TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING
HELD VIA ZOOM VIDEOCONFERENCE

June 8, 2022
9:57 a.m.

TRANSCRIPT OF PROCEEDINGS

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APPARENCES:

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

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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.
Mr. Grauci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Thank you.

Mr. Braun votes yes.

We are headed into executive session.

MS. MULLIGAN: Jocelyn just sent the link for executive session, please use that link.

(Short recess taken.)

MR. BRAUN: Make a motion to come out of executive session, back into our regular session, please.

MR. CALLAHAN: So moved.

MS. SCHEIDT: So moved.

Second to Marty.

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

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

We are back in regular session.

Thank you.

MS. MULLIGAN: Joce, I don't see Annette or Bill. There's Bill. I don't see Annette and I know she was having some trouble before getting in, so we might want to check on her.

MS. LINSE: I will keep an eye out for her.

MS. MULLIGAN: Okay. Okay.

So I know that we had guests waiting; should we take some things out of order?
MR. BRAUN: Whatever -- sure.

MS. MULLIGAN: Okay.

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

The first one is WF Industrial XII LLC. Included in your packets is a feasibility study, the application, the cover letter.

This is a project for the northwest side of the Long Island Expressway. It's the north service road and Sills Road. It's an applicant -- the applicant is Wildflower. It's currently -- that property is currently
42 vacant acres. The proposal is for three buildings of warehouse spec totaling about 550,000 square feet. They do not yet have end users and the expectation is that they will create -- Joce, Annette says you have to let her in as a panelist, that she's waiting.

MS. LINSE: I just did.

I also let in Zach Campbell and Matt Dicker; should I also bring in George Peters at the same time?

MS. MULLIGAN: Sure.

MS. SCHEIDT: I just have to step away for a moment. I'll be back soon.

MS. MULLIGAN: Okay. Thank you, Ann-Marie.

So like I said, this does not -- they do not yet have end users. It's a $156 million project. They're requesting mortgage recording tax, sales tax -- mortgage recording tax exemption, sales tax exemption and a 15-year PILOT.

The expectation is that this will create -- these are estimates since they don't have end users, but they're estimating 170
full-time and 21 part-time employees when
they're all up and running.

MS. EADERESTO: There's no end users, Lisa, on this project?

MS. MULLIGAN: That's correct. They do not yet have -- at least that's what I've been
told, they do not yet have end users. I know that we have representatives on, if you guys
want to unmute yourselves and answer that question.

MS. EADERESTO: Yeah, maybe --

MR. CAMPBELL: Hi. You have Zach here from Wildflower. I just wanted to make sure
that George Peters was allowed in as well.

MS. MULLIGAN: George is on and Joce, can you allow them to be unmuted, please?

MS. LINSE: I've asked it to unmute, I don't know why it is, but I'll keep trying.

MS. MULLIGAN: Okay.

Sorry, George, we're trying.

Zach, did you want George to speak to that?

MR. CAMPBELL: I did want him to -- I know he had an intro presentation, but again,
yes, you represented it pretty accurately.

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

MS. MULLIGAN: Thank you.

MR. CAMPBELL: -- undeveloped Pine Barrens space.

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.

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

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.

MS. MULLIGAN: What projects do you
have in the Town of Brookhaven?

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.

MS. MULLIGAN: Okay.

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?

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.

MR. CAMPBELL: Yes.

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

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

We actually looked at a number of the
properties that you're referencing and mainly
chose to pass on those projects in favor of
the two projects that we have in front of you
today because of the favorable location, being
an established industrial park for the other
project and this one being directly on the
L.I.E., not adjacent to residential and all of
those benefits that come along with it.

Where are the tenants coming from?

From the interest that we have, a lot
of the tenants are well, one, expansion of
existing businesses on Long Island that are
doing well, benefiting from the construction
boom and the increase in retail sales and
eCommerce sales, but a number of them are
actually relocating from places like the
Bronx, Queens, Brooklyn where costs, lease,
rent costs are skyrocketing. More people are
choosing to work from home or closer to their
homes than Long Island, so relocating their
business to Suffolk County or the Town of
Brookhaven makes sense to them.

MR. GRUCCI: Zach, will any of this
project, any of the real estate require any
change of zone?

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

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.

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.

MR. GRUCCI: Okay. Thank you.

MS. MULLIGAN: So does anyone --

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

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

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

MS. MULLIGAN: Zach?

MR. CAMPBELL: Yup.

MS. MULLIGAN: I'm sorry to interrupt you, but we would not close until you were
through, we won't even hold our public hearing until you're through the Planning Board, so if it's having that Planning Board approval in hand that will give your potential end users the level of comfort that they need, then I think what I'm suggesting or sort of teeing up, unless I'm misunderstanding you, is doable.

MR. CALLAHAN: He's muted.

MS. MULLIGAN: It's okay.

MR. POLLAKUSKY: Hello?

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

MR. CALLAHAN: Yup.

(Pause.)

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

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

That's part of it, that's the reason why we're not pre-leased today, but another part of it is these tenants have been hurt by developers who make promises and then fail to deliver, so a very tiny almost insignificant
portion of the time is a site pre-leased prior to being at least 25 percent through construction. It just -- it rarely, rarely, rarely, happens. We don't build on that basis and that's the reason why a lot of projects that you might see regarding this board will never get off of the ground because they wait for a tenant to pre-lease the site, it never happens and then they sell it to somebody like us who will get it off the ground and get it leased.

MS. MULLIGAN: So I totally hear what you're saying, but just in representing our board, which is my job, we're seeing a lot, as Fred indicated, a lot of spec industrial projects coming in and our concern is that there's going to be more than the market can absorb and we don't want that to happen, so I think one way to mitigate that is to have a requirement that there's some piece of it that's pre-leased and I understand what you're saying, that that's not typically how it works, but things work the way they work until they're forced to work a different way, so --
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 --

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

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
three percent actually gets built, which historically not -- that doesn't happen, 50 percent maybe actually gets built. We've only introduced a small percentage into a market that is already at historic lows. It's very unlikely that these would remain vacant for an extended period of time.

We're in a position where now more than ever, I don't like that phrase, it's overused, but now more than ever the market needs more space and you see a lot of proposed buildings, but it's still even if completely unleased would not represent a vacancy level at historic norms.

MR. GRUCCI: Zach, you say that the market needs this type of construction. Is that based on some kind of an analysis of the need for warehouse space specifically in the Town of Brookhaven or at least in the County of Suffolk or is that based upon your expertise in your professional opinion?

MR. CAMPBELL: It's definitely based on the studies and the raw quantitative numbers.
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
them anymore.

    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?

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

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

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

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

MR. CAMPBELL: Yes.

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

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

MS. MULLIGAN: And Felix --

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

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

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.

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.

Having a thoughtful design with access
to truck routes, without impacting traffic or
the surrounding neighborhood, having plenty of
parking, having the ability to flow in and out
of the park -- the site, having adequate
trailer parking, these are the things that
will attract tenants and that's what they
want.

You know, I've seen a number of
projects that are being proposed in the Town
of Brookhaven that are now on the open market
as fully entitled land because, you know,
folks have no intention of fulfilling their
promise to build.

MS. MULLIGAN: So I just want to point
out, Felix, to one of your questions, we were
provided fiscal economic impact studies,
they're in your packet and if you scroll, I
don't know, about halfway through the report,
you'll see that there are warehousing --
there's a section on warehousing trends, which
gives you a lot of the information that Zach
shared with us and just if you want to go back
and review it, there is a lot of information
about the potential need.
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. 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?

(Inaudible comments.)

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.

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
and these spaces like office particularly in retail that have been challenged, you know, not only are those vacancy rates up and an industrial building like these rates are way down, but we're finding the money, you know, the stock market money or the real estate investing money that formerly was going to these types of developments is flooding quality, just like a good warehouse building versus a poorly designed one, the money and the interest flows to the better asset.

So we've remained really strong and had a lot of, you know, positive reinforcement from our investors and lenders.

MS. EADERESTO: So my question would be for a town -- I'm sure you've done analysis -- for a town the size of Brookhaven and for the needs of this area, which would be outside of Brookhaven, also, how many warehouses should be built because the Town, I can tell you from also being the Town Attorney, has already approved, ready for almost a building permit, a 120,000 square foot warehouse building on the AVR piece. It also has, what is it Lisa,
2.1 --

MS. MULLIGAN: 2.5.

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
size across the nation is still disproportionately very low. We do think there's a lot of room to grow.

Industrial has been a strong market in Suffolk County forever. You know, you have highly skilled workforce, you have good incomes and you just have a lot of people, so we think there's a ton of room to grow just naturally, but in addition, it's just disproportionately low to similar metro areas with similar populations by a long percentage, so we continue to feel very strong about the Town of Brookhaven.

MS. EADERESTO: Do you do a study and do you analyze the other projects that are out there and say how much warehouse space is needed in this area, I would think you would?

MR. CAMPBELL: Absolutely. I don't know if we formalized it, but what we do know is the tenants and their brokers are very savvy, right; who is building your building, maintaining it and designing it is super important to them. So once they get past the fact that, you know, which warehouse spaces
are most prime located like ours we believe
and designed properly, then the tiebreaker
becomes who can perform and they know
Wildflower, they've seen how we perform with
the highest credit tenants in the world and
with the benefit of the IDA's acceptance into
the program, we can offer lease rates that are
within the range of market rates.

Again, there may be other states out
there, we believe in the vacancy rates and the
absorption rates and the amount of
construction that's ongoing when you look at
the percentage of actually a very small amount
of the current inventory, but we also believe
that flight is always to the quality space and
that's what we have in front of you today.

MS. MULLIGAN: So, Bill, let me just
ask you that question again.

Is this something that we can -- like
how do we handle this, can we continue this
conversation --

MR. WEIR: Yup. So the way I would
approach it is right now you can accept the
application, but any final approvals, first of
all, you're not going to hold the public hearing until after they're through all the approval processes of the Town, but any final approval by the IDA will be subject to terms and conditions that the board will impose on this project and all other such projects including possibility of a requirement of some end users to be identified or signed up and possibly and/or very detailed feasibility studies addressing the need for this project and the competition, both existing and planned.

So as the board is exploring this, we're a ways away from a final approval, so it's accepting the application we can do, but we're not going to proceed with public hearings and final approvals until the board considers whether or not they need to impose new conditions on any such spec office -- spec industrial buildings.

MR. BRAUN: Hearing what Bill just said, may I have a motion to accept WF Industrial XII LLC, their application?

MR. POLLAKUSKY: So moved.
MR. BRAUN: Thank you.

Second?

MR. GRUCCI: I'll second it.

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.

MR. CAMPBELL: Absolutely. Thank you.

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

On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

(No response.)
MR. BRAUN: Ann-Marie, are you there?

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

MR. BRAUN: Okay.

Mr. Trotta?

(No response.)

MR. BRAUN: Mr. Trotta?

(No response.)

MR. GRUCCI: Frank, you're muted.

MS. MULLIGAN: He's working on it.

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

The application is accepted.

MS. SCHEIDT: Ms. Scheidt votes yes.

MR. BRAUN: Thank you.

MS. MULLIGAN: Thank you, Ann-Marie.

MR. CALLAHAN: Thank you, Ann-Marie.

MS. MULLIGAN: So the next item on the agenda is a similar project, it's WF Industrial XIII LLC.

Just quickly to go over, it's also a Wildflower product. It is going to be -- the plan is for it to be one building of roughly 130,000 square feet. This is going to be
located at 645 National Boulevard in Medford. 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.

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.

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

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.

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

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

MR. TROTTA: I move to accept.

MR. POLLAKUSKY: I second.

MS. MULLIGAN: Second Gary.

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

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

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

MR. BRAUN: Mr. Braun votes yes.

We have accepted the application.

Thanks, Zach.

MS. MULLIGAN: Thank you guys.

The next item on the agenda -- I'm going to take a couple of things out of order and I apologize again, I can't see the attendees for some reason, but I'm pretty sure I saw before that Peter Curry was on and Peter has a couple of items on the agenda, so I'm going to take some things out of order.

Joce, if you could bring Peter in, I would appreciate that.

44 Ramsey Owner, LLC. This -- to remind everybody -- I found my sticky note that I was searching for.

This, to remind everybody, is a project in the Shirley Industrial Park. They have asked -- they're requesting the approval of a permanent mortgage not to exceed $7.5 million. They're not requesting any benefits, so --

MR. BRAUN: Lisa, just remind everybody the operating company.
MS. MULLIGAN: The operating company is Frank Lowe.

MR. BRAUN: Thank you.

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

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

Peter, did you want to add anything?

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

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.

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.

(No response.)
MR. BRAUN: Hearing none, a motion, please.

MS. SCHEIDT: So moved.

MR. BRAUN: Second?

MR. CALLAHAN: Second.

MR. BRAUN: Thank you.

Birthday boy, on the vote?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

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

MR. CALLAHAN: I'm looking to go out and play a round of golf when we're done, if
the sun came out, Peter.

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

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 --

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

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 --

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

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.

They wanted to make sure that people
understood that these are two separate properties and two separate applications and that this two million square foot warehouse industrial project is -- has nothing to do with Winter Bros.' normal line of business.

MR. BRAUN: Bill, do you want a resolution to that effect?

MS. MULLIGAN: Accepting it.

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

MR. BRAUN: Okay.

Somebody move that, please.

MR. GRUCCI: So moved.

MR. BRAUN: Thank you, Mr. Grucci.

MR. POLLAKUSKY: Seconded.

MR. BRAUN: All right.

On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

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

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

Thank you, Peter.

MR. CURRY: All right. Thanks everybody, have a great day, bye-bye.

MS. MULLIGAN: Okay.

And I apologize, for some reason I can't see who's in the attendees, so I'm not sure if there's any other counsel that has projects that we could just sort of release them, but I think the -- unless I hear differently, I think we should go ahead and . . . I think we should just go ahead and go back into the main part of the project.

If you're an attendee and you can hear me and do you have something, just raise your hand, please and we can always move around again if they do have something else.

So do you want to start with the minutes, Fred?

MR. BRAUN: Sure.
Minutes of our meeting of March 16th were sent to everyone. I need a motion to accept those.

MR. POLLAKUSKY: So moved.

MR. BRAUN: Second?

MS. SCHEIDT: Second.

MR. BRAUN: Thank you.

Any questions on those minutes?

(No response.)

MR. BRAUN: Hearing none, Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

The minutes of March 16, 2022 have been accepted.
As to the minutes of April 13, 2022, a motion, please.

MR. POLLAKUSKY: So moved.

MS. PAPROCKY: So moved.

MR. BRAUN: Questions, corrections?

(No response.)

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

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

(Pause.)

MR. GRUCCI: Sorry about that. Yes.

MR. BRAUN: Okay.

Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

Those minutes are accepted as well.

Lori.

MS. LaPONTE: Included in your package
is the March 2022 operating results of the IDA and also the April 2022 operating results of the IDA.

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

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

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

(No response.)

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

MS. LaPONTE: Yes.

MR. BRAUN: That's because while we've got a lot of projects teed up, we've had very
few in the way of closing, so our income is
not there as of yet, but, you know, you've
seen the activity and it shouldn't be too long
before we start closing some of these and we
get back into the black again.

Bill, I'll ask my periodic question,
anything on AOE?

MR. WEIR: Nope. Crickets.

MR. BRAUN: Crickets.

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

MR. WEIR: I said they have not
responded to emails and phone calls.

MR. BRAUN: Some people might remember
they had a groundbreaking two months ago, so
it's a little awkward on their behalf.

MR. WEIR: Well, if they start
construction, they're going to lose out on
their sales tax benefits.

MR. BRAUN: I don't know if that day --
well, they had some property cleared, you
know, a tent up for the ceremony, but whether
they've started actual construction, I don't
know, I haven't been out there.

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

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

MS. LaPONTE: Okay.

MR. BRAUN: Somebody move that.

MS. SCHEIDT: Move to accept the two reports.

MR. BRAUN: Wonderful.

Second?

MS. PAPROCKY: Second.

MR. BRAUN: Okay.

Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.
The report is accepted.

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

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

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.

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

MR. CALLAHAN: Yeah.

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

MS. MULLIGAN: Crestwood.

MS. LaPONTE: Crestwood.

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

MS. MULLIGAN: They paid their first
half.

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.

MR. CALLAHAN: Where is that project?

MS. LaPONTE: In Selden?

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

MS. LaPONTE: Bellport, right.

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

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

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
out of the negatives going on.

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.

Any questions on all of that?

(No response.)

MR. BRAUN: Okay.

Thank you, Lori.

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
is at 40 Pinehurst Drive in Bellport.

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.

Does anyone have any questions?

(No response.)

MR. BRAUN: We nee a motion to accept

that application, please.

MR. TROTTA: Motion.

MR. BRAUN: Thank you.

MR. POLLAKUSKY: Seconded.

MR. BRAUN: Okay.

Mr. Callahan?
MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Thank you.

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

(No response.)

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

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

MS. MULLIGAN: Okay, good. So we
just -- that's the resolution that you just
adopted, you accepted the application and all
the other pieces. Okay. Thank you.

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

So, Howard, did you want to add
anything?

MR. GROSS: No, thank you.

MR. BRAUN: Should we have those as
separate resolutions?
MR. GROSS: It's all -- it was all forwarded as one resolution with multiple components.

MR. BRAUN: Okay. Thank you. Somebody care to move it then?

MS. SCHEIDT: So moved.

MS. MULLIGAN: Thank you, Ann-Marie.

MR. GRUCCI: Second.

MR. BRAUN: Okay.

Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

The resolution is passed.

MS. MULLIGAN: Thank you.
The next item on the agenda is UI Digital. They put in a request to have you approve them putting solar on their roof. This won't impact their assessed value, but you do need to approve -- and they're not asking for any benefits, but you do need to approve them making the change to the facility.

Howard, did you want to add anything?

MR. GROSS: No again, thank you.

MR. CALLAHAN: Howard's quiet today, what's going on?

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

MR. CALLAHAN: So moved.

MS. MULLIGAN: Thank you, Marty.

MR. BRAUN: Second?

MR. TROTTA: Second.

MS. MULLIGAN: Thank you, Frank.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?
MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion passes.

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

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

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

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

MS. PAPROCKY: There's a note, 100 million.
MS. MULLIGAN: Thank you. That's what I was thinking, but I thought I was wrong.

MR. CALLAHAN: Wow.

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

MR. BRAUN: Some other stuff.

MS. PAPROCKY: Some other stuff, exactly.

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

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

MR. POLLAKUSKY: So moved.

MS. PAPROCKY: Second.

MR. BRAUN: Thank you, Lenore.

Ms. Paprocy?

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

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

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

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

All right. We're getting down there.

MS. MULLIGAN: We're making progress.

The next resolution that I would like to present is a change of salary as was contemplated in January for Amy Illardo and also a change of roles and responsibilities to cover marketing and new project development.

MR. TROTTA: I would make that motion.

MR. BRAUN: Thank you, Frank.

Second?

MR. GRUCCI: I'll second the motion.

MR. BRAUN: Lenore, you did a good job, you want to try it again?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?
MR. TROTTA: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Braun votes yes.

MS. MULLIGAN: I think we should make this effective as of June 15th, it's the next upcoming payroll.

MR. BRAUN: Perfect.

MS. MULLIGAN: Okay.

MR. CALLAHAN: Fine.

MS. MULLIGAN: Okay.

MS. LaPONTE: June 16th, okay?

MS. MULLIGAN: June 16th? Sorry, sorry.

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

MS. MULLIGAN: Is that already set, Lori?

MS. LaPONTE: The 15th?

MS. MULLIGAN: Yeah.

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

MS. MULLIGAN: Okay. Okay. We'll --
MR. TROTTA: Effective next payroll, whenever that is.

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

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.

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

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
sun is shining.

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 --

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

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.

MS. SCHEIDT: Bill, you and Lisa are a great team. Fortunately inserting that energy
into the grid is still a little bit tricky, which gives a lot of exciting work for the folks at our advanced energy center to do.

MR. WEIR: Well, yeah.

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

MS. MULLIGAN: But until then, we have a bunch of potential battery energy storage systems and one of the things that they have been working with us and I have to tell you, Barry Carrigan in Bill's office has been a
great resource for us and has really helped me muddle through this process and it's been months of us trying to figure this out.

We looked at -- we met with NYSERDA to try and get as much information from them. We met with the potential projects multiple times to get information from them and we've really sharpened our pencil, gone back and forth and back and forth.

I think we have come up with a plan that balances the . . . incentivizing these because this is something that we need in our community in order to support all of the renewable energy projects that we have and are doing and also, balances the taxpayers and the taxing jurisdictions.

So what we came up with -- and I'm hoping that you guys think this is a reasonable approach -- is battery energy storage projects that come to us requesting a 15-year PILOT will get a PILOT that starts at $2,000 per megawatt and just for a frame of reference, the two that we have that we're kind of kicking around, one of them is a
150-megawatt project, the other one is a
125-megawatt project, so just so you have a
frame of reference for this.

The 15-year PILOT would start at $2,000
per megawatt and increase over the 15 years to
$2,500 per megawatt.

So I have to play with the numbers a
little bit, I'm not sure if it's going to make
the most sense to do five-year chunks, like
$2,000 for five years, 2,250 for five years
and then 2,500 for five years or if it's going
to make sense just to gradually increase, but
that's what we're playing with and then for
20-year PILOT's, it would start at $2,000 per
megawatt and ramp up to 2,750 per megawatt and
then for 30-year PILOT's it will start at
$2,000 per megawatt and ramp up to $3,000 per
megawatt and these like our other PILOT's will
be set dollar amounts that will be provided
for you to review prior to the final
authorizing resolution, but that's the concept
that we think is going to balance all those
factors and give us a good end product.

MR. WEIR: And the PILOT's will be
co-terminus with the length of their power purchase agreements that they will have, so, you know, if they have a 15-year power purchase agreement, they're not going to get a 20- or 30-year PILOT.

MS. MULLIGAN: But we realize that there would be projects that have these different --

MR. WEIR: Yeah.

MS. MULLIGAN: -- needs.

MR. WEIR: But again, all the solar deals we're doing, the offshore wind deals that are coming online, they're not effective without these batteries and the same with the fuel cell. The fuel cell only come on when they're needed, but the solar and wind need the battery storage hand in hand.

MR. BRAUN: As Lisa said, she and Bill and Barry have been working on this for a long time. It appears to be an equitable solution for us as well as the projects. One of my early on concerns was if we price this too high, they wouldn't be built, so I think this works out for everybody.
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?

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

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

MS. MULLIGAN: Yeah.

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.

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

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 --

MS. MULLIGAN: Policy.

MR. WEIR: -- for these and then when
we're ready to update the UTEP, we'll include this as well.

MR. BRAUN: Okay.

MR. WEIR: And Lisa, if you want, you can share that with Suffolk and Islip and Riverhead because they may want to see what we're doing as well to be consistent.

MS. MULLIGAN: Okay.

MS. PAPROCKY: Actually that was just about to be my question, Bill, to Lisa was have you spoken with the other IDA's and what are they doing or they haven't figured it out yet.

MR. WEIR: The only other one that right now potentially has a battery storage coming to them will be Suffolk County and it's actually one of the companies that's also working -- going through Brookhaven, so I think Tony Catapano (phonetic) and Kelly Murphy (phonetic) will be very pleased to see that Lisa did all the hard work that they could look at.

MR. GRUCCI: Bill, while we've been chatting about the UTEP, just to go back a
moment, these warehouses that we've been seeing, do they fit into our UTEP or are we making exceptions for them?

MR. WEIR: No, they do fit into our UTEP and we did talk about them in the past, but again, that's something we may want to consider, you know, what level of benefits you want to give on these warehouses.

In the past, warehouses did not have a lot of jobs, they tended to be a couple of guys on forklifts loading pallets onto tractor trailers. I think the modern warehouse distribution center is rapidly changing and some of them have quite a few jobs, so if you're ever back with us, you know, about four executive directors ago with Tony Locio (phonetic), he always said, you know, warehouse distribution centers should not get at that time the standard PILOT a hundred percent exemption because they didn't have enough jobs and now some of these warehouse distribution centers have hundreds of jobs, so they have changed, but, you know, even, you know, looking at them going forward, I think
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
can't go someplace else.

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
studied it.

(Inaudible comments.)

MS. MULLIGAN: What, Annette?

MS. EADERESTO: Did the IDA do a study?

MS. MULLIGAN: For that market rate housing --

MS. EADERESTO: No, not the market rate housing, for this warehousing.

I think it's being overbuilt. I called it on the golf courses in the '90's and I just --

MR. WEIR: The concern I have, you know, again, there was an article, maybe Amy could track it down and send it to everybody, in the Wall Street Journal about a week or so ago now where they said, you know, Amazon's business is slowing and their stock prices dipped and they said that was sending shock waves through the warehouse distribution market and you know, so --

MS. EADERESTO: And we have so many applications, Bill, you haven't even seen them all yet. I see them before they come --

MR. WEIR: Again, I've seen other ones
that you guys haven't seen, so there's a lot
going on and to be honest with you, I am a
little concerned that we may be overbuilding
them. Trying to think like the malls a few
years ago, you couldn't build enough malls and
now they're all empty or half empty, so --

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

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

(Inaudible comments.)

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

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

MR. BRAUN: Sure.
MR. CALLAHAN: Sure.

MS. SCHEIDT: Yeah, that's a very good idea.

MS. MULLIGAN: Okay. Okay. I'll work on . . .

MR. WEIR: You know, like Suffolk's board has -- did not approve one deal because they're concerned about this market, Riverhead's going to have some coming in, so there are a number of these projects around Long Island, you know, I would be surprised if they all got built, if they're all successful. Doesn't mean -- and again, something like the -- what we're now calling NP/Winter Bros, which is now what do we say --

MS. MULLIGAN: Brookhaven Logistics Center.

MR. WEIR: I mean that's a different facility because it's intermodal with rail, so I mean there's something distinguished between that and some of these other ones that are on the drawing boards.

(Inaudible comments.)

MS. MULLIGAN: That's true. We could
see if the other -- does it benefit us to have
a study that does all of Long Island and
each --

MR. WEIR: You certainly want to cover
Suffolk County.

MS. MULLIGAN: Say that again, Bill.

MR. WEIR: You would certainly want
your feasibility study that you were to engage
to cover all of Suffolk County. Whether or
not you want to include Nassau County, I don't
know.

I mean there is a very large one that's
built along the expressway, kind of in Oyster
Bay by the old Cerro Wire facility, that's
like Exit 47 or 48, Howard, no too far from
you.

MR. CALLAHAN: Can't miss it.

MR. WEIR: Yeah. But other than
that -- and then there's ones that are going
up in -- also in Nassau County, but they're
really freight forwarders for JFK, so again, a
different model. But other than the ones
going up around JFK and you know, the one on
the expressway, I'm not aware of too many
other major warehouse distribution facilities
being built in Nassau County.

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.

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

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.

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.
(Inaudible comments.)

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 --
MS. MULLIGAN: Wildflower.

MR. WEIR: Wildflower. Winstar is something else.

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.

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

MR. WEIR: I don't think --

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

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.

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

MR. GRUCCI: Is there different types
of warehousing or are we just using -- are we saying warehouse as an umbrella for everything that looks and smells and feels like --

MR. WEIR: I think we're saying

warehouse distributions facilities, you know.

If, for example, say Frank Lowe Rubber and Gasket Company, which we just approved their (inaudible). If they were to come in and say hey, we need to build a warehouse distribution center for our finished product, I think that's different because it's really the spec buildings we're talking about, you know and again, anybody or any of your existing projects come in and say hey, we're out of space in our own warehouse, we want to expand it, you're going to approve that. It's the special where (inaudible).

MR. GRUCCI: I didn't mean to cut you off, go ahead.

MR. WEIR: We're really talking about the spec buildings where they're saying we're putting up however many hundreds of thousands of square feet and we have no users signed up before we start construction.
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?

MR. WEIR: Sure.

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?

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.

MS. MULLIGAN: And I think --

MR. GRUCCI: I agree with you.

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
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.
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
out? I think we have to get more information before we finalize exactly what we're looking at.

MR. WEIR: Yeah. I mean I think whoever's doing the feasibility study can help you, let's call it a market study because feasibility study is with respect to one project.

MS. MULLIGAN: So I'll do some research.

MS. PAPROCKY: We also I think we all have to keep in mind, too, is that right now the IDA, the board, has control. You can kind of push these people a little bit in the back, right, push back at them and said we're not ready to approve yet, can't we?

MR. WEIR: Yeah.

MS. PAPROCKY: So then we don't really need a moratorium or anything, we just need to --

(Inaudible comments.)

MS. PAPROCKY: Exactly. It's whether we accept an application and like we just told these people today, it's a long time coming
before an approval. There's a lot more that's
on their table that has to get done anyway, so
the point I think I'm making is that we're
putting the cart before the horse, so to speak
because we don't really need to talk about
moratorium or anything else, we just need to
have the feasibility study first and then
decide whether or not we want to pursue that.

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

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

MR. WEIR: Yeah.

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

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

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

MR. GRUCCI: Bill, if we don't take an
official action on this and we try to handle
it kind of selectively as to who we're going
to push back on and who we're not, would that
open us up to any kind of a lawsuit as an
equal --

MR. WEIR: I think as long as we tell
people we're not going to hold public hearings
and go to final authorizing resolution until
after we receive a market study for this type
of project --

MR. GRUCCI: Right. That would be for
every type of --

(Inaudible comments.)

MR. WEIR: Yeah. I mean every type of
spec warehouse distribution facility that we
have in the pipeline, either we accept an
application prior or ones we may be getting,
you know, we're not going to go forward
because it really goes to one, the board's
approval is this project necessary and if it's
not necessary, we're not going to approve it.

MR. GRUCCI: Legally we can treat the
spec buildings differently than we treat the
other warehouse type of operations?

MR. WEIR: Sure because again, some
IDA's will not do spec buildings at all. They
will say we won't approve it unless we
actually have the tenants in place.

You know, there have been some very,
very successful projects done that were done
on a spec basis, you know. You look at, for
example, you know, Tritec did two projects
that's over by Exit 54 on the expressway, one
of them is now a bank, those were done by --
on spec basis, they're office buildings
(inaudible). There's another two the Suffolk
County IDA did. Right as you're coming, the
first two buildings, if you're heading east on
the Long Island Expressway, you cross Nassau
County line into Suffolk, the first two
buildings that are beautiful brick buildings
on the right. Again, a hundred percent leased
up. So spec buildings can be good, but, you
know, you start getting spec warehouse
distributions, you can get too much
(inaudible).

Lisa, you're trying to say something?

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

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

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

MR. WEIR: Whose was it?

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.

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.

MR. WEIR: Peter Curry has another one he's going to bring in that's going to be like
a half a million square feet, so there's a lot out there and as I said, everyone's looking at them.

MS. MULLIGAN: As far as the large scale, we already closed on the Brookhaven Logistics Center project, so that one is done and we already did a final authorizing resolution on the AVRSP, so that one is not closed, but set. But beyond that, we haven't taken action, we haven't done public hearings, we haven't done anything on any of the other ones, so I think we're in a good place to slow things down and make sure we have a full picture of the market and I will be back to everybody with what I find as far as a market study is concerned.

MR. TROTTA: Thank you.

MS. MULLIGAN: Okay.

So --

MR. TROTTA: Next?

MS. MULLIGAN: I realize that this is a long meeting and we have a lot more to do, so I'm going to take these next items as quickly as I possibly can.
Wait, did we take action on the BESS, did we vote on that, the policy.

MR. WEIR: On the energy?

MS. MULLIGAN: Yeah.

MR. WEIR: Yes. I thought you did.

MS. MULLIGAN: Did we vote?

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

MS. MULLIGAN: Can we just do it again?

MR. WEIR: Do it now.

MS. MULLIGAN: Yeah.

MR. TROTTA: Motion.

MR. GRUCCI: Second.

MR. BRAUN: This would be to establish --

MS. MULLIGAN: A policy --

MR. BRAUN: -- the policy for PILOT's that were 15, 20, 25 and 30?

MS. MULLIGAN: Fifteen, 20 and 30 years.

MR. BRAUN: Depending on their purchase power agreements.

On the vote, Mr. Callahan?

MS. MULLIGAN: I'm sorry, Frank made the motion; who seconded it?
MR. GRUCCI: I'll second it.

MS. MULLIGAN: Thank you, Felix.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

MS. MULLIGAN: Okay.

The next -- thank you everybody.

The next item on the agenda is job creation numbers. You're required to look at these annually, although you do look at them in PARIS. We have a few projects. The lion's share of our projects have met or exceeded their job creation expectations. Some of our
projects have not.

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.
MR. POLLAKUSKY: Seconded.

MS. MULLIGAN: Thank you, Gary.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

The only thing I would add to this is one of their criticisms was how do we know that the job numbers they've given us are accurate. As you might remember, we get form 45's the companies have to submit to the New York State Labor Department. Apparently that's not enough for the ABO, but I have checked with Ryan Silva in our organization. As far as he knows, there's no other IDA that
goes beyond those verifications.

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

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.

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.

MS. SCHEIDT: Any time you want to put
RF ID tags around the employees' ankles, just let us know, the wireless center can do that.

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

MS. MULLIGAN: Right.

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

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

MS. SCHEIDT: Cars in the parking lot.

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

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

MS. SCHEIDT: Or we could send out drones.
MR. GRUCCI: How about moving onto the next item?

(Inaudible comments.)

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

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

Did we adopt the Governance Committee findings?

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

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

MR. CALLAHAN: So moved.

MR. TROTTA: Second.

MS. MULLIGAN: Thank you.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

(No response.)
MR. BRAUN: You still there?

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

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

MS. MULLIGAN: Okay.

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?

MS. SCHEIDT: So moved.

MR. GRUCCI: Second.

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

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?
MS. SCHEIDT: Yes.
MR. BRAUN: Mr. Pollakusky?
MR. POLLAKUSKY: Yes.
MR. BRAUN: Ms. Paprocky?
MS. PAPROCKY: Yes.
MR. BRAUN: Mr. Grucci?
MR. GRUCCI: Yes.
MR. BRAUN: Mr. Callahan?
MR. CALLAHAN: Yes.
MR. BRAUN: Mr. Braun votes yes.
MS. MULLIGAN: The next item on the agenda is the mission statement and measurement report. From this audit, we were told that we needed to update some information; it was provided in your packets, if that needs to be posted on our website.
So does anyone have any questions?
(No response.)
MS. MULLIGAN: Do we have a motion to adopt it?
MS. SCHEIDT: So moved.
MR. GRUCCI: So moved.
MS. SCHEIDT: Second to Felix.
MS. MULLIGAN: That was Ann-Marie?
MS. SCHEIDT: Yes.

MR. BRAUN: Ms. Paprocky?

MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carries.

MS. MULLIGAN: The next item on the agenda is the investment audit. Again, this came out of the ABO's website audit and like the LDC, we were charged with updating our investment audit, which PKF O'Connor Davies did for us. It's also included in your packets.

Does anyone have any questions?

(No response.)
MR. BRAUN: I don't think we need a resolution.

MS. MULLIGAN: Adopt that?

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

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

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

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

MR. BRAUN: Motion, please.

MR. GRUCCI: So moved.

MS. SCHEIDT: So moved.

MR. BRAUN: Thank you.

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

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Paprocky?
MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

MS. MULLIGAN: Thank you.

MR. BRAUN: Motion carries.

MS. MULLIGAN: The next item is the LIBDC Montauk conference sponsorship request. In years past, we have sponsored this to the rate of 5,000.

MR. TROTTA: I would ask for a motion that we do the same.

When are the dates?

MS. MULLIGAN: I knew you were going to ask that and I didn't prepare it. September.

MR. WEIR: Hang on.

MR. BRAUN: Bill, I have it as 28th, 29th, 30th.

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

MS. MULLIGAN: Okay. Which conflicts with our September board meeting, so we're going to have to discuss that, too, but . . .
MR. WEIR: You can have your September board meeting and then make it real quick and head out to Montauk.

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

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

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

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

MS. MULLIGAN: September, yes.

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

MS. SCHEIDT: Second.

MS. MULLIGAN: Thank you, Ann-Marie.

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

MS. MULLIGAN: Yes.

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

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Paprocky?
MS. PAPROCKY: Yes.

MR. BRAUN: Mr. Pollakusky?

MR. POLLAKUSKY: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

MS. MULLIGAN: Thank you everybody.

The next item on the agenda is just a reminder that we have the LIBDC luncheon June 21st from 12:30 to three p.m. at Stellas in Blue Point, I think.

MR. TROTTA: Yes, Blue Point.

MS. MULLIGAN: Blue Point, thank you.

Everybody I think has RSVP'd that wanted to go. If something has changed, please let us know and then June 16th --

MR. BRAUN: Just to go back to that a minute.

If anybody changes their mind, it's Brookhaven National Lab, the speaker's David Manning and he's got somebody else coming with him and it's to talk among other things about
Discovery Park, which is their new construction project within BNL.

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

The next item on the agenda is that we are being -- I think everybody knows this -- we're getting an award on June 16th from the LIBN. It's from six to nine. We have -- a few people said they wanted to go, but if anything changes, just also let us know and that's -- we're being honored with The Gitto Group project, the Brookport in Port Jefferson, we're getting a smart growth award. So there's that. I just wanted to remind everybody, if anybody has a change in their plans, just let us know.

And the only other thing that I think we need to discuss is possibly changing the date of our August meeting and now maybe also the September meeting.

So perhaps for August we could move the meeting from August 24th to August 17th, it just pushes it back one week.
MR. BRAUN: Up.

MS. MULLIGAN: Up.

MR. BRAUN: I like up.

MR. TROTTA: Yeah, I have a conflict on the 17th, but that's okay.

MR. BRAUN: Everybody else all right for the 17th?

MR. CALLAHAN: Fine.

MR. WEIR: I may be on vacation that week. Somebody else will cover.

MR. BRAUN: Let's just pencil it for now, we can decide in July.

MS. MULLIGAN: Okay.

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

MR. BRAUN: Well, thank you.

MR. TROTTA: You're always ahead of the curve, Butch.

MR. GRUCCI: Fred, I'd start to get nervous if I was you because now it looks like I could read your mind.

MR. BRAUN: I got to be careful then going forward.
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?

MS. MULLIGAN: Yeah.

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.

MS. EADERESTO: Call Scott, Lisa, directly.

MS. MULLIGAN: Okay.

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.

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

MR. BRAUN: Correct.

MR. WEIR: Unless you want to.

MS. SCHEIDT: Such a generous guy, Bill.

MR. BRAUN: A little bit today, we paid
the price for not having a meeting in June, but before we adjourn, I just appreciate everybody hanging in there. I can't remember the last time we had a full board for the entire meeting, particularly one of this length.

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

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

MR. BRAUN: But can vote, right?

MS. MULLIGAN: Everybody can vote.

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

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

MR. TROTTA: I have a conflict, too.

(Inaudible comments.)

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

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

MS. MULLIGAN: The 27th?

MR. TROTTA: Twenty-seventh.

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

MS. MULLIGAN: I'm fine with that.

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

MR. TROTTA: Like two.

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

MS. MULLIGAN: Okay.

MR. TROTTA: I'm good after two.
MR. BRAUN: Bill, are you okay at 2:00?

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

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

MS. MULLIGAN: Ann-Marie's out.

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

MS. MULLIGAN: Yes.

MR. BRAUN: At 2:00.

MR. CALLAHAN: That's fine.

MR. BRAUN: Marty, do a morning tee-off, you'll be fine.

MR. CALLAHAN: Let's get this going, I want to go.

MS. MULLIGAN: Gary?

MR. POLLAKUSKY: I should be available.

MS. MULLIGAN: Lenore?

MS. PAPROCKY: Looks okay.

MS. MULLIGAN: Okay.

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

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

MS. MULLIGAN: Okay.

Do we have four members who can physically come into the office at two p.m.?

MR. CALLAHAN: I can come in.
MS. MULLIGAN: Marty.
MS. PAPROCKY: I can come in.
MS. MULLIGAN: Lenore.
MR. BRAUN: Me.
MS. MULLIGAN: Fred.
MR. GRUCCI: I can come in barring any unforeseen issue.

MR. BRAUN: We have a fifth then?
MR. POLLAKUSKY: I can't answer at this time for that date.

MR. TROTTA: It's difficult for me that day as of now.

MS. MULLIGAN: Do we want to look at a different day?
(No response.)

MS. MULLIGAN: I'm just throwing darts, but the Wednesday before is July 20th, I don't know if that --

MR. TROTTA: I'm at a conference.
MS. MULLIGAN: Okay.

MR. CALLAHAN: Let's just stick to the same date and see what happens when we get closer to it.

MR. BRAUN: That's hard to do with the publishing and everything.

MS. MULLIGAN: Yeah.

MR. GROSS: Does it have to be a Wednesday?

MS. MULLIGAN: No.

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

MR. TROTTA: Tuesday is better. My Wednesdays are getting crazy.

MR. WEIR: What if you did Tuesday, the 19th at noon?

MR. TROTTA: I'm at a conference.

MS. MULLIGAN: Tuesday, the 19th?

MR. TROTTA: Yeah. Twenty-sixth I'm not.

MR. POLLAKUSKY: And this has to be in July?

MR. BRAUN: Yes.

MS. MULLIGAN: Do I hear Monday, the 18th?
I know Bill actually -- Bill has a conflict, I think.

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

MS. MULLIGAN: Okay.

MR. TROTTA: Is the following week too late?

MS. MULLIGAN: That's August.

MR. POLLAKUSKY: What about --

MR. TROTTA: No, the 25th.

MR. POLLAKUSKY: What about July 6th?

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

MR. BRAUN: How about the 13th?

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

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

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

MS. MULLIGAN: Okay.

The 26th? I'm fine with that.
MR. WEIR: Want to do the 26th at like 12?

MR. GRUCCI: Can you make it 12:30 because she arrives at 12?

MR. TROTTA: Sure.

MR. GRUCCI: If you have four without me, then pick whatever time you want because I'll join in by Zoom, but if you need me, it takes me about a half hour to get to Town Hall.

MR. WEIR: If you want to even serve lunch at noon and then start the meeting at 12:30, that would work.

MS. MULLIGAN: That's true. Does that work for everybody and do we have four members who can physically come here and we're talking about the 26th at noon, 12:30ish; we can see who raises their hand?

MR. CALLAHAN: That's fine.

MS. MULLIGAN: So Ann-Marie -- I'm sorry, Lenore and Marty, Fred.

MR. BRAUN: Yes.

MS. MULLIGAN: And Felix.

Okay. So since Felix raised his hand,
what I'm hearing is the 26th at 12:30.

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

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.

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

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.

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

MS. MULLIGAN: In person we need.

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

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

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?

(No response.)

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

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

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

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

MR. BRAUN: In person?

MS. SCHEIDT: In person.
Does that give us -- am I number five?

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

MR. TROTTA: Correct.

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

MS. MULLIGAN: I think 28th --

MS. SCHEIDT: Twenty-sixth is when I'm out of town.

MS. MULLIGAN: I assume you're going to be out of town on the 28th, also?

MS. SCHEIDT: That whole week, yeah.

MR. TROTTA: Who can make 19th; I can't, but who can?

MS. PAPROCKY: I don't really -- just to say, I'm really not a big fan of the middle of the afternoon meetings. I'm always better starting my morning off, of course this is later than usual, but it looks like -- I mean I already have a morning meeting that morning, but I can make it over to you guys by 12:00 without a problem, so I can do the 19th in person.

MS. MULLIGAN: Okay, in person, but I need additional in person.
Anybody else can physically be there?

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

Who else?

MS. MULLIGAN: Marty is four.

MR. GRUCCI: And I can be the fifth if one of those are unable to make it.

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

MS. MULLIGAN: Yes.

MS. SCHEIDT: All right.

MS. MULLIGAN: I'm sorry, are we talking the 19th?


MS. MULLIGAN: Okay. Awesome. Thank you everybody, we will send out an update.

MR. GRUCCI: Before we go, I just wanted to publicly congratulate Fred on his award for his many, many years of service to economic development. It was a well-earned award, Fred and you deserve to be every piece of it.

MS. MULLIGAN: Thank you, Felix.

MR. BRAUN: Thank you very much, I appreciate it.
MR. POLLAKUSKY: Congratulations, Fred.

MR. BRAUN: We had some fun in Cooperstown.

MS. SCHEIDT: Surrounded by your admiring colleagues.

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

MS. SCHEIDT: What happened?

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.

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.

MS. MULLIGAN: Could be way worse.

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

MR. BRAUN: I think that will be accepted.

MS. MULLIGAN: Thank you, Felix.
MS. PAPROCKY: And I'll second it.

MR. TROTTA: Second, third.

MS. MULLIGAN: Thank you, Lenore.

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

MR. POLLAKUSKY: Yes.

MR. TROTTA: Aye.

MS. PAPROCKY: Aye.

MS. SCHEIDT: Aye.

MR. GRUCCI: Yes.

MR. CALLAHAN: Aye.

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

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

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