

Nassau County Industrial Development Agency

Board Meeting Minutes

November 9, 2015 5:20 p.m.

I. Board Roll Call

John Coumatos	Present
Chris Fusco	Present
Tim Williams	Present
Mike Rodin	Present
Gary Weiss	Present

Others Present

Joseph J. Kearney, Esq.
Edward A. Ambrosino, Esq.
Paul O'Brien, Esq.
Joseph Foarile
Colleen Pereira
Nicholas Terzulli, Esq.

II. Approval of September 8, 2015 Board Meeting Minutes

Chris Fusco moved to approve the Minutes. Voice vote unanimously seconded and approved.

III. Bills and Communications

NA

IV. Committee Reports

See below

V. Unfinished Business

NA

VI. New Business and Discussion

a. Mineola Metro

Kevin Lalezarian presented for the Applicant. The project would create a 266 unit residential housing complex located at 199 Second Street, Mineola, New York. Of the 266 units, 27 would be “affordable” defined as families and individuals whose household income does not exceed 80% of AMI. The project would also include 14,000 sq ft of retail space. The project would have a u-shape design, with a Village Green surrounded by retail space.

Joseph Kearney, Executive Director, Nassau County IDA presented the Staff Report to the Board. The total project cost is approximately \$77 million. The Applicant is requesting a 20 year PILOT held at current for the first five years and a straight line phase in equal to 10% of affected gross income of net shelter rent years 6-20. In addition, applicant is requesting a mortgage recording tax exemption and a sales and use tax exemption.

The economic benefit of this project would be the creation of 180 FTE construction jobs; net approximate \$5.5 million in tax benefit to affected jurisdictions; and, an estimated \$100 million in economic impact to Nassau County over the life of the project.

Chris Fusco asked where the construction work force will come from. Applicant said he will use best efforts so that at least 90% of workforce will be local – specifically Nassau & Suffolk Counties, subject to review by Counsel.

Chris Fusco asked where the material from the project will come from. Applicant said they usually purchase local.

Joe Kearney said, to be clear, applicant will make best efforts that at least 90% of material should be bought locally.

Chris Fusco asked if Applicant had been in touch with Nassau Suffolk Building Trades Council and individual union reps. Applicant said yes, they have been in touch, and at appropriate time, when bid info is available, will reach out to trades and invite them to bid on the project.

Michael Rodin asked when the bid packages would be ready. Applicant said bids go out sequentially; will start in 4-6 months and take 18 months for all bids to go out.

Chris Fusco asked if Applicant had discussed a project labor agreement with the Building Trades Council. Applicant said he'd be happy to discuss that option with the Council.

Joseph Kearney said Board should know that Richard O'Kane (President of Nassau Suffolk Building Trades Council), and at least 14 other business agents of various trades met with the Applicant and had an open and frank discussion of this project and potential union participation therein.

Tim Williams said the Agency should include best efforts tests to try to get 90% local labor and purchasing

Paul O'Brien, NCIDA Transaction Counsel, said there are three resolutions before the Board for this Application: NCIDA SEQRA Resolution 2015 – 53 affirming a negative declaration made by Village of Mineola; NCIDA PILOT Deviation Resolution 2015-54; NCIDA Final Inducement and Approving Resolution 2015-55.

Gary Weiss moved to approve the three resolutions. John Coumatos seconded the motion. The motion carried unanimously.

b. HSRE-EB Lake Success

Peter Curry, representing the Applicant, said the project is to build a 90,000 sq ft assisted living facility focusing on clients with memory loss. The project will undertake an alliance with The Feinstein Institute to help study effects of dementia. The project has the support of the Alzheimer Foundation of America. The project will have 88 units and will be located at 69 North Service Road, Lake Success. The project will cost approximately \$33 million and will create 45 full time equivalents employees.

Paul O'Brien said the PILOT request is a 15 year PILOT term; frozen years 1-5, years 6-15 subject to straight-line phase in of as built assessed value and 1.66% annual rate increases.

Joseph Kearney said the project is important to Nassau County. The Alzheimer community continues to grow; this project will create a new residential facility for those suffering from memory loss disease. Staff enthusiastically supports the Project. The project will bring about tremendous benefit to our community.

Tim Williams asked if Applicant will reach out to local trades? Applicant said yes, except that certain trades for preliminary site work are already in contract for project.

Paul O'Brien said there are three resolutions before Board: NCIDA SEQRA Resolution 2015-56 binding NCIDA to Village determination; NCIDA PILOT Deviation Resolution 2015-57; NCIDA Final Inducement & Approving Resolution 2015-58.

Michael Rodin moved to approve the Resolutions. Gary Weiss seconded the motion. The motion carried unanimously.

c. Kim and Bae Trading

Applicant said client runs headwear distribution facilities in NYC and New Jersey. The applicant is seeking to relocate the New Jersey operation to Port Washington. The company distributes hats to national retailers under their own brand and via private labels. The Applicant currently sells approximately 3 million hats per year.

Joseph Kearney said the project is a huge win for Nassau County. Staff enthusiastically recommends to the Board.

Paul O'Brien said the PILOT request is a 15 year term fixed at current otherwise applicable taxes for years 1-3 and 1.56% per annum increases for years 4-15.

Paul said there are three resolutions before the Board: NCIDA SEQRA Resolution #2015-65; NCIDA PILOT Deviation Resolution #2015-66; NCIDA Final Approving & Inducement Resolution #2015 – 67.

Michael Rodin moved to approve the three resolutions; Chris Fusco seconded the motion; the motion carried unanimously

d. Nassau Candy

Dan Deegan, representing the Applicant, stated that in 2013 NCIDA approved a financial assistance package with the Applicant. Nassau Candy's business is expanding and needs to expand and they need an additional 30,000 sq ft of space. The project is estimated to cost \$4.3 million and will create 25 construction jobs and 20 new, permanent FTEs. Applicant is requesting NICDA approve an amendment of existing 2013 PILOT to cover the additional space on the same per square foot terms as the original PILOT. Applicant's hired general contractor will reach out to Building Trades.

Paul O'Brien said the PILOT proposal is to take the new space, approximately, 26,216 sq ft and fit it on top of the previously negotiated PILOT.

Joseph Kearney said staff recommends approval of the project; iconic, national company doing business in Nassau County, we should support their continued growth.

Paul O'Brien said there are three resolutions for considerations: NCIDA SEQRA Resolution #2015-59, NCIDA PILOT Deviation of Previous PILOT Resolution #2015-60; NCIDA Final Amendment Resolution #2015-61.

Gary Weiss moved to approve the three resolutions; Mike Rodin seconded the motion; the motion carried unanimously.

e. CMS

The Applicant is a world-known engineering firm specializing in cranes and derricks. Lisa Cairo, representing the Applicant, said the Applicant is looking to stay and grow in Lynbrook, instead of relocating outside of Nassau County. Because they require technical expertise and an educated workforce, the Applicant pays their employees well; average starting compensation for employees is approximately \$75,000, average salary firm-wide is \$155,000. The project would retain current headcount and create 5 additional positions.

Joseph Kearney said staff supports this project.

Paul O'Brien presented the Board with three resolutions for consideration: NCIDA SEQRA (Type 2 Action) Resolution #2015-62, NCIDA PILOT Deviation Resolution #2015-63; NCIDA Final Inducement and Approving Resolution #2015-64.

Chris Fusco moved to approve the Resolutions; Gary Weiss seconded the motion; the motion carried unanimously.

f. NCIDA Resolution Addressing Governance Matters #2015-68

Gary Weiss moved to approve the Resolution. Chris Fusco seconded the motion. The motion carried unanimously.

g. NCIDA Resolution Addressing Homeland Security Services #2015-69

Gary Weiss moved to approve the Resolution. Chris Fusco seconded the motion. The motion carried unanimously.

h. Resolution Addressing Advertising & Marketing Services RFQ

Tabled in Committee

i. NCIDA FY 2016 Proposed Budget Resolution #2015-70

Gary Weiss moved to approve the Resolution. Chris Fusco seconded the motion. The motion carried unanimously.


VII. Treasurer's Report

NCIDA CFO Joseph Foarile said that income and expenses are in line with current budget projections.

VIII. Adjournment

Chris Fusco moved to adjourn at 6:00 p.m. Unanimous voice vote in favor.

Timothy Williams
Chairman



Gary Weiss
Secretary

h. Resolution Addressing Advertising & Marketing Services RFQ

Tabled in Committee

i. NCIDA FY 2016 Proposed Budget Resolution #2015-70


Gary Weiss moved to approve the Resolution. Chris Fusco seconded the motion. The motion carried unanimously.

VII. Treasurer's Report

NCIDA CFO Joseph Foarile said that income and expenses are in line with current budget projections.

VIII. Adjournment

Chris Fusco moved to adjourn at 6:00 p.m. Unanimous voice vote in favor.



Timothy Williams
Chairman

Gary Weiss
Secretary

Nassau County Industrial Development Agency

Governance Committee Minutes

November 9, 2015 5:05 p.m.

I. Board Roll Call

John Coumatos	Present
Chris Fusco	Present
Tim Williams	Present

Others Present

Joseph J. Kearney, Esq.
Edward A. Ambrosino, Esq.
Paul O'Brien, Esq.
Joseph Foarile
Colleen Pereira
Nicholas Terzulli, Esq.

II. Business and Discussion

- a. Review of Fleet Management Policy
Committee reviewed this new policy. Chris Fusco moved to recommend approval to Board. John Coumatos seconded the motion. The motion carried unanimously.
- b. Review of 2016 Proposed Budget
Committee reviewed budget. Chris Fusco moved to recommend approval to Board. John Coumatos seconded the motion. The motion carried unanimously.
- c. Review and recommend compensation for senior employees (Tabled)

III. Adjournment

Unanimous voice vote to adjourn. The meeting adjourned at 5:10 p.m.



John Coumatos
Chairman

Nassau County Industrial Development Agency

Audit Committee Minutes

November 9, 2015 5:15 p.m.

IV. Board Roll Call

John Coumatos	Present
Chris Fusco	Present
Gary Weiss	Present

Others Present

Joseph J. Kearney, Esq.
Edward A. Ambrosino, Esq.
Paul O'Brien, Esq.
Joseph Foarile
Colleen Pereira
Nicholas Terzulli, Esq.


V. Business and Discussion

a. Proposed Preliminary Budget for Employee Compensation

Joseph Foarile said employee compensation budget is \$2,000 less than 2015 budget due to savings achieved in insurance, pension obligations. Gary Weiss moved to recommend to full Board. Chris Fusco seconded. The motion carried unanimously.

VI. Adjournment

Unanimous voice vote to adjourn. The meeting adjourned at 5:20 p.m.



John Coumatos
Chairman

Nassau County Industrial Development Agency

Finance Committee Minutes

November 9, 2015 5:00 p.m.

I. Roll Call

Gary Weiss	Present
Chris Fusco	Present
Tim Williams	Present

Others Present

Joseph J. Kearney, Esq.
Edward A. Ambrosino, Esq.
Paul O'Brien, Esq.
Joseph Foarile
Colleen Pereira
Nicholas Terzulli, Esq.

II. Business and Discussion

- a. Review Statements from respondents to RFQ for Ad and Marketing Services (TABLED)
- b. Review Statements from respondents to RFQ for Homeland Security Services

NCIDA issued an RFQ for a consultant to assist in homeland security sector to help further incubator project, among other initiatives. Committee members reviewed the statement of the respondent. Tim Williams moved to recommend list of respondents to Board. Chris Fusco seconded the motion. Motion carried unanimously.

- c. Review proposed 2016 annual operating budget

Tim Williams moved to recommend 2016 budget to Board. Chris Fusco seconded the motion. Motion carried unanimously.

III. Adjournment

Unanimous voice vote to adjourn. Meeting adjourned at 5:05 p.m.



Gary Weiss, Chairman