(No response.)

MR. BRAUN: Is there a second?
MR. GRUCCI: Second.

MS. SCHEIDT: Second.

MR. CALLAHAN: 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 votes yes, the motion carries.

MS. MULLIGAN: Okay.

We have a number of requests that came in recently.

One Corporate Drive, that's the Holtsville industrial project in Holtsville. They asked for an extension of their completion date to November 30th of 2021. They're predominantly done. They don't need any more sales tax and they are just running
into some issues finalizing their CO.

MR. BRAUN: The operating company, Lisa, is?

MS. MULLIGAN: It's a multi-tenant, so there's a bunch of small subtenants in there.

MR. BRAUN: So you want to extend --

MR. CALLAHAN: The old IRS building?

MS. MULLIGAN: Yes.

The request is to extend it to November 30, 2021. They thought that that would be sufficient time.

MR. BRAUN: This is (inaudible), correct?

MS. MULLIGAN: Yes.

MR. TROTTA: What problems are they having with CO's?

MR. BRAUN: They had a problem with a tenant who was storing some material there --

MS. MULLIGAN: Oh, yeah, I forgot about that.

MR. BRAUN: -- where the fire marshal got all bent out of shape, rightfully so.

MR. TROTTA: Got you.

MR. BRAUN: I don't know whether that's
been resolved.

MS. MULLIGAN: That's been resolved and then there was a little bit of confusion in the building department, whether an inspection, a final inspection, had been done or not. There was confirmation that it had been done on one unit, but then there was question if it had been on the other unit, so all of that is getting finalized and figured out and if Jim were here, he could give you much more detail on it, but . . . so that we didn't -- it's really just a housekeeping issue because we didn't want them to -- their completion date has expired and so we just wanted to have it clean and straight to give them enough time to get everything in order.

MR. TROTTA: Yeah.

My only -- the reason I asked all of that was because November 30th seems like a long time to, you know.

MS. MULLIGAN: I don't think it's actually going to take till November 30th, but it was a six-month window and we thought six months was kind of -- they can complete
tomorrow and we're covered and we're good, but rather than give them 30 days and then have to come back and give them another 30 days, it just seemed like --

MR. TROTTA: Yeah, no, I understand, I got it now. It takes me a little while, Lisa, but I'm getting there.

MR. BRAUN: Thank you.

You care to make the motion then?

MR. TROTTA: Yeah, absolutely, thank you.

MR. BRAUN: Thank you.

Second?

MR. POLLAKUSKY: 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.

MS. MULLIGAN: Okay. Thank you.

The next item on the agenda is for HSRE-EB Mount Sinai's request. You're going to see a theme in the next couple of requests. They are requesting an extension of their completion date and their sales tax exemption to August 9, 2021. Actually both HSRE-EB Mount Sinai and EB Mount Sinai have requested the same thing, we can take them one at a time or take them together, they are two separate projects, so same thing again.

MR. BRAUN: I think we need to take them --

MS. MULLIGAN: Separate.

MR. BRAUN: -- separate.

MS. MULLIGAN: Yeah, okay.

So HSRE-EB Mount Sinai, extending their completion date and their sales tax exemption. They're not asking for any new allocation, just the time period that they're available, they have available to use it.

MR. TROTTA: Do we know why?

MS. MULLIGAN: For them? I think they
just had -- I think things have just taken
longer, I think we could probably blame
COVID, everything's just taking longer.

You know, if you notice, we've got one,
two, three, four, five of these in a row.

MR. TROTTA: Yeah. Okay.

MR. BRAUN: Frank, I think the answer
there is the actual completion. The projects
have been completed, it's just that living is
being occupied, as are the rental units, but I
think this covers them for additional
furniture and other items that would go into
those two projects.

MR. TROTTA: Okay. Thank you.

MR. BRAUN: But we'll take them
separately.

Motion on HSRE-EB Mount Sinai?

(No response.)

MR. BRAUN: I'll make the motion.

Is there a second?

MR. TROTTA: Second.

MR. BRAUN: Thank you, Frank.

Mr. Callahan?

MR. CALLAHAN: Yes.
MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes, motion carries.

And on the other half of the project, EB Mount Sinai, same situation, to extend it to August 9th. Motion?

MR. CALLAHAN: So moved.

MR. BRAUN: Thank you.

Second?

MS. SCHEIDT: 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, that motion carries.

MS. MULLIGAN: Okay. Thank you.

The next item on the agenda is for the AVR Yaphank Hotel and Loft. They are requesting an extension of their completion date and sales tax exemption to September 30th of 2020 (sic). They are not requesting any new sales tax.

Their issue is that although they were given . . . oh, no, I'm sorry, I'm mixing up my projects. This is just a straight request for additional time.

MR. BRAUN: Lisa, I'll correct you and say it's to 2021.

MS. MULLIGAN: 2021. That's what I have written down.

MR. TROTTA: Can you refresh me, what is the project?

MS. MULLIGAN: Oh, AVR Yaphank Hotel
and Loft, it's a project in -- on the northwest corner of William Floyd and the Expressway.

MR. TROTTA: Okay.

MS. MULLIGAN: We've had a series of projects in that complex. There's housing, there's an assisted living, this one is housing, it's rental that we've supported and this is the hotel. They're also doing some ownership units and there's also retail going in, which is under construction, it's pretty far along right now. But this is just the hotel and the loft units.

MR. TROTTA: Okay.

MR. BRAUN: And as described before, we are not part of that retail project.

MS. MULLIGAN: Right.

MR. BRAUN: The biggest piece of which is a huge Walmart facility.

MS. MULLIGAN: It's dramatic to see it under construction.

MR. BRAUN: So a motion for AVR Hotel and Loft, please.

MR. GRUCCI: So moved.
MR. POLLAKUSKY: Seconded.

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, that motion carries.

MS. MULLIGAN: Okay.

The next item on the agenda is from Overbay, which to remind everybody -- sorry, I forgot to do that on the last one, thank you, Frank -- is a project in Port Jefferson Village. It's a housing project in Port Jefferson Village in the downtown area. They are requesting an extension of their completion date and their sales tax exemption, they're not asking for any new money, just the date, also to September 30, 2021.
MR. BRAUN: This is Jimmy Tsunis' project, it's next to the Tritec, the large Tritec complex. I went by it on Monday. There's a rental sign up, but I think they got a ways to go before they're going to get this done.

What's the date, Lisa?

MS. MULLIGAN: They asked for September 30, 2021.

MR. BRAUN: I would tell them September 30th. I think for this board, we ought to make it December because I'm not sure they'll get done by September.

MS. MULLIGAN: Okay. We can do, you know, they asked for September 30th, we can push all of them to December 30th if that's what the board wants, December 31st.

MR. BRAUN: Yeah. Let's do it for this one only.

MS. MULLIGAN: Okay.

MR. BRAUN: Motion, please.

MR. TROTTA: Motion.

MR. BRAUN: Thank you, Frank.

Second?
MR. GRUCCI:  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.

MS. MULLIGAN:  Okay.

MR. BRAUN:  I think the next item may be the most interesting one on today's agenda.

MS. MULLIGAN:  So I didn't know exactly how to phrase this on the agenda, so I just put lease/purchase building.

So we find ourselves in a situation where the space on the other side of our space at Town Hall is being remodeled and while that's going on, I was thinking that we should make some decisions about our space, our
location, I guess maybe our future, I don't want to be dramatic, but right now we have a fake wall that's the border of our space, you could climb over it if you were so inclined, you could easily knock it down.

While they're remodeling that space, I figured if we were -- if they're remodeling that, maybe we should do some work on our space and at minimum what I suggest is that we build a true wall so it's not something somebody could climb over or knock down and build an office for Lori. We have some space over there that's effectively storage, so we could turn that into -- you know, put up some walls and make that an office for Lori so that she could have some privacy, be able to secure things a little bit more, so I was thinking about that, but I don't think that we should invest in space that we A, don't have a lease to and B is, you know, has some limitations.

So I spoke to the Supervisor's office. They told me that if we wanted a lease, that they would certainly put together a lease for us, so we have that as an option, but in
thinking about that, it got me wondering if maybe we should consider moving into our own space, buying something outside of Town Hall and setting up our own offices.

The tie that kept us close to Town Hall has thinned a little bit since none of us are Town employees any longer, so I kind of put it out there for everybody for a discussion, should we explore buying something and coming up with our own headquarters, maybe that's a little bit . . .

MR. BRAUN: One of the reasons for this, too, as it goes back to the discussion we had with the LDC and the comments made by the comptroller's office is that our fund balance might be exposed in the future. As Lisa said, we've got a number of options. If we get into a formal lease agreement here, we wouldn't invest money here without that lease agreement and you know, long enough period of time with perhaps some options for the future. There's a lot of things we could do to make this office look a bit more professional or we might want to look on the outside.
Lisa's been looking around for the better part of three or four months.

Last Friday, Lisa, Marty and I looked at space at the Teachers Federal building on County Road 83 just north of the McDonald's. That building has been condoed for the past couple of years. The fifth floor, which is 10,000 square feet, we think, we don't have the information yet, we don't have the book, we don't have a lot of information, but that it is either one or two condo units, we're not sure.

We have about 2,500 square feet here today; do we need 10,000 square feet, absolutely not. Could we use 5,000 square feet with a decent conference room and some other amenities, perhaps.

It's much too early to get into a lot of details because we don't have the details yet. It would be easy, I mean for many years I have felt that and I may be singular in this, it's nice to be in Town Hall and have all of the departments here at our fingertips, so to speak. That's not too far away, it's
probably a mile and a half down the road at most.

Again, this is very early discussion, although we may have mentioned it in the past. Hopefully by the June meeting we will have some information about that facility.

I would tell you the building is attractive, there's a lot of activity with Teachers in that building. They're under a lease, they do not own it. I don't think they own their own condo unit, I think they're leasing from somebody who does own that condo unit and this is just preliminary throwing some spaghetti against the wall, so to speak.

MS. SCHEIDT: I think it's great to look.

MR. CALLAHAN: Yeah.

MS. SCHEIDT: Yeah.

MR. BRAUN: Frank, Felix, thoughts?

MR. TROTTA: I mean there is an advantage to working, you know, you're close to the other departments, but, you know, you're in . . . you're reviewing things now, bring back some information and you know, we
can take it further.

        MS. MULLIGAN: The only thing that --
        MR. TROTTA: I mean what's the
        negative, the negative is you're away from
        other departments, yes? Anything else?

        MR. BRAUN: We could be committing, you
        know, somewhere between a million and million
        and a half as a purchase out of our fund
        balance.

        MS. MULLIGAN: There's also, there's
        things that the Town supports us in right now;
        we would have to have, you know, phones, IT,
        things like that that right now we just
        piggyback off the Town, so there would be some
        added expense.

        I think as far as being away from the
        other departments, I think if COVID has taught
        us anything is that there's ways to interact
        from a distance, so I don't know that that
        would necessarily be --

        MR. TROTTA: As negative of a
        situation.

        MR. BRAUN: We would have to purchase
        furniture and fixtures, much of which appears
to be abandoned or for sale in that building at a fairly low cost. Again, details to follow.

MR. TROTTA: Do other IDA's, are they in private buildings of their own, is that a common thing?

MR. WEIR: There are a number of IDA's who do not meet within the municipal buildings.

You know, for example, Niagara County IDA built -- they built a brand new spec building that they built, they occupy about 20 percent of the building and the other 80 percent or 75 percent they lease out as incubator space for small businesses.

MS. EADERESTO: Excuse me, Bill. I have to go to another meeting, sorry guys.

MS. MULLIGAN: That's okay, Annette.

MS. EADERESTO: Bye everybody. (Annette Eaderesto left the meeting.)

MR. WEIR: Riverhead IDA rents space in an office complex on Main Street in Riverhead, they do not meet in Town Hall.
MR. TROTTO: Anybody else on the Island; do you know?

MR. WEIR: I'm just trying to think.

I don't know where Babylon . . .

Babylon IDA used to be in Town Hall, I just don't know where they are now.

Howard, do you know that?

(No response.)

MR. WEIR: Hempstead IDA meets in Town Hall, their office is in Town Hall. Nassau County's in the County office building. Islip, which is clearly everyone in Islip IDA and LDC are Town employees, they actually meet in satellite space owned by the Town, but they're not in Town Hall, they're across the street, they're across the parking lot from Town Hall.

I'm just trying to think other IDA's.

(Pause.)

MS. MULLIGAN: I don't know where Glen Cove is.

MR. WEIR: I don't know, for some reason I thought they were not in City Hall.

Suffolk IDA used to be in an office
building on Vets Highway, but starting about
1985, they moved into the H. Lee Dennison
Building and they're kind of shoehorned in.
They looked for years, you know, whether or
not they should move out or not, so . . .

MR. TROTTA: It's an expand.
MR. WEIR: Yeah, it's an expand and
then, you know, I know Dutchess -- you know,
Westchester County meets in -- their offices
are in the County office building. Dutchess
County IDA and LDC, they have a condo, I
believe it's a condo that they bought that
they lease that's, you know, probably five
miles away from the County executive building,
so there's a mixed bag.

MR. POLLAKUSKY: I'd love a
cost-benefit analysis on this from you guys.
To me, I mean there's a reason that the
IDA was located in the proximity of the
municipality as it serves our Town and at the
pleasure of that board. I'm just curious as
to the advantages that would give us to be
externally located.

MS. MULLIGAN: Well, I think one of the
considerations is the comments that OSC made
to us.

MR. WEIR: Yeah.

MS. SCHEIDT: Yes.

MR. CALLAHAN: They're going to take
your money.

MR. GRUCCI: They would take our money
if we had nothing else to do with it.

I'm going to start off by saying I
think this is outside our wheelhouse. We're
not a corporation, we're not a business type
of an operation, we're an agency and you're
talking about a million and a half dollar
investment plus and that's going to require
management, it's going to require other things
than what we're currently under -- what we're
currently doing now.

I could think of a lot better use for
that million and a half dollars than for us to
be able to say we own our own building to
shield our money from being viewed by others.
I would prefer to see us either expand our
footprint where we are, if that's possible or
maybe inside the complex there's more space
available for us, you know, in a different floor or a different location. But to jump into a million and a half dollar purchase plus all the sundry items that are needed I think is not a good investment for us.

MS. SCHEIDT: But it would be an investment that we would control and we have no control over the space that we are renting in Town Hall.

Wouldn't it become an asset, wouldn't it become a capital asset for us?

MR. GRUCCI: But who's the asset to; it's not to us individually obviously?

MS. SCHEIDT: No, certainly not, but that's not what we're talking about.

MR. GRUCCI: I understand.

MS. SCHEIDT: It would be an asset for the agency.

MR. BRAUN: Felix, you know, this is very preliminary. We will have a lot more information in the future.

The alternative clearly, we have a very attractive lease here with the support of other units within the Town and we can clearly
spend some money here, make this office look considerably more professional.

    MS. MULLIGAN: And function better.

    MR. BRAUN: Yeah, in a lot of different ways, so let me just draw a conclusion, say to be continued.

    MR. GRUCCI: Fair enough.

    MS. MULLIGAN: Okay.

    So --

    MS. SCHEIDT: Good for thinking outside the box, Lisa.

    MS. MULLIGAN: We're just trying to keep an eye on things. You don't know if you don't ask.

The next item on the agenda is the Human Resources RFP that I sent out, I'm going to say like maybe end of March. We got three responses and I got a couple of just no response and I got a couple of thank you, but no thanks.

    I felt -- at first I only got two responses and I felt a little bit like that wasn't enough. I pushed a couple of people and I got another -- I got a follow-up
response and I have subsequently got --
received a few more leads. I'm waiting on
somebody else who told me they have two other
companies that they think would be a good fit
for us to explore.

So as it stands right now, we have
three responses to that RFP and if the board
is agreeable, I'm going to wait a little bit
longer to get the other two leads and then
reach out to those four companies -- I think
it's going to be four, might be five, maybe it
will be three -- and see if I can get any more
RFP's before we review the ones that we have
and make a decision.

MR. CALLAHAN: That makes sense.

MR. BRAUN: And this is to put together
policies and procedures, a handbook, now that
we have been cast aside.

MR. TROTTA: How do we do payroll?

MS. MULLIGAN: Lori's waving to you.

MS. LaPONTE: I do QuickBooks, I do it,
QuickBooks.

MR. TROTTA: We're doing it, yeah,
okay.
MS. MULLIGAN: And we have a system where I approve . . . Lori processes, I approve, so we have --

MR. TROTTA: I didn't think about it until this conversation. Okay.

MR. BRAUN: Okay.

MS. MULLIGAN: Okay.

So that's, as Fred said, to be continued as well and I will bring an update. Board assessments is the next item on the agenda.

MR. BRAUN: I think we've discussed that in the LDC and basically it's the same concerns or questions there for the IDA, so unless someone has a question, we'll move on.

MR. TROTTA: I think we beat that one.

MR. CALLAHAN: I think we did, too.

MR. BRAUN: I think we did, too.

MS. MULLIGAN: And just the last item -- actually, I have two because I just want to bring up a question, but the -- I've been working with Annette's office to put together an inter-municipal agreement between us and the Town of Brookhaven. It was
included in your packets. I just need you
guys to give me permission to sign it.

What it basically says is that when we
do work that's Town Economic Development work,
the Town will reimburse us for those hours at
a rate of a hundred dollars an hour and I
think it's capped at $35,000 a year, don't
quote me on that, I'm pretty sure it was
35,000, so what we've been doing is as we do
something that's a Town function, not an IDA,
not an LDC function, we denote it and once
this is finalized, we will bill the Town and
going forward, we will continue to bill the
Town for services we provide for them.

MR. TROTTA: I think it's good. I
think a hundred dollars an hour is cheap, but
I think we beat that horse, too, a while ago,
so, you know . . .

MR. BRAUN: I don't think we need a
resolution, do we?

MS. MULLIGAN: No, we need a resolution
because I need to sign it, yeah.

MR. BRAUN: Okay.

MS. SCHEIDT: So moved.
MR. CALLAHAN: Second.

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

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.

Thank you.

MS. MULLIGAN: So the only two other things that I just want to mention is I want to remind everybody that we are being honored on June 4th, I think is the date, I apologize, but I know it's at four p.m., so maybe it's actually June 3rd at four p.m. for the LIBDC -- yup, it's June 3rd at four p.m. for the LIBDC award. If anybody has not yet responded to Joce that they want to attend, we have to secure . . . I mean we have seats, but we have to secure it by giving -- getting a
personalized log-in, I guess, for each of you, so if you want to attend, it's virtual and the other thing is on June 30th, we are sponsoring the LIBDC luncheon at Stellas in Blue Point and I got confirmation this morning that Sunrise Wind is going to be the presenter, so they're going to talk about their project, which I think is an interesting one. I think people are just going to be excited to get together and network, but I think that that's also going to be a draw as far as having them tell about that project. So that is June 30th at noon, 12 or 12:30. Again, if you're interested in attending and you have not already told Joce, please let her know. I think we have a couple of seats available still and we could always get more seats if more people want to attend and Bill threw out a possible suggestion that instead of having our meeting on June 16th, that maybe we move our meeting to the morning of June 30th and then just have our board meeting that day and then continue onto the luncheon. I don't know if the restaurant would allow us to use space,
but we could always meet here at like, you
know, let's say 9:30 and then -- or 10:00, I
don't know if we'd enough time for 10:00 and
then go over to the luncheon, so I . . . that
as a discussion point.

MS. SCHEIDT: Excellent idea, Bill; if
we have it at the restaurant, can we get
breakfast there, too?

MR. WEIR: Yeah.

MS. MULLIGAN: I suspect that they
don't open until about 11, so I'm not sure
that that's realistic, but we could certainly
meet at Town Hall and then caravan or just
drive.

MR. WEIR: Okay.

MR. BRAUN: Okay.

MR. TROTTA: So we're going to make the
meeting on the 30th?

MR. BRAUN: Well, we'll consider it,
we'll let you know with plenty of time.

MS. SCHEIDT: Okay.

MR. BRAUN: Unless we want to establish
it now.

MS. SCHEIDT: Sure, why not?
MR. TROTTA: Any objections?

MR. BRAUN: No. Depending on what's going on, maybe we'll waive the July meeting. We'll see.

MR. TROTTA: Okay.

MR. BRAUN: We used to skip the summer.

MS. MULLIGAN: Yeah. A long time ago we used to skip the summer meetings, but . . . and we still are in -- we're working on having that -- doing the bus trip again.

MR. TROTTA: Oh, good.

MR. CALLAHAN: Top Golf, Top Golf.

It's coming.

MR. BRAUN: A boat trip.

MS. MULLIGAN: I don't think Felix is paying attention, but I think Frank is excited.

MR. CALLAHAN: Frank, Top Golf.

MR. WEIR: Top Golf.

MS. MULLIGAN: I don't think we're going to do that in July, I think we're going push it a little bit back further so that we can visit the Top Golf facility; we want to make sure we give them enough time to actually
be open.

MR. CALLAHAN: Okay.

MR. TROTTA: Load up the clubs.

MR. CALLAHAN: Let's go.

MS. SCHEIDT: And later on we should visit the Sunrise Wind facility.

MR. WEIR: That's a boat trip. We can combine that with a deep sea fishing trip.

MR. CALLAHAN: You need the big boat for that one.

MS. MULLIGAN: So anybody who wants to attend either of those events, please make sure that you let Joce know and it sounds to me like we're moving the meeting to July 30th. I don't know, do we need a resolution to do that?

MR. BRAUN: You don't.

MS. MULLIGAN: All right.

MR. GRUCCI: July 30th?

MS. SCHEIDT: June 30th.

MS. MULLIGAN: I'm sorry, June. Thank you, Felix, June 30th.

MR. WEIR: We can do July 30th, too, if you want.
MS. MULLIGAN: We're going to miss the luncheon, but . . .

MS. SCHEIDT: That's my birthday.

MS. MULLIGAN: July 30th?

MS. SCHEIDT: Yeah.

MR. WEIR: Happy birthday.

MR. CALLAHAN: Happy birthday.

MS. MULLIGAN: I didn't know that, Ann-Marie; that's my boys' birthday.

MS. SCHEIDT: We can have a joint party.

MR. TROTTA: What time, ten?

MR. BRAUN: Well, I think we need either nine or 9:30.

MR. TROTTA: Right, okay.

MR. BRAUN: We'll let you know.

MS. MULLIGAN: Yeah. We'll work on the details, but we're going to cancel the June 16th meeting, move it to June 30th.

MR. TROTTA: Okay.

MS. MULLIGAN: Okay.

Anything else?

(No response.)

MS. MULLIGAN: Okay. So I think we
need a motion to adjourn the meeting.

MR. GRUCCI: So moved.

MR. TROTTA: 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.

We are adjourned. Thank you very much for your attention this morning.

(Time noted: 12:14 p.m.)

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

JOANN O'LOUGHLIN