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TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING
HELD BY ZOOM VIDEOCONFERENCE

- - - - -x

May 19, 2021
11:28 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 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.

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4

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

5

6

A motion to accept those, please.

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MR. POLLAKUSKY: So moved.

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MR. BRAUN: Second?

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MR. GRUCCI: Second.

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MR. BRAUN: Any questions,

11

clarifications on those minutes?

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(No response.)

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MR. BRAUN: Hearing none, Mr. Callahan?

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MR. CALLAHAN: Yes.

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MR. BRAUN: Mr. Grucci?

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MR. GRUCCI: 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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Lori.

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MS. LaPONTE: Okay.

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6

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.

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9

MS. MULLIGAN: Yeah, I am.

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MS. LaPONTE: Okay.

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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.

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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.

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25

Are there any questions on the financial results year to date for the month of March versus budget?

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(No response.)

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

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MR. POLLAKUSKY: So moved.

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MR. BRAUN: Second?

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MR. TROTTA: Second.

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MS. SCHEIDT: Second.

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MR. BRAUN: Mr. Trotta?

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MR. TROTTA: Yes.

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MR. BRAUN: Ms. Scheidt?

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MS. SCHEIDT: Yes.

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MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

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MR. BRAUN: Mr. Grucci?

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MR. GRUCCI: Yes.

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MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

19

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MR. BRAUN: Mr. Braun votes yes, the
report is accepted.

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MS. LaPONTE: Okay.

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

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Were there any --

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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.

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MR. BRAUN: Mr. Braun votes yes and that motion is carried.

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

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

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MS. MULLIGAN: Okay.

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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.

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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

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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.

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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.

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Bill, do you have --

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MR. WEIR: Yeah.

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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.

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When we did this project, the retail prohibitions had expired, but we also said that this would be treated under two

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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.

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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.

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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.

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MR. GRUCCI: I'm unclear what it is that we're being --

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MR. WEIR: So when a new tenant is coming into an IDA project, you have to approve that tenant, so . . .

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

6

7

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.

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

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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 --

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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

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2 Time is proposed to go into 10,881 square
3 feet.

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

8

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

10

MR. WEIR: Yeah, but you just said
11 51,000 for All Star sports and 10,000 --

12

MS. MULLIGAN: Okay.

13

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

15

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

17

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

19

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

23

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

25

MR. GRUCCI: Not for the Tutor Time?

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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.

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

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MR. GRUCCI: Correct.

12

MS. MULLIGAN: Yes.

13

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?

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MR. CALLAHAN: I wouldn't think so.

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MR. WEIR: Yeah.

21

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.

22

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24

MS. MULLIGAN: And NIS.

25

MR. WEIR: Yup. Well, that's a school

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2 for disabled children, that's different.

3 MS. MULLIGAN: Yeah.

4 MS. LaPONTE: Alternatives for Ed?

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

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

13 MS. SCHEIDT: Yes.

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

16 MR. BRAUN: For a subtenant.

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

20 MR. BRAUN: There was one there before.

21 MR. GRUCCI: I would make that motion.

22 MR. BRAUN: Thank you.

23 Second?

24 MR. CALLAHAN: I'll second.

25 MR. BRAUN: Any other questions for

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Bill or Lisa?

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(No response.)

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MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

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MR. BRAUN: Mr. Grucci?

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MR. GRUCCI: Yes.

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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, the

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motion carries, the application is accepted.

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MS. MULLIGAN: Thank you.

17

The next item on the agenda is 44

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Ramsey, LLC.

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This is a facility located at 44 Ramsey

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Road, also the name of the LLC. Currently

21

Frank Lowe Rubber & Gasket is operating out of

22

there and that is an IDA project. Warco is

23

the current real estate holding company. The

24

application in front of the board is a

25

proposal to . . . is a proposal for Warco to

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sell the real estate -- sell the real estate,

3

44 Ramsey Road, to 44 Ramsey, LLC. It's a

4

\$9.25 million project. There's no new

5

benefits and Frank Lowe will remain and

6

continue to provide the agreed upon employees.

7

So -- in Shirley, I didn't say it was in

8

Shirley.

9

MR. BRAUN: There are existing benefits

10

that are still there?

11

MS. MULLIGAN: Yes.

12

MR. BRAUN: How far out do they go; do

13

we know?

14

MS. MULLIGAN: We do, we do. Give me

15

one second. I feel like there's a few more

16

years left on this project.

17

MR. BRAUN: As I recall, Frank Lowe has

18

struggled a little bit the last couple of

19

years. They'll remain in the building with

20

the new owner and its employees. It will

21

benefit everybody that there will be increased

22

employees in the facility.

23

MS. MULLIGAN: No, I don't think the

24

employees are going to change at all, I think

25

it's going to remain the same.

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2 Did I misunderstand what you just said?

3 MR. BRAUN: Yeah, but Frank Lowe -- the
4 new company's coming in.5 MS. MULLIGAN: No, Frank Lowe is
6 staying. They're there already.

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

8 MS. MULLIGAN: Well, it's just a real
9 estate holding company.10 MR. BRAUN: They're not bringing any
11 employees?

12 MS. MULLIGAN: No.

13 MR. BRAUN: My apologies.

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

16 MR. BRAUN: Right.

17 MS. MULLIGAN: And Frank Lowe's PILOT
18 expires 2023-2024, so there's a few more years
19 of PILOT; not that many, though.20 MR. BRAUN: Need a motion to accept the
21 application for 44 Ramsey, LLC.

22 MR. TROTTA: Motion.

23 MR. BRAUN: Second?

24 (No response.)

25 MR. BRAUN: Is there a second?

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2 MR. GRUCCI: Second.

3 MS. SCHEIDT: Second.

4 MR. CALLAHAN: Second.

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

6 MR. TROTTA: Yes.

7 MR. BRAUN: Ms. Scheidt?

8 MS. SCHEIDT: Yes.

9 MR. BRAUN: Mr. Pollakusky?

10 MR. POLLAKUSKY: Yes.

11 MR. BRAUN: Mr. Grucci?

12 MR. GRUCCI: Yes.

13 MR. BRAUN: Mr. Callahan?

14 MR. CALLAHAN: Yes.

15 MR. BRAUN: Mr. Braun votes yes, the
16 motion carries.

17 MS. MULLIGAN: Okay.

18 We have a number of requests that came
19 in recently.20 One Corporate Drive, that's the
21 Holtsville industrial project in Holtsville.
22 They asked for an extension of their
23 completion date to November 30th of 2021.
24 They're predominantly done. They don't need
25 any more sales tax and they are just running

1

2 into some issues finalizing their CO.

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

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

7 MR. BRAUN: So you want to extend --

8 MR. CALLAHAN: The old IRS building?

9 MS. MULLIGAN: Yes.

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

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

15 MS. MULLIGAN: Yes.

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

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

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

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

24 MR. TROTTA: Got you.

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

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been resolved.

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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

1

2 tomorrow and we're covered and we're good, but
3 rather than give them 30 days and then have to
4 come back and give them another 30 days, it
5 just seemed like --

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

9 MR. BRAUN: Thank you.

10 You care to make the motion then?

11 MR. TROTTA: Yeah, absolutely, thank
12 you.

13 MR. BRAUN: Thank you.

14 Second?

15 MR. POLLAKUSKY: Second.

16 MR. BRAUN: Mr. Callahan?

17 MR. CALLAHAN: Yes.

18 MR. BRAUN: Mr. Grucci?

19 MR. GRUCCI: Yes.

20 MR. BRAUN: Mr. Pollakusky?

21 MR. POLLAKUSKY: Yes.

22 MR. BRAUN: Ms. Scheidt?

23 MS. SCHEIDT: Yes.

24 MR. BRAUN: Mr. Trotta?

25 MR. TROTTA: Yes.

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2 MR. BRAUN: Mr. Braun votes yes.

3 MS. MULLIGAN: Okay. Thank you.

4 The next item on the agenda is for
5 HSRE-EB Mount Sinai's request. You're going
6 to see a theme in the next couple of requests.

7 They are requesting an extension of
8 their completion date and their sales tax
9 exemption to August 9, 2021. Actually both
10 HSRE-EB Mount Sinai and EB Mount Sinai have
11 requested the same thing, we can take them one
12 at a time or take them together, they are two
13 separate projects, so same thing again.

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

16 MS. MULLIGAN: Separate.

17 MR. BRAUN: -- separate.

18 MS. MULLIGAN: Yeah, okay.

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

24 MR. TROTTA: Do we know why?

25 MS. MULLIGAN: For them? I think they

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2 just had -- I think things have just taken
3 longer, I think we could probably blame
4 COVID, everything's just taking longer.

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

7 MR. TROTTA: Yeah. Okay.

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

15 MR. TROTTA: Okay. Thank you.

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

18 Motion on HSRE-EB Mount Sinai?

19 (No response.)

20 MR. BRAUN: I'll make the motion.

21 Is there a second?

22 MR. TROTTA: Second.

23 MR. BRAUN: Thank you, Frank.

24 Mr. Callahan?

25 MR. CALLAHAN: Yes.

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MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

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MR. BRAUN: Mr. Grucci?

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MR. GRUCCI: 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, motion

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carries.

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And on the other half of the project,

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EB Mount Sinai, same situation, to extend it

14

to August 9th. Motion?

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MR. CALLAHAN: So moved.

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MR. BRAUN: Thank you.

17

Second?

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MS. SCHEIDT: Second.

19

MR. BRAUN: Thank you.

20

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: Mr. Grucci?

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MR. GRUCCI: Yes.

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MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

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

8

MS. MULLIGAN: Okay. Thank you.

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14

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.

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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.

19

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

21

22

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

23

24

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

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MS. MULLIGAN: Oh, AVR Yaphank Hotel

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and Loft, it's a project in -- on the

3

northwest corner of William Floyd and the

4

Expressway.

5

MR. TROTTA: Okay.

6

MS. MULLIGAN: We've had a series of

7

projects in that complex. There's housing,

8

there's an assisted living, this one is

9

housing, it's rental that we've supported and

10

this is the hotel. They're also doing some

11

ownership units and there's also retail going

12

in, which is under construction, it's pretty

13

far along right now. But this is just the

14

hotel and the loft units.

15

MR. TROTTA: Okay.

16

MR. BRAUN: And as described before, we

17

are not part of that retail project.

18

MS. MULLIGAN: Right.

19

MR. BRAUN: The biggest piece of which

20

is a huge Walmart facility.

21

MS. MULLIGAN: It's dramatic to see it

22

under construction.

23

MR. BRAUN: So a motion for AVR Hotel

24

and Loft, please.

25

MR. GRUCCI: So moved.

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MR. POLLAKUSKY: Seconded.

3

MR. BRAUN: Mr. Callahan?

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MR. CALLAHAN: Yes.

5

MR. BRAUN: Mr. Grucci?

6

MR. GRUCCI: Yes.

7

MR. BRAUN: Mr. Pollakusky?

8

MR. POLLAKUSKY: Yes.

9

MR. BRAUN: Ms. Scheidt?

10

MS. SCHEIDT: Yes.

11

MR. BRAUN: Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Mr. Braun votes yes, that

14

motion carries.

15

MS. MULLIGAN: Okay.

16

The next item on the agenda is from

17

Overbay, which to remind everybody -- sorry, I

18

forgot to do that on the last one, thank you,

19

Frank -- is a project in Port Jefferson

20

Village. It's a housing project in Port

21

Jefferson Village in the downtown area. They

22

are requesting an extension of their

23

completion date and their sales tax exemption,

24

they're not asking for any new money, just the

25

date, also to September 30, 2021.

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MR. BRAUN: This is Jimmy Tsunis'

3

project, it's next to the Tritec, the large

4

Tritec complex. I went by it on Monday.

5

There's a rental sign up, but I think they got

6

a ways to go before they're going to get this

7

done.

8

What's the date, Lisa?

9

MS. MULLIGAN: They asked for

10

September 30, 2021.

11

MR. BRAUN: I would tell them

12

September 30th. I think for this board, we

13

ought to make it December because I'm not sure

14

they'll get done by September.

15

MS. MULLIGAN: Okay. We can do, you

16

know, they asked for September 30th, we can

17

push all of them to December 30th if that's

18

what the board wants, December 31st.

19

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

20

one only.

21

MS. MULLIGAN: Okay.

22

MR. BRAUN: Motion, please.

23

MR. TROTTA: Motion.

24

MR. BRAUN: Thank you, Frank.

25

Second?

1

2

MR. GRUCCI: Second.

3

MR. BRAUN: Mr. Callahan?

4

MR. CALLAHAN: Yes.

5

MR. BRAUN: Mr. Grucci?

6

MR. GRUCCI: Yes.

7

MR. BRAUN: Mr. Pollakusky?

8

MR. POLLAKUSKY: Yes.

9

MR. BRAUN: Ms. Scheidt?

10

MS. SCHEIDT: Yes.

11

MR. BRAUN: Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Mr. Braun votes yes, motion

14

carries.

15

MS. MULLIGAN: Okay.

16

MR. BRAUN: I think the next item may

17

be the most interesting one on today's agenda.

18

MS. MULLIGAN: So I didn't know exactly

19

how to phrase this on the agenda, so I just

20

put lease/purchase building.

21

So we find ourselves in a situation

22

where the space on the other side of our space

23

at Town Hall is being remodeled and while

24

that's going on, I was thinking that we should

25

make some decisions about our space, our

1

2

location, I guess maybe our future, I don't

3

want to be dramatic, but right now we have a

4

fake wall that's the border of our space, you

5

could climb over it if you were so inclined,

6

you could easily knock it down.

7

While they're remodeling that space, I

8

figured if we were -- if they're remodeling

9

that, maybe we should do some work on our

10

space and at minimum what I suggest is that we

11

build a true wall so it's not something

12

somebody could climb over or knock down and

13

build an office for Lori. We have some space

14

over there that's effectively storage, so we

15

could turn that into -- you know, put up some

16

walls and make that an office for Lori so that

17

she could have some privacy, be able to secure

18

things a little bit more, so I was thinking

19

about that, but I don't think that we should

20

invest in space that we A, don't have a lease

21

to and B is, you know, has some limitations.

22

So I spoke to the Supervisor's office.

23

They told me that if we wanted a lease, that

24

they would certainly put together a lease for

25

us, so we have that as an option, but in

1

2

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.

5

6

7

8

9

10

11

12

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 . . .

13

14

15

16

17

18

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21

22

23

24

25

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.

1

2

Lisa's been looking around for the better part of three or four months.

3

4

5

6

7

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25

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

1

2

probably a mile and a half down the road at

3

most.

4

Again, this is very early discussion,

5

although we may have mentioned it in the past.

6

Hopefully by the June meeting we will have

7

some information about that facility.

8

I would tell you the building is

9

attractive, there's a lot of activity with

10

Teachers in that building. They're under a

11

lease, they do not own it. I don't think they

12

own their own condo unit, I think they're

13

leasing from somebody who does own that condo

14

unit and this is just preliminary throwing

15

some spaghetti against the wall, so to speak.

16

MS. SCHEIDT: I think it's great to

17

look.

18

MR. CALLAHAN: Yeah.

19

MS. SCHEIDT: Yeah.

20

MR. BRAUN: Frank, Felix, thoughts?

21

MR. TROTTA: I mean there is an

22

advantage to working, you know, you're close

23

to the other departments, but, you know,

24

you're in . . . you're reviewing things now,

25

bring back some information and you know, we

1

2

can take it further.

3

MS. MULLIGAN: The only thing that --

4

MR. TROTTA: I mean what's the

5

negative, the negative is you're away from

6

other departments, yes? Anything else?

7

MR. BRAUN: We could be committing, you

8

know, somewhere between a million and million

9

and a half as a purchase out of our fund

10

balance.

11

MS. MULLIGAN: There's also, there's

12

things that the Town supports us in right now;

13

we would have to have, you know, phones, IT,

14

things like that that right now we just

15

piggyback off the Town, so there would be some

16

added expense.

17

I think as far as being away from the

18

other departments, I think if COVID has taught

19

us anything is that there's ways to interact

20

from a distance, so I don't know that that

21

would necessarily be --

22

MR. TROTTA: As negative of a

23

situation.

24

MR. BRAUN: We would have to purchase

25

furniture and fixtures, much of which appears

1

2

to be abandoned or for sale in that building

3

at a fairly low cost. Again, details to

4

follow.

5

MR. TROTTA: Do other IDA's, are they

6

in private buildings of their own, is that a

7

common thing?

8

MR. WEIR: There are a number of IDA's

9

who do not meet within the municipal

10

buildings.

11

You know, for example, Niagara County

12

IDA built -- they built a brand new spec

13

building that they built, they occupy about

14

20 percent of the building and the other

15

80 percent or 75 percent they lease out as

16

incubator space for small businesses.

17

MS. EADERESTO: Excuse me, Bill.

18

I have to go to another meeting, sorry

19

guys.

20

MS. MULLIGAN: That's okay, Annette.

21

MS. EADERESTO: Bye everybody.

22

(Annette Eaderesto left the meeting.)

23

MR. WEIR: Riverhead IDA rents space in

24

an office complex on Main Street in Riverhead,

25

they do not meet in Town Hall.

1

2

MR. TROTTA: Anybody else on the
Island; do you know?

3

4

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

5

I don't know where Babylon . . .

6

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

7

8

Howard, do you know that?

9

(No response.)

10

MR. WEIR: Hempstead IDA meets in Town

11

Hall, their office is in Town Hall. Nassau

12

County's in the County office building.

13

Islip, which is clearly everyone in Islip IDA

14

and LDC are Town employees, they actually meet

15

in satellite space owned by the Town, but

16

they're not in Town Hall, they're across the

17

street, they're across the parking lot from

18

Town Hall.

19

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

20

(Pause.)

21

MS. MULLIGAN: I don't know where Glen

22

Cove is.

23

MR. WEIR: I don't know, for some

24

reason I thought they were not in City Hall.

25

Suffolk IDA used to be in an office

1

2

building on Vets Highway, but starting about

3

1985, they moved into the H. Lee Dennison

4

Building and they're kind of shoehorned in.

5

They looked for years, you know, whether or

6

not they should move out or not, so . . .

7

MR. TROTTA: It's an expand.

8

MR. WEIR: Yeah, it's an expand and

9

then, you know, I know Dutchess -- you know,

10

Westchester County meets in -- their offices

11

are in the County office building. Dutchess

12

County IDA and LDC, they have a condo, I

13

believe it's a condo that they bought that

14

they lease that's, you know, probably five

15

miles away from the County executive building,

16

so there's a mixed bag.

17

MR. POLLAKUSKY: I'd love a

18

cost-benefit analysis on this from you guys.

19

To me, I mean there's a reason that the

20

IDA was located in the proximity of the

21

municipality as it serves our Town and at the

22

pleasure of that board. I'm just curious as

23

to the advantages that would give us to be

24

externally located.

25

MS. MULLIGAN: Well, I think one of the

1

2 considerations is the comments that OSC made
3 to us.

4

 MR. WEIR: Yeah.

5

 MS. SCHEIDT: Yes.

6

7

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

8

9

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

10

11

12

13

14

15

16

17

18

 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.

19

20

21

22

23

24

25

 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

1

2 available for us, you know, in a different
3 floor or a different location. But to jump
4 into a million and a half dollar purchase plus
5 all the sundry items that are needed I think
6 is not a good investment for us.

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

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

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

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

17 MR. GRUCCI: I understand.

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

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

23 The alternative clearly, we have a very
24 attractive lease here with the support of
25 other units within the Town and we can clearly

1

2 spend some money here, make this office look
3 considerably more professional.

4

MS. MULLIGAN: And function better.

5

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

8

MR. GRUCCI: Fair enough.

9

MS. MULLIGAN: Okay.

10

So --

11

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

13

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

16

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

22

23 I felt -- at first I only got two
24 responses and I felt a little bit like that
25 wasn't enough. I pushed a couple of people
and I got another -- I got a follow-up

1

2

response and I have subsequently got --

3

received a few more leads. I'm waiting on

4

somebody else who told me they have two other

5

companies that they think would be a good fit

6

for us to explore.

7

So as it stands right now, we have

8

three responses to that RFP and if the board

9

is agreeable, I'm going to wait a little bit

10

longer to get the other two leads and then

11

reach out to those four companies -- I think

12

it's going to be four, might be five, maybe it

13

will be three -- and see if I can get any more

14

RFP's before we review the ones that we have

15

and make a decision.

16

MR. CALLAHAN: That makes sense.

17

MR. BRAUN: And this is to put together

18

policies and procedures, a handbook, now that

19

we have been cast aside.

20

MR. TROTTA: How do we do payroll?

21

MS. MULLIGAN: Lori's waving to you.

22

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

23

QuickBooks.

24

MR. TROTTA: We're doing it, yeah,

25

okay.

1

2

MS. MULLIGAN: And we have a system where I approve . . . Lori processes, I approve, so we have --

3

4

5

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

6

7

MR. BRAUN: Okay.

8

MS. MULLIGAN: Okay.

9

So that's, as Fred said, to be continued as well and I will bring an update.

10

11

Board assessments is the next item on the agenda.

12

13

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.

14

15

16

MR. TROTTA: I think we beat that one.

17

18

MR. CALLAHAN: I think we did, too.

19

MR. BRAUN: I think we did, too.

20

21

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

22

23

24

25

1

2 included in your packets. I just need you
3 guys to give me permission to sign it.

4 What it basically says is that when we
5 do work that's Town Economic Development work,
6 the Town will reimburse us for those hours at
7 a rate of a hundred dollars an hour and I
8 think it's capped at \$35,000 a year, don't
9 quote me on that, I'm pretty sure it was
10 35,000, so what we've been doing is as we do
11 something that's a Town function, not an IDA,
12 not an LDC function, we denote it and once
13 this is finalized, we will bill the Town and
14 going forward, we will continue to bill the
15 Town for services we provide for them.

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

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

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

24 MR. BRAUN: Okay.

25 MS. SCHEIDT: So moved.

1

2

MR. CALLAHAN: Second.

3

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

4

MR. CALLAHAN: Yes.

5

MR. BRAUN: Mr. Grucci?

6

MR. GRUCCI: Yes.

7

MR. BRAUN: Mr. Pollakusky?

8

MR. POLLAKUSKY: Yes.

9

MR. BRAUN: Ms. Scheidt?

10

MS. SCHEIDT: Yes.

11

MR. BRAUN: Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Mr. Braun votes yes.

14

Thank you.

15

MS. MULLIGAN: So the only two other

16

things that I just want to mention is I want

17

to remind everybody that we are being honored

18

on June 4th, I think is the date, I apologize,

19

but I know it's at four p.m., so maybe it's

20

actually June 3rd at four p.m. for the

21

LIBDC -- yup, it's June 3rd at four p.m. for

22

the LIBDC award. If anybody has not yet

23

responded to Joce that they want to attend, we

24

have to secure . . . I mean we have seats, but

25

we have to secure it by giving -- getting a

1
2 personalized log-in, I guess, for each of you,
3 so if you want to attend, it's virtual and the
4 other thing is on June 30th, we are sponsoring
5 the LIBDC luncheon at Stellas in Blue Point
6 and I got confirmation this morning that
7 Sunrise Wind is going to be the presenter, so
8 they're going to talk about their project,
9 which I think is an interesting one. I think
10 people are just going to be excited to get
11 together and network, but I think that that's
12 also going to be a draw as far as having them
13 tell about that project. So that is June 30th
14 at noon, 12 or 12:30. Again, if you're
15 interested in attending and you have not
16 already told Joce, please let her know. I
17 think we have a couple of seats available
18 still and we could always get more seats if
19 more people want to attend and Bill threw out
20 a possible suggestion that instead of having
21 our meeting on June 16th, that maybe we move
22 our meeting to the morning of June 30th and
23 then just have our board meeting that day and
24 then continue onto the luncheon. I don't know
25 if the restaurant would allow us to use space,

1

2

but we could always meet here at like, you

3

know, let's say 9:30 and then -- or 10:00, I

4

don't know if we'd enough time for 10:00 and

5

then go over to the luncheon, so I . . . that

6

as a discussion point.

7

MS. SCHEIDT: Excellent idea, Bill; if

8

we have it at the restaurant, can we get

9

breakfast there, too?

10

MR. WEIR: Yeah.

11

MS. MULLIGAN: I suspect that they

12

don't open until about 11, so I'm not sure

13

that that's realistic, but we could certainly

14

meet at Town Hall and then caravan or just

15

drive.

16

MR. WEIR: Okay.

17

MR. BRAUN: Okay.

18

MR. TROTТА: So we're going to make the

19

meeting on the 30th?

20

MR. BRAUN: Well, we'll consider it,

21

we'll let you know with plenty of time.

22

MS. SCHEIDT: Okay.

23

MR. BRAUN: Unless we want to establish

24

it now.

25

MS. SCHEIDT: Sure, why not?

1

2

MR. TROTTA: Any objections?

3

4

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

5

We'll see.

6

MR. TROTTA: Okay.

7

MR. BRAUN: We used to skip the summer.

8

9

MS. MULLIGAN: Yeah. A long time ago we used to skip the summer meetings, but . . .

10

and we still are in -- we're working on having

11

that -- doing the bus trip again.

12

MR. TROTTA: Oh, good.

13

MR. CALLAHAN: Top Golf, Top Golf.

14

It's coming.

15

MR. BRAUN: A boat trip.

16

MS. MULLIGAN: I don't think Felix is

17

paying attention, but I think Frank is

18

excited.

19

MR. CALLAHAN: Frank, Top Golf.

20

MR. WEIR: Top Golf.

21

MS. MULLIGAN: I don't think we're

22

going to do that in July, I think we're going

23

push it a little bit back further so that we

24

can visit the Top Golf facility; we want to

25

make sure we give them enough time to actually

1

2

be open.

3

MR. CALLAHAN: Okay.

4

MR. TROTTA: Load up the clubs.

5

MR. CALLAHAN: Let's go.

6

7

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

8

9

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

10

11

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

12

13

14

15

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.

16

17

I don't know, do we need a resolution
to do that?

18

MR. BRAUN: You don't.

19

MS. MULLIGAN: All right.

20

MR. GRUCCI: July 30th?

21

MS. SCHEIDT: June 30th.

22

23

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

24

25

MR. WEIR: We can do July 30th, too, if
you want.

1

2

MS. MULLIGAN: We're going to miss the luncheon, but . . .

3

4

MS. SCHEIDT: That's my birthday.

5

MS. MULLIGAN: July 30th?

6

MS. SCHEIDT: Yeah.

7

MR. WEIR: Happy birthday.

8

MR. CALLAHAN: Happy birthday.

9

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

10

11

MS. SCHEIDT: We can have a joint party.

12

13

MR. TROTTA: What time, ten?

14

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

15

16

MR. TROTTA: Right, okay.

17

MR. BRAUN: We'll let you know.

18

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

19

20

21

MR. TROTTA: Okay.

22

MS. MULLIGAN: Okay.

23

Anything else?

24

(No response.)

25

MS. MULLIGAN: Okay. So I think we

1

2

need a motion to adjourn the meeting.

3

MR. GRUCCI: So moved.

4

MR. TROTTA: Second.

5

MR. BRAUN: Mr. Callahan?

6

MR. CALLAHAN: Yes.

7

MR. BRAUN: Mr. Grucci?

8

MR. GRUCCI: 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

We are adjourned. Thank you very much

17

for your attention this morning.

18

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

19

20

I, JOANN O'LOUGHLIN, a Notary Public

21

for and within the State of New York, do hereby

22

certify that the above is a correct transcription

23

of my stenographic notes.

24

25

JOANN O'LOUGHLIN