

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING
HELD VIA ZOOM VIDEOCONFERENCE

- - - - -x

June 8, 2022
9:57 a.m.

TRANSCRIPT OF PROCEEDINGS

* * *

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

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

MEMBERS :

FREDERICK C. BRAUN, III
MARTIN G. CALLAHAN
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

* * *

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MR. BRAUN: We will now open the meeting of the Town of Brookhaven's Industrial Development Agency. It is Wednesday, June 8th. It's 9:57. The following board members are present: Mr. Callahan, Mr. Grucci, Ms. Paprocky, Mr. Pollakusky, Ms. Scheidt, Mr. Trotta, Mr. Braun. A quorum is present.

Lisa.

MS. MULLIGAN: Today's meeting has been convened in accordance with Chapter 56 of the laws of 2022 effective April 9, 2022 permitting local governments to hold public meetings by telephone and videoconference.

I'm going to suggest that we go directly into executive session to discuss matters of personnel.

MR. BRAUN: Motion, please.

MR. TROTTA: Motion.

MS. SCHEIDT: Second.

MR. BRAUN: Ms. Scheidt.

Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Easier way to do this.

1

2

Mr. Grucci?

3

MR. GRUCCI: Yes.

4

MR. BRAUN: Ms. Paprocky?

5

MS. PAPROCKY: Yes.

6

MR. BRAUN: Mr. Pollakusky?

7

MR. POLLAKUSKY: Yes.

8

MR. BRAUN: Ms. Scheidt?

9

MS. SCHEIDT: Yes.

10

MR. BRAUN: Mr. Trotta?

11

MR. TROTTA: Yes.

12

MR. BRAUN: Thank you.

13

Mr. Braun votes yes.

14

We are headed into executive session.

15

MS. MULLIGAN: Jocelyn just sent the

16

link for executive session, please use that

17

link.

18

(Short recess taken.)

19

MR. BRAUN: Make a motion to come out

20

of executive session, back into our regular

21

session, please.

22

MR. CALLAHAN: So moved.

23

MS. SCHEIDT: So moved.

24

Second to Marty.

25

MR. BRAUN: Mr. Callahan?

1

2

MR. CALLAHAN: Yes?

3

MR. BRAUN: Mr. Grucci?

4

MR. GRUCCI: Yes.

5

MR. BRAUN: Ms. Paprocky?

6

MS. PAPROCKY: 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

We are back in regular session.

15

Thank you.

16

MS. MULLIGAN: Joce, I don't see

17

Annette or Bill. There's Bill. I don't see

18

Annette and I know she was having some trouble

19

before getting in, so we might want to check

20

on her.

21

MS. LINSE: I will keep an eye out for

22

her.

23

MS. MULLIGAN: Okay. Okay.

24

So I know that we had guests waiting;

25

should we take some things out of order?

1

2

MR. BRAUN: Whatever -- sure.

3

MS. MULLIGAN: Okay.

4

5 Bill, we already made the motion to
6 come back out of executive session and I can't
7 see who's in the waiting room anymore, so I
8 apologize if there's a guest in there that I
9 missed, but I'm pretty sure that we have the
10 representatives from the WF Industrial XII and
11 WF Industrial XIII applications, so, Joce, I
12 suspect Dan Baker might be on with a phone
13 number, maybe George Peters, Zach Campbell,
14 Matt Dicker, so if you want to see if any of
15 them wants to come in and while Joce is doing
16 that, I just want to alert the board that we
17 have two applications on the agenda. I'm
18 going to do them one at a time.

18

The first one is WF Industrial XII LLC.

19

Included in your packets is a feasibility

20

study, the application, the cover letter.

21

This is a project for the northwest

22

side of the Long Island Expressway. It's the

23

north service road and Sills Road. It's an

24

applicant -- the applicant is Wildflower.

25

It's currently -- that property is currently

1

2

42 vacant acres. The proposal is for three

3

buildings of warehouse spec totaling about

4

550,000 square feet. They do not yet have end

5

users and the expectation is that they will

6

create -- Joce, Annette says you have to let

7

her in as a panelist, that she's waiting.

8

MS. LINSE: I just did.

9

I also let in Zach Campbell and Matt

10

Dicker; should I also bring in George Peters

11

at the same time?

12

MS. MULLIGAN: Sure.

13

MS. SCHEIDT: I just have to step away

14

for a moment. I'll be back soon.

15

MS. MULLIGAN: Okay. Thank you,

16

Ann-Marie.

17

So like I said, this does not -- they

18

do not yet have end users. It's a

19

\$156 million project. They're requesting

20

mortgage recording tax, sales tax -- mortgage

21

recording tax exemption, sales tax exemption

22

and a 15-year PILOT.

23

The expectation is that this will

24

create -- these are estimates since they don't

25

have end users, but they're estimating 170

1

2

full-time and 21 part-time employees when

3

they're all up and running.

4

MS. EADERESTO: There's no end users,

5

Lisa, on this project?

6

MS. MULLIGAN: That's correct. They do

7

not yet have -- at least that's what I've been

8

told, they do not yet have end users. I know

9

that we have representatives on, if you guys

10

want to unmute yourselves and answer that

11

question.

12

MS. EADERESTO: Yeah, maybe --

13

MR. CAMPBELL: Hi. You have Zach here

14

from Wildflower. I just wanted to make sure

15

that George Peters was allowed in as well.

16

MS. MULLIGAN: George is on and Joce,

17

can you allow them to be unmuted, please?

18

MS. LINSE: I've asked it to unmute, I

19

don't know why it is, but I'll keep trying.

20

MS. MULLIGAN: Okay.

21

Sorry, George, we're trying.

22

Zach, did you want George to speak to

23

that?

24

MR. CAMPBELL: I did want him to -- I

25

know he had an intro presentation, but again,

1

2

yes, you represented it pretty accurately.

3

4

5

It's actually a 71-acre site, of which
42 acres will be cleared for the development,
the rest will be --

6

MS. MULLIGAN: Thank you.

7

8

MR. CAMPBELL: -- undeveloped Pine
Barrens space.

9

10

11

12

13

14

15

Correct that we do not currently have a
tenant in mind. As you guys know as well as
any, a lot of these industrial developments,
the tenants like to see construction coming
out of the ground before they'll make
commitments, but we do have a ton of interest
in the property.

16

17

18

Our employment estimates are based on a
number of recent projects that we've built and
leased up in the past two years.

19

20

21

22

23

24

Wildflower is a New York based real
estate development firm primarily focused on
industrial buildings like these. We do work
in New York City and Long Island including a
few completed projects in the Town of
Brookhaven.

25

MS. MULLIGAN: What projects do you

1

2

have in the Town of Brookhaven?

3

4

5

6

7

MR. CAMPBELL: The Town of Brookhaven most recent project completed was our Middle Island self-storage project, branded as a public storage building, it wasn't an IDA project.

8

MS. MULLIGAN: Okay.

9

10

11

12

13

MR. CAMPBELL: I would like . . . George, are you having trouble, do I need to conference you in; I know you probably had a few key points you wanted to make sure were heard?

14

15

16

17

18

19

MR. BRAUN: Zach, while we'll trying to get him in, my question is, there's a huge number of similar type buildings that are proposed in Brookhaven: in Shirley, your project, another large one along Horseblock Road and a couple more along Station Road.

20

MR. CAMPBELL: Yes.

21

22

MR. BRAUN: Where are all these tenants going to come from?

23

24

MR. CAMPBELL: So the vacancy rates in the area are at all-time historic lows.

25

We actually looked at a number of the

1

2

properties that you're referencing and mainly

3

chose to pass on those projects in favor of

4

the two projects that we have in front of you

5

today because of the favorable location, being

6

an established industrial park for the other

7

project and this one being directly on the

8

L.I.E., not adjacent to residential and all of

9

those benefits that come along with it.

10

Where are the tenants coming from?

11

From the interest that we have, a lot

12

of the tenants are well, one, expansion of

13

existing businesses on Long Island that are

14

doing well, benefiting from the construction

15

boom and the increase in retail sales and

16

eCommerce sales, but a number of them are

17

actually relocating from places like the

18

Bronx, Queens, Brooklyn where costs, lease,

19

rent costs are skyrocketing. More people are

20

choosing to work from home or closer to their

21

homes than Long Island, so relocating their

22

business to Suffolk County or the Town of

23

Brookhaven makes sense to them.

24

MR. GRUCCI: Zach, will any of this

25

project, any of the real estate require any

1

2

change of zone?

3

MR. CAMPBELL: All of these projects are completely as of right.

5

6

7

8

9

The project in question here benefits from a previous stipulation of settlement with the Town of Brookhaven, which essentially confirms 550,000 square feet of industrial use on this parcel precisely as we've designed it.

10

11

12

13

14

15

Within the past couple of weeks, this project and the following project we'll be discussing have received their recommendations from the Planning Board to move forward to a hearing. No variances, no waivers, completely as of right zoning.

16

MR. GRUCCI: Okay. Thank you.

17

MS. MULLIGAN: So does anyone --

18

19

20

21

22

23

24

25

MR. CAMPBELL: Yeah, we've met with the community groups, the civic groups, for both projects. We haven't really had any negative feedback. The questions were clarification; you know, again, these are not near residential districts, they're directly on truck routes or in the case of the following project, in an established industrial park.

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

These sites were always meant to be exactly what we're building here and we're not needing to take any concessions with our site planning that some of the other buildings are. You know, again, we're not near the residential zones, they're not long and skinny or irregular shaped sides with steep slopes. If you take a look at the site plans, it's kind of like no concessions, no parking relaxations are needed, it kind of has all the space that it's supposed to have, we're not trying to squeeze too much on the property, which we think is going to make extremely attractive aside from the location benefits, extremely attractive to tenants (inaudible).

MR. GRUCCI: Zach, to that end, what type of tenants are you thinking would occupy these warehouses; is it one warehouse or a series of warehouses?

MR. CAMPBELL: So for this project, we are primarily focused on getting single tenant users for each building. So this site has three buildings, so we'll in all likelihood have three tenants.

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

Historically and in this part of Long Island, it's the same users that you guys are familiar with; it's 75, 80 percent chance it's going to be your standard warehouse user, whether it's some kind of manufacturing business or pharmaceutical business or building materials or whatever type of kind of traditional warehouse user.

There's always a chance that it becomes more of an eCommerce delivery station, but we don't -- that's a much lower likelihood and frankly if it did become something like that, we would be going back to the Planning Board to kind of change our design around and establish the site of something like that, so in short, we kind of expect these to be the traditional users and those are the types of users that have been reaching out to us most frequently.

MS. MULLIGAN: So, Zach, since my board has been able to review the application and I had some conversations, you know, before the meeting with individuals, I'm hearing from some of them that maybe we should consider --

1

2 and I just want to sort of tee it up and get
3 the board consensus on this -- either having
4 some percentage of end users secured prior to
5 closing on this or you know, maybe some -- so
6 I want to hear from you if that's something
7 that you think is realistic and get my board
8 to talking amongst each other about if that's
9 something that they want to pursue.

10 MR. CAMPBELL: Yeah and our opinion on
11 that is that it's just not really the way that
12 the market works here.

13 In New York City, more often, right,
14 the permitting process as of right is more
15 straightforward, tenants can really bank on
16 the fact that you're going to get a permit and
17 be able to build what you say you're going to
18 build whereas here the tenants are savvy, they
19 understand that Planning Board processes and
20 other discretionary type processes are
21 semi-discretionary I'll call it.

22 MS. MULLIGAN: Zach?

23 MR. CAMPBELL: Yup.

24 MS. MULLIGAN: I'm sorry to interrupt
25 you, but we would not close until you were

1

2 through, we won't even hold our public hearing
3 until you're through the Planning Board, so if
4 it's having that Planning Board approval in
5 hand that will give your potential end users
6 the level of comfort that they need, then I
7 think what I'm suggesting or sort of teeing
8 up, unless I'm misunderstanding you, is
9 doable.

10 MR. CALLAHAN: He's muted.

11 MS. MULLIGAN: It's okay.

12 MR. POLLAKUSKY: Hello?

13 MS. MULLIGAN: I think he's probably
14 speaking to somebody.

15 MR. CALLAHAN: Yup.

16 (Pause.)

17 MR. CAMPBELL: Sorry, I was on mute, I
18 was (inaudible).

19 So I didn't get a chance actually to
20 finish my entire thought.

21 That's part of it, that's the reason
22 why we're not pre-leased today, but another
23 part of it is these tenants have been hurt by
24 developers who make promises and then fail to
25 deliver, so a very tiny almost insignificant

1

2

portion of the time is a site pre-leased prior

3

to being at least 25 percent through

4

construction. It just -- it rarely, rarely,

5

rarely, happens. We don't build on that basis

6

and that's the reason why a lot of projects

7

that you might see regarding this board will

8

never get off of the ground because they wait

9

for a tenant to pre-lease the site, it never

10

happens and then they sell it to somebody like

11

us who will get it off the ground and get it

12

leased.

13

MS. MULLIGAN: So I totally hear what

14

you're saying, but just in representing our

15

board, which is my job, we're seeing a lot, as

16

Fred indicated, a lot of spec industrial

17

projects coming in and our concern is that

18

there's going to be more than the market can

19

absorb and we don't want that to happen, so I

20

think one way to mitigate that is to have a

21

requirement that there's some piece of it

22

that's pre-leased and I understand what you're

23

saying, that that's not typically how it

24

works, but things work the way they work until

25

they're forced to work a different way, so --

1

2

3

4

5

6

7

MR. BRAUN: Is pre (inaudible) because my concern is all of a sudden you have five or six or seven warehouses built, everybody waiting, you know, build it, they will come or hope they will come and nobody shows up, so what con --

8

9

10

MR. CAMPBELL: I would invite -- I totally hear you. We would love for the site to be pre-leased.

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

Wildflower, every project that we've done in the past eight years or really since inception, 25 years ago, has been spec and this has been in times where vacancy rates are much higher, right, right now they're historic lows, one third of what they were when we were successful doing this in the past, but if you also look at numbers such as the amount of new construction that is proposed as a percentage to the total market, it's still a very low number. It's three -- two to three percent of the entire market is currently being built with vacancy rates at two or three percent. That could mean if every single one of those projects that is being proposed, that two to

1

2

three percent actually gets built, which

3

historically not -- that doesn't happen,

4

50 percent maybe actually gets built. We've

5

only introduced a small percentage into a

6

market that is already at historic lows. It's

7

very unlikely that these would remain vacant

8

for an extended period of time.

9

We're in a position where now more than

10

ever, I don't like that phrase, it's overused,

11

but now more than ever the market needs more

12

space and you see a lot of proposed buildings,

13

but it's still even if completely unleashed

14

would not represent a vacancy level at

15

historic norms.

16

MR. GRUCCI: Zach, you say that the

17

market needs this type of construction.

18

Is that based on some kind of an

19

analysis of the need for warehouse space

20

specifically in the Town of Brookhaven or at

21

least in the County of Suffolk or is that

22

based upon your expertise in your professional

23

opinion?

24

MR. CAMPBELL: It's definitely based on

25

the studies and the raw quantitative numbers.

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

I mean tenants who we targeted in this market for a number of reasons, one, we have the most prime space that we believe in the market and when there are vacancies or changes in vacancies, those are the ones that tend to overperform while the older, you know, older spec buildings tend to underperform disproportionately, but no, the numbers concur with what I said. It's the vacancy rates, it's the absorption rates, it's the increases in rents that are driving people out of New York City and frankly, it's the more friendly business atmosphere of the Town of Brookhaven and Suffolk County, the taxes that are just a little bit better and things like that.

You know, folks live out here that typically would have a space in Queens or Brooklyn, travel in, you know, have the labor out in those areas, work in their warehouses, but rents have doubled out there and modern space again out there, something like this with a tall, you know, high roofs and modern specs for the modern user go for astronomical numbers out there, it doesn't make sense for

1

2

them anymore.

3

4

5

6

MR. TROTTA: So, Zach, do you think that by the time it gets back to us, that you know, you'll have -- it won't be as vacant as it is now?

7

8

MR. CAMPBELL: I'm sorry, can you repeat that, which, what won't be as vacant?

9

10

MR. TROTTA: Well, do you think you'll have occupancy by the time we see this?

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MR. CAMPBELL: We think that a large portion, if not all, of this space will be leased by the time that we're done with construction or within a few months thereafter. We have an enormous amount of interest in the property. Some telling us that they're willing to look as far out as about a year to completion, these construction projects are between a year and a year and a half, the two we're talking about today, so they want to see us coming out of the ground, they want to know that we have established financing, they want to know that the IDA is committed to it, the Planning Board is committed to it and that we have a general

1

2 contract with a, you know, GMP price and that
3 we have to complete.

4

MR. BRAUN: Talk against what I said a
5 minute ago in that the company has already
6 purchased the land, so this is a \$156 million
7 project and they will have roughly \$60 million
8 into this project between the land and the
9 additional equity contribution, so --

10

MR. CAMPBELL: Yes.

11

MR. BRAUN: -- you know, it's not
12 something that is highly leveraged that if
13 they built it and nobody showed up, they could
14 walk away, they've got a huge investment in
15 this.

16

MR. CAMPBELL: Thank you for that,
17 that's correct.

18

MS. MULLIGAN: And Felix --

19

MR. GRUCCI: I understand that and that
20 makes a lot of sense.

21

The concern that I think I share, at
22 least I have and I don't know if my colleagues
23 share the same, is that in this highly
24 violative marketplace, things can change on a
25 dime. This is not like it used to be where

1

2

you can do some pretty good long-range
planning and have it come to fruition. I mean
every day you get up it's a new challenge in
the stock market for one and business
opportunities in the second and Zach, you're
right, Brookhaven is a business friendly
community and that's what our job is, is to
help promote business.

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

What we don't want to see, though, is a
preponderance of vacant buildings because with
the best of intentions at the time the markets
were doing good and the real estate was
there -- I mean the need was there, now it has
changed and we end up with these huge, huge
empty buildings spattered about in the Town of
Brookhaven. That would put us under some
very -- that would put the Town under some
very serious criticism.

20

21

22

23

24

MR. CAMPBELL: And I understand that
and you know, I recommend to the board as
you're reviewing all of the proposed projects
in the Town of Brookhaven to really focus on
the design.

25

Having a thoughtful design with access

1

2

to truck routes, without impacting traffic or

3

the surrounding neighborhood, having plenty of

4

parking, having the ability to flow in and out

5

of the park -- the site, having adequate

6

trailer parking, these are the things that

7

will attract tenants and that's what they

8

want.

9

You know, I've seen a number of

10

projects that are being proposed in the Town

11

of Brookhaven that are now on the open market

12

as fully entitled land because, you know,

13

folks have no intention of fulfilling their

14

promise to build.

15

MS. MULLIGAN: So I just want to point

16

out, Felix, to one of your questions, we were

17

provided fiscal economic impact studies,

18

they're in your packet and if you scroll, I

19

don't know, about halfway through the report,

20

you'll see that there are warehousing --

21

there's a section on warehousing trends, which

22

gives you a lot of the information that Zach

23

shared with us and just if you want to go back

24

and review it, there is a lot of information

25

about the potential need.

1

2

Like Fred, I'm just making sure that you guys have all the pieces of it and Bill, chime in on this and/or Annette, but at this point we're just accepting the applications.

5

6

7

8

9

10

11

Do we need to come up with a full-fledged plan of how we're going to handle everything or would we just -- is it appropriate to accept just the application and have a follow-up discussion of this or does this need to be flushed out now?

12

(Inaudible comments.)

13

14

15

16

17

18

19

MR. CAMPBELL: And also, I'm not sure if we're waiting on somebody else to speak, but I wanted to -- I missed a question from Mr. Grucci before, which is, you know, the stock market, interest rates, inflation, things like that that are starting to scare people off.

20

21

22

23

24

25

I mean we found in our market, we're solely focused on industrial, we're not an office or a residential developer who thought they saw an opportunity and they're testing their hand with new consultants to try to design a warehouse. We've been in the space

1

2

and these spaces like office particularly in

3

retail that have been challenged, you know,

4

not only are those vacancy rates up and an

5

industrial building like these rates are way

6

down, but we're finding the money, you know,

7

the stock market money or the real estate

8

investing money that formerly was going to

9

these types of developments is flooding

10

quality, just like a good warehouse building

11

versus a poorly designed one, the money and

12

the interest flows to the better asset.

13

So we've remained really strong and had

14

a lot of, you know, positive reinforcement

15

from our investors and lenders.

16

MS. EADERESTO: So my question would be

17

for a town -- I'm sure you've done analysis --

18

for a town the size of Brookhaven and for the

19

needs of this area, which would be outside of

20

Brookhaven, also, how many warehouses should

21

be built because the Town, I can tell you from

22

also being the Town Attorney, has already

23

approved, ready for almost a building permit,

24

a 120,000 square foot warehouse building on

25

the AVR piece. It also has, what is it Lisa,

1

2

2.1 --

3

MS. MULLIGAN: 2.5.

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MS. EADERESTO: 2.5 million square feet of warehouses at the North Point property in Yaphank. There's another application that's going onto the Planning Board for June 27th for three more warehouses right near -- next to the North Point; again, over a hundred thousand square feet of warehousing space.

Now we have your applications and there's many, many more, so how many warehouses are too many because I've been here a long time and I remember in the '90s everybody was building a golf course and now all our golf courses are becoming housing and other things because they were overbuilt.

So how many are too many in Brookhaven?

MR. CAMPBELL: That's a good question.

So Long Island, as you know, Suffolk County and Nassau County are some of the most densely populated counties in the United States just behind basically the five boroughs and the amount of industrial space in the counties compared to population density and

1

2

size across the nation is still

3

disproportionately very low. We do think

4

there's a lot of room to grow.

5

Industrial has been a strong market in

6

Suffolk County forever. You know, you have

7

highly skilled workforce, you have good

8

incomes and you just have a lot of people, so

9

we think there's a ton of room to grow just

10

naturally, but in addition, it's just

11

disproportionately low to similar metro areas

12

with similar populations by a long percentage,

13

so we continue to feel very strong about the

14

Town of Brookhaven.

15

MS. EADERESTO: Do you do a study and

16

do you analyze the other projects that are out

17

there and say how much warehouse space is

18

needed in this area, I would think you would?

19

MR. CAMPBELL: Absolutely. I don't

20

know if we formalized it, but what we do know

21

is the tenants and their brokers are very

22

savvy, right; who is building your building,

23

maintaining it and designing it is super

24

important to them. So once they get past the

25

fact that, you know, which warehouse spaces

1

2

are most prime located like ours we believe

3

and designed properly, then the tiebreaker

4

becomes who can perform and they know

5

Wildflower, they've seen how we perform with

6

the highest credit tenants in the world and

7

with the benefit of the IDA's acceptance into

8

the program, we can offer lease rates that are

9

within the range of market rates.

10

Again, there may be other states out

11

there, we believe in the vacancy rates and the

12

absorption rates and the amount of

13

construction that's ongoing when you look at

14

the percentage of actually a very small amount

15

of the current inventory, but we also believe

16

that flight is always to the quality space and

17

that's what we have in front of you today.

18

MS. MULLIGAN: So, Bill, let me just

19

ask you that question again.

20

Is this something that we can -- like

21

how do we handle this, can we continue this

22

conversation --

23

MR. WEIR: Yup. So the way I would

24

approach it is right now you can accept the

25

application, but any final approvals, first of

1

2

all, you're not going to hold the public

3

hearing until after they're through all the

4

approval processes of the Town, but any final

5

approval by the IDA will be subject to terms

6

and conditions that the board will impose on

7

this project and all other such projects

8

including possibility of a requirement of some

9

end users to be identified or signed up and

10

possibly and/or very detailed feasibility

11

studies addressing the need for this project

12

and the competition, both existing and

13

planned.

14

So as the board is exploring this,

15

we're a ways away from a final approval, so

16

it's accepting the application we can do, but

17

we're not going to proceed with public

18

hearings and final approvals until the board

19

considers whether or not they need to impose

20

new conditions on any such spec office -- spec

21

industrial buildings.

22

MR. BRAUN: Hearing what Bill just

23

said, may I have a motion to accept WF

24

Industrial XII LLC, their application?

25

MR. POLLAKUSKY: So moved.

1

2

MR. BRAUN: Thank you.

3

Second?

4

MR. GRUCCI: I'll second it.

5

And Zach, I would just encourage you the next time that you're in front of the IDA, you would be able to point to a study that either your firm, your client, has produced or a recent study on warehousing needs for at least Suffolk County. This way it would give us a better understanding of the need for these types of buildings.

13

MR. CAMPBELL: Absolutely. Thank you.

14

15

MR. BRAUN: There's a motion on the floor.

16

On the vote, Mr. Callahan?

17

MR. CALLAHAN: Yes.

18

MR. BRAUN: Mr. Grucci?

19

MR. GRUCCI: Yes.

20

MR. BRAUN: Ms. Paprocky?

21

MS. PAPROCKY: Yes.

22

MR. BRAUN: Mr. Pollakusky?

23

MR. POLLAKUSKY: Yes.

24

MR. BRAUN: Ms. Scheidt?

25

(No response.)

1

2

MR. BRAUN: Ann-Marie, are you there?

3

MS. MULLIGAN: I don't think she's in

4

her --

5

MR. BRAUN: Okay.

6

Mr. Trotta?

7

(No response.)

8

MR. BRAUN: Mr. Trotta?

9

(No response.)

10

MR. GRUCCI: Frank, you're muted.

11

MS. MULLIGAN: He's working on it.

12

MR. TROTTA: Yes.

13

MR. BRAUN: Mr. Braun votes yes.

14

The application is accepted.

15

MS. SCHEIDT: Ms. Scheidt votes yes.

16

MR. BRAUN: Thank you.

17

MS. MULLIGAN: Thank you, Ann-Marie.

18

MR. CALLAHAN: Thank you, Ann-Marie.

19

MS. MULLIGAN: So the next item on the

20

agenda is a similar project, it's WF

21

Industrial XIII LLC.

22

Just quickly to go over, it's also a

23

Wildflower product. It is going to be -- the

24

plan is for it to be one building of roughly

25

130,000 square feet. This is going to be

1

2 located at 645 National Boulevard in Medford.

3

4

5

6

7

8

9

10

Just so everybody knows, this is the approved industrial park. If you take Sills Road south and turn left, you turn onto National Boulevard. After Horseblock and Station Road, it's the left after that, into that -- you can approach it off of Horseblock, also, but that's probably the cleanest way to get to this property.

11

12

13

Correct me if I'm mistaken, Zach, I have nine acres in my notes, but I think I may have looked at what's going to be disturbed.

14

15

16

MR. CAMPBELL: Yeah. This one is ten acres. If you were going south on Sills, you would take a right on --

17

18

19

20

21

MS. MULLIGAN: You know what, I was holding up my right hand and said left. You don't want me as your copilot, just saying that much, but yes, I was thinking right and said left.

22

23

24

25

So it's ten acres, nine acres to be disturbed. This is an almost \$34 million project and like the other one, they are requesting mortgage recording tax exemption,

1

2 sales tax exemption and a 15-year PILOT and if
3 this will -- the estimate is that this will
4 create 40 full-time and five part-time
5 positions.

6 MR. BRAUN: Once again, all we're doing
7 on this is accepting an application. A lot of
8 the discussion that followed WF Industrial XII
9 will apply here, so unless there are any
10 questions, I would suggest that we move to
11 accept the application.

12 MR. TROTTA: I move to accept.

13 MR. POLLAKUSKY: I second.

14 MS. MULLIGAN: Second Gary.

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

16 MR. TROTTA: Yes.

17 MR. BRAUN: Ms. Scheidt?

18 MS. SCHEIDT: Yes.

19 MR. BRAUN: Mr. Pollakusky?

20 MR. POLLAKUSKY: Yes.

21 MR. BRAUN: Ms. Paprocky?

22 MS. PAPROCKY: Yes.

23 MR. BRAUN: Mr. Grucci?

24 MR. GRUCCI: Yes.

25 MR. BRAUN: Mr. Callahan?

1

2

MR. CALLAHAN: Yes.

3

MR. BRAUN: Mr. Braun votes yes.

4

We have accepted the application.

5

Thanks, Zach.

6

MS. MULLIGAN: Thank you guys.

7

The next item on the agenda -- I'm

8

going to take a couple of things out of order

9

and I apologize again, I can't see the

10

attendees for some reason, but I'm pretty sure

11

I saw before that Peter Curry was on and Peter

12

has a couple of items on the agenda, so I'm

13

going to take some things out of order.

14

Joce, if you could bring Peter in, I

15

would appreciate that.

16

44 Ramsey Owner, LLC. This -- to

17

remind everybody -- I found my sticky note

18

that I was searching for.

19

This, to remind everybody, is a project

20

in the Shirley Industrial Park. They have

21

asked -- they're requesting the approval of a

22

permanent mortgage not to exceed \$7.5 million.

23

They're not requesting any benefits, so --

24

MR. BRAUN: Lisa, just remind everybody

25

the operating company.

1

2

MS. MULLIGAN: The operating company is Frank Lowe.

3

4

MR. BRAUN: Thank you.

5

6

MS. MULLIGAN: I'm impressed that I got that right because it flew out of my head.

7

8

Frank Lowe is the operating company and this -- 44 Ramsey is the property owning entity.

9

10

Peter, did you want to add anything?

11

12

MR. CURRY: I don't really have much to add.

13

14

15

16

17

18

19

20

As the board probably remembers, it previously consented to the assignment of the IDA transaction to a new owner of the property. The property was formerly owned by the original principal, Frank Lowe and he sold out, Rock Point and BEB acquired the property, they acquired it for cash and now they're placing a mortgage on the property.

21

22

23

24

If this board consents, I can tell you they're looking to close very, very quickly and if there are any other questions, I'm happy to answer them.

25

(No response.)

1

2

MR. BRAUN: Hearing none, a motion,
please.

3

4

MS. SCHEIDT: So moved.

5

MR. BRAUN: Second?

6

MR. CALLAHAN: Second.

7

MR. BRAUN: Thank you.

8

Birthday boy, on the vote?

9

MR. CALLAHAN: Yes.

10

MR. BRAUN: Mr. Grucci?

11

MR. GRUCCI: Yes.

12

MR. BRAUN: Ms. Paprocky?

13

MS. PAPROCKY: Yes.

14

MR. BRAUN: Mr. Pollakusky?

15

MR. POLLAKUSKY: Yes.

16

MR. BRAUN: Ms. Scheidt?

17

MS. SCHEIDT: Yes.

18

MR. BRAUN: Mr. Trotta?

19

MR. TROTTA: Yes.

20

MR. BRAUN: Mr. Braun votes yes.

21

Motion carries.

22

MR. CURRY: So, Marty, this is how you
chose to spend your birthday, huh?

23

24

MR. CALLAHAN: I'm looking to go out

25

and play a round of golf when we're done, if

1

2

the sun came out, Peter.

3

4

MS. MULLIGAN: Peter, do you have another -- is AVR Yaphank yours?

5

6

7

8

MR. CURRY: No. The only reason why I'm staying on is it looks like you have an agenda item for the discussion of the name change from the NP --

9

10

11

MS. MULLIGAN: Okay. I knew you had something else, so I'm going to take that out of order, also.

12

13

14

15

16

So we received a name change request for Brookhaven Logistics Center LLC. This is the project that was -- I feel like I'm going to refer to Prince right now, but formerly known as --

17

18

MR. WEIR: It was formerly known as NP/Winter Bros.

19

20

21

22

23

24

MR. CURRY: Right, right.

I think that the company found that there was getting to be a little bit of confusion between their project and the other project, which Winters Bros. is proposing on an adjacent piece of property.

25

They wanted to make sure that people

1

2

understood that these are two separate

3

properties and two separate applications and

4

that this two million square foot warehouse

5

industrial project is -- has nothing to do

6

with Winter Bros.' normal line of business.

7

MR. BRAUN: Bill, do you want a

8

resolution to that effect?

9

MS. MULLIGAN: Accepting it.

10

MR. WEIR: Yeah. A vote to approve it.

11

MR. BRAUN: Okay.

12

Somebody move that, please.

13

MR. GRUCCI: So moved.

14

MR. BRAUN: Thank you, Mr. Grucci.

15

MR. POLLAKUSKY: Seconded.

16

MR. BRAUN: All right.

17

On the vote, Mr. Callahan?

18

MR. CALLAHAN: Yes.

19

MR. BRAUN: Mr. Grucci?

20

MR. GRUCCI: Yes.

21

MR. BRAUN: Ms. Paprocky?

22

MS. PAPROCKY: Yes.

23

MR. BRAUN: Mr. Pollakusky?

24

MR. POLLAKUSKY: Yes.

25

MR. BRAUN: Ms. Scheidt?

1

2

MS. SCHEIDT: Yes.

3

MR. BRAUN: Mr. Trotta?

4

MR. TROTТА: Yes.

5

MR. BRAUN: Mr. Braun votes yes.

6

Motion carries.

7

Thank you, Peter.

8

MR. CURRY: All right. Thanks

9

everybody, have a great day, bye-bye.

10

MS. MULLIGAN: Okay.

11

And I apologize, for some reason I

12

can't see who's in the attendees, so I'm not

13

sure if there's any other counsel that has

14

projects that we could just sort of release

15

them, but I think the -- unless I hear

16

differently, I think we should go ahead and .

17

. . I think we should just go ahead and go

18

back into the main part of the project.

19

If you're an attendee and you can hear

20

me and do you have something, just raise your

21

hand, please and we can always move around

22

again if they do have something else.

23

So do you want to start with the

24

minutes, Fred?

25

MR. BRAUN: Sure.

1

2

Minutes of our meeting of March 16th

3

were sent to everyone. I need a motion to

4

accept those.

5

MR. POLLAKUSKY: So moved.

6

MR. BRAUN: Second?

7

MS. SCHEIDT: Second.

8

MR. BRAUN: Thank you.

9

Any questions on those minutes?

10

(No response.)

11

MR. BRAUN: Hearing none, Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Ms. Scheidt?

14

MS. SCHEIDT: Yes.

15

MR. BRAUN: Mr. Pollakusky?

16

MR. POLLAKUSKY: Yes.

17

MR. BRAUN: Ms. Paprocky?

18

MS. PAPROCKY: Yes.

19

MR. BRAUN: Mr. Grucci?

20

MR. GRUCCI: Yes.

21

MR. BRAUN: Mr. Callahan?

22

MR. CALLAHAN: Yes.

23

MR. BRAUN: Mr. Braun votes yes.

24

The minutes of March 16, 2022 have been

25

accepted.

1

2

As to the minutes of April 13, 2022, a
motion, please.

3

4

MR. POLLAKUSKY: So moved.

5

MS. PAPROCKY: So moved.

6

MR. BRAUN: Questions, corrections?

7

(No response.)

8

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

9

MR. TROTTA: 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?

17

(Pause.)

18

MR. GRUCCI: Sorry about that. Yes.

19

MR. BRAUN: Okay.

20

Mr. Callahan?

21

MR. CALLAHAN: Yes.

22

MR. BRAUN: Mr. Braun votes yes.

23

Those minutes are accepted as well.

24

Lori.

25

MS. LaPONTE: Included in your package

1

2 is the March 2022 operating results of the IDA
3 and also the April 2022 operating results of
4 the IDA.

5 I want to -- I'm going to review them
6 together.

7 So for these two months, we had one
8 extension of sales tax, we also had three
9 processing fees that were included in revenue,
10 a housing study and an additional fee for a
11 closing -- additional closing cost, so as far
12 as the expenditures go, they were in line with
13 our budget and our monthly recurring
14 expenditures.

15 Is there any questions on the operating
16 results for the months of March and
17 April 2022?

18 (No response.)

19 MR. BRAUN: The only thing I would add
20 is if you look at the first time in a while,
21 well, maybe all during the year, we've got a
22 little bit of red ink.

23 MS. LaPONTE: Yes.

24 MR. BRAUN: That's because while we've
25 got a lot of projects teed up, we've had very

1

2

few in the way of closing, so our income is

3

not there as of yet, but, you know, you've

4

seen the activity and it shouldn't be too long

5

before we start closing some of these and we

6

get back into the black again.

7

Bill, I'll ask my periodic question,

8

anything on AOE?

9

MR. WEIR: Nope. Crickets.

10

MR. BRAUN: Crickets.

11

Lori -- go ahead, Bill, I'm sorry.

12

MR. WEIR: I said they have not

13

responded to emails and phone calls.

14

MR. BRAUN: Some people might remember

15

they had a groundbreaking two months ago, so

16

it's a little awkward on their behalf.

17

MR. WEIR: Well, if they start

18

construction, they're going to lose out on

19

their sales tax benefits.

20

MR. BRAUN: I don't know if that day --

21

well, they had some property cleared, you

22

know, a tent up for the ceremony, but whether

23

they've started actual construction, I don't

24

know, I haven't been out there.

25

Lori, anything else?

1

2

MS. LaPONTE: So did you want to accept
the two reports and then I'll go --

3

4

MR. BRAUN: I think that's a good idea.

5

MS. LaPONTE: Okay.

6

MR. BRAUN: Somebody move that.

7

MS. SCHEIDT: Move to accept the two
reports.

8

9

MR. BRAUN: Wonderful.

10

Second?

11

MS. PAPROCKY: Second.

12

MR. BRAUN: Okay.

13

Mr. Callahan?

14

MR. CALLAHAN: Yes.

15

MR. BRAUN: Mr. Grucci?

16

MR. GRUCCI: Yes.

17

MR. BRAUN: Ms. Paprocky?

18

MS. PAPROCKY: Yes.

19

MR. BRAUN: Mr. Pollakusky?

20

MR. POLLAKUSKY: Yes.

21

MR. BRAUN: Ms. Scheidt?

22

MS. SCHEIDT: Yes.

23

MR. BRAUN: Mr. Trotta?

24

MR. TROTTA: Yes.

25

MR. BRAUN: Mr. Braun votes yes.

1

2

The report is accepted.

3

4

MS. LaPONTE: There are a few other things I want to mention.

5

6

All of our payments as required contractually have been made timely.

7

8

9

10

11

12

13

14

15

16

As far as our PILOT's, the second half was due the end of May and there were three delinquent PILOT payments that were -- two of them were subsequently received, but we're still going forth with three billings for the late payments, interest and penalties. One of the three is still delinquent of the PILOT payments. We have been contacting them and have not yet heard back, but we have been on it daily.

17

18

MR. BRAUN: You want to mention who that is, Lori?

19

MR. CALLAHAN: Yeah.

20

21

MR. TROTTA: Yeah, I was just going to ask you the question.

22

MS. MULLIGAN: Crestwood.

23

MS. LaPONTE: Crestwood.

24

Yes. It's the first time, so . . .

25

MS. MULLIGAN: They paid their first

1

2

half.

3

4

5

6

7

MS. LaPONTE: Yes, they did. So we're not sure. We haven't made contact, although we've tried in every method via letter, via email, via phone call, so hoping to hear something.

8

MR. CALLAHAN: Where is that project?

9

MS. LaPONTE: In Selden?

10

11

MS. MULLIGAN: No, no, no, no. It's in Bellport.

12

MS. LaPONTE: Bellport, right.

13

14

15

The other thing I did want to mention is two quick items regarding our banking relationships.

16

17

As mentioned in the past, the rates are starting to creep up oh so little.

18

19

20

21

22

23

24

25

Flushing sent us a notice that they're increasing our investment account from 20 basis points to 35 basis points and also Hanover, which is an account we approved in the prior meetings that we're going to fund some money over there for employee benefit plans, that account interest rate is up to 40 basis points, so we're seeing some positive

1

2 out of the negatives going on.

3

4

5

6

7

8

9

10

11

12

13

14

15

16

And another item I want to mention, along with our banking relationship with our checking accounts for the IDA, we have implemented positive pay, which is a service a bank offers us where we can let them know of checks that we're disbursing and they match it against checks that are cleared, so if there is an unauthorized check that's written out of any of our accounts, it will be held in suspense and we'll get notification and we have till 2:00 the next day to approve it. So it's just an added protection over any fraudulent activities regarding our checking accounts.

17

Any questions on all of that?

18

(No response.)

19

MR. BRAUN: Okay.

20

Thank you, Lori.

21

22

23

24

25

MS. MULLIGAN: Okay. Just to pick back up, I know we jumped around a little bit, the next item on the agenda is Integrated Structures - Matt-Con subtenant application. So this is . . . Integrated Structures

1

2 is at 40 Pinehurst Drive in Bellport.

3

4

5

6

7

8

9

10

11

12

13

14

15

16

I think there was just a miscommunication because it seems to me like Matt-Con was part of their original -- they originally contemplated it and -- but just briefly in their cover letter, so it didn't get picked up, it didn't get followed through on and so we had them come back to us with a subtenant application just to make sure that we had everything above board and that's basically what you have in front of you. It's for Matt-Con to sublease some of the space at 40 Pinehurst, Bellport and they have ten employees in there. The application is in your packets, too.

17

Does anyone have any questions?

18

(No response.)

19

20

MR. BRAUN: We need a motion to accept that application, please.

21

MR. TROTTA: Motion.

22

MR. BRAUN: Thank you.

23

MR. POLLAKUSKY: Seconded.

24

MR. BRAUN: Okay.

25

Mr. Callahan?

1

2 MR. CALLAHAN: Yes.

3 MR. BRAUN: Mr. Grucci?

4 MR. GRUCCI: Yes.

5 MR. BRAUN: Ms. Paprocky?

6 MS. PAPROCKY: 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: Bill, so that we
16 accepted the application, but we had the
17 resolution as well; did we just cover
18 everything we needed to?

19 (No response.)

20 MS. MULLIGAN: You're on mute, Bill.

21 MR. WEIR: The resolution that we sent
22 to you covered the application and approval of
23 the tenant and (inaudible), so that's what I
24 thought you were adopting, that resolution.

25 MS. MULLIGAN: Okay, good. So we

1

2 just -- that's the resolution that you just
3 adopted, you accepted the application and all
4 the other pieces. Okay. Thank you.

5

6 The next item on the agenda is
7 Interstate Mechanical. This is -- there's two
8 requests on this. They have a subtenant also
9 called CADCAM and CADCAM was already approved
10 and has already been in the building and they
11 are just requesting that they can extend their
12 lease for another two years, so there's that
13 piece of the request and then they also have
14 asked to extend their sales tax to 10/31 of
15 '22 and increase the sales tax, the amount
16 that they can spend on -- that they can spend
17 on sales taxable items to 75,000. It's split
18 between two entities, so it's 70,000 for
19 Williams Realty and 5,000 for Interstate
20 Mechanical and those request letters were in
21 your packet as well.

22

23 So, Howard, did you want to add
24 anything?

25

MR. GROSS: No, thank you.

26

MR. BRAUN: Should we have those as
27 separate resolutions?

1

2

MR. GROSS: It's all -- it was all
forwarded as one resolution with multiple
components.

4

5

MR. BRAUN: Okay. Thank you.

6

Somebody care to move it then?

7

MS. SCHEIDT: So moved.

8

MS. MULLIGAN: Thank you, Ann-Marie.

9

MR. GRUCCI: Second.

10

MR. BRAUN: Okay.

11

Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Ms. Scheidt?

14

MS. SCHEIDT: Yes.

15

MR. BRAUN: Mr. Pollakusky?

16

MR. POLLAKUSKY: Yes.

17

MR. BRAUN: Ms. Paprocky?

18

MS. PAPROCKY: Yes.

19

MR. BRAUN: Mr. Grucci?

20

MR. GRUCCI: Yes.

21

MR. BRAUN: Mr. Callahan?

22

MR. CALLAHAN: Yes.

23

MR. BRAUN: Mr. Braun votes yes.

24

The resolution is passed.

25

MS. MULLIGAN: Thank you.

1

2

The next item on the agenda is UI

3

Digital. They put in a request to have you

4

approve them putting solar on their roof.

5

This won't impact their assessed value, but

6

you do need to approve -- and they're not

7

asking for any benefits, but you do need to

8

approve them making the change to the

9

facility.

10

Howard, did you want to add anything?

11

MR. GROSS: No again, thank you.

12

MR. CALLAHAN: Howard's quiet today,

13

what's going on?

14

MR. BRAUN: May I have a motion,

15

please?

16

MR. CALLAHAN: So moved.

17

MS. MULLIGAN: Thank you, Marty.

18

MR. BRAUN: Second?

19

MR. TROTTA: Second.

20

MS. MULLIGAN: Thank you, Frank.

21

MR. BRAUN: 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 Motion passes.

11 MS. MULLIGAN: The next item on the
12 agenda is a request from AVR Yaphank Hotel &
13 Loft Apartments. They have asked for the
14 approval of a mortgage, but like the 44 Ramsey
15 request, there's no request for benefits and
16 just to remind everybody, the AVR Hotel &
17 Lofts Apartments project is at the northwest
18 corner of William Floyd and the L.I.E.

19 MR. BRAUN: What's the amount, do you
20 have it there?

21 MS. MULLIGAN: I do have it here, I
22 just didn't write it down.

23 I'm sorry. I don't have it here.

24 MS. PAPROCKY: There's a note,
25 100 million.

1

2

MS. MULLIGAN: Thank you. That's what I was thinking, but I thought I was wrong.

3

4

MR. CALLAHAN: Wow.

5

6

MS. PAPROCKY: The loan is 73 million, they're using the rest to do some . . .

7

MR. BRAUN: Some other stuff.

8

9

MS. PAPROCKY: Some other stuff, exactly.

10

MS. MULLIGAN: Okay, I found it. Yes.

11

12

MR. BRAUN: May I have a motion for that, please?

13

MR. POLLAKUSKY: So moved.

14

MS. PAPROCKY: Second.

15

MR. BRAUN: Thank you, Lenore.

16

Ms. Paprocky?

17

18

MS. PAPROCKY: Oh, yes. Startled me, I came first.

19

MR. BRAUN: Mr. Pollakusky?

20

MR. POLLAKUSKY: Yes.

21

MR. BRAUN: Ms. Scheidt?

22

MS. SCHEIDT: Yes.

23

MR. BRAUN: Mr. Trotta?

24

MR. TROTТА: Yes.

25

MR. BRAUN: Mr. Callahan?

1

2

MR. CALLAHAN: Yes.

3

MR. BRAUN: Mr. Grucci?

4

MR. GRUCCI: Yes.

5

MR. BRAUN: Mr. Braun votes yes.

6

Motion carries.

7

All right. We're getting down there.

8

MS. MULLIGAN: We're making progress.

9

10

The next resolution that I would like
to present is a change of salary as was

11

contemplated in January for Amy Illardo and

12

also a change of roles and responsibilities to

13

cover marketing and new project development.

14

MR. TROTTA: I would make that motion.

15

MR. BRAUN: Thank you, Frank.

16

Second?

17

MR. GRUCCI: I'll second the motion.

18

MR. BRAUN: Lenore, you did a good job,

19

you want to try it again?

20

MS. PAPROCKY: Yes.

21

MR. BRAUN: Mr. Pollakusky?

22

MR. POLLAKUSKY: Yes.

23

MR. BRAUN: Ms. Scheidt?

24

MS. SCHEIDT: Yes.

25

MR. BRAUN: Mr. Trotta?

1

2 MR. TROTTA: Yes.

3 MR. BRAUN: Mr. Callahan?

4 MR. CALLAHAN: Yes.

5 MR. BRAUN: Mr. Grucci?

6 MR. GRUCCI: Yes.

7 MR. BRAUN: Mr. Braun votes yes.

8 MS. MULLIGAN: I think we should make

9 this effective as of June 15th, it's the next

10 upcoming payroll.

11 MR. BRAUN: Perfect.

12 MS. MULLIGAN: Okay.

13 MR. CALLAHAN: Fine.

14 MS. MULLIGAN: Okay.

15 MS. LaPONTE: June 16th, okay?

16 MS. MULLIGAN: June 16th? Sorry,

17 sorry.

18 MS. LaPONTE: Sorry, Amy, just one day.

19 MS. MULLIGAN: Is that already set,

20 Lori?

21 MS. LaPONTE: The 15th?

22 MS. MULLIGAN: Yeah.

23 MS. LaPONTE: I can adjust it. We'll

24 talk.

25 MS. MULLIGAN: Okay. Okay. We'll --

1

2

MR. TROTTA: Effective next payroll,
whenever that is.

3

4

MS. LaPONTE: Okay, okay, that's fine.
I'm sorry. Yeah.

5

6

MS. MULLIGAN: Okay. Sorry, I said it
and then I really meant next payroll and then
I realized that I probably am screwing that
up. Sorry. Okay.

7

8

9

10

So the next item on the agenda is the
battery energy storage system.

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

So as I think you guys are aware, we
have one application -- we have one that we've
already approved, but we have another
application for a BESS system, battery energy
storage system, but we do have I think three
more that I can think of off the top of my
head that are -- we're going to get
applications in soon and from what I
understand, renewable energy is great when the
sun is shining or the wind is blowing, but if
you don't have a way to capture the energy
when the wind is blowing and the sun is
shining and hold it for cloudy, not windy
days, it's only as good as, you know, when the

1

2 sun is shining.

3

4

5

6

So these battery energy systems basically are batteries that hold the energy and then can put it into the system, into the grid, when we need it. So --

7

8

MS. SCHEIDT: That's an excellent summary, Lisa.

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

MR. WEIR: Yeah. I mean the other thing that these do, even on a windy sunny day, when there's peaks in energy demand, you know, that -- so, for example, if all of a sudden it hits 95 degrees late afternoon, everyone gets home from work, turns their air conditioners on and they kind of act like peaker plants to avoid brown-outs, so the system is always -- has enough energy running through it, so they are critical and they probably will eventually replace -- as more and more of them come online, they'll probably replace some of the back-up peaker plants that are out there that run on natural gas or oil as well, so they are critical to the grid.

24

25

MS. SCHEIDT: Bill, you and Lisa are a great team. Fortunately inserting that energy

1

2 into the grid is still a little bit tricky,
3 which gives a lot of exciting work for the
4 folks at our advanced energy center to do.

5 MR. WEIR: Well, yeah.

6 I mean the grid nationwide is aging and
7 is obsolete and the grid was really designed
8 to take power from the big plants that were
9 built, you know, 50, 60 years ago, like, for
10 example, like Port Jefferson, run on coal or
11 natural gas or oil and so the grid needs --
12 even if these weren't coming online,
13 nationally the grid needs to be rebuilt up and
14 brought up to speed and up to code as well as
15 needs to reflect getting power from where it's
16 now being generated to where it's needed, so,
17 you know, it's . . . nationwide it's critical
18 that the grid, the entire electrical grid, the
19 infrastructure system, be upgraded and
20 modernized.

21 MS. MULLIGAN: But until then, we have
22 a bunch of potential battery energy storage
23 systems and one of the things that they have
24 been working with us and I have to tell you,
25 Barry Carrigan in Bill's office has been a

1

2

great resource for us and has really helped me

3

muddle through this process and it's been

4

months of us trying to figure this out.

5

We looked at -- we met with NYSERDA to

6

try and get as much information from them. We

7

met with the potential projects multiple times

8

to get information from them and we've really

9

sharpened our pencil, gone back and forth and

10

back and forth.

11

I think we have come up with a plan

12

that balances the . . . incentivizing these

13

because this is something that we need in our

14

community in order to support all of the

15

renewable energy projects that we have and are

16

doing and also, balances the taxpayers and the

17

taxing jurisdictions.

18

So what we came up with -- and I'm

19

hoping that you guys think this is a

20

reasonable approach -- is battery energy

21

storage projects that come to us requesting a

22

15-year PILOT will get a PILOT that starts at

23

\$2,000 per megawatt and just for a frame of

24

reference, the two that we have that we're

25

kind of kicking around, one of them is a

1

2

150-megawatt project, the other one is a

3

125-megawatt project, so just so you have a

4

frame of reference for this.

5

The 15-year PILOT would start at \$2,000

6

per megawatt and increase over the 15 years to

7

\$2,500 per megawatt.

8

So I have to play with the numbers a

9

little bit, I'm not sure if it's going to make

10

the most sense to do five-year chunks, like

11

\$2,000 for five years, 2,250 for five years

12

and then 2,500 for five years or if it's going

13

to make sense just to gradually increase, but

14

that's what we're playing with and then for

15

20-year PILOT's, it would start at \$2,000 per

16

megawatt and ramp up to 2,750 per megawatt and

17

then for 30-year PILOT's it will start at

18

\$2,000 per megawatt and ramp up to \$3,000 per

19

megawatt and these like our other PILOT's will

20

be set dollar amounts that will be provided

21

for you to review prior to the final

22

authorizing resolution, but that's the concept

23

that we think is going to balance all those

24

factors and give us a good end product.

25

MR. WEIR: And the PILOT's will be

1

2

co-terminus with the length of their power

3

purchase agreements that they will have, so,

4

you know, if they have a 15-year power

5

purchase agreement, they're not going to get a

6

20- or 30-year PILOT.

7

MS. MULLIGAN: But we realize that

8

there would be projects that have these

9

different --

10

MR. WEIR: Yeah.

11

MS. MULLIGAN: -- needs.

12

MR. WEIR: But again, all the solar

13

deals we're doing, the offshore wind deals

14

that are coming online, they're not effective

15

without these batteries and the same with the

16

fuel cell. The fuel cell only come on when

17

they're needed, but the solar and wind need

18

the battery storage hand in hand.

19

MR. BRAUN: As Lisa said, she and Bill

20

and Barry have been working on this for a long

21

time. It appears to be an equitable solution

22

for us as well as the projects. One of my

23

early on concerns was if we price this too

24

high, they wouldn't be built, so I think this

25

works out for everybody.

1

2

MR. WEIR: So I guess, Lisa, the other question I have, if we adopt this policy, do we want to amend our UTEP to include this or we'll just hand it out as a policy?

3

4

5

6

MS. MULLIGAN: Well, I mean we had discussed updating our UTEP and now with all of this spec industrial . . .

7

8

9

MR. BRAUN: This is a little bit more specific than the other.

10

11

MS. MULLIGAN: Yeah.

12

13

MR. BRAUN: In as much between the ABO and the OSC criticizing every little thing these days, it probably isn't a bad idea to put it in the UTEP, Bill.

14

15

16

MS. MULLIGAN: But if we're going to open our UTEP, I think we should make all the changes that we need to make.

17

18

19

MR. WEIR: So maybe we can do, at least I think -- your UTEP is broad enough that for now we don't need to include this in the UTEP, but I think we should probably adopt what Lisa just proposed as a formal policy --

20

21

22

23

MS. MULLIGAN: Policy.

24

25

MR. WEIR: -- for these and then when

1

2

we're ready to update the UTEP, we'll include

3

this as well.

4

MR. BRAUN: Okay.

5

MR. WEIR: And Lisa, if you want, you

6

can share that with Suffolk and Islip and

7

Riverhead because they may want to see what

8

we're doing as well to be consistent.

9

MS. MULLIGAN: Okay.

10

MS. PAPROCKY: Actually that was just

11

about to be my question, Bill, to Lisa was

12

have you spoken with the other IDA's and what

13

are they doing or they haven't figured it out

14

yet.

15

MR. WEIR: The only other one that

16

right now potentially has a battery storage

17

coming to them will be Suffolk County and it's

18

actually one of the companies that's also

19

working -- going through Brookhaven, so I

20

think Tony Catapano (phonetic) and Kelly

21

Murphy (phonetic) will be very pleased to see

22

that Lisa did all the hard work that they

23

could look at.

24

MR. GRUCCI: Bill, while we've been

25

chatting about the UTEP, just to go back a

1

2

moment, these warehouses that we've been

3

seeing, do they fit into our UTEP or are we

4

making exceptions for them?

5

MR. WEIR: No, they do fit into our

6

UTEP and we did talk about them in the past,

7

but again, that's something we may want to

8

consider, you know, what level of benefits you

9

want to give on these warehouses.

10

In the past, warehouses did not have a

11

lot of jobs, they tended to be a couple of

12

guys on forklifts loading pallets onto tractor

13

trailers. I think the modern warehouse

14

distribution center is rapidly changing and

15

some of them have quite a few jobs, so if

16

you're ever back with us, you know, about four

17

executive directors ago with Tony Locio

18

(phonetic), he always said, you know,

19

warehouse distribution centers should not get

20

at that time the standard PILOT a hundred

21

percent exemption because they didn't have

22

enough jobs and now some of these warehouse

23

distribution centers have hundreds of jobs, so

24

they have changed, but, you know, even, you

25

know, looking at them going forward, I think

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

there's a lot of things the board can consider including, you know, as we said earlier, whether or not we want say 25 percent of them preapproved, you know, pre-leased before we approve it or you know, at least having a very detailed feasibility study showing the need for the warehouse, the other ones out there, the competition, the other things that are planned so that the board can make an informed dissent -- informed decision as to whether or not this warehouse is really needed. There are a lot of them coming up in primarily right now Brookhaven and Riverhead, couple in Islip and some in Smithtown, but the majority of them will be in Brookhaven and in Riverhead starting to pop up as well, so they're going further east and they'll need a lot more land, so it will be interesting to see how it goes.

MS. SCHEIDT: One of the things that concerns me, Bill, is that we look at is this outfit going move to North Carolina and take its jobs with it, but for a distribution center to 2.8 million people on Long Island and wherever else they're distributing, they

1

2

can't go someplace else.

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MR. WEIR: Well, again, you know, I think what he was trying to say in his presentation there are existing companies on Long Island, manufacturing companies and others who need these facilities and I think what some of these companies may say is if we can't get warehouse distribution facilities for our manufacturing on Long Island, we may have to move everything off of Long Island.

MS. SCHEIDT: If there's a business need for a warehouse, again, why does a warehouse need our support if there are lots of customers out there who need the facility?

MR. WEIR: They may not be economically feasible without the IDA's support.

MS. SCHEIDT: So that's the kind of issue that --

MR. WEIR: Yeah. Those are the kind of issues that we need to look and we probably want to study the need for these. But there's been, you know, just like if you think about it, with the market rate housing projects, you guys put a hold on those for a year while we

1

2

studied it.

3

(Inaudible comments.)

4

MS. MULLIGAN: What, Annette?

5

MS. EADERESTO: Did the IDA do a study?

6

MS. MULLIGAN: For that market rate

7

housing --

8

MS. EADERESTO: No, not the market rate

9

housing, for this warehousing.

10

I think it's being overbuilt. I called

11

it on the golf courses in the '90's and I

12

just --

13

MR. WEIR: The concern I have, you

14

know, again, there was an article, maybe Amy

15

could track it down and send it to everybody,

16

in the Wall Street Journal about a week or so

17

ago now where they said, you know, Amazon's

18

business is slowing and their stock prices

19

dipped and they said that was sending shock

20

waves through the warehouse distribution

21

market and you know, so --

22

MS. EADERESTO: And we have so many

23

applications, Bill, you haven't even seen them

24

all yet. I see them before they come --

25

MR. WEIR: Again, I've seen other ones

1

2 that you guys haven't seen, so there's a lot
3 going on and to be honest with you, I am a
4 little concerned that we may be overbuilding
5 them. Trying to think like the malls a few
6 years ago, you couldn't build enough malls and
7 now they're all empty or half empty, so --

8 MS. MULLIGAN: Remember when every
9 application was an assisted living, I mean
10 that has tapered off?

11 MR. WEIR: Yeah. Well, even some of
12 the market rate housing has tapered off, so,
13 you know, people see something succeed and
14 everybody jumps on the band wagon, you know
15 and it may make sense for the agency to do its
16 own feasibility, its own market study where --
17 so that way you're not relying on something
18 that the company has, you know, engaged, it's
19 yours and you can make the decision.

20 (Inaudible comments.)

21 MS. EADERESTO: I think it's a great
22 idea. Bill, it's a great idea.

23 MS. MULLIGAN: So do you want me to
24 explore that?

25 MR. BRAUN: Sure.

1

2 MR. CALLAHAN: Sure.

3 MS. SCHEIDT: Yeah, that's a very good
4 idea.5 MS. MULLIGAN: Okay. Okay. I'll work
6 on . . .7 MR. WEIR: You know, like Suffolk's
8 board has -- did not approve one deal because
9 they're concerned about this market,
10 Riverhead's going to have some coming in, so
11 there are a number of these projects around
12 Long Island, you know, I would be surprised if
13 they all got built, if they're all successful.
14 Doesn't mean -- and again, something like
15 the -- what we're now calling NP/Winter Bros,
16 which is now what do we say --17 MS. MULLIGAN: Brookhaven Logistics
18 Center.19 MR. WEIR: I mean that's a different
20 facility because it's intermodal with rail, so
21 I mean there's something distinguished between
22 that and some of these other ones that are on
23 the drawing boards.

24 (Inaudible comments.)

25 MS. MULLIGAN: That's true. We could

1

2

see if the other -- does it benefit us to have

3

a study that does all of Long Island and

4

each --

5

MR. WEIR: You certainly want to cover

6

Suffolk County.

7

MS. MULLIGAN: Say that again, Bill.

8

MR. WEIR: You would certainly want

9

your feasibility study that you were to engage

10

to cover all of Suffolk County. Whether or

11

not you want to include Nassau County, I don't

12

know.

13

I mean there is a very large one that's

14

built along the expressway, kind of in Oyster

15

Bay by the old Cerro Wire facility, that's

16

like Exit 47 or 48, Howard, no too far from

17

you.

18

MR. CALLAHAN: Can't miss it.

19

MR. WEIR: Yeah. But other than

20

that -- and then there's ones that are going

21

up in -- also in Nassau County, but they're

22

really freight forwarders for JFK, so again, a

23

different model. But other than the ones

24

going up around JFK and you know, the one on

25

the expressway, I'm not aware of too many

1

2

other major warehouse distribution facilities
being built in Nassau County.

3

4

5

6

7

8

9

10

11

MS. MULLIGAN: Howard and Fred just
said the same thing at the same time that
maybe I should reach out to the other IDA's
and see if they would like to -- maybe we do a
study together that looks at Suffolk County as
a whole and each (inaudible) individually so
we can get a full picture of the entire county
plus a piece that impacts us most directly.

12

13

14

MR. WEIR: Yeah, yeah. Even if they
chose not to do it, I think your study has to
include all of Suffolk County.

15

16

17

18

19

MS. MULLIGAN: Yeah. We can do all of
Suffolk County and Brookhaven and if they want
to participate, we could do all of Suffolk
County and Brookhaven and Islip just for an
example.

20

21

22

23

24

25

MR. WEIR: But again, if you're doing
all of Suffolk County, it will show everything
that is in existence, under construction and
contemplated all over the county; you're not
going to say and Brookhaven, it will be the
entire county.

1

2

(Inaudible comments.)

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MR. WEIR: No, you're not breaking it out, you're looking at the entire county. No, it's not just Brookhaven. If somebody's building a million square feet in Riverhead, it's going to impact Suffolk County.

MS. MULLIGAN: A hundred percent, Bill, I'm agreeing, but won't we have them look at Suffolk County as a whole and then also look at Brookhaven specifically?

MR. WEIR: No. I'm saying the study would look at Suffolk County as a whole.

MS. MULLIGAN: And that will include Brookhaven?

MR. WEIR: That will include Brookhaven.

MS. MULLIGAN: Okay. Okay. We're saying the same thing.

MR. WEIR: Yup.

MR. TROTTA: Question.

Would we be putting a moratorium in effect if we go ahead with this study?

MR. WEIR: Well, we kind of told the -- whatever they were, the Winstar people --

1

2

MS. MULLIGAN: Wildflower.

3

4

MR. WEIR: Wildflower. Winstar is something else.

5

6

7

8

9

10

11

That, you know, we were a long way away from approvals that may include any additional requirement, so we can accept the application, but we need to tell people we're not going to be going through public hearings or approvals until we have done our study and determined the need for these.

12

13

MR. TROTTA: You wouldn't do a formal moratorium, but you would --

14

MR. WEIR: I don't think --

15

16

MR. TROTTA: -- just proceed in that direction. Okay.

17

18

19

20

21

MR. WEIR: Yeah. I don't think we need to do a formal moratorium, but I think we should put people on notice that the approval -- don't come into us today and expect an approval in July.

22

23

24

MR. TROTTA: Right. Otherwise it's not fair because they don't know why we're not -- okay, good. Thank you.

25

MR. GRUCCI: Is there different types

1

2

of warehousing or are we just using -- are we

3

saying warehouse as an umbrella for everything

4

that looks and smells and feels like --

5

MR. WEIR: I think we're saying

6

warehouse distributions facilities, you know.

7

If, for example, say Frank Lowe Rubber

8

and Gasket Company, which we just approved

9

their (inaudible). If they were to come in

10

and say hey, we need to build a warehouse

11

distribution center for our finished product,

12

I think that's different because it's really

13

the spec buildings we're talking about, you

14

know and again, anybody or any of your

15

existing projects come in and say hey, we're

16

out of space in our own warehouse, we want to

17

expand it, you're going to approve that. It's

18

the special where (inaudible).

19

MR. GRUCCI: I didn't mean to cut you

20

off, go ahead.

21

MR. WEIR: We're really talking about

22

the spec buildings where they're saying we're

23

putting up however many hundreds of thousands

24

of square feet and we have no users signed up

25

before we start construction.

1

2

3

4

5

MR. GRUCCI: My question to you is, could we be that specific in our -- if we wanted to do a moratorium, that we're putting a moratorium on spec building?

6

MR. WEIR: Sure.

7

8

9

10

11

MR. GRUCCI: So if the farmer who's farming the land out in Manorville needs to put a warehouse up to store his product in and then ship it to wherever it goes to, they would be exempt from that moratorium?

12

13

14

15

16

17

MR. WEIR: Yeah. I would say any company, you know, so any company that's building their own warehouse for their own use, I wouldn't be concerned about that. It's only these very large spec warehouse distributions that have no signed up tenants.

18

MS. MULLIGAN: And I think --

19

MR. GRUCCI: I agree with you.

20

21

22

23

24

25

MS. MULLIGAN: And Bill just said very large. I think that's a caveat, too. If we had someone who was coming in and building a small spec user, we don't have a lot of that and maybe we would look at that differently, but I think it's the very large ones that

1

2

(inaudible).

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MR. WEIR: There's a company that's done -- they've done one project in Islip and one through Suffolk IDA where they come in and they build a warehouse distribution facility that has space of 5,000 to 25,000 square feet, so for small users, you know and that is very (inaudible). Some of that space in, I guess it would be Islip, you know, north of -- along Pond Road and Ocean Avenue going down towards Islip and MacArthur Airport, those buildings where you have a small office in the front and then a big -- a 20,000 square foot that you could use as a garage, you can use as warehouse, wherever, that a lot of small businesses utilize, plumbing and heating companies, things like that and that there's a real lack of on Long Island. So that's a completely different market where these are these warehouses that are 250,000 square feet to a million square feet that are just could be anybody, Long Island companies, could be Amazon, could be UPS, could be FedEx, FedEx Ground, who knows who's going to be in there.

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

MR. GRUCCI: I think that if we're going down this road, we need to be as specific as we can as to who this applies to because just by saying large users or large builders is a subjective thought. I mean we've already approved a two million square foot building, so somebody comes in with a million one, that's significantly less than the two million. It's still too big for what we're trying to do.

MS. MULLIGAN: I would say over a hundred thousand square feet, but maybe it's over 50,000 square feet.

MR. GRUCCI: I think a hundred makes sense. A hundred, up to and including a hundred thousand square feet.

MS. MULLIGAN: Couldn't we have --

MR. WEIR: Hundred thousand square feet and larger, that's a spec building.

MS. MULLIGAN: Okay.

Also, we might -- when we reach out and say do this research, they might come back to us and say listen, you said a hundred, but there's like 12 90,000, so are we cutting them

1

2

out? I think we have to get more information

3

before we finalize exactly what we're looking

4

at.

5

MR. WEIR: Yeah. I mean I think

6

whoever's doing the feasibility study can help

7

you, let's call it a market study because

8

feasibility study is with respect to one

9

project.

10

MS. MULLIGAN: So I'll do some

11

research.

12

MS. PAPROCKY: We also I think we all

13

have to keep in mind, too, is that right now

14

the IDA, the board, has control. You can kind

15

of push these people a little bit in the back,

16

right, push back at them and said we're not

17

ready to approve yet, can't we?

18

MR. WEIR: Yeah.

19

MS. PAPROCKY: So then we don't really

20

need a moratorium or anything, we just need

21

to --

22

(Inaudible comments.)

23

MS. PAPROCKY: Exactly. It's whether

24

we accept an application and like we just told

25

these people today, it's a long time coming

1

2 before an approval. There's a lot more that's
3 on their table that has to get done anyway, so
4 the point I think I'm making is that we're
5 putting the cart before the horse, so to speak
6 because we don't really need to talk about
7 moratorium or anything else, we just need to
8 have the feasibility study first and then
9 decide whether or not we want to pursue that.

10 MR. WEIR: We had one other
11 application; Lisa, what was that company we
12 talked to last Thursday; Tim Shea's client?

13 MR. BRAUN: We're also going to talk to
14 another one tomorrow afternoon.

15 MR. WEIR: Yeah.

16 MS. MULLIGAN: Hold on. Last Thursday;
17 what did we do?

18 MR. GRUCCI: Bill, while Lisa's
19 looking --

20 MS. MULLIGAN: Tim Shea's client. I
21 got to check my notes, sorry, I thought it was
22 in here.

23 MR. GRUCCI: Bill, if we don't take an
24 official action on this and we try to handle
25 it kind of selectively as to who we're going

1

2

to push back on and who we're not, would that

3

open us up to any kind of a lawsuit as an

4

equal --

5

MR. WEIR: I think as long as we tell

6

people we're not going to hold public hearings

7

and go to final authorizing resolution until

8

after we receive a market study for this type

9

of project --

10

MR. GRUCCI: Right. That would be for

11

every type of --

12

(Inaudible comments.)

13

MR. WEIR: Yeah. I mean every type of

14

spec warehouse distribution facility that we

15

have in the pipeline, either we accept an

16

application prior or ones we may be getting,

17

you know, we're not going to go forward

18

because it really goes to one, the board's

19

approval is this project necessary and if it's

20

not necessary, we're not going to approve it.

21

MR. GRUCCI: Legally we can treat the

22

spec buildings differently than we treat the

23

other warehouse type of operations?

24

MR. WEIR: Sure because again, some

25

IDA's will not do spec buildings at all. They

1

2

will say we won't approve it unless we

3

actually have the tenants in place.

4

5

You know, there have been some very, very successful projects done that were done

6

on a spec basis, you know. You look at, for

7

example, you know, Tritec did two projects

8

that's over by Exit 54 on the expressway, one

9

of them is now a bank, those were done by --

10

on spec basis, they're office buildings

11

(inaudible). There's another two the Suffolk

12

County IDA did. Right as you're coming, the

13

first two buildings, if you're heading east on

14

the Long Island Expressway, you cross Nassau

15

County line into Suffolk, the first two

16

buildings that are beautiful brick buildings

17

on the right. Again, a hundred percent leased

18

up. So spec buildings can be good, but, you

19

know, you start getting spec warehouse

20

distributions, you can get too much

21

(inaudible).

22

Lisa, you're trying to say something?

23

MS. MULLIGAN: We've done some, too.

24

MR. WEIR: Oh, yeah, you've done quite

25

a few.

1

2

MS. MULLIGAN: They were smaller than what we're talking about now, but I'll get more information and I will get back to everybody.

3

4

5

6

Just, Bill, Amy just reminded me, the AIREF project is who we had that meeting with last Thursday.

7

8

MR. WEIR: Whose was it?

9

10

MS. MULLIGAN: It's A-I-R-E-F, AIREF, I think that's how you pronounce it and they have two projects that they're bringing forward. We have one accepted application, AIREF Station Road, but they have another one in Yaphank that they're planning on bringing to us, so there's a lot. This has been an ongoing -- I feel like every second phone call we get is for somebody who's interested in spec industrial.

11

12

13

14

15

16

17

18

19

We've got the Empire Industrial Park with Rechler, I expect that we'll have an application from them for that project. We've got a lot.

20

21

22

23

24

MR. WEIR: Peter Curry has another one he's going to bring in that's going to be like

25

1

2

a half a million square feet, so there's a lot

3

out there and as I said, everyone's looking at

4

them.

5

MS. MULLIGAN: As far as the large

6

scale, we already closed on the Brookhaven

7

Logistics Center project, so that one is done

8

and we already did a final authorizing

9

resolution on the AVRSP, so that one is not

10

closed, but set. But beyond that, we haven't

11

taken action, we haven't done public hearings,

12

we haven't done anything on any of the other

13

ones, so I think we're in a good place to slow

14

things down and make sure we have a full

15

picture of the market and I will be back to

16

everybody with what I find as far as a market

17

study is concerned.

18

MR. TROTTA: Thank you.

19

MS. MULLIGAN: Okay.

20

So --

21

MR. TROTTA: Next?

22

MS. MULLIGAN: I realize that this is a

23

long meeting and we have a lot more to do, so

24

I'm going to take these next items as quickly

25

as I possibly can.

1

2

Wait, did we take action on the BESS,
did we vote on that, the policy.

3

4

MR. WEIR: On the energy?

5

MS. MULLIGAN: Yeah.

6

MR. WEIR: Yes. I thought you did.

7

MS. MULLIGAN: Did we vote?

8

MR. BRAUN: I don't know that we did.

9

MS. MULLIGAN: Can we just do it again?

10

MR. WEIR: Do it now.

11

MS. MULLIGAN: Yeah.

12

MR. TROTTA: Motion.

13

MR. GRUCCI: Second.

14

MR. BRAUN: This would be to

15

establish --

16

MS. MULLIGAN: A policy --

17

MR. BRAUN: -- the policy for PILOT's

18

that were 15, 20, 25 and 30?

19

MS. MULLIGAN: Fifteen, 20 and 30

20

years.

21

MR. BRAUN: Depending on their purchase

22

power agreements.

23

On the vote, Mr. Callahan?

24

MS. MULLIGAN: I'm sorry, Frank made

25

the motion; who seconded it?

1

2

MR. GRUCCI: I'll second it.

3

MS. MULLIGAN: Thank you, Felix.

4

MR. BRAUN: Mr. Callahan?

5

MR. CALLAHAN: Yes.

6

MR. BRAUN: Mr. Grucci?

7

MR. GRUCCI: Yes.

8

MR. BRAUN: Ms. Paprocky?

9

MS. PAPROCKY: Yes.

10

MR. BRAUN: Mr. Pollakusky?

11

MR. POLLAKUSKY: Yes.

12

MR. BRAUN: Ms. Scheidt?

13

MS. SCHEIDT: Yes.

14

MR. BRAUN: Mr. Trotta?

15

MR. TROTTA: Yes.

16

MR. BRAUN: Mr. Braun votes yes.

17

Motion carries.

18

MS. MULLIGAN: Okay.

19

The next -- thank you everybody.

20

The next item on the agenda is job

21

creation numbers. You're required to look at

22

these annually, although you do look at them

23

in PARIS. We have a few projects. The lion's

24

share of our projects have met or exceeded

25

their job creation expectations. Some of our

1

2

projects have not.

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

Fred and I are going to do a review of the projects that have not, follow up with them. Some of them have already provided us explanations as to why they did it. Those that haven't, we will follow up and get additional information and we will be back in touch with the board to give you our recommendations, but just so you know, in your packets you do have the spreadsheet that lists all the job creation numbers, so if you want to see who met, who didn't, where we are with each of them, it was -- it's been provided, so please let me know if you have any questions on that.

The next item -- nobody had questions. Okay. The next -- I'm sorry, I'm trying to do it fast because I am aware of the time.

The next item is the ABO website audit, which we discussed in the Governance Committee and I think unless anybody has any questions on that, we should just adopt the report from the Governance Committee.

MR. GRUCCI: So moved.

1

2

MR. POLLAKUSKY: Seconded.

3

MS. MULLIGAN: Thank you, Gary.

4

MR. BRAUN: Mr. Trotta?

5

MR. TROTTA: Yes.

6

MR. BRAUN: Ms. Scheidt?

7

MS. SCHEIDT: Yes.

8

MR. BRAUN: Mr. Pollakusky?

9

MR. POLLAKUSKY: Yes.

10

MR. BRAUN: Ms. Paprocky?

11

MS. PAPROCKY: Yes.

12

MR. BRAUN: Mr. Grucci?

13

MR. GRUCCI: Yes.

14

MR. BRAUN: Mr. Callahan?

15

MR. CALLAHAN: Yes.

16

MR. BRAUN: Mr. Braun votes yes.

17

The only thing I would add to this is

18

one of their criticisms was how do we know

19

that the job numbers they've given us are

20

accurate. As you might remember, we get form

21

45's the companies have to submit to the New

22

York State Labor Department. Apparently

23

that's not enough for the ABO, but I have

24

checked with Ryan Silva in our organization.

25

As far as he knows, there's no other IDA that

1

2

goes beyond those verifications.

3

4

MS. MULLIGAN: We have them certify that it's true.

5

6

7

8

9

10

11

12

13

MR. WEIR: They're certifying upon the penalty of perjury, you know, it's like you can't get much more than that and if the form 45's are sufficient for New York State Department of Labor, maybe the ABO wants to start putting radio tags on (inaudible). They're gonna be like little shields as they're walking out of the building, you can count them.

14

15

16

17

18

19

20

21

22

23

24

MS. MULLIGAN: The form 45's are not a perfect system because it's a New York State, so if the project has multiple locations around New York State, we see all of their employees and if somebody works for a day and then quits, it shows that employee listed, so it's not a perfect system, but perfection doesn't exist, so I think we have a pretty robust system and we continue to tweak things and try to improve them, but that's what we have so far.

25

MS. SCHEIDT: Any time you want to put

1

2 RF ID tags around the employees' ankles, just
3 let us know, the wireless center can do that.

4 MR. WEIR: Yeah, you know, short of
5 that, I don't know how you keep track of
6 people.

7 MS. MULLIGAN: Right.

8 MR. GRUCCI: I think getting a
9 certified document from the recipient that he
10 has or she has fulfilled the job creation
11 anticipated, I think that's as far as we
12 should go, unless we want to put a police
13 department together and go out and look at
14 these companies, but I think that's a crazy
15 idea.

16 MR. WEIR: I think we should have code
17 enforcement go out and check -- count cars in
18 the parking lot.

19 MS. SCHEIDT: Cars in the parking lot.

20 MR. GRUCCI: Now you're discouraging
21 ride sharing.

22 MR. WEIR: That's correct. You do a
23 factor, 1.5 people per vehicle, I guess.

24 MS. SCHEIDT: Or we could send out
25 drones.

1

2

MR. GRUCCI: How about moving onto the
next item?

3

4

(Inaudible comments.)

5

MR. TROTTA: I've got about 15 minutes,
guys.

6

7

MS. MULLIGAN: Yeah, okay, thank you,
Frank.

8

9

Did we adopt the Governance Committee
findings?

10

11

MR. GRUCCI: Yes. We just did that,
didn't we?

12

13

MR. TROTTA: We did it before; you want
to do it now?

14

15

MR. CALLAHAN: So moved.

16

MR. TROTTA: Second.

17

MS. MULLIGAN: Thank you.

18

MR. BRAUN: Mr. Callahan?

19

MR. CALLAHAN: Yes.

20

MR. BRAUN: Mr. Grucci?

21

MR. GRUCCI: Yes.

22

MR. BRAUN: Ms. Paprocky?

23

MS. PAPROCKY: Yes.

24

MR. BRAUN: Mr. Pollakusky?

25

(No response.)

1

2

MR. BRAUN: You still there?

3

MR. POLLAKUSKY: I'm here, yes. Sorry.

4

MR. BRAUN: Ms. Scheidt?

5

MS. SCHEIDT: Yes.

6

MR. BRAUN: Mr. Trotta?

7

MR. TROTTA: Yes.

8

MR. BRAUN: Mr. Braun votes yes.

9

MS. MULLIGAN: Okay.

10

11

12

13

14

15

16

17

18

The next item -- thank you everybody -- is the property acquisition policy. This came out of the website audit and one of the pieces was that we needed to have a property acquisition policy. Like I said before, this is just to deal with if we purchase property, not our straight lease or bond deals, so can I have a motion to adopt the acquisition of real property policy?

19

MS. SCHEIDT: So moved.

20

MR. GRUCCI: Second.

21

22

MS. MULLIGAN: Thank you, Ann-Marie; thank you, Felix.

23

MR. BRAUN: Mr. Trotta?

24

MR. TROTTA: Yes.

25

MR. BRAUN: Ms. Scheidt?

1

2

MS. SCHEIDT: Yes.

3

MR. BRAUN: Mr. Pollakusky?

4

MR. POLLAKUSKY: Yes.

5

MR. BRAUN: Ms. Paprocky?

6

MS. PAPROCKY: Yes.

7

MR. BRAUN: Mr. Grucci?

8

MR. GRUCCI: Yes.

9

MR. BRAUN: Mr. Callahan?

10

MR. CALLAHAN: Yes.

11

MR. BRAUN: Mr. Braun votes yes.

12

MS. MULLIGAN: The next item on the

13

agenda is the mission statement and

14

measurement report. From this audit, we were

15

told that we needed to update some

16

information; it was provided in your packets,

17

if that needs to be posted on our website.

18

So does anyone have any questions?

19

(No response.)

20

MS. MULLIGAN: Do we have a motion to

21

adopt it?

22

MS. SCHEIDT: So moved.

23

MR. GRUCCI: So moved.

24

MS. SCHEIDT: Second to Felix.

25

MS. MULLIGAN: That was Ann-Marie?

1

2

MS. SCHEIDT: Yes.

3

MR. BRAUN: Ms. Paprocky?

4

MS. PAPROCKY: Yes.

5

MR. BRAUN: Mr. Grucci?

6

MR. GRUCCI: Yes.

7

MR. BRAUN: Mr. Callahan?

8

MR. CALLAHAN: 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

Motion carries.

17

MS. MULLIGAN: The next item on the

18

agenda is the investment audit. Again, this

19

came out of the ABO's website audit and like

20

the LDC, we were charged with updating our

21

investment audit, which PKF O'Connor Davies

22

did for us. It's also included in your

23

packets.

24

Does anyone have any questions?

25

(No response.)

1

2

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

3

4

MS. MULLIGAN: Adopt that?

5

6

MR. BRAUN: The investment audit? It's
just their opinion of the investment, right?

7

8

MS. MULLIGAN: We adopted it in the LDC
and we always adopt it --

9

MR. BRAUN: Then we'll do it here.

10

11

MS. MULLIGAN: I'm sorry, I don't know,
maybe we don't, but let's belt and suspenders
it for the attorneys.

12

13

MR. BRAUN: Motion, please.

14

MR. GRUCCI: So moved.

15

MS. SCHEIDT: So moved.

16

MR. BRAUN: Thank you.

17

18

MS. MULLIGAN: That was Felix making
the motion and Ann-Marie seconding the motion.

19

MR. BRAUN: Ms. Scheidt?

20

MS. SCHEIDT: Yes.

21

MR. BRAUN: Mr. Trotta?

22

MR. TROTTA: Yes.

23

MR. BRAUN: Mr. Pollakusky?

24

MR. POLLAKUSKY: Yes.

25

MR. BRAUN: Ms. Paprocky?

1

2

MS. PAPROCKY: Yes.

3

MR. BRAUN: Mr. Grucci?

4

MR. GRUCCI: Yes.

5

MR. BRAUN: Mr. Callahan?

6

MR. CALLAHAN: Yes.

7

MR. BRAUN: Mr. Braun votes yes.

8

MS. MULLIGAN: Thank you.

9

MR. BRAUN: Motion carries.

10

MS. MULLIGAN: The next item is the

11

LIBDC Montauk conference sponsorship request.

12

In years past, we have sponsored this to the

13

rate of 5,000.

14

MR. TROTTA: I would ask for a motion

15

that we do the same.

16

When are the dates?

17

MS. MULLIGAN: I knew you were going to

18

ask that and I didn't prepare it. September.

19

MR. WEIR: Hang on.

20

MR. BRAUN: Bill, I have it as 28th,

21

29th, 30th.

22

MR. WEIR: Yup. It's late this year.

23

MS. MULLIGAN: Okay. Which conflicts

24

with our September board meeting, so we're

25

going to have to discuss that, too, but . . .

1

2

MR. WEIR: You can have your September board meeting and then make it real quick and head out to Montauk.

3

4

MS. MULLIGAN: That's a big leap, make it real quick.

5

6

MR. BRAUN: As long as you keep the agenda short, we're fine.

7

8

MR. WEIR: No comments. Everything is going to be all those in favor, approved.

9

10

MR. TROTTA: We're talking about September, correct?

11

12

MS. MULLIGAN: September, yes.

13

14

MR. BRAUN: There's a motion on the floor; do I have a second?

15

16

MS. SCHEIDT: Second.

17

MS. MULLIGAN: Thank you, Ann-Marie.

18

19

MR. BRAUN: Five thousand dollar sponsorship for the LIBDC conference.

20

MS. MULLIGAN: Yes.

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

MS. MULLIGAN: Thank you everybody.

11

The next item on the agenda is just a

12

reminder that we have the LIBDC luncheon

13

June 21st from 12:30 to three p.m. at Stellas

14

in Blue Point, I think.

15

MR. TROTTA: Yes, Blue Point.

16

MS. MULLIGAN: Blue Point, thank you.

17

Everybody I think has RSVP'd that

18

wanted to go. If something has changed,

19

please let us know and then June 16th --

20

MR. BRAUN: Just to go back to that a

21

minute.

22

If anybody changes their mind, it's

23

Brookhaven National Lab, the speaker's David

24

Manning and he's got somebody else coming with

25

him and it's to talk among other things about

1

2

Discovery Park, which is their new

3

construction project within BNL.

4

5

MS. MULLIGAN: So if anybody wants to go or said they wanted to go and doesn't want to go, just let us know.

6

7

8

The next item on the agenda is that we are being -- I think everybody knows this --

9

we're getting an award on June 16th from the

10

LIBN. It's from six to nine. We have -- a

11

few people said they wanted to go, but if

12

anything changes, just also let us know and

13

that's -- we're being honored with The Gitto

14

Group project, the Brookport in Port

15

Jefferson, we're getting a smart growth award.

16

So there's that. I just wanted to remind

17

everybody, if anybody has a change in their

18

plans, just let us know.

19

20

And the only other thing that I think

we need to discuss is possibly changing the

21

date of our August meeting and now maybe also

22

the September meeting.

23

24

So perhaps for August we could move the

meeting from August 24th to August 17th, it

25

just pushes it back one week.

1

2 MR. BRAUN: Up.

3 MS. MULLIGAN: Up.

4 MR. BRAUN: I like up.

5 MR. TROTTA: Yeah, I have a conflict on
6 the 17th, but that's okay.7 MR. BRAUN: Everybody else all right
8 for the 17th?

9 MR. CALLAHAN: Fine.

10 MR. WEIR: I may be on vacation that
11 week. Somebody else will cover.12 MR. BRAUN: Let's just pencil it for
13 now, we can decide in July.

14 MS. MULLIGAN: Okay.

15 MR. GRUCCI: Did we already discuss
16 this because I have August 17th already logged
17 in for a meeting?

18 MR. BRAUN: Well, thank you.

19 MR. TROTTA: You're always ahead of the
20 curve, Butch.21 MR. GRUCCI: Fred, I'd start to get
22 nervous if I was you because now it looks like
23 I could read your mind.24 MR. BRAUN: I got to be careful then
25 going forward.

1

2

MS. SCHEIDT: And since we're meeting today, I am assuming that we are not meeting next Wednesday, which for some reason I have it on my calendar?

3

4

5

6

MS. MULLIGAN: Yeah.

7

8

We are having some technological issues where we can't take meetings off the agenda. I don't know what's going on with it. Terri's been reaching out to IT, but we're not getting the help that we might need.

9

10

11

12

MS. EADERESTO: Call Scott, Lisa, directly.

13

14

MS. MULLIGAN: Okay.

15

16

17

18

MS. EADERESTO: That's how I get anything done. Don't feel slighted, it happens to all of us, but if you call Scott directly, he gets on it right away.

19

20

MS. SCHEIDT: We are definitely not meeting on Wednesday, June 22nd?

21

MR. BRAUN: Correct.

22

MR. WEIR: Unless you want to.

23

24

MS. SCHEIDT: Such a generous guy, Bill.

25

MR. BRAUN: A little bit today, we paid

1

2 the price for not having a meeting in June,
3 but before we adjourn, I just appreciate
4 everybody hanging in there. I can't remember
5 the last time we had a full board for the
6 entire meeting, particularly one of this
7 length.

8 MS. MULLIGAN: And that actually
9 reminds me, our next -- this is the last month
10 that we're allowed to do meetings solely on
11 Zoom.

12 Our next meeting, which is scheduled
13 for July 27th, so we have a little bit of a
14 break, is we're going to require four members
15 of the board in person and then as long as we
16 have four members of the board in person and
17 we post it so that the public understands that
18 they can either join us in person or by Zoom,
19 the remaining members of the board have the
20 option to join by Zoom.

21 MR. BRAUN: But can vote, right?

22 MS. MULLIGAN: Everybody can vote.

23 MS. EADERESTO: No, everyone can vote.
24 They've allowed a quasi-meeting, but you need
25 a quorum in person.

1

2

MS. MULLIGAN: In person.

3

4

MS. SCHEIDT: I will be on vacation in
Lake George that week.

5

MR. TROTTA: I have a conflict, too.

6

(Inaudible comments.)

7

8

MR. GRUCCI: Lisa, I can make afternoon
meetings in person, but I can't do morning
meetings in person.

9

10

MR. TROTTA: On that Wednesday I can do
an afternoon meeting, but I can't do a
morning.

11

12

13

MS. MULLIGAN: The 27th?

14

MR. TROTTA: Twenty-seventh.

15

16

MS. EADERESTO: Why don't we pick the
time now, Lisa?

17

MS. MULLIGAN: I'm fine with that.

18

19

MR. WEIR: When you say afternoon, do
you mean 12 noon or 3:00?

20

MR. TROTTA: Like two.

21

22

MR. GRUCCI: For me, anything after 12
I can make because my wife's aide will be here
by then.

23

24

MS. MULLIGAN: Okay.

25

MR. TROTTA: I'm good after two.

1

2 MR. BRAUN: Bill, are you okay at 2:00?

3 MS. MULLIGAN: How does that work for
4 everybody else?

5 MS. SCHEIDT: I won't be here at all.

6 MS. MULLIGAN: Ann-Marie's out.

7 MR. CALLAHAN: When is that, July 27th?

8 MS. MULLIGAN: Yes.

9 MR. BRAUN: At 2:00.

10 MR. CALLAHAN: That's fine.

11 MR. BRAUN: Marty, do a morning
12 tee-off, you'll be fine.13 MR. CALLAHAN: Let's get this going, I
14 want to go.

15 MS. MULLIGAN: Gary?

16 MR. POLLAKUSKY: I should be available.

17 MS. MULLIGAN: Lenore?

18 MS. PAPROCKY: Looks okay.

19 MS. MULLIGAN: Okay.

20 But then the follow-up question is if
21 we do it let's say at 2:00 and Bill, I don't
22 know if you said that worked for you; Howard,
23 Annette, does that work for you guys; I'm
24 seeing nods?

25 MR. WEIR: I can do the 27th at two

1

2

p.m.

3

MS. MULLIGAN: Okay.

4

Do we have four members who can

5

physically come into the office at two p.m.?

6

MR. CALLAHAN: I can come in.

7

MS. MULLIGAN: Marty.

8

MS. PAPROCKY: I can come in.

9

MS. MULLIGAN: Lenore.

10

MR. BRAUN: Me.

11

MS. MULLIGAN: Fred.

12

MR. GRUCCI: I can come in barring any

13

unforeseen issue.

14

MR. BRAUN: We have a fifth then?

15

MR. POLLAKUSKY: I can't answer at this

16

time for that date.

17

MR. TROTTA: It's difficult for me that

18

day as of now.

19

MS. MULLIGAN: Do we want to look at a

20

different day?

21

(No response.)

22

MS. MULLIGAN: I'm just throwing darts,

23

but the Wednesday before is July 20th, I don't

24

know if that --

25

MR. TROTTA: I'm at a conference.

1

2 MS. MULLIGAN: Okay.

3 MR. CALLAHAN: Let's just stick to the

4 same date and see what happens when we get

5 closer to it.

6 MR. BRAUN: That's hard to do with the

7 publishing and everything.

8 MS. MULLIGAN: Yeah.

9 MR. GROSS: Does it have to be a

10 Wednesday?

11 MS. MULLIGAN: No.

12 MR. WEIR: Does Tuesday, the 19th work?

13 MR. TROTTA: Tuesday is better. My

14 Wednesdays are getting crazy.

15 MR. WEIR: What if you did Tuesday, the

16 19th at noon?

17 MR. TROTTA: I'm at a conference.

18 MS. MULLIGAN: Tuesday, the 19th?

19 MR. TROTTA: Yeah. Twenty-sixth I'm

20 not.

21 MR. POLLAKUSKY: And this has to be in

22 July?

23 MR. BRAUN: Yes.

24 MS. MULLIGAN: Do I hear Monday, the

25 18th?

1

2

I know Bill actually -- Bill has a conflict, I think.

3

4

MR. WEIR: Yeah, I can't do Monday, the 18th.

5

6

MS. MULLIGAN: Okay.

7

8

MR. TROTTA: Is the following week too late?

9

MS. MULLIGAN: That's August.

10

MR. POLLAKUSKY: What about --

11

MR. TROTTA: No, the 25th.

12

MR. POLLAKUSKY: What about July 6th?

13

14

MS. MULLIGAN: I think that's too soon if we're doing the -- oh, no, I'm sorry. I got confused. Disregard.

15

16

MR. BRAUN: How about the 13th?

17

18

MR. TROTTA: How about the 26th; you originally were going to do it on the 27th; does Tuesday, the 26th work?

19

20

MS. MULLIGAN: I thought you said that you'd be at a conference.

21

22

MR. TROTTA: Not on the 26th. On the 19th.

23

24

MS. MULLIGAN: Okay.

25

The 26th? I'm fine with that.

1

2

MR. WEIR: Want to do the 26th at like

3

12?

4

MR. GRUCCI: Can you make it 12:30

5

because she arrives at 12?

6

MR. TROTTA: Sure.

7

MR. GRUCCI: If you have four without

8

me, then pick whatever time you want because

9

I'll join in by Zoom, but if you need me, it

10

takes me about a half hour to get to Town

11

Hall.

12

MR. WEIR: If you want to even serve

13

lunch at noon and then start the meeting at

14

12:30, that would work.

15

MS. MULLIGAN: That's true.

16

Does that work for everybody and do we

17

have four members who can physically come here

18

and we're talking about the 26th at noon,

19

12:30ish; we can see who raises their hand?

20

MR. CALLAHAN: That's fine.

21

MS. MULLIGAN: So Ann-Marie -- I'm

22

sorry, Lenore and Marty, Fred.

23

MR. BRAUN: Yes.

24

MS. MULLIGAN: And Felix.

25

Okay. So since Felix raised his hand,

1

2 what I'm hearing is the 26th at 12:30.

3

4

MR. BRAUN: 12:00 for lunch, 12:30 for
the meeting.

5

6

7

8

9

10

MS. MULLIGAN: Well, wait, hold on.
Then we're in the same situation
because, Felix, I'm going to assume that
you're going to say the same thing, barring
something unforeseen, so I think we do need a
fifth.

11

12

13

MR. TROTTA: I may be able to, but I
can't say now. You know, as it gets closer,
I'll be able --

14

15

16

17

18

MR. POLLAKUSKY: I'm in the same boat.
I mean there's a strong possibility I can -- I
mean I can say yes right now, but there could
be a couple of things that I have to take care
of.

19

20

21

22

23

24

25

MS. MULLIGAN: Do we have a date that
we can have five people together and I feel
like, Gary and Frank, just tell me, is it that
you don't know your calendar going that far
out and whatever date we say is not going to
work or are there some days that you tell us
for sure?

1

2

MR. POLLAKUSKY: I can always be available on a Zoom, but I travel.

3

4

MS. MULLIGAN: In person we need.

5

6

MR. POLLAKUSKY: Right. I travel quite a bit and because of that, it could, you know . . . I'm here today.

7

8

MR. TROTTA: There's a very good chance I can be there, I just -- there's that one part that, you know . . .

9

10

11

MS. MULLIGAN: Is there a date -- and Gary, I hear what you're saying -- but Frank, is there a date that will work for you?

12

13

(No response.)

14

15

MS. MULLIGAN: We were so close to being done.

16

17

MR. POLLAKUSKY: Usually I'm very good, just so we're clear, in the beginning of the month.

18

19

MR. TROTTA: Thursday the 28th I'm good I know.

20

21

MS. SCHEIDT: The 19th I could do at 12:30.

22

23

MR. BRAUN: In person?

24

25

MS. SCHEIDT: In person.

1

2 Does that give us -- am I number five?

3 MS. MULLIGAN: I think we lose Frank on
4 the 19th.

5 MR. TROTTA: Correct.

6 MR. BRAUN: Twenty-sixth, Ann-Marie?

7 MS. MULLIGAN: I think 28th --

8 MS. SCHEIDT: Twenty-sixth is when I'm
9 out of town.10 MS. MULLIGAN: I assume you're going to
11 be out of town on the 28th, also?

12 MS. SCHEIDT: That whole week, yeah.

13 MR. TROTTA: Who can make 19th; I
14 can't, but who can?15 MS. PAPROCKY: I don't really -- just
16 to say, I'm really not a big fan of the middle
17 of the afternoon meetings. I'm always better
18 starting my morning off, of course this is
19 later than usual, but it looks like -- I mean
20 I already have a morning meeting that morning,
21 but I can make it over to you guys by 12:00
22 without a problem, so I can do the 19th in
23 person.24 MS. MULLIGAN: Okay, in person, but I
25 need additional in person.

1

2

Anybody else can physically be there?

3

MR. TROTTA: Ann-Marie is two. Fred is

4

three.

5

Who else?

6

MS. MULLIGAN: Marty is four.

7

MR. GRUCCI: And I can be the fifth if

8

one of those are unable to make it.

9

MS. SCHEIDT: Could we do it 12:30?

10

MS. MULLIGAN: Yes.

11

MS. SCHEIDT: All right.

12

MS. MULLIGAN: I'm sorry, are we

13

talking the 19th?

14

MR. WEIR: Yeah. July 19th, 12:30.

15

MS. MULLIGAN: Okay. Awesome. Thank

16

you everybody, we will send out an update.

17

MR. GRUCCI: Before we go, I just

18

wanted to publicly congratulate Fred on his

19

award for his many, many years of service to

20

economic development. It was a well-earned

21

award, Fred and you deserve to be every piece

22

of it.

23

MS. MULLIGAN: Thank you, Felix.

24

MR. BRAUN: Thank you very much, I

25

appreciate it.

1

2 MR. POLLAKUSKY: Congratulations, Fred.

3

4

MR. BRAUN: We had some fun in
Cooperstown.

5

6

MS. SCHEIDT: Surrounded by your
admiring colleagues.

7

8

9

MR. WEIR: And the Long Island IDA's
were complimented by Ryan Silva for actually
behaving themselves during dinner.

10

MS. SCHEIDT: What happened?

11

12

13

14

MR. BRAUN: That's not to suggest we
haven't in the past, but there have always
been a couple of rogues, two in particular,
that have disrupted things.

15

16

17

18

19

MR. WEIR: Some people, you know, when
the other people are talking, they will be
kind of boisterous and one person got kicked
out for playing the piano illegally because he
wasn't in the union.

20

MS. MULLIGAN: Could be way worse.

21

22

MR. GRUCCI: Can I offer a motion to
adjourn?

23

24

MR. BRAUN: I think that will be
accepted.

25

MS. MULLIGAN: Thank you, Felix.

1

2

MS. PAPROCKY: And I'll second it.

3

MR. TROTTA: Second, third.

4

MS. MULLIGAN: Thank you, Lenore.

5

6

MR. BRAUN: In as much as everybody is still there, may I have a vote by hands or mouth all at the same time?

7

8

MR. POLLAKUSKY: Yes.

9

MR. TROTTA: Aye.

10

MS. PAPROCKY: Aye.

11

MS. SCHEIDT: Aye.

12

MR. GRUCCI: Yes.

13

MR. CALLAHAN: Aye.

14

15

MS. MULLIGAN: Thank you everybody, have a great afternoon.

16

17

(Time noted: 12:29 p.m.)

18

19

20

21

22

23

24

25

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