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TOWN OF BROOKHAVEN  
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING  
HELD BY ZOOM VIDEOCONFERENCE

- - - - -x

August 19, 2020

TRANSCRIPT OF PROCEEDINGS

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

**MEMBERS :**

FREDERICK C. BRAUN, III  
MARTIN CALLAHAN  
FELIX J. GRUCCI, JR.  
GARY POLLAKUSKY  
FRANK C. TROTTA

**ALSO PRESENT :**

LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER  
LORI LaPONTE, CHIEF FINANCIAL OFFICER  
JAMES M. TULLO, DEPUTY DIRECTOR  
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  
ANDREW PRESBERG, ESQ.  
DAVID M. CURRY, ESQ., FARRELL FRITZ, P.C.  
PETER L. CURRY, ESQ., FARRELL FRITZ, P.C.  
DANIEL P. DEEGAN, ESQ.,  
FORCHELLI DEEGAN TERRANA LLP  
MICHAEL FERRUGGIA, ESQ., BRUNO, GERBINO,  
SORIANO & AITKEN, LLP  
NICHOLAS T. TERZULLI, ESQ.,  
FARRELL FRITZ, P.C.  
SAMUEL GLASS  
CAROLE TROTERRE, TODD SHAPIRO ASSOCIATES  
JIM TSUNIS  
RICHARD TULLY

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5

MS. MULLIGAN: Fred, do you want to start with the minutes and the CFO's report or should we move to the Middle Country Meadows project?

6

(Pause.)

7

MR. BRAUN: Lisa, do we have a quorum?

8

(No response.)

9

MR. BRAUN: Lisa, do we have a quorum?

10

MS. MULLIGAN: We have a quorum.

11

MR. BRAUN: Who is on the call then?

12

MR. POLLAKUSKY: Gary Pollakusky is

13

here.

14

MR. GRUCCI: Felix Grucci is here.

15

MR. BRAUN: Thank you, Gary.

16

Is Ann-Marie on the call yet?

17

MR. CALLAHAN: Marty Callahan.

18

MR. TROTTA: Frank Trotta.

19

MS. MULLIGAN: In addition to the board

20

members that are on the call, I'm on the call,

21

Lisa Mulligan, Jocelyn Linse is here, Lori

22

LaPonte, Amy Illardo, Jim Tullo, Howard Gross,

23

Bill Weir, I think Annette is on and then we

24

have members of the public that have also

25

joined: Sam Glass, Nick Terzulli, Michael

1

2

Ferruggia, Dan Deegan -- oh, I'm sorry, I

3

missed Terri, Terri Alkon -- Richard Tully,

4

Peter Curry, David Curry, Jim Tsunis, Carole

5

Troterre.

6

I think I got everybody who's on the

7

call.

8

So, Fred, did you want to skip ahead to

9

the Middle Country Meadows application or

10

should we start with the minutes?

11

(No response.)

12

MS. MULLIGAN: I think Fred's

13

connection isn't so good, so I'm just going to

14

go ahead and start with the minutes that were

15

sent out to everybody.

16

Does anyone have any questions on the

17

minutes?

18

MR. GRUCCI: No.

19

MR. POLLAKUSKY: None here.

20

MS. MULLIGAN: Okay.

21

MR. TROTTA: I wasn't present, so I

22

would abstain; is that correct or can I vote

23

for them, I did read them?

24

MS. MULLIGAN: You have not read them?

25

MR. TROTTA: I did read them, yes, but

1

2

I was not present for the meeting, so do I

3

abstain or can I vote for them?

4

MS. MULLIGAN: Annette, Bill, Howard?

5

(No response.)

6

MS. MULLIGAN: Should he abstain?

7

MR. WEIR: He should probably abstain.

8

MR. TROTTA: Thank you.

9

MS. MULLIGAN: I know that Fred had a

10

couple of edits, slight edits, to the minutes

11

and I think Lori had a couple of comments as

12

well, so other than those changes that will be

13

made, does anyone have any other issues with

14

the minutes?

15

MR. GRUCCI: No.

16

MR. POLLAKUSKY: None here.

17

MS. MULLIGAN: Fred usually handles

18

this.

19

So you guys accept the minutes?

20

MR. POLLAKUSKY: So moved.

21

MR. CALLAHAN: Second.

22

MS. MULLIGAN: And then I guess I'll go

23

around for a roll call.

24

All in favor.

25

Marty?

1

2 MR. CALLAHAN: Yes.

3 MS. MULLIGAN: Felix?.

4 MR. GRUCCI: Yes.

5 MR. BRAUN: If I am still connected,  
6 I'll take a motion to accept the minutes.7 MR. GRUCCI: It's already been moved  
8 and seconded, Fred, we're in the process of  
9 accepting the minutes.

10 (No response.)

11 MR. GRUCCI: Fred?

12 (No response.)

13 MS. MULLIGAN: Okay. So then we'll  
14 keep going with . . . Marty and Felix already  
15 made their motion. Frank's recusing.

16 Gary?

17 MR. POLLAKUSKY: Yes.

18 MS. MULLIGAN: We need Fred.

19 (Pause.)

20 MR. GRUCCI: Let me suggest that we  
21 defer the acceptance of the minutes until Fred  
22 can get back on the line if we don't have the  
23 full quorum to accept them.

24 MS. MULLIGAN: Fred's back.

25 MR. BRAUN: I am back. There's some

1

2

storms up here, so that may be affecting

3

(inaudible).

4

MR. WEIR: Fred, if you accept the minutes, just raise your hand.

5

6

MR. CALLAHAN: There you go.

7

MR. BRAUN: Was there a motion to accept the minutes?

8

9

MS. MULLIGAN: Yes.

10

MR. WEIR: They're awaiting your vote.

11

MR. BRAUN: Mr. Callahan?

12

MR. CALLAHAN: Yes. We passed that already, Fred. Raise your hand.

13

14

MR. BRAUN: Mr. Grucci.

15

MR. GRUCCI: Fred. Fred, can you hear us?

16

17

MR. TROTTA: Just say yes.

18

MR. BRAUN: Yes.

19

MR. GRUCCI: We've already made the motion, it was seconded.

20

21

MR. BRAUN: Yes, I can.

22

MR. GRUCCI: We went around the room, everyone accepts it, but we can't finalize it until you vote because we need you for the quorum. So if you accept the minutes, raise

23

24

25

1

2

your hand because you're having problems with

3

your audio.

4

5

MR. BRAUN: I accept the minutes. I  
vote yes.

6

7

MS. MULLIGAN: Okay, thank you  
everyone.

8

9

MR. GRUCCI: Now you're back in the  
driver's seat.

10

11

MS. MULLIGAN: The next item on the  
agenda is the CFO's report.

12

Lori.

13

MS. LaPONTE: Okay. Can you hear me?

14

MR. GRUCCI: Yes.

15

MS. LaPONTE: Okay.

16

17

Included in the package is the  
operating statement budget versus actual for  
the seven-month ended July 31, 2020.

18

19

For the month of July, I want to point  
out that we had three applications that came  
in: Premium Mulch, Pallets R Us and Middle  
Country Meadows.

20

21

22

23

24

25

Other than that, the expenditures for  
the month were in line with our normal  
recurring expenditures. Year to date we're



1

2

slightly behind budget, but not by much; by

3

less than 10,000.

4

Is there any questions?

5

MR. GRUCCI: No questions for me.

6

MR. POLLAKUSKY: None here.

7

MR. CALLAHAN: None.

8

MR. GRUCCI: Fred, are you still on?

9

MS. EADERESTO: This is Annette.

10

MR. GRUCCI: Fred?

11

MS. MULLIGAN: I think we lost Fred

12

again, so do we have a motion to accept the

13

CFO's report, the actual versus --

14

MR. POLLAKUSKY: So moved.

15

MR. TROTTA: Second.

16

MR. GRUCCI: That's okay, Frank, you

17

can take the second.

18

Lisa, would you call the roll?

19

MS. MULLIGAN: I was about to.

20

So Marty?

21

MR. CALLAHAN: Yes.

22

MS. MULLIGAN: Felix?

23

MR. GRUCCI: Yes.

24

MS. MULLIGAN: Frank?

25

MR. TROTTA: Yes.

1

2

MS. MULLIGAN: Fred?

3

(No response.)

4

5

MS. MULLIGAN: We don't need Fred for  
this vote anyway.

6

Gary?

7

MR. POLLAKUSKY: Yes.

8

MS. MULLIGAN: Okay.

9

10

11

12

The next item on your agenda is an  
application for a project called Middle  
Country Meadows. The application was sent to  
you in your packets.

13

14

I see we have Annette, actually we can  
see Annette now.

15

MS. EADERESTO: Can you hear me?

16

MS. MULLIGAN: We can hear you as well.

17

18

MS. EADERESTO: Okay. Now we're back  
in business.

19

20

21

22

23

24

25

MS. MULLIGAN: Just to give you a quick  
overview of this project, like I said, it's  
called Middle Country Meadows. This is a  
project from Mr. Jim Tsunis, who is on the  
call and just to remind everyone, we did his  
Overbay project in Port Jefferson a few years  
ago.

1

2

That is an over 55 rental project.

3

It's located at 1277 -- proposed to be located

4

at 1277 Middle Country Road in Selden. It's a

5

roughly 13-acre vacant parcel. It's going to

6

be a roughly \$37 million project and the plan

7

is to build about 136,000 square feet, which

8

will include 124 two-bedroom rentals.

9

Thirty-six units will be for people earning

10

80 percent or less of the AMI and that fits in

11

with our ten percent and ten percent

12

requirement as far as affordable housing

13

requirement and workforce housing requirement

14

is concerned.

15

The expectation is that it will create

16

about five jobs and the rentals are going to

17

be about \$2,500 a month, but for the -- for

18

those 36 affordable units, it will be about

19

1,850 or less and just to remind everybody,

20

this is eligible under our revised UTEP,

21

Uniform Tax Exemption Policy, for a ten- to

22

15-year PILOT.

23

Mr. Tsunis, did you have anything that

24

you wanted to add and Peter Curry is attorney

25

for this project, I just wanted to turn it

1

2

over to you if you had anything that you

3

wanted to ask or if the board mentioned any

4

questions of the applicant?

5

MR. P. CURRY: Yeah. I think I'll

6

start out by saying that due to the high cost

7

of construction, you don't have a lot of

8

people who are proposing \$37 million projects

9

right now and that's why we're coming to the

10

agency for a 15-year PILOT request. On

11

certain real estate taxes, COVID, the effect

12

it's having on the market, all of these things

13

make construction at this stage of the game

14

more iffy and the agency's support is

15

essential to getting this project done. The

16

project will not be developed without the

17

agency's support.

18

I did want to point out that in

19

addition to the housing units, there will also

20

be a clubhouse, a pool, tennis court, a

21

putting green, you know, various amenities for

22

the residents.

23

With regard to the affordable, these

24

will be at 80 percent or less of AMI and

25

actually the number is approximately

1

2

30 percent of all the units. While the agency

3

has a ten percent requirement, this is

4

actually 30 percent of all the units and we

5

feel that by constructing this project, we're

6

helping the Town of Brookhaven and Suffolk

7

County meet its need for rental housing.

8

According to the Long Island index as of 2016,

9

even if Long Island adds \$64,000 per unit per

10

year over 15 years, it would still fall short

11

of the amount of rental housing that is

12

necessary for its population, so we're hoping

13

to allow residents of Brookhaven and other

14

places age in place in a community that is

15

near a lot of other amenities, will contain

16

amenities on site and I think it would be a

17

home run for the Town of Brookhaven.

18

In addition to the actual operation of

19

the project, the economic study that we

20

provided along with the application indicated

21

an estimated 240 new direct, indirect and

22

induced jobs, about \$14.9 million worth of new

23

wages from the construction and the overall

24

impact of the construction, those jobs and

25

wages would be approximately \$39 million in

1

2

the Town.

3

4

5

6

7

8

9

The operational phase, in addition to the five people who would be working on site, the thought there would be indirect and induced another 45 jobs. So the total number of these 50 jobs would generate approximately \$2.1 million in earnings annually, most of which would be spent within the Town.

10

11

12

13

The estimated economic impact over the 15-year term of the PILOT, the requested 15-year term of the PILOT, would be over \$130 million.

14

15

16

17

18

I'm going to let Mr. Tsunis speak about the other public benefits that he is providing in connection with the project because he knows it very well, so Jim, I'll let you talk about the public benefit.

19

20

MR. TSUNIS: Hi everyone, thank you for allowing me to speak today.

21

22

23

24

25

We are going to be connecting a sidewalk to the Independence Plaza, which has a supermarket, Home Depot, there's also a Starbucks in front of the site that I believe the seniors will be going to.

1

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In addition, when I originally rezoned this property, I worked with the civics in Selden and it's funny, but we worked with the ball fields right around the corner and I actually coached all three of my sons in these ball fields, so we -- they need some lighting and we agreed to provide lighting for the little league ballparks there.

We're also going to allow the trail that's going to be around the whole 13 acres to be used by the cross country teams and in meeting with the civics, I met some of the parents. Apparently there was a boy that was killed in front of the site and we're going to be erecting a memorial and a bench and a monument on Jericho in his honor.

In addition, we have indicated in writing to the civic groups that they'll be able to use the clubhouse when they have their monthly meetings.

Right now in the last few months, I've had to clean up the site quite a few times, there's been a lot of illegal dumping there and I'm anxious to try and get this project

1

2

underway.

3

4

5

6

7

8

9

10

Thirty-six of the 124, as Peter mentioned, will be affordable, which is three times the standard, so we are providing quite a bit of affordable apartments, which most seniors right now could really use, so I'm finishing up one of my jobs and I'm looking to try and start this one and I'm here if anybody has any other questions for me.

11

MR. BRAUN: Lisa, can you hear me now?

12

MS. MULLIGAN: I can, Fred.

13

14

MR. BRAUN: Okay. I'm on voice only, so I'm back.

15

MS. MULLIGAN: Glad to have you.

16

MR. BRAUN: Hello, Jim, how are you?

17

MR. CALLAHAN: Welcome back, Fred.

18

MR. BRAUN: Thank you.

19

20

21

22

23

24

25

MR. P. CURRY: In summation, we're requesting a 15-year PILOT agreement, we're requesting a sales tax exemption and we're requesting a .75 percent mortgage tax abatement with regard to any mortgage that gets placed on the property and I thought at this time I would open the floor up or open



1

2 the screen up for questions.

3

4 MR. GRUCCI: What are the rentals of

5

6 the non-affordable and the affordable units?

7

8 MR. P. CURRY: What type of units are  
9 they?

10

11 MR. GRUCCI: No, I'm asking what is the  
12 rental fee for the non-affordable units and  
13 the affordable units.  
14 MR. P. CURRY: I think Lisa mentioned  
15 that before. While, you know, it's not going  
16 to be built for a year and a half to two  
17 years, but the current projection was 2,500  
18 for the non-affordables and I think 1,850 for  
19 the affordable.

20

21 MR. GRUCCI: Thank you.

22

23 MS. MULLIGAN: That's what was  
24 indicated in the application.

25

MR. BRAUN: Are there other questions  
from the board?

21

22 MR. TROTTA: Yeah.  
23 Peter, you said there's five jobs that  
24 would be created and then you -- I think the  
25 application says that -- and then you  
mentioned 45 additional jobs?

1

2 MR. P. CURRY: Yes.

3 MR. TROTTA: Could you elaborate on  
4 that, please?

5 MR. P. CURRY: Sure.

6 So we provided an economic study along  
7 with the application from MRB Associates and  
8 what that indicates is the effect of the  
9 residents' spending, so the five jobs is the  
10 (inaudible) and the residents, the amount --  
11 they basically determine the income of the  
12 residents and they determine what their  
13 spending patterns would be and they come up  
14 with an analysis, which indicates that the  
15 spending power of all of these units will  
16 result in an additional 45 jobs.

17 MR. TROTTA: Thank you.

18 MR. P. CURRY: Sure.

19 MR. BRAUN: Any questions from the  
20 board?21 MR. GRUCCI: Lisa, I think you  
22 mentioned this earlier, I just want to  
23 confirm, that this application meets all of  
24 the requirements of our new UTEP program?

25 MS. MULLIGAN: Yes, it does meet -- it

1

2

falls within the parameters of the newly

3

adopted UTEP.

4

MR. GRUCCI: Thank you.

5

6

MR. BRAUN: If there are no further  
questions, I'll entertain a motion to accept

7

the application.

8

MR. GRUCCI: So moved.

9

MR. POLLAKUSKY: Second.

10

MR. GRUCCI: Made by Felix Grucci,

11

seconded by Gary Pollakusky.

12

Mr. Callahan, how do you vote?

13

MR. CALLAHAN: Yes.

14

MR. BRAUN: Mr. Grucci?

15

MR. GRUCCI: Yes.

16

MR. BRAUN: Mr. Pollakusky?

17

MR. POLLAKUSKY: Yes.

18

MR. BRAUN: Ms. Scheidt, if she's on

19

the call?

20

(No response.)

21

MR. BRAUN: Mr. Trotta?

22

MR. TROTTA: Yes.

23

MR. BRAUN: Mr. Braun votes yes.

24

Motion carries.

25

MR. P. CURRY: Thank you. Thank you

1

2

members of the board. Thank you for

3

entertaining the application. We look forward

4

to working with you over the next few months

5

to get this closed.

6

MR. TSUNIS: Thank you. Have a nice

7

summer everyone, thank you.

8

Bye-bye now.

9

MR. BRAUN: Lisa, I think you want to

10

take the next one out of order a little bit?

11

MS. MULLIGAN: We're actually going to

12

skip over the next two items on the agenda,

13

we're going to hold them till the end of the

14

meeting.

15

So the next item on the agenda is an

16

application from CarVal Investors, L.P.

17

The application letter was included in

18

your packets. This is a request -- just to

19

back up for a second, Agilitas Energy,

20

Agilitas Solar has five projects in the Town

21

of Brookhaven that they're interested in

22

selling a hundred percent of the member

23

interest -- which is one percent of each

24

project -- to CarVal, so we're talking about

25

the Manorville solar installation, the

1

2 Holtsville solar installation, the two solar  
3 installations on Calabro Airport, which are  
4 Calabro and Calabro 2 and the Town Hall solar  
5 installation, not the rooftop one, the one  
6 that's at the front of Town Hall, I guess.

7 So this is pending approval from the  
8 Town board, but for timing, we wanted to bring  
9 it to you. It won't actually move forward  
10 until all approvals are finalized, but, Bill,  
11 did you have anything that you wanted to add?

12 MR. WEIR: Yeah.

13 Just to clarify, this is the sale of  
14 the equity interest in the managing member of  
15 the LLC, not in the 99 percent of the solo  
16 members, so it's just the managing member.

17 David Curry, did you have anything  
18 further to say on that?

19 MR. D. CURRY: No, no, I'm just here if  
20 there are any questions.

21 MR. WEIR: David Curry is representing  
22 CarVal.

23 MR. BRAUN: Do we eventually expect the  
24 same sale of the member interest on the  
25 rooftop project?

1

2

MR. WEIR: The client indicated yes,  
3 but they wanted to wait until their project  
4 was finished.

5

David, did you have any other --

6

MR. D. CURRY: Yeah.

7

The breakout of the one percent on  
8 that, the one percent interest that is --  
9 that's the subject of the sale has not taken  
10 place yet and that project again is not up and  
11 running, so that's not part of the current  
12 transaction, but we will be coming at a later  
13 date for approval for that as well.

14

MR. BRAUN: Thank you, David.

15

Questions from the board?

16

MR. GRUCCI: Just for my understanding  
17 because I'm a little unsure what's happening,  
18 are you selling your interest in the managing  
19 of the company, but still retaining the  
20 operating side of the solar panel systems or  
21 are you getting out of it completely?

22

MR. D. CURRY: Well, I think that's a  
23 question for Agilitas, the seller. We're  
24 representing CarVal that's buying it, so we  
25 are buying a one percent interest in the

1

2

project, but it is the managing member

3

interest, so Agilitas will be exiting on these

4

projects, the 99 percent investor remains and

5

our company, CarVal, our client's company,

6

CarVal, will be coming in and we'll be

7

managing the properties and taking over that

8

one percent interest in the project -- in each

9

of the projects.

10

MR. GRUCCI: When you say managing the

11

company, are you talking just strictly

12

administratively or are you talking about

13

operationally as well?

14

MR. D. CURRY: Operationally as well.

15

MR. GRUCCI: Thank you.

16

MR. BRAUN: Other questions?

17

(No response.)

18

MR. BRAUN: Hearing none, I'll

19

entertain a motion to accept the application.

20

MR. POLLAKUSKY: So moved.

21

MR. GRUCCI: Second.

22

MR. TROTTA: Second.

23

MR. GRUCCI: Let Frank second it,

24

that's fine.

25

MR. BRAUN: Mr. Pollakusky made the

1

2

motion, Mr. Trotta seconded it.

3

Call a vote.

4

Mr. Callahan?

5

MR. CALLAHAN: Yes.

6

MR. BRAUN: Mr. Grucci?

7

MR. GRUCCI: Yes.

8

MR. BRAUN: Mr. Pollakusky?

9

MR. POLLAKUSKY: Yes.

10

MR. BRAUN: Mr. Trotta?

11

MR. TROTTA: Yes.

12

MR. BRAUN: Mr. Braun votes yes.

13

Motion carries. Thank you.

14

MR. D. CURRY: Thank you very much

15

everyone.

16

MR. WEIR: We actually have separate

17

resolutions for the -- actually more than

18

accepting the applications, actually

19

resolutions were approving each of the

20

projects for the sale.

21

MS. MULLIGAN: Do you want to do that

22

now, I had it later on in the agenda, but we

23

can handle it all at once?

24

MR. WEIR: Why don't you do it now

25

while David Curry is here, it probably make



1

2

sense?

3

MS. MULLIGAN: Okay.

4

5

So as Bill indicated, we have separate resolutions for each of the projects,

6

resolutions for each of the projects, so why

7

don't we take them one at a time?

8

The first one on the agenda, the

9

resolution is for ACE Manorville.

10

MR. GRUCCI: Lisa, before we vote,

11

these are all identical to what we just did?

12

MS. MULLIGAN: Yes. So basically what

13

you just did was accept the application and

14

now you're going to pass the resolution.

15

MR. GRUCCI: Okay, got it.

16

MR. WEIR: We do not need to do a

17

public hearing for this.

18

MR. GRUCCI: I'll make a motion to

19

accept the resolution -- to offer the

20

resolution.

21

MR. CALLAHAN: I will second it.

22

MR. BRAUN: Call a vote on American

23

Capital Energy - Manorville.

24

Mr. Callahan?

25

MR. CALLAHAN: Yes.

1

2

MR. BRAUN: Mr. Grucci?

3

MR. GRUCCI: Yes.

4

MR. BRAUN: Mr. Pollakusky?

5

MR. POLLAKUSKY: Yes.

6

MR. BRAUN: Mr. Trotta?

7

MR. TROTTA: Yes.

8

MR. BRAUN: And Mr. Braun votes yes.

9

Next up is America Capital Energy -

10

Holtsville.

11

A motion?

12

MR. POLLAKUSKY: So moved.

13

MR. BRAUN: Second?

14

MR. GRUCCI: Second.

15

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

16

MR. CALLAHAN: Yes.

17

MR. BRAUN: Mr. Grucci?

18

MR. GRUCCI: Yes.

19

MR. BRAUN: Mr. Pollakusky?

20

MR. POLLAKUSKY: Yes.

21

MR. BRAUN: Mr. Trotta?

22

MR. TROTTA: Yes.

23

MR. BRAUN: Mr. Braun votes yes.

24

On Calabro -- initial Calabro facility,

25

a motion?

1

2 MR. TROTTA: Motion.

3 MR. BRAUN: Second?

4 MR. GRUCCI: Felix Grucci.

5 MR. BRAUN: On the call, Mr. Callahan?

6 MR. CALLAHAN: Yes.

7 MR. BRAUN: Mr. Grucci?

8 MR. GRUCCI: Yes.

9 MR. BRAUN: Mr. Pollakusky?

10 MR. POLLAKUSKY: Yes.

11 MR. BRAUN: Mr. Trotta?

12 MR. TROTTA: Yes.

13 MR. BRAUN: And Mr. Braun votes yes.

14 Calabro 2, a motion?

15 MR. CALLAHAN: So moved.

16 MR. BRAUN: Second?

17 MR. GRUCCI: Second.

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

19 MR. CALLAHAN: Yes.

20 MR. BRAUN: Mr. Grucci?

21 MR. GRUCCI: Yes.

22 MR. BRAUN: Mr. Pollakusky?

23 MR. POLLAKUSKY: Yes.

24 MR. BRAUN: Mr. Trotta?

25 MR. TROTTA: Yes.

1

2

MR. BRAUN: Mr. Braun votes yes.

3

The last one is the Town (inaudible).

4

MR. TROTTA: I make a motion.

5

MR. POLLAKUSKY: So moved.

6

MS. MULLIGAN: Do we have a second?

7

MR. POLLAKUSKY: Second, sorry.

8

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

9

MR. CALLAHAN: Yes.

10

MR. BRAUN: Mr. Grucci?

11

MR. GRUCCI: Yes.

12

MR. BRAUN: Mr. Pollakusky?

13

MR. POLLAKUSKY: Yes.

14

MR. BRAUN: Mr. Trotta?

15

MR. TROTTA: Yes.

16

MR. BRAUN: Mr. Braun votes yes.

17

Motion carries.

18

Lisa, back to you.

19

MS. MULLIGAN: So back to the

20

applications, the next item on the agenda is

21

an application for Scalamander Cove, LLC.

22

MR. BRAUN: Hello?

23

MS. MULLIGAN: Just to remind everyone,

24

this project was originally presented to you,

25

I believe it was June of 2019. This is a \$21

1

2

million project on 13 acres. It's going --

3

it's proposed to be a 96-unit housing market

4

rent facility on Rocky Point Middle Island

5

Road in Middle Island.

6

When this project first came to the

7

board, we were sort of working through changes

8

to our UTEP and had first come up with the

9

concept of the ten percent affordable and ten

10

percent workforce housing requirement, which

11

this project has agreed to. It will create

12

six jobs and it's part of the Middle Country

13

Road land use plan.

14

Just to remind everybody, also, they

15

dedicated -- of those 13 acres, they dedicated

16

almost seven acres to the Town for wetlands

17

preservation and the remaining six and a half

18

roughly acres will be developed.

19

Dan, did you have anything -- Mr. Glass

20

is on the call, Zoom -- so did you have

21

anything that you guys wanted to add?

22

MR. DEEGAN: Well, I think you did a

23

very good job of summing it up. We have

24

presented this before to the board.

25

We have adjusted our plan in order to

1

2

address the changes to the UTEP. In

3

particular, we have increased our commitment

4

to the workforce and affordable housing, so it

5

would be ten percent of each. Our initial

6

number that we had proposed was driven by the

7

Town approval process and meeting with the

8

civics. We've had a good relationship with

9

the local civics, this plan has been in the

10

making for a long time. The Town had rezoned

11

this property on its own motion in order to

12

encourage this type of development. It's been

13

a long time coming. It's obviously going to

14

provide a much needed rental housing stock in

15

the area.

16

We have incurred tremendous costs

17

associated with this. Besides the increased

18

workforce and affordable housing, it's also we

19

have to pay to get into a sewage treatment

20

plan, there are Pine Barren credits involved,

21

we're making a payment to the Middle Island

22

Civic Association and there's a bunch of other

23

costs as well. There's also the dedication of

24

land to the Town for wetlands preservation,

25

also seven acres and then also a part of the

1

2

property is being -- about 2/10's of an  
acre -- to Suffolk County for road widening,  
which they're looking for in that area.

4

5

So, you know, we're requesting that  
this board accepts this application.

6

7

Ultimately we're looking for a sales tax

8

exemption, a mortgage recording tax exemption

9

on the financing and we're looking for a

10

15-year PILOT that would allow us to phase in

11

the taxes that would be created by this

12

project over that period of time and as you

13

mentioned, Mr. Glass is here with us, so if

14

there are any questions, either he or I can

15

answer those questions.

16

MR. BRAUN: Questions from the board?

17

MR. CALLAHAN: Does this project fit in

18

with the new UTEP that we did as well?

19

MS. MULLIGAN: Yes.

20

MR. CALLAHAN: Okay.

21

MR. BRAUN: And we're saving the tiger

22

salamanders, correct?

23

MR. DEEGAN: That's correct.

24

MR. CALLAHAN: Oh, okay.

25

MR. DEEGAN: To remind everybody, the

1

2

reason this entity is called Scalamander Cove

3

is because it was supposed to be Salamander

4

Cove, but a secretary put a C in there when

5

she formed the entity and it became

6

Scalamander Cove. That's how it --

7

MR. GRUCCI: Just don't run across any

8

piping plover or you're dead.

9

Fred, if you need a motion I'll make

10

it.

11

MR. BRAUN: Thank you, Felix.

12

Is there a second?

13

MR. TROTTA: I'll be happy to second

14

it.

15

MR. BRAUN: I'm sorry, who made the

16

second?

17

MR. TROTTA: Frank Trotta.

18

MR. BRAUN: Thank you.

19

On the vote, Mr. Callahan?

20

MR. CALLAHAN: Yes.

21

MR. BRAUN: Mr. Grucci?

22

MR. GRUCCI: Yes.

23

MR. BRAUN: Mr. Pollakusky?

24

MR. POLLAKUSKY: Yes.

25

MR. BRAUN: Mr. Trotta?



1

2

MR. TROTTA: Yes.

3

MR. BRAUN: And Mr. Braun votes yes.

4

Thank you. Good luck with the project.

5

MR. DEEGAN: Thank you very much. Take

6

care.

7

MS. MULLIGAN: Thank you.

8

The next item on the agenda is HSRE-EB

9

Holtsville. They are asking for an extension

10

of their construction loan.

11

Bill, do you want to explain this to

12

the board?

13

MR. WEIR: So their construction loan

14

was coming due in September. They've asked to

15

extend that construction loan for two years

16

before they go out for permanent financing.

17

In connection with that, all the IDA is being

18

asked to do is to consent to the extension for

19

two years and to reaffirm that all of the IDA

20

documents are still in full force and effect.

21

MR. GLASS: Hello?

22

MR. WEIR: Yes? Hello?

23

Somebody was saying --

24

MS. MULLIGAN: I think Mr. Glass

25

doesn't realize that he hasn't hung up.

1

2

Joce, will you just mute him, please,

3

thank you.

4

MR. BRAUN: Bill, are you still there?

5

MR. WEIR: I am still here.

6

MR. BRAUN: With rates being what they

7

are, I would have thought that they'd go out

8

for permanent financing now.

9

Is it a question of them not being

10

leased up yet or enough occupancy?

11

MR. WEIR: I don't know the answer to

12

that, Fred.

13

MR. BRAUN: Just seems like a strange

14

time to extend a construction loan.

15

MR. WEIR: That's what the request came

16

in for. Unfortunately Peter Curry dropped

17

off, he was involved with this.

18

MR. BRAUN: Yes. That was my only

19

question.

20

Other questions from the board?

21

If not, we need a motion --

22

MR. GRUCCI: Fred, based on your

23

question, do you want to get an answer to that

24

before we vote?

25

MR. BRAUN: No, it really doesn't

1

2

affect us. I mean it's their management

3

decision. I expressed what I thought should

4

have been done, but that's beside the point,

5

so I would entertain a motion at this point.

6

It doesn't affect us at all.

7

MR. GRUCCI: Okay. I'll make the

8

motion.

9

MR. BRAUN: Is there a second?

10

MR. CALLAHAN: Marty Callahan.

11

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

12

MR. CALLAHAN: Yes.

13

MR. BRAUN: Mr. Grucci?

14

MR. GRUCCI: Yes.

15

MR. BRAUN: Mr. Pollakusky?

16

MR. POLLAKUSKY: Yes.

17

MR. BRAUN: Mr. Trotta?

18

MR. TROTTA: Yes.

19

MR. BRAUN: And Mr. Braun votes yes.

20

Thank you.

21

MS. MULLIGAN: Thank you.

22

The next item on the agenda is William

23

Realty Holdings Group/Interstate Mechanical

24

Services.

25

We had a public hearing this morning.

1

2

Included in your packets are the cost benefit analysis and the proposed PILOT. There was no comment at the public hearing and to remind the group, this was a project that came before you, I think it was at the last meeting, for an existing building at 355 Sills Road. So this falls under our adaptive reuse policy and this is a final authorizing resolution.

3

4

5

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9

10

Does anyone have any questions?

11

12

13

14

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16

MR. GRUCCI: No questions on this particular application, but I do have a question, the members of the public that you announced at the beginning of the meeting, were they here on individual applications or were they all here on a specific application?

17

18

MS. MULLIGAN: Felix, I don't know that I follow.

19

20

21

22

They were all here for specific applications, individual specific applications. They were either the applicant . . . either the applicant or their counsel.

23

24

Mr. Tully and Mr. Ferruggia -- I apologize if I mispronounce your last name.

25

MR. FERRUGGIA: It's quite all right.

1

2

Ferruggia.

3

4

5

MS. MULLIGAN: Ferrugia. You'd think with a last -- my maiden last name I should be able to pronounce it, but sorry.

6

MR. FERRUGGIA: No worries.

7

8

9

MS. MULLIGAN: They're still on the call, Felix. They represent this project, so they're here in case anyone had any questions.

10

11

12

13

14

15

16

MR. GRUCCI: I'm sorry, then I must have misunderstood when you opened. I thought not the professionals that were here on specific applications, I thought there was general public listening in and I was wondering what applications they were here for.

17

18

19

MS. MULLIGAN: No. Everyone who participated was either counsel or a project and I apologize if I --

20

21

MR. GRUCCI: It was my mistake, I misunderstood. Thank you.

22

MS. MULLIGAN: So --

23

24

MR. GRUCCI: I didn't mean to hold up the process.

25

MS. MULLIGAN: That's okay.

1

2

Did anyone have any questions?

3

(No response.)

4

5

MR. BRAUN: The nice thing is this building's been empty for the better part of two or three years, so as Lisa said, it falls into our adaptive reuse policy.

6

7

8

If there are no further questions, I'll entertain a motion.

9

10

MR. POLLAKUSKY: So moved.

11

MR. BRAUN: Second?

12

MR. GRUCCI: I'll second it, Fred.

13

MR. BRAUN: Thank you.

14

On the vote, Mr. Callahan?

15

MR. CALLAHAN: Yes.

16

MR. BRAUN: Mr. Grucci?

17

MR. GRUCCI: Yes.

18

MR. BRAUN: Mr. Pollakusky?

19

MR. POLLAKUSKY: Yes.

20

MR. BRAUN: Mr. Trotta?

21

MR. TROTTA: Yes.

22

MR. BRAUN: And Mr. Braun votes yes.

23

Thank you.

24

MR. FERRUGGIA: Thank you to the board.

25

MR. BRAUN: Good luck with the project.

1

2

MS. MULLIGAN: Thank you.

3

MR. FERRUGGIA: Thank you.

4

5

MS. MULLIGAN: The next item on the agenda is Discover Long Island/Collaborative Marketing.

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So as the board members will recall, we partnered with the other Long Island IDA's and Discover Long Island to do a marketing campaign. We came up with Collaborative is what it's called, it's all the IDA's working together and it's sort of the other side of Discover Long Island's mission, so instead of travel and tourism, this is the economic development arm of it, business people coming here to travel and businesses relocating here.

So we've been working with them, it's been probably close to a year now I would say, maybe a little bit less, but one of the initiatives is they're working with a company that does Site Selector Magazine (sic), I think that's probably the . . . sort of the thing that they're best known for; Jim, it was Site Selector Magazine, I'm pretty sure that's what it's called?

1

2

(No response.)

3

4

5

MS. MULLIGAN: I think Jim doesn't realize he's on mute, but he's nodding, so I'm going with yes.

6

7

MR. TULLO: Go with yes and it's Site Selection Magazine.

8

MS. MULLIGAN: Thank you.

9

MR. TULLO: You're welcome.

10

11

12

13

14

15

MS. MULLIGAN: So Jim and I met with a representative and what they're doing is a Long Island specific marketing piece, a magazine about Long Island and we have examples of some other regions that they've highlighted in this way.

16

17

18

19

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21

22

23

24

25

There's one's a little bit different because this is going to go with the magazine to everyone who gets it, so it's going to be a standalone insert second piece with everyone who gets it and I don't recall, I apologize, what their -- how many people they send Site Selector to, but it's a nationwide magazine and mostly it goes to site selectors and business people who are looking for sites for their locations, so I think we'll be in front



1

2 of decision makers if someone is thinking  
3 about moving their business to Long Island and  
4 the Collaborative is taking an ad in this  
5 piece, but they asked if we would be  
6 interested in taking an ad, also and the  
7 rates, I don't know what they have available  
8 because they have -- they've been reaching out  
9 and saying, you know, we're running out of  
10 space, but a full page ad is \$12,800, so . . .  
11 there's a two-page spread also for 19,000, but  
12 Amy has been working on a potential ad to  
13 include -- Amy, I don't know, can you put that  
14 on -- can you make it show on your screen, do  
15 you know how to do that, the ad that you've  
16 been working on?

17 MS. ILLARDO: No, I might be able to  
18 just email it to everybody right now.

19 MS. MULLIGAN: Email it around.

20 MS. ILLARDO: Okay.

21 MS. MULLIGAN: I'll see if I can -- I  
22 think there's a button you can click to make  
23 it show on your screen, I'll see if I can do  
24 that.

25 MR. GRUCCI: It says share screen.

1

2

MS. EADERESTO: Lisa, you disabled  
share your screen, so you have enable it,  
whoever's the leader.

4

5

MS. MULLIGAN: Joce.

6

(Pause.)

7

MS. LINSE: Hopefully that worked.

8

MS. EADERESTO: Amy, try to share your  
screen now.

9

10

(Pause.)

11

MS. EADERESTO: There you go, you're  
on. You click up here on the top, it will say  
share screen.

12

13

14

MS. MULLIGAN: Amy, did you just send  
it, I think I can do it?

15

16

MS. ILLARDO: I'm sorry. It's on my  
desktop and I'm on the laptop.

17

18

MS. MULLIGAN: It's okay. We don't  
have . . .

19

20

MS. EADERESTO: See on the bottom it  
says share screen, Lisa?

21

22

MS. MULLIGAN: I'm going to make it  
happen, just give me two seconds, I'm just  
opening it. Very slowly I'm opening it.

23

24

25

(Pause.)

1

2

MS. MULLIGAN: So this is the ad that Amy, I think I'm going to be able to show it to you guys in a second.

4

5

(Pause.)

6

7

8

MS. MULLIGAN: Yeah, I don't think I'm going to be able to show it to you, it's not letting me connect for some reason.

9

10

11

12

13

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18

So Amy will send it around, if I can make this work I'll show everybody, but this is the ad that we're sort of playing with; of course tomorrow is the date that they need the . . . they need us to reserve the space if the board is interested in doing it, so that's basically I'm bringing it to you. There's a half page ad for \$9,600, two thirds of a page ad for 11,500 and like I said, a full page ad for \$12,800.

19

20

MR. TROTTA: Is there any negotiating with regard to the 12,800?

21

(No response.)

22

23

24

MR. TROTTA: A full page, is that the desire, to do a full page, from your perspective?

25

MS. MULLIGAN: I'm bringing it to the

1

2 board to see what you guys think. I'm fine  
3 with whatever the board wants.

4 MR. TROTТА: I mean it's a lot of  
5 money, but . . .

6 MR. BRAUN: I think we should do a  
7 full-page ad. We've been talking about a lot  
8 more money over the last couple of years for a  
9 marketing program. This will get into a  
10 magazine that the site selectors look at, I  
11 think we'll get a lot of play out of it and I  
12 think it will be worthwhile and the Long  
13 Island Tourism commission is doing a great job  
14 despite COVID --

15 MR. GRUCCI: It's up on my screen now.

16 MS. MULLIGAN: Thank you whoever  
17 figured that out.

18 MR. WEIR: Lori did.

19 MS. MULLIGAN: Thank you.

20 MR. GRUCCI: Lisa, is this a one-time  
21 run or is there a block of time that this will  
22 be in monthly magazines?

23 MS. MULLIGAN: No, this is a one-time  
24 run and what Lori just showed you was the half  
25 page, which we didn't have enough room to put

1

2 the schematic of Long Island and then the full  
3 page that shows you Long Island because what  
4 we were thinking is this is something that's  
5 going to be nationwide. I can tell you that  
6 people don't necessarily know Long Island,  
7 they certainly wouldn't know Town of  
8 Brookhaven if you just said that to them;  
9 somebody in California, it's not going to be  
10 the first thing that they think of. So we  
11 added Long Island and we -- I can't tell if I  
12 can move this, no, I can't move it, but on the  
13 bottom of it, I think this one says that we're  
14 midway between -- central Long Island location  
15 midway between New York City and the Hamptons,  
16 so that people realize who we are and where we  
17 are.

18 MR. TROTTA: I think what you need to  
19 highlight, I mean you do, but they're not  
20 going to know Brookhaven, they're not going to  
21 know whatever. What they're going to know is  
22 tax abatements and the opportunities that we  
23 offer, so I think that should be as big and  
24 bold as you can put.

25 The other thing is Brookhaven has

1

2 probably more land or opportunity, correct,  
3 than, you know, most of Long Island and maybe  
4 that's another opportunity. I don't know how  
5 you say that, but certainly you guys do.

6 MS. MULLIGAN: Frank, both of those  
7 things -- all of those things are on this ad.

8 MR. TROTTA: Oh, okay.

9 MR. POLLAKUSKY: Who created this ad?

10 MS. MULLIGAN: Amy did.

11 MR. POLLAKUSKY: Okay.

12 MR. TROTTA: For \$12,000 I think they  
13 ought to do it.

14 MR. POLLAKUSKY: I agree. And I don't  
15 think it's a good ad, Amy, I just that in  
16 terms of the appeal, number one, I'd want to  
17 know the demographics of and the distribution  
18 of this particular publication, but outside of  
19 that, in terms of the way that the ad is  
20 constructed, I would construct it in a way  
21 where I show a couple of different scenes of  
22 Brookhaven, not just water and I would make  
23 sure that the actual, you know, the actual  
24 highlights there are highlighted in perhaps a  
25 light box, it's not blending into water, I

1

2 would probably -- so whoever designs --

3 MS. MULLIGAN: Gary.

4 MR. POLLAKUSKY: Yup.

5 MS. MULLIGAN: There's an extra cost  
6 for that and we don't have the time, it has to  
7 be -- it's due tomorrow, so I'm sorry to cut  
8 you off and as far as the demographics are  
9 concerned, it's a nationwide, so it's going to  
10 be very different.

11 I think -- we looked at a lot of other  
12 ads that they had run in other . . . I  
13 apologize, other examples that they sent to us  
14 and the ones that we thought were most  
15 effective were the ones when -- I don't know  
16 some town in Illinois because it means nothing  
17 to me, but they said the things that they  
18 could do and what they had to offer quick and  
19 those were the ones where I said if I was  
20 thinking about moving my business, I would  
21 look up where this is in Illinois, so that's  
22 what we were going with. We wanted to have  
23 just a quick visual. There's going to be the  
24 Collaborative, I don't know what the  
25 Collaborative is putting together, but their

1

2 ad is going to be there, I presume other IDA's  
3 are going to run ads, also and it is about  
4 Long Island, so it's going to -- you know,  
5 people are going to know when they open it up  
6 that it's a Long Island, New York, location.

7 MR. TROTTA: Lisa, with all due  
8 respect, I mean tomorrow may be the deadline  
9 for committing, but they certainly have the  
10 obligation -- they have the obligation to put  
11 together an ad, that's standard in the  
12 industry and as professional as we are in  
13 doing it, they do this as a living, so --

14 MS. MULLIGAN: It's \$1,100 --

15 MR. TROTTA: -- I certainly echo what  
16 Gary said. I support it, but I think they may  
17 have a better way to present it even though --  
18 that's all.

19 MR. BRAUN: Hello?

20 MR. TROTTA: They're in the advertising  
21 business, not us.

22 MS. MULLIGAN: Just so you know, it's  
23 \$1,100 for them to do the ad and tomorrow's  
24 the due date for the ad, so it's not --

25 MR. TROTTA: Oh, okay.



1

2

MS. MULLIGAN: It wasn't -- it actually -- it might not be tomorrow, it might be the next day and it's also --

3

4

5

MR. TROTTA: It's quick, yeah.

6

MS. MULLIGAN: It's very quick just because of the timing of our board meeting.

7

8

MR. BRAUN: If we are in agreement that we're going to do a full-page ad, I would like to leave it to Lisa and her staff to tweak it as your suggestions have come in so they can submit it on a timely basis.

9

10

11

12

MR. POLLAKUSKY: That sounds fair.

13

Can I bring up the broader picture?

14

15

I mean, you know, Fred, you mentioned that we had earmarked money to spend in a marketing program. We still have not revisited that, but we're going to spend 12, you know, 12 and a half grand, 11 and a half grand on this. This should be part of a broader program to bring people to the Town of Brookhaven, to bring business to the Town of Brookhaven. I think it's -- you know, it's incumbent upon us to consider creating, you know, copy and design that's consistence that

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we could in a moment's notice we have a great opportunity and a national publication, we're going to throw this particular, you know, copy and content out because we all approved this in a marketing program.

7

8

I think it's important for us to revisit that plan, but, you know . . .

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MR. BRAUN: I don't disagree with you. I think it's kind of tough to do it either Zoom or on a conference call. Hopefully we'll be able to get together as a group in the not too distant future and that would be an important topic to discuss at that time.

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MR. GRUCCI: Tomorrow's the deadline. Is that for a monthly edition, is there another edition in September or October; if this is for the September edition, is there an October edition?

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23

MS. MULLIGAN: No, it's a one-time standalone publication about Long Island and we have the opportunity to put an ad in this one-time --

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MR. GRUCCI: Oh, okay, now I get it.

MS. MULLIGAN: -- marketing piece.

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MR. GRUCCI: Got it now.

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MR. GRUCCI: Okay.

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MR. GRUCCI: That's what I mean.

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MS. MULLIGAN: Yeah, but as far as this Long Island specific publication --

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MR. GRUCCI: I'm fully on board with getting this in to the Long Island edition. I'm thinking beyond this one edition, that if this magazine is the right place for us to be

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2

seen by site selectors, maybe we should be

3

seen on more than just a one-time basis.

4

5

MR. TROTTA: Felix, I would certainly

6

support looking into that because as Gary said  
and Fred said, you know, when we do sit down

7

for some kind of a discussion on a broader

8

plan, this would be valuable information for

9

us to have, so that would be good.

10

MR. POLLAKUSKY: Frank, just on that

11

note, just so you know, we actually voted on a

12

budget that we would approve to do this type

13

of a plan. We did this last year. We just

14

haven't, you know, we haven't pulled the

15

trigger on anything.

16

So, you know, Fred, maybe you want to

17

give the lowdown to Frank as to what we had

18

agreed upon in that meeting.

19

MR. BRAUN: Frank, this actually goes

20

back three years, I think three years ago July

21

and we had voted on, we might allocate as much

22

as \$250,000 to a plan. We interviewed several

23

firms and as Gary said, we really never pulled

24

the trigger. There were a lot of back and

25

forth about who's going to do what and who's

1

2

going to be responsible for what -- not at our

3

end, but at the vendor's end -- and the

4

original concept was that it was going to be

5

an attempt to attract national companies to

6

Long Island from primarily Connecticut and New

7

Jersey. I will tell you I wasn't in full

8

agreement with that because to my knowledge,

9

Long Island has never attracted a large

10

company from either Connecticut and Long

11

Island (sic) and the other thing I didn't like

12

about it was the fact that we were going to

13

spend the money on this advertising and all of

14

the other seven IDA's on Long Island would

15

have benefited from it because there they were

16

not very many differences in what they offer

17

and what we offer other than the fact that as

18

I think it was Frank pointed out a little

19

while ago, we've got the land that they don't

20

have.

21

So it wasn't we disagreed on the board

22

so much as we never really -- because the

23

money was fully authorized. We just never got

24

into an agreement with the vendors who were

25

going to do this for us.

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2

I think that sums it up, Gary?

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MR. POLLAKUSKY: Yes, pretty much.

4

5

MR. TROTTA: Maybe in light of COVID  
and everything going on right now, you know,

6

when we do look at it, we'll probably look at

7

it a little bit different and so maybe the

8

timing is good, maybe it's good that you

9

didn't spend it, but, you know, we can still

10

move forward with something and plan it a

11

little differently because the economy has

12

certainly changed and the world is changing

13

right now, you know, so we can think a little

14

bit more about how to put our thinking caps on

15

and do some round-table with regard to it

16

maybe, Fred, whenever that's convenient.

17

MR. BRAUN: Yeah. It's also

18

interesting from the standpoint that while

19

people have said to Lisa very recently that,

20

you know, the economy is dead, look at the

21

applications we got today and they're working

22

on three or four, five other ones, so we

23

continue to do very well and a number of these

24

are expected to close by year-end and I would

25

expect that our year-end financials will look

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2

very strong.

3

MR. TROTTA: That's great.

4

5

MR. GRUCCI: If you're ready for a motion, Fred, I'll make a motion that we

6

accept the full page ad as presented and give

7

Lisa and her team the flexibility to make

8

whatever modifications they think is

9

appropriate to place the ad in that magazine.

10

MR. BRAUN: Thank you. I think that's

11

framed well.

12

Is there a second?

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MR. TROTTA: I would second that.

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MR. BRAUN: Thank you.

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On the vote, Mr. Callahan?

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MR. CALLAHAN: Yes.

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MR. BRAUN: Mr. Grucci?

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MR. GRUCCI: Yes.

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MR. BRAUN: Mr. Pollakusky?

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MR. POLLAKUSKY: Yes.

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MR. BRAUN: Mr. Trotta?

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MR. TROTTA: Yes.

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MR. BRAUN: And Mr. Braun votes yes.

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Thank you.

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Lisa?

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MS. MULLIGAN: The next item on the agenda is the grant program that we discussed at the last meeting.

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To remind everybody, there is relatively recent legislation that allows IDA's to offer either/or a grant or a loan program to support businesses that are reacting and recovering from COVID-19.

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So at the last meeting, we discussed pursuing the grant program, not the loan program and just to remind everybody, the grant is up to \$10,000, but not -- doesn't have to be a full \$10,000, but that's the cap on it as per the legislation. So at the last meeting, you guys said bring it back basically.

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

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MR. BRAUN: No, not really, other than just to remind everybody that we -- you know, the loan program, as we described it at the last meeting, it was almost a grant program disguised as a loan program because there's no interest and it is, you know, not expected or

25



1

2 let me turn that around, it's expected there  
3 would be a high default rate, so -- and as I  
4 have said to a number of you, it's almost like  
5 setting up a mini bank to do all of this. It  
6 was something that the upstate IDA's and LDC's  
7 or their equivalents wanted to have back  
8 available and they got it, but the way that  
9 the legislation was passed, it covered all  
10 IDA's, so our recommendation at the last  
11 meeting and I think we agreed was not to  
12 entertain participating in the loan program,  
13 but we would consider the grant program, which  
14 are, as Lisa just said, the applicants can get  
15 up to \$10,000.

16 MS. MULLIGAN: I think Bill wanted to  
17 add something.

18 MR. WEIR: Just to remind everybody,  
19 the grant program is eligible for small  
20 not-for-profits and small businesses located  
21 in the Town, but it can only be used to  
22 purchase or install PPE or other equipment to  
23 prevent the spread of COVID. It's not for,  
24 you know, working capital or paying rent or  
25 anything like that. Very limited. Much more

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2 limited focus than the loan program.

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MR. GRUCCI: So the small businesses in the Town of Brookhaven that have to modify their operation, put up those Plexiglas walls, et cetera, are eligible for up to \$10,000 in a grant.

What is the criteria other than them modifying their building for the COVID; is there any other requirements that they have to meet?

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MR. WEIR: There are requirements in the statute that they have to meet. Other IDA's that have adopted this program have put in their own restrictions as well and made it more restrictive as to who can receive it. They really want to limit it to entities that have been adversely impacted by COVID. They also want entities that have a significant positive impact in the Town, so Islip spent a lot of time coming up with the criteria that they would want to see for this. I believe I sent to Lisa Islip's policies that they adopted.

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MS. MULLIGAN: Yes, we have their

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application and their policies.

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MR. TROTTA: Can I comment?

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MR. BRAUN: Go ahead, Frank.

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MR. TROTTA: Okay.

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One, 10,000 isn't a lot of money.

7

Two, I think a lot of places have made

8

it -- you know, have already adapted a lot of

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their facilities, so making it more

10

restrictive in this environment, I don't know

11

if that is something that we should be doing.

12

We want people to -- if we actually want

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people to take these grants.

14

The other part, is the limitation

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10,000 or is that a restriction we have on it?

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MR. BRAUN: That's the limitation.

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MR. WEIR: That's the limitation.

18

So in the statute, you can either give

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them one \$10,000 grant or five \$2,000 grants,

20

but the maximum allowed for any recipient

21

under the program is \$10,000.

22

MR. TROTTA: What's the total amount

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that we have to work with?

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MR. WEIR: Whatever you want to

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allocate.

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MR. TROTTA: Okay. I didn't know if that -- yeah.

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MR. WEIR: This is coming out of your cash reserves, so if you want to allocate, for example, a hundred thousand dollars, that's what it would be and when it's used up, it's used up, but nobody can receive more than 10,000.

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MR. GRUCCI: Bill, what's the maximum on the loans?

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MR. WEIR: Maximum on the loans was 15,000.

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MS. MULLIGAN: I think it was 25.

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MR. WEIR: Maybe it's 25. I'm doing it from memory, which is a dangerous thing.

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MR. GRUCCI: That's a little different.

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MR. TROTTA: The loans --

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MR. GRUCCI: So the maximum you can give out in the grant is 10,000 and maximum in the loan would be 25,000.

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Can somebody apply for both?

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MR. WEIR: There's no restriction in the statute that you -- theoretically you can apply for both.

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MR. GRUCCI: I'm just picking up on Frank's statement, that I like the grant program, the 10,000, just it's not a whole lot of money.

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MR. WEIR: No, but if you're using it to buy PPE, masks and gloves and face masks and disinfectants and putting up the Plexiglas shields and so forth that you need, it can go pretty far.

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MR. TROTTA: But it also could be ventilation and those things that are being required say for a gym and those are the kinds of things that are a lot larger.

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Why wouldn't we consider the loan program because, you know, in fact, I was reading yesterday's paper with regard to the governor now allowing gyms to open up and those kinds of facilities, yoga studios and the requirements that you're going to have to put in, you change your ventilation system and whatnot, 10,000 isn't going to go that far to be able to do both supplies and that.

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Why couldn't we consider a loan program?

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MR. BRAUN: Let me answer that.

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It's not too far-fetched to picture having to open up a mini bank. I mean you've been on the board of a credit union for a long time. We could probably outsource the investigative part of an application by checking UCC's and personal Experian reports and everything else, but even if you outsource that, the decision comes back to a committee that we would have to establish. We would have to figure out how to collect these loans, if they even made any payments on them and some of them probably will never make any payments and then you've got to give best efforts to collect them through an attorney or anybody else, which would include personal guaranties and going after the individuals at the same time. It's a headache to start from scratch.

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24

25

Now the people upstate in Erie County and places up there have been doing this since Bethlehem Steel went out of business in the late '80s or early '90s and they're the ones that wanted it back.

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I would highly recommend against doing the loan program.

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MR. GRUCCI: I'm hearing you, Fred and I can see the complications in that, but I'm also seeing the benefit in giving these small businesses that are struggling, I mean I just saw two more close their doors, one a shoe store in Patchogue that has been there for 50 years and a restaurant right around the corner from me closed their doors because they got nailed by this Coronavirus issue and if we're going to give people help, we should probably give them as much help as we can.

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16

17

How are the other IDA's handling the loan program, Bill; do you have any information on that?

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MR. WEIR: The ones -- like Islip, for example, adopted both the loan program and the grant program. They are utilizing one of the New York Business Development Council company . . .

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MS. MULLIGAN: Pursuit.

24

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MR. WEIR: Pursuit to handle -- you know, do the loan administration and the

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2

paperwork and draft the documents and so

3

forth. Others, there's Dutchess County has

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partnered with a similar program out of

5

Westchester, so, you know, for every loan it's

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costing out-of-pocket in addition to the

7

amount of the loan another 500 to a thousand

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dollars in administrative costs to do the

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loan, so . . .

10

MR. GRUCCI: Is that something that we

11

can pass through like we're doing now to the

12

applicant?

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MR. BRAUN: No.

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MR. WEIR: No, you can't.

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MR. BRAUN: Felix, as of earlier this

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week, I think Islip had only one applicant for

17

the loan program and that applicant for

18

whatever reason did not qualify.

19

MS. MULLIGAN: I believe they didn't

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have enough -- for the loan you have to have I

21

think three employees and I don't think they

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had three employees.

23

MR. WEIR: And they had to have been a

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viable business before the shutdown, they had

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to have financial reporting and so forth, so a



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lot of the small businesses are going -- and

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Islip did put some additional restrictions on,

4

but even just complying with the base

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restrictions in the statute are not that easy

6

for some of the small companies, for example,

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the --

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MR. GRUCCI: Bill, does the legislation

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allow us to replenish the pool of monies or

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once we establish it and tap it out, we can't

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go back to the program again?

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MR. WEIR: You can always -- it's your

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money, you can put as much money as you want

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into it. You can put a million dollars into

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it, \$2 million into it or 10,000.

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MR. GRUCCI: Right, but can you do it

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in stages; in other words, if we said --

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MR. WEIR: You can do it --

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MR. GRUCCI: -- you know, we want to

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tip our toe into the water of this loan

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program and we're only going to establish

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\$20,000 as the opening salvo and if it has no

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complications to it, then we'll continue the

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program and build the funds up in it so that

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more people can participate; would the

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2           legislation allow us to do something like  
3           that?

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          MR. WEIR: Yes. You could keep putting  
5           money into it until the program ends. The  
6           program will end when the governor's emergency  
7           orders end.

8

          MR. BRAUN: Felix, you said the loan  
9           program; did you mean the loan program or the  
10          grant program?

11

          MR. GRUCCI: Well, actually the loan  
12          program is what I was talking about, but I  
13          would assume that it would -- that that would  
14          be the same for the grant program as well.

15

          Is that true, Bill, that you can --

16

          MR. WEIR: Yes --

17

          MR. GRUCCI: -- establish a dollar  
18          amount for the grant program and once that's  
19          utilized and tapped out, we could add more to  
20          it?

21

          MR. WEIR: Yes. You could add more to  
22          it up until the point it expires, you can keep  
23          adding more money to it.

24

          MR. TROTTA: I'd like to -- Fred, I  
25          hear what you said and maybe -- I mean there's

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got to be some ways for us to minimize the

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administrative side of it, whether we do some

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of it in-house and we do some of it

5

outsourcing to make sure the person is

6

qualified, but I would think we could that. I

7

think one, it would be a feather in the IDA's

8

cap to be able to respond to the community by

9

doing that.

10

I just read today one in three service

11

companies will be going out of business over

12

the next year unless Congress steps up or the

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economy begins to change and I think -- and

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that's the side that you're talking about, I

15

think also, Fred, but I think we, you know, it

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could be a valuable tool to help some

17

businesses that, you know, need to do some

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work; I'm thinking of catering and the

19

restaurant business, you know, there are

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catering halls, for example, that are in this

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Town that are doing -- that are trying to

22

rebuild their businesses and you know, have

23

requirements that they need to put into

24

effect. I think we should explore it and you

25

know, again, I know there's a downside to it,

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2

but hopefully the upside is that we're

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responding to the businesses in this Town to

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be able to help them through this difficult

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time and the additional requirements that they

6

need and don't have money for. This could

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be -- this amount of money, if you were able

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to give somebody \$25,000 or up to that to, you

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know, make a difference in what they have to

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do, could be the difference between them

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staying in business or not. Just a thought.

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MR. GRUCCI: Fred, would you be opposed

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to bringing both of the programs on, the

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grant, which we don't think will give us much

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complication and the loan, which we're a

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little skeptical of at this point, but don't

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fund the loan program to a great extent, put

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enough money in there so that we might be able

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to just test it out to see how it works and

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then if it does work successfully, we can

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continue it and if doesn't, we can eliminate

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it from our offering and just keep the grant

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program in place?

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MR. BRAUN: I am against -- I am

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completely against the loan program and I

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thought -- and if we go back and look at the minutes from the last meeting -- that we -- as a matter of fact, in the beginning of that discussion, we weren't going to do either program and then after some discussion, we decided we would give consideration to the grant program.

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I am completely against the loan program for all of the reasons we've discussed.

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MR. CALLAHAN: Wouldn't we be able to help more businesses in the Town of Brookhaven with the grants because of the dollar amount, meaning that if you go with 25,000 compared to 10,000, you could help more businesses with the ten over the 25 because with the amount of businesses you have in the Town of Brookhaven, eventually the money's going to run out, correct?

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MR. TROTTA: Yeah, but depending on what they have to physically do, 10,000 may be a drop in the bucket, for a very small business, 10,000 may be a great thing, so I mean if you --

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MR. CALLAHAN: (inaudible).

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MR. TROTТА: And I hear you and that's a good thing.

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MR. CALLAHAN: There's no administrative costs compared to the loans, \$25,000, I mean --

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MR. TROTТА: But it's a price we pay for being in the business of trying to help businesses, you know, there is an administrative cost.

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MR. CALLAHAN: A hundred percent, correct, but if we could look better at the smaller amount than the larger amount, I think we could help more businesses than just a few.

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MR. WEIR: I think one of the reasons -- there's only two IDA's on Long Island that have adopted these programs, they're Babylon and Islip and only -- out of the 200 and something IDA's across New York State, only 13 have adopted these, so -- but one of the concerns that was expressed with the loan is they have to start paying it back once the emergency is over and they only have a year to pay it back and that's the concern

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2

that for a lot of the small businesses, take

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out the loans is that gee, if this emergency

4

ends on December 31st, I got to pay off the

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25,000 by the end of next year, they may not

6

have the cash to do it, so I think that's part

7

of the reason Islip has not seen a lot of the

8

applications they thought would be coming in.

9

MR. TROTTA: What is the payback

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period?

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MR. WEIR: One year after the end of

12

the emergency, so --

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MR. TROTTA: They have to begin paying

14

it, but over what period of time?

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MR. WEIR: A year.

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MR. TROTTA: They have to pay it off in

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a year?

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MR. WEIR: In a year after the

19

expiration of the emergency.

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MR. TROTTA: It must be paid off in one

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year?

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MR. WEIR: Yeah.

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MR. GRUCCI: After the emergency.

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MR. WEIR: After the emergency.

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So if the governor ends his emergency

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order on December 31st, they would have to pay  
it off by the end of December 31, 2021.

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MR. TROTTA: What planet did these  
legislators live on when they created that  
one?

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MR. WEIR: Well, it's interest free,  
so --

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MR. TROTTA: I get it's interest free,  
but if you're just getting back in business,  
that's bizarre.

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MR. WEIR: Part of the reason why --

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MR. TROTTA: Obviously these  
politicians have never been in business.

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MR. WEIR: Well, that may be, but I  
think it's why in my opinion I agree with Fred  
that the grant program is probably more  
advantageous for a lot of small businesses.  
Again, basically -- they're going to have to  
put money into getting their businesses  
reopened and this is a great help and they  
don't have to pay it back, it's a grant and if  
they come in and they can use it for the  
purposes, they don't have to pay it back  
whereas the loan, you know, it's one more loan



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2

that they're going to have on their books that

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they're going to have a hard time --

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potentially having a hard time paying it back.

5

MR. GRUCCI: Can I offer this thought

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and somebody tell me why I'm thinking wrong on

7

this?

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We're prepared to do a grant program

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for up to \$10,000 for individual businesses

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and we're reluctant to do the loan program

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because we're fearful that we may not be able

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to get repaid on the loan.

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What is the difference if you give two

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and a half grant programs totaling \$25,000 or

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give one loan program for \$25,000 where you do

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have a shot at getting repaid, but there's a

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possibility that you won't get repaid?

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What makes the default on the loan

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program more disadvantaging the IDA than the

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two and a half grant programs for 25,000?

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MR. BRAUN: Felix, I would answer it

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this way: yeah, one year -- I think the

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program sunsets 12/31 of 2021 or sooner if the

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governor decides that in his mind that the

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COVID-19 is over. But I go back to where I

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started and said while we can outsource the

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credit investigation of an applicant under a

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loan program, beyond that, everything is in

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our lap and as Bill said, only 13 IDA's or

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LDC's around the State even adopted the

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program and there are either 105 or 109 IDA's

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in the State, so I think that gives you a

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pretty good idea and I think there are

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probably other areas around the State that are

11

in a lot more trouble than we are.

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MS. MULLIGAN: And to add to what Fred

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just said, with the grant program it's a

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one-time, there's an application, there's --

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and then there's a money exchange. With the

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loan, it's going to be monthly invoicing,

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processing money coming in, it has to go into

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PARIS and it has to stay in PARIS for years

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until it's fully -- you know, either a year,

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but any way you cut it, it's going to be

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multiple years in PARIS with the loan. With

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the grant, it will just be one --

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MR. GRUCCI: I understand that there

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will be more administrative work in the loan

25

program than the grant program, but I can't

1

2

imagine we'd be talking about, you know, more than one or two of these applications if we restrict the amount of money that we're going to seed the loan program with.

5

6

(Pause.)

7

MR. GRUCCI: Hello?

8

MR. BRAUN: Hello. I'm still here.

9

10

MR. GRUCCI: Oh, I'm sorry, I thought I froze.

11

12

13

14

15

16

17

18

19

So I don't know if I did -- if you heard what I said, but I understand that there's more administrative work involved with the loan program, but if we only seed the loan program with say \$50,000, then that can only be a maximum of two applicants, correct, if they each come in for 25,000. If they come in for anything less than that, we would direct them over to the loan -- to the grant program.

20

21

22

23

MR. BRAUN: But if there's one loan or 20 loans, if we allocated that much money, you still have to set up all the administrative procedures to collect the loan --

24

25

MR. GRUCCI: I understand that, I hear you. I don't know, I'm just of the opinion

1

2

that we should do the best that we can even

3

though, you know, our . . . I think Frank said

4

it or someone said it earlier, you know, our

5

mission statement here as an IDA is to create

6

jobs and opportunities and to save jobs and

7

opportunities. This is a vehicle that we can

8

put forth to help save jobs and opportunities

9

and you know, I'm just of the mindset that we

10

should do everything we can for these small

11

businesses that are getting clobbered. I mean

12

the big guys are fine, they'll survive and

13

stuff, but, you know, our little Main Street

14

businesses that are the backbone of our

15

economy are the ones that are getting

16

clobbered and any help that we can give them,

17

you know, I feel obligated to give them.

18

That's just one man's opinion.

19

MR. BRAUN: Let's not forget that all

20

of these businesses bank somewhere. They have

21

a bank to do business with, there are credit

22

unions, there's the SBA. We would be the

23

source of last resort, which means from a

24

probability or a possibility of collection,

25

it's going to be a \$25,000 grant.

1

2

MR. GRUCCI: And that was the purpose  
of my last question.

4

5

6

7

8

9

10

11

What would make that so -- why is that  
so wrong for us to look at it in that light  
that there's the possibility we could get  
repaid if businesses survive and if they don't  
and they crash and burn, it was a \$25,000  
grant instead of giving two grants out for  
\$20,000 that we're never going to get repaid  
on? You know, I fail to see the difference.

12

13

14

MR. BRAUN: On a grant -- well, that's  
the purpose of a grant, you're not expected to  
get repaid.

15

16

17

MR. GRUCCI: Right. But we are  
expected to get repaid on the loan, but we're  
prepared not to get reimbursed on the grants.

18

19

20

MR. BRAUN: The documents would say  
yes, you're going to get repaid. The reality  
is you will not.

21

22

23

MR. GRUCCI: Yeah and I hear what  
you're saying. I guess I'm just not  
explaining myself properly.

24

25

MR. TROTTA: I know exactly what you're  
saying, yeah.

1

2

MR. GRUCCI: If the grant program was \$25,000 maximum, would we still be inclined to do the grant program?

3

4

MR. BRAUN: I'll ask the others that.

5

MR. TROTTA: I would, Fred.

6

MR. POLLAKUSKY: I would.

7

MR. GRUCCI: Well, that's three

8

counting me.

9

MS. MULLIGAN: I think we may have lost

10

Marty for a second.

11

MR. BRAUN: There's one other thing

12

just to mention about the grant program, you

13

know, for our administrative purposes and for

14

the ABO and everybody else that's looking over

15

our shoulders, if you give somebody a \$10,000

16

grant, you've got to have documentation,

17

invoices or whatever, to show that they

18

actually used the money for the purpose it's

19

intended. One of the restrictions I would put

20

on this program for the grant would be that

21

they've got to spend their own money first,

22

which is a difficult thing if they're having

23

trouble to begin with. But if they spend

24

their own money first for that PPE and has all

25

1

2

the documentation, that's very easy for us to

3

write the -- would be very easy for us to

4

write the grant check.

5

MS. LaPONTE: I agree, I agree.

6

MR. TROTTA: I would be good with that.

7

MR. GRUCCI: Again, you know, this is

8

supposed to be a lifeline that we're throwing

9

out there, you know.

10

Fred, I understand you think like a

11

banker does because and I banked together for

12

a hundred years and you know, bankers think

13

differently than the businessperson thinks.

14

If we're going to throw a lifeline out there,

15

we can't make the lifeline, you know, lined

16

with lead.

17

MR. TROTTA: You know what, you're

18

right. You're right, Felix. It's bad out

19

there. I know that some of us may not realize

20

how bad it is, but I can tell you, I have

21

tenants, I know that it's bad. I have friends

22

in the business, I know it's bad. You know, I

23

don't know anybody that's saying they're doing

24

well. I don't know anybody that's not

25

concerned about holding on to their employees,

1

2 I haven't found them and they're mostly small  
3 businesses that I'm referring to.

4 It's bad out there and I think that,  
5 you know, if we have the opportunity to be  
6 able to help those small businesses, this is  
7 an area that we would never touch these people  
8 and I think the fact that we're throwing them  
9 a lifeline at a time that they're in desperate  
10 shape might be a great opportunity for the  
11 Town of Brookhaven and for us as an economic  
12 development agency. I just think that it's a  
13 good thing and I hear you, Fred, I know it's  
14 going to be a little tough on us  
15 administratively to do this, but I think it's  
16 something we need to consider and at a time  
17 that's changing, you know. When we start to  
18 get into the -- people in business are  
19 thinking now what's going to go on in the  
20 fall, they're concerned about that kind of  
21 thing. The governor is putting on  
22 requirements in addition to what they normally  
23 are doing, you know, buying the proper  
24 equipment.

25 There's never been a better time for us



1

2

to be able to react to small businesses and

3

the kind of projects that come before us, this

4

is not one of them. We're not going to ever

5

see these people before again and this is

6

something they're going to look to the Town

7

with great gratitude, I believe and I think it

8

would just be a great thing despite the fact

9

that and believe me, I hear what you're

10

saying, Fred, I honestly do, but I just feel

11

compelled because of how bad things are.

12

MR. GRUCCI: Fred, can we take the

13

pulse of the board to see what other members

14

are thinking?

15

MR. BRAUN: Yes, sure. Unfortunately

16

there are only five on the call right now,

17

Ann-Marie didn't call in and Scott had another

18

commitment, but yes, we can.

19

MS. MULLIGAN: Marty just dropped off,

20

Joce just sent him the information to call

21

back in, so he should be rejoining us in a

22

moment.

23

MR. BRAUN: Okay.

24

MR. GRUCCI: Can I make a suggestion,

25

Fred, that --

1

2

MR. BRAUN: Absolutely.

3

4

5

6

7

8

9

10

11

12

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22

23

24

25

MR. GRUCCI: -- we defer the conversation until we have the full board, recap what we were discussing today and take a pulse of the board to see if they're inclined to do both the grant and the loan or just the loan or just the grant?

MR. BRAUN: Yeah.

Lisa and I --

MR. TROTTA: Felix --

(Inaudible.)

MR. BRAUN: I'm sorry, Frank, go ahead.

MR. TROTTA: I just wanted to say if Marty joins us back again, I would love to get a pulse of the board because another month is going to go by and people need help, you know.

MS. MULLIGAN: Marty's back.

MR. TROTTA: So by the time we administer it, it will be three months from now.

MR. CALLAHAN: I'm back.

MR. TROTTA: Oh, Marty, welcome home.

MR. CALLAHAN: My computer, we drained the battery.

1

2

MR. BRAUN: Marty, Frank and Felix would like a pulse of the five of us who are on the call as to whether or not we are interested in doing the grant program, the loan program or both, so I would --

7

MR. CALLAHAN: I'm into the grant program to tell you the truth.

9

MR. BRAUN: And the loan program?

10

MR. CALLAHAN: I think that's going to be too cumbersome I mean, but that's just my opinion. I think we can help more people with the grant than we can with the loan.

14

MR. BRAUN: Okay.

15

So you're thumbs up on the grant, thumbs down on the loan?

17

MR. CALLAHAN: Correct.

18

MR. BRAUN: Gary?

19

(No response.)

20

MR. BRAUN: Gary, you still there?

21

MR. POLLAKUSKY: I'm here, sorry about that, I was . . . I had myself on mute.

23

I'm for -- right now I'm for the grant and I would like to see how the loan program, you know, could be administered in a more

25

1

2 efficient way. I think it's something that,  
3 you know, our businesses need.

4

MR. BRAUN: Felix?

5

6 MR. GRUCCI: I'm like Gary, I would do  
7 the grant program and the loan program with  
8 certain restrictions on the loan program.

8

MR. BRAUN: Such as?

9

10 MR. GRUCCI: The amount of money that  
11 we would seed it to start with just so we  
12 could get our feet wet in the loan program; if  
13 it works, we'll continue it, if it doesn't  
14 work, we can discontinue it.

14

15 MR. BRAUN: What would you say would  
16 make it work, how would you define that?

16

17 MR. GRUCCI: Well, if we find that the  
18 administrative burdens that we've been  
19 discussing isn't as severe as we thought it  
20 was going to be in that the companies that are  
21 looked at do qualify and find themselves in a  
22 rather good position to qualify, I would say  
23 that the program would -- should continue.  
24 We're not going to know whether it's a success  
25 in the form of a payback until after the  
governor declares the emergency over and a

1

2

year goes by, so I don't want to make that

3

restriction on there, on whether or not they

4

paid back because we won't know that until

5

it's over, but I would make -- I would be

6

inclined to continue if they were able to make

7

the payback and to continue to make the -- and

8

showed some sign of making the payments, so

9

that's a little bit of -- that's a lot of

10

noise coming out of me, but I'll try to get my

11

thoughts collected.

12

MR. BRAUN: Okay.

13

Frank?

14

MR. TROTTA: Yeah. I would be in favor

15

of both. I would support what Felix said with

16

regard to the amount of money that we would

17

fund the loan program.

18

I think, you know, in a short period of

19

time, you're going to know whether, you know,

20

whether it's something that, you know, is

21

going to help businesses by their response to

22

it and if you don't see a response to it, you

23

can discontinue the program or cut it down.

24

MR. BRAUN: Okay.

25

MR. TROTTA: You could limit the number

1

2

of dollars that go into it, for argument's

3

sake, if you put 200,000 figuring or a hundred

4

thousand or whatever that number is that you

5

can almost quantify, you know, how many people

6

would be able to take advantage of it and

7

manage it easier.

8

MR. BRAUN: Okay.

9

My position is that I would be in favor

10

of the grant program, but definitely not the

11

loan program.

12

I think Lisa and I will try to put

13

together a memo, so to speak, before the next

14

meeting, we'll circulate it to both Ann-Marie

15

and Scott and for anybody that's not going to

16

make that meeting for any reason, ask for

17

their comments in an email form so we can

18

finally decide at the next meeting.

19

MR. TROTTA: Fred, can we get a hold of

20

a couple of the other IDA's that are doing it

21

and look at their procedures and make that

22

available to us with regard to the loan

23

program?

24

MR. BRAUN: I think Bill indicated

25

earlier that what Islip is doing has already

1

2           been provided to Lisa.

3

4                   MS. LaPONTE:  It's on their website,  
5           it's on their website, I looked at them, at  
6           Islip for sure.

6

7                   MR. TROTTA:  Okay.  And you said  
8           Babylon, too, is that --

8

9                   MS. LaPONTE:  I believe Babylon --

9

10                   MR. WEIR:  Babylon is the only other  
11           IDA that I'm aware of on Long Island that has  
12           adopted the program.  I did check with Ryan  
13           Silva yesterday at New York City EDC and he  
14           sent me the list of the 13 IDA's.  Suffolk  
15           County discussed it last board meeting and  
16           didn't seem to have any interest in either  
17           program.

17

18                   MR. GRUCCI:  Bill, do you know what the  
19           level of funding is for each one of the grants  
20           and the loan programs that Babylon and Islip  
21           provides?

21

22                   MR. WEIR:  Islip did one level for  
23           both, so . . . and I think it was a half a  
24           million, but I can't swear to it, but, you  
25           know, one pot of money for either program,  
26           when that pot of money's used up, both

1

2 programs are over. They didn't allocate it,  
3 you know --

4

MR. GRUCCI: Right. They did a half  
5 million dollars in the aggregate for both the  
6 grant and the loan. Okay.

7

MR. WEIR: I think that was --

8

MR. GRUCCI: What about Babylon?

9

MR. WEIR: I have no idea, I don't work  
10 with Babylon. I could find out for you, but I  
11 don't . . .

12

MR. TROTTA: Lisa, is it possible, so  
13 that we're all looking at the same sheet of  
14 music, that, you know, we can get some  
15 information on these two other IDA's and  
16 provide it to the board; yes, we can go to  
17 their sites individually, but it would be good  
18 if we're all looking at the same thing?

19

MS. MULLIGAN: Sorry, my timing is  
20 terrible with the chimes in this clock.

21

MR. TROTTA: It's perfect.

22

MS. MULLIGAN: I speak and bells ring.  
23 I can definitely get you some  
24 information and we'll send it around. At  
25 minimum we can get you the websites and send



1

2

that around to everybody. So we'll send Islip and Babylon's, what we can get from them.

3

4

5

MR. TROTTA: Okay. How much they allocated collectively in each one for each of the programs or as we just said, they allocated one amount for both.

6

7

8

MS. MULLIGAN: Okay.

9

10

MR. TROTTA: How is it being funded, yeah.

11

MS. MULLIGAN: I'll inquire.

12

MR. TROTTA: Thank you.

13

14

MR. GRUCCI: Fred, I have another suggestion for you to think about.

15

16

17

18

19

20

21

22

Since it seems to be unanimous from the members of the board that we're all in favor of the grant program, can we approve the grant program and then continue the discussions on the loan program so that we might be able to get out there, you know, as quickly as we can with some money for the businesses in our communities?

23

24

25

MR. BRAUN: We can do that, but, you know, if we're looking at an aggregate amount of money that we want to set aside for this, I

1

2

think we need to know, you know, if we're

3

going to go ahead with the loan program and we

4

still have two other board members to

5

consider --

6

MR. GRUCCI: I wasn't thinking of -- my

7

thought process wasn't thinking of an

8

aggregate amount for both programs, I was --

9

my thought program (sic) was more to establish

10

an amount for the grant program and to

11

establish an amount for the loan program and

12

when they're exhausted, evaluate the success

13

or failures of them and decide whether or not

14

we should continue with them.

15

MR. BRAUN: Well, do you want to

16

suggest an amount for the grant program?

17

MR. GRUCCI: I would suggest a hundred

18

thousand dollars, that's ten businesses,

19

unless you're thinking more.

20

MS. MULLIGAN: I --

21

MR. BRAUN: I was thinking less till we

22

got our feet wet.

23

MR. GRUCCI: Okay.

24

MS. MULLIGAN: And I suspect most

25

businesses are not going to want the full

1

2

10,000, you know, that's a lot of masks to

3

have to store.

4

MR. GRUCCI: I got you. I was asked

5

for a number and that was the first one that

6

popped into my head.

7

What are you thinking, Fred?

8

MR. BRAUN: I'm thinking 50.

9

MR. GRUCCI: I can live with 50 for the

10

grant program and see how that works and then

11

we always have the ability to add more to it.

12

MR. CALLAHAN: Can I ask a question?

13

MR. BRAUN: Absolutely.

14

MR. CALLAHAN: How do we determine, so

15

let's just say, I don't know, there's, you

16

know, thousands of businesses in the Town of

17

Brookhaven. Once we do the grant or the loan

18

and now we're talking about the grant, is it

19

like a lottery, who gets to come in and get

20

that over somebody else?

21

MR. BRAUN: That's exactly what I

22

suggested --

23

MR. CALLAHAN: Does this backfire on us

24

or make us look bad when we give it to less

25

amount of people and then said oh, how come I

1

2

didn't get it?

3

4

5

MR. BRAUN: No. To use Vince O'Leary's old statement, we're not going to give it to the neighborhood children. We would take --

6

MR. CALLAHAN: Just asking.

7

8

9

10

11

MR. BRAUN: We'd have a closed date by which all applications had to be in and whether it's the Supervisor or somebody else that pulls it out of a hat, it will be a lottery.

12

MR. CALLAHAN: Oh, okay.

13

14

15

MR. BRAUN: We could do first come first serve, but that would be subject to some criticism, too.

16

17

18

19

20

21

MR. CALLAHAN: That's right, that's what I'm trying to say. So whatever the board decides to do to help these businesses in the Town of Brookhaven, we should definitely have some parameters in to say this is how we're going to do it so this way we don't look bad.

22

MR. BRAUN: Correct.

23

24

25

MR. WEIR: That's why Islip built some additional criteria into their programs so that they could make sure it was -- they had

1

2 more discretion as to who got it because they  
3 wanted to make sure it was going to go to the  
4 businesses that they thought were viable and  
5 that had businesses or not-for-profits that  
6 had a positive impact on the Town of Islip, so  
7 they put a fair amount of thought into their  
8 criteria and --

9 MR. CALLAHAN: Well, maybe we should as  
10 well, no?

11 MR. TROTTA: I mean we should have some  
12 kind of criteria other than business looking  
13 for masks.

14 MR. CALLAHAN: Correct, that's right.

15 MR. WEIR: The State statute, as I  
16 said, had criteria, but Islip went much  
17 further and they also put in restrictions  
18 further than the State's restrictions on who's  
19 not eligible, so they said, you know, not gas  
20 stations, not chain restaurants, not -- no  
21 massage parlors, gambling facilities, anything  
22 like that.

23 MR. GRUCCI: No massage parlors, I'm  
24 out.

25 MR. CALLAHAN: Can we look at their --

1

2 can we get a copy of how they're doing it?

3

4

MR. WEIR: Yes, Lisa's going to  
distribute that to everybody.

5

6

MR. CALLAHAN: Would that help, I think  
that would help us, no?

7

MR. GRUCCI: Absolutely.

8

9

MR. TROTTA: Yeah, that's what I asked  
Lisa to get together and she is.

10

11

12

13

14

15

16

MR. BRAUN: Marty, this is one more  
reason I was suggesting that they spend their  
money first, however they get it out of their  
cookie jar, so that when they come to us with  
the signed applications, they've got invoices  
to show that they've already paid for this  
stuff.

17

MR. CALLAHAN: Correct.

18

19

20

21

MR. BRAUN: You know, if we go ahead  
with this, I don't want to give somebody  
\$10,000 and find the next day there's a closed  
sign on the door.

22

23

MR. CALLAHAN: Correct. Yeah, that's  
definitely helpful.

24

MR. WEIR: Yup.

25

MR. GRUCCI: Are you ready for a

1

2

resolution, Fred; are you ready for one of

3

those?

4

MR. BRAUN: Sure.

5

MR. GRUCCI: I would offer a resolution

6

that we move forward with the grant program

7

based on not only the criteria of the

8

legislation, but to review what Islip has done

9

and to give Lisa and Fred and Annette the

10

flexibility to modify or add to those

11

restrictions for our grant program only and

12

then we can -- and continue to evaluate the

13

success of the loan program.

14

MR. BRAUN: Well, leave the loan

15

program out because you're talking about

16

grants right now.

17

MR. GRUCCI: Okay.

18

Everything up to the continuing the

19

discussion on the loan program.

20

MR. BRAUN: Did you say an amount?

21

MR. GRUCCI: I'll use your amount,

22

50,000.

23

MR. BRAUN: Okay.

24

Is there a second?

25

MR. GRUCCI: Fifty thousand to start.

1

2

MR. POLLAKUSKY: Second.

3

MR. BRAUN: Thank you, Gary.

4

Any further discussion?

5

MR. TROTTA: Yeah.

6

7

Do we agree that depending on the  
response, that we could increase the amount

8

at -- you know, at a later time?

9

MR. BRAUN: Yes.

10

11

MR. WEIR: You can put as much money as  
you want into this program until the governor

12

ends the program.

13

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

14

MR. CALLAHAN: Yes.

15

MR. BRAUN: Mr. Grucci?

16

MR. GRUCCI: Yes.

17

MR. BRAUN: Mr. Pollakusky?

18

MR. POLLAKUSKY: Yes.

19

MR. BRAUN: Mr. Trotta?

20

MR. TROTTA: Yes.

21

MR. BRAUN: Mr. Braun votes yes.

22

Thank you.

23

MR. POLLAKUSKY: Okay.

24

25

MR. GRUCCI: Can I offer a second  
resolution that we continue our discussion and



1

2

investigation on the loan program to see

3

whether or not that's a viable option for the

4

IDA?

5

MR. BRAUN: I don't think we need it in

6

the form of a resolution, Lisa and I will put

7

some information together.

8

MS. MULLIGAN: Amy is about to send

9

around the information from Islip and Babylon.

10

MR. POLLAKUSKY: Okay, great.

11

MS. MULLIGAN: I'll follow up to get a

12

little -- some more details that aren't

13

included in there, but it's a good start.

14

MR. BRAUN: And we'll get it out

15

long -- as soon as we can and if you've got

16

questions before the next board meeting, raise

17

them to me, Lisa or whomever.

18

Okay. Lisa --

19

MR. TROTTA: When do we -- oh, I'm

20

sorry.

21

Fred, when do we plan on opening this

22

up, the grant program?

23

MR. BRAUN: Well, as soon as we can get

24

all the -- we've got to get our documentation

25

together; I know Bill's got some templates

1

2

that we can work with, too. As soon as is

3

practicable.

4

MR. TROTTA: Okay. Thank you.

5

MS. MULLIGAN: Just so everyone knows,

6

we reached out to Cybernet, our web design

7

company and I think they told us it would be

8

about \$500 for us to put an application

9

online, which I think is probably the easiest

10

way to do it, which will ensure that the

11

applications that we get are at -- just at

12

minimum completely filled out and that will

13

help us with the processing of them, so once

14

we get the applications, we'll put it online

15

and you won't be able to hit -- at least my

16

understanding is you won't be able to hit

17

submit until you can answer your questions.

18

MR. CALLAHAN: Totally filled out.

19

Yup, I'm familiar with that. Okay.

20

MR. BRAUN: All right.

21

I think, Lisa, you have one more item.

22

MS. MULLIGAN: I do actually.

23

The next item on the agenda, which we

24

took out of order, it's two applications, one

25

for Nicola Enterprises of Long Island/Pallets

1

2

R Us, Inc. and the other is for Premium Mulch

3

& Materials, Inc./Nicola Enterprises of Long

4

Island and I received notice from Felix --

5

MR. GRUCCI: I'm -- for the benefit and

6

the transparency for the board, I'm going to

7

recuse myself and step off this Zoom meeting

8

regarding this applicant and the decision and

9

the discussion by the board.

10

The purpose of my recusal is that

11

Starlight Properties is selling -- is in

12

contract to sell the real estate needed for

13

their project and Starlight Properties is

14

owned equally by my sister, Donna Grucci

15

Butler and myself, 50 percent equal.

16

So with that, if you don't need me for

17

anything else, Fred, I will sign off and wish

18

you all a very safe and good day.

19

MR. BRAUN: Thank you very much.

20

MR. CALLAHAN: Thanks, Felix.

21

(Felix Grucci left the meeting.)

22

MS. MULLIGAN: Okay.

23

So the first application on the agenda

24

is for Pallets R Us and Drew Presberg is here

25

representing the project. I'll just give you

1

2

a quick overview.

3

4

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This is an existing project. We did this originally in 2009 when they built 115,000 square feet on about 19 acres. They manufacture, repurpose and sell wooden pallets. They're located at 555 Woodside Avenue in Bellport.

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What they're proposing is a \$1.6 million request to -- \$1.6 million project and they want to expand their lumber processing, their -- some of their machinery and equipment, so it's a request for an acquisition of new equipment. Like I said, this building was built -- this project came to us first in about 2009 and then they did an extension on the building in 2013, they added about 17,000 additional square feet for a sawmill operation.

20

21

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They told us they would have 130 employees and they have 135. They spend about \$6.8 million annually in employee costs. They're telling us that they will add ten employees. The salary range will be between 35 and 75,000 annually.

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What they're asking to do is to refinance the loans on this facility to fund the equipment purchase and also to help with the purchase of the land for Premium Mulch, which is the next application we're going to discuss, but they're both owned by the same real estate holding company, so they are tied together.

They've asked for ten additional years for the PILOT, mortgage recording tax, the refinance and sales tax on the equipment.

Keep in mind that this project, their PILOT is set to end in '23-'24 because they put that additional 17,000 square feet, so the main part of the building is getting ready to go fully taxable, it's still in the PILOT, but our PILOT will adjust upward and then they'll have a few more years that the 17,000 square foot portion of it is still fully abated.

Drew Presberg, as I mentioned, is on the Zoom call, so, Drew, did you have anything you wanted to add for the Pallets R Us portion?

MR. PRESBERG: Hi everybody. Welcome.

1

2 Hope everybody's well, good to see everybody,  
3 wish I was in person, but, you know, wish  
4 everybody the best.

5 Yeah. So the applications are kind of  
6 tied together, so I mean you can go back and  
7 forth, but right, so those jobs are actually  
8 just Brookhaven jobs because they actually  
9 have an operation in Brooklyn as well where  
10 they have another bunch of employees, so this  
11 is an increase. So what they're doing is  
12 expanding this project, tying it into the  
13 other, they're expanding their other project,  
14 but they're all affiliated companies, so . . .  
15 right.

16 So they're asking for an extension on  
17 the PILOT as a result of reinvesting into  
18 their existing building, reexisting (sic) into  
19 their existing operations.

20 The sales tax is not that great to them  
21 because this is mostly manufacturing  
22 equipment, so obviously what's enticing to  
23 them is to hopefully get an extension on --  
24 you know, on the real estate taxes because  
25 this was a bond, I think the bond refunded

1

2

already, I think Bill Weir is aware, I

3

think -- it was a bond originally and I think

4

the bond matured, but we still have the PILOT

5

in place because of the second part of that

6

project going back a couple of years.

7

So . . . I mean I'm just here to answer

8

questions, I don't really have anything to

9

add, the application kind of speaks for

10

itself, but I'm happy to answer any questions

11

I can.

12

MS. MULLIGAN: Does anyone, any of the

13

board members have any questions?

14

(No response.)

15

MS. MULLIGAN: Bill, did you have

16

anything you wanted to add?

17

MR. WEIR: No, I think Drew covered it

18

pretty well.

19

MR. BRAUN: If there are no questions,

20

I'll entertain a motion to accept the

21

application.

22

MR. POLLAKUSKY: So moved.

23

MR. TROTTA: Second.

24

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

25

MR. CALLAHAN: Yes.

1

2

MR. BRAUN: Mr. Pollakusky?

3

MR. POLLAKUSKY: Yes.

4

MR. BRAUN: Mr. Trotta?

5

MR. TROTTA: Yes.

6

MR. BRAUN: And Mr. Braun votes yes.

7

Motion carries.

8

Project number two.

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MS. MULLIGAN: So the next project, as I mentioned, is the Premium Mulch & Materials, Incorporated project.

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13

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16

This . . . they're currently located on Mill Road in Yaphank, I think, I think it's Yaphank. They're looking to purchase 11 acres of vacant land on Grucci Lane. It's a \$4.8 million project.

17

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23

Premium Mulch manufactures and processes landscape mulch and topsoil and in part they do this with the scrap wood provided by the Pallets R Us facility, so when they can't use a piece of wood to reuse it in a pallet to make a new pallet, they make it into mulch.

24

25

MR. TULLO: Lisa, they're currently located in Coram, I'm sorry.



1

2

MS. MULLIGAN: Coram?

3

MR. TULLO: Yeah.

4

MS. MULLIGAN: Thank you.

5

MR. TULLO: I had to take myself off

6

mute.

7

MS. MULLIGAN: Thank you. I just had

8

Mill Road on here, but I didn't right down the

9

hamlet, so thank you, in coram.

10

They have ten employees, they're

11

telling us they will add three employees and

12

their salaries will be between 44 and 75,000

13

per year.

14

The Mill Road operation is not zoned

15

for them -- for the mulch operation, but it's

16

going to remain for nursery sales. The

17

11 acres currently has property taxes of just

18

shy -- about \$9,800 and they're asking for a

19

ten-year reduction in property taxes for the

20

PILOT, mortgage recording tax and a sales tax

21

exemption; there will be some equipment

22

purchased and again, Drew is here if anybody

23

has any questions on the application and we're

24

just looking to accept the application today.

25

MR. PRESBERG: By the way, just FYI,

1

2

their employees are paid by Pallets, the

3

employees for Premium Mulch, they're under

4

their payroll, so they have one payroll

5

entity, you know, payroll, the parent -- the

6

larger company.

7

MS. MULLIGAN: So, Drew, when they tell

8

me ten employees on one application --

9

MR. PRESBERG: Yeah, additional because

10

we have them allocated. They're allocated to

11

Premium Mulch in their payroll and they would

12

be in addition.

13

So theoretically it would be ten more

14

to Premium Mulch, that would be ten more also

15

added onto Pallets, which wasn't even included

16

in their calculations as the incentive

17

promised.

18

MS. MULLIGAN: Just to make sure that I

19

understand this, let's just take them together

20

and separately.

21

MR. PRESBERG: Yes.

22

MS. MULLIGAN: If Pallets R Us has 130

23

employees and Premium Mulch has ten, we're

24

talking 140 total today and then after these

25

projects are done, there will be 153?

1

2

MR. PRESBERG: Correct.

3

MS. MULLIGAN: Okay. Thank you.

4

MR. PRESBERG: Sure.

5

6

MR. BRAUN: But, Lisa, we're just accepting the application today, we are not making a decision on the PILOT agreement; is that correct?

7

8

9

MS. MULLIGAN: Correct. It's a motion.

10

MR. BRAUN: All right.

11

12

I'll entertain a motion to accept the application.

13

MR. TROTTA: Motion.

14

MR. BRAUN: Thank you, Frank.

15

Second?

16

MR. CALLAHAN: Second.

17

MR. BRAUN: Thank you.

18

On the vote, Mr. Callahan?

19

MR. CALLAHAN: Yes.

20

MR. BRAUN: Mr. Pollakusky?

21

(No response.)

22

MR. BRAUN: Gary, take it off mute.

23

(No response.)

24

MR. BRAUN: Mr. Trotta?

25

MR. TROTTA: Yes.

1

2

MR. BRAUN: Mr. Braun votes yes.

3

Mr. Pollakusky?

4

MR. POLLAKUSKY: Yes.

5

MS. MULLIGAN: Joce, can you unmute

6

Gary?

7

MS. LINSE: I can ask him to unmute,

8

which I did.

9

MR. TULLO: I just texted him quickly.

10

MR. WEIR: He just went off the screen.

11

MR. CALLAHAN: Maybe his battery died.

12

MR. TROTTA: It's possible.

13

MR. CALLAHAN: No, mine was charged,

14

Frank, when I picked it up, I just didn't

15

bring the cord with me.

16

MR. TROTTA: Oh.

17

MR. CALLAHAN: Yes, the MAC's go pretty

18

quick.

19

MR. TROTTA: We've all had that happen.

20

MR. TULLO: Counselors, I have to ask a

21

question.

22

Gary Pollakusky just said to me: I

23

said yes, did they hear me, I seem to have

24

been cut off?

25

Can I vote on Gary Pollakusky's behalf,

1

2 I didn't think so, I see Lisa shaking her head  
3 no?

4 MS. MULLIGAN: Gary's back on.

5 MR. TULLO: Is he?

6 MS. MULLIGAN: I see him.

7 MR. TULLO: He's having trouble voting,  
8 but he's telling me can anybody hear me?

9 MR. PRESBERG: Tell him to raise his  
10 thumb up.

11 MR. TULLO: But he's not on screen.

12 (Inaudible.)

13 MS. EADERESTO: Somebody text him and  
14 tell him to raise his hand if he votes yes.

15 MS. MULLIGAN: He's just got a picture  
16 like a -- it's not actually him, it's just a  
17 photo of him. He's on actually twice.

18 MR. TULLO: He's actually traveling, so  
19 that's why --

20 MR. WEIR: Can he call in by cell  
21 phone?

22 MR. TULLO: He's calling in by cell  
23 phone, that's the problem.

24 MR. WEIR: Can he even call, Jim, in to  
25 you on cell phone, you can put the cell phone

1

2 to your speaker or something like that if he  
3 can't --

4 MR. TULLO: Hold on, let me see, I'm  
5 going to call him.

6 MR. TROTTA: Can he text Fred?

7 MR. BRAUN: I feel sorry for the person  
8 transcribing this whole thing.

9 MR. PRESBERG: By the way, on a  
10 separate note, you were talking about  
11 earlier --

12 MR. TULLO: Everyone -- hold on for one  
13 second, hold on for one second -- I have Gary  
14 on speaker as we speak or see.

15 Gary --

16 MR. POLLAKUSKY: I voted yes.

17 MR. TULLO: Can everybody hear Gary  
18 voting yes?

19 MR. BRAUN: I heard that.

20 MR. WEIR: I heard him vote yes.

21 Okay, we got it.

22 MR. POLLAKUSKY: I voted yes. I also  
23 messaged the group.

24 MR. TULLO: He did. He actually  
25 messaged the group down below, too, just in

1

2 case so . . . all right, Gary, thank you.

3

4

MR. BRAUN: In that case, the motion carries.

5

6

Drew, did you have something else to add?

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MR. PRESBERG: You know what, I just wanted to say something I was going to say to your earlier discussion about being busy and active and I think it's terrific and I can tell you personally, I have one application I'm working on to submit for next month, a very large one and I have two that I referred and I'm representing the sellers in two other projects that I referred to the IDA, Brookhaven IDA, that are going to be moving forward, too, so you're going to have three more projects before year-end, at least on my side of the table, you know. So people are busy, they're active.

21

22

MR. CALLAHAN: Keep bringing them in there, Drew, keep bringing them in.

23

24

MR. PRESBERG: And the good thing is --  
(Inaudible.)

25

MR. PRESBERG: It's great, the

1

2 industrial, everything else is in the toilet,  
3 but even like the Premium Mulch guys, they're  
4 not getting rid of that other property in  
5 Medford -- I mean Coram, they're just going to  
6 keep that and use it for another purpose and  
7 they're expanding to this other property on  
8 Grucci Lane, so it's great to see people  
9 growing.

10 MS. EADERESTO: Can I ask a question?

11 MR. PRESBERG: Sure.

12 MS. EADERESTO: They're supposed to  
13 be -- they're under a court settlement to  
14 leave that Mill Road property, so they can't  
15 stay there.

16 MR. PRESBERG: Well, that's the whole  
17 point, that's why they need this other  
18 property.

19 MS. EADERESTO: Okay. You just  
20 mentioned that they're not selling it.

21 MR. PRESBERG: No, no, no, they're  
22 not -- they can't do the operations that  
23 they're presently doing there, they can't do  
24 mulch because they need I 2 zoning -- L 2  
25 zoning.



1

2

MS. EADERESTO: Right.

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MR. PRESBERG: So they can do retail, you know, it's not an IDA project, the Coram project, but I'm just saying, they're keeping that property to use for whatever it's properly zoned for and the reason they have to leave that property for the mulch, because the mulching can't be done, as you know, at that location.

MS. EADERESTO: Okay. Well, it can only have an L 1 use.

MR. PRESBERG: Correct, correct. That's why they're going to relocate that operation to an L 2 property. That was the whole purpose of it. It's a much larger operation.

The Grucci property is 11 acres. Unfortunately because the way it's split up, the way it was subdivided, two of the acres are for buffer, they can't even use two of the acres, so they're only -- they're paying for 11, but they can only use nine.

MR. BRAUN: Okay.

Lisa, do you have anything else?

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2

MS. MULLIGAN: No, that's all I have.

3

Our next meeting is September 16th.

4

MR. BRAUN: I'll take a motion to

5

adjourn, although I don't think --

6

MR. CALLAHAN: Adjourn.

7

MR. TROTTA: Adjourn.

8

MR. BRAUN: Adjourn.

9

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14

I, JOANN O'LOUGHLIN, a Notary Public

15

for and within the State of New York, do hereby

16

certify that the above is a correct transcription

17

of my stenographic notes.

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JOANN O'LOUGHLIN

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