

1 CITY OF GLEN COVE
PUBLIC HEARING

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3 CITY OF GLEN COVE
INDUSTRIAL DEVELOPMENT AGENCY MEETING
4 -----

5 Glen Cove City Hall
9 Glen Street
6 Glen Cove, New York 11542

7 July 14, 2021
8 6:00 p.m.

9
10 135 GLEN COVE AVENUE CORP.

11 B E F O R E :

12 TIM TENKE, Chairman
13 VINCENT HARTLEY,
Vice Chairman
14 JAMES CAPPIELLO
ION PUSPURICA
15 JOHN TETTA

16 ANN FANGMANN,
17 Executive Director
CAMILLE BYRNE,
18 Executive Assistant/
Secretary
19 MILAN TYLER,
20 Legal Counsel

21
22
23 LISAMARIE MARCONI,
24 Court Reporter
25

1 CHAIRMAN TIMOTHY TENKE: Since we
2 don't usually use the Chambers for IDA
3 meetings, I think it would be appropriate
4 if we stood tonight and if we said the
5 said the Pledge of Allegiance tonight. So
6 if we could, all rise, please. I'll have
7 Greg (indicating) lead us.

8 (Whereupon, the Pledge of Allegiance
9 was recited.)

10 CHAIRMAN TIMOTHY TENKE: Thank you,
11 Greg.

12 Okay. Tonight we are here for a
13 public hearing. My name is Tim Tenke. I
14 am the Chairperson of the Glen Cove IDA.
15 Tonight we will be holding a public
16 hearing on the proposed Villas housing
17 project, and in a minute, I am going to
18 ask the IDA counsel to read the legal
19 notice, but first, I just wanted to say a
20 few words before we get started about how
21 the hearing will be conducted this
22 evening.

23 In the past, the IDA public hearings
24 were basically held with really very
25 little input. Other than the public --

1 that was it. They would come up, make a
2 statement and that would be the end of the
3 public hearing. But we wanted to -- when
4 I took over as Chairperson of the IDA, we
5 wanted to make it a little more meaningful
6 to have these hearings.

7 So what we do now is, we have the
8 Board Members that are available to be
9 present here, we have taken all types of
10 comments, the written responses, written
11 comments, and we take that in
12 consideration before making any decision.

13 So we have tonight -- I am very
14 proud to say that we have all but two
15 Members of the Board that are present this
16 evening, which I am very happy. Thank you
17 all for coming.

18 So after the official notice is
19 read, I will ask of the developer to make
20 a presentation about the project and the
21 financial assistance that is being
22 requested and why they believe the
23 financial assistance is required. We have
24 allocated ten minutes for that
25 presentation, but, you know, if you need

1 another minute or so, Dan, we can
2 accommodate that.

3 Then we will open up the hearing to
4 the IDA Board Members and representatives
5 of any of the taxing jurisdictions that
6 are affected by this project to make
7 comments or to ask questions. We have
8 allotted twenty minutes for those
9 questions. I'm not sure we will need all
10 that time. So if we do, we will have it.
11 If not, we will allocate it to public
12 comment.

13 Finally, and most importantly, we
14 will open up the hearing to the general
15 public for their comments and questions.
16 We have set aside thirty minutes for those
17 comments and questions. Questions about
18 the project may be answered by the
19 developer; questions regarding the IDA
20 process may be answered by our Executive
21 Director, Ann Fangmann, or by Counsel,
22 Milan Tyler. Any questions that cannot be
23 answered tonight will be answered as soon
24 as possible and posted on the IDA 's
25 website.

1 I also just want to make a quick
2 note, because when you come up to speak,
3 you're going to have three minutes to make
4 your statement or your comment. If you're
5 going to read a letter, I would ask that
6 you try to cut it down to that
7 three-minute period. If you can't or if
8 you have questions that take time for the
9 developer or for us to answer and you feel
10 that you have other questions that you
11 need answered, I'm going to give you a
12 second shot at the apple and you can come
13 back up and you can have a second question
14 period or a comment period for the three
15 minutes also.

16 If you need more than that, you
17 really should probably write it down.
18 Send an email or mail it to us. And those
19 comments will be taken and given to the
20 Board Members and they will be considered
21 as part of the record as well and taken
22 into consideration.

23 I just want to make it clear on how
24 it's going to run tonight. I think, you
25 know, we have several people that want to

1 speak tonight, and I want to accommodate
2 everybody's, you know, desire to speak.
3 So with that being said, I am going to ask
4 Milan now, will you please read -- that's
5 right, I'm sorry.

6 Lastly, we will hold the public
7 hearing open until July 21st. So if you
8 do have comments that you feel you didn't
9 get in tonight, you have until the 21st of
10 July at 5 o'clock. And you can email
11 those or you can mail them to us, as long
12 as we get them before the 21st. And I
13 think the email address is -- you can send
14 it to Ann Fangmann at www.glencoveida.org.

15 Okay. So with that being said, I am
16 going to ask the Clerk to please call the
17 roll for the Board, please. Can you do
18 that for this public hearing?

19 MS. CAMILLE BYRNE: Sure.

20 Chairman Tenke?

21 CHAIRMAN TIMOTHY TENKE: Here.

22 MS. CAMILLE BYRNE: Vice

23 Chairperson Hartley?

24 MR. VINCENT HARTLEY: Here.

25 MS. CAMILLE BYRNE: Jim Cappiello?

1 MR. JAMES CAPPIELLO: Here.

2 MS. CAMILLE BYRNE: John Tetta?

3 MR. JOHN TETTA: Here.

4 MS. CAMILLE BYRNE: And

5 Ion Puspurica?

6 MR. ION PUSPURICA: Here.

7 MS. CAMILLE BYRNE: Dave Jimenez and
8 Joe Gioino could not attend, but they are
9 watching through the livestream.

10 CHAIRMAN TIMOTHY TENKE: Thank you,
11 Camille.

12 Okay. Milan, will you please read
13 the public notice?

14 MR. MILAN TYLER: I would be happy
15 to. Even though a quorum of the IDA is
16 here, this is not an IDA meeting, so there
17 won't be any action taken by the Board
18 tonight.

19 CHAIRMAN TIMOTHY TENKE: That
20 actually is a good point, and I should
21 have made that clear. I just wanted to
22 state that for the record since we are
23 taking a record who is present or not.

24 MR. MILAN TYLER: This public
25 hearing is being held pursuant to Section

1 859-a of the General Municipal Law of the
2 State of New York. The purpose of this
3 public hearing is to provide an
4 opportunity for all interested parties to
5 present their views with respect to the
6 "Proposed Project" and proposed financial
7 assistance.

8 135 Glen Cove Avenue Corp., on
9 behalf of itself and/or its affiliates or
10 related designees (the "Applicant"),
11 presented an application for financial
12 assistance (the "Application") to the
13 Agency, which Application requested that
14 the Agency consider undertaking a proposed
15 project consisting of the following (the
16 "Proposed Project"): (A) (1) the acquisition
17 of an interest in certain parcels of land
18 located at 1 & 5 Ralph Young Avenue, 8
19 Craft Avenue, and 113, 127, 131, 133, 135
20 & 145 Glen Cove Avenue, City of the Glen
21 Cove, Nassau County, New York (Section:
22 21; Block: 38; Lots: 152, 196, 202 and
23 203; Section 21; Block: 244; Lots: 55, 60,
24 61, 66 and p/o 67) (collectively, the
25 "Land"), (2) the construction of six (6)

1 buildings aggregating approximately
2 350,000 square feet of space
3 (collectively, the "Building") on the
4 Land, together with related improvements
5 to the Land, and (3) the acquisition of
6 certain furniture, fixtures, machinery and
7 equipment (the "Equipment") necessary for
8 the completion thereof (collectively, the
9 "Project Facility"), all of the foregoing
10 for use by the Applicant as a residential
11 rental facility consisting of
12 approximately 176 residential units, a
13 portion of which shall be affordable
14 units; (B) the granting of certain
15 "financial assistance" (within the meaning
16 of Section 854(14) of the General
17 Municipal Law) with respect to the
18 foregoing; and (C) the lease (with an
19 obligation to purchase), license or sale
20 of the Project Facility to the Applicant
21 or such other entity(ies) as may be
22 designated by the Applicant and agreed
23 upon by the Agency.

24 The Project Facility would be
25 initially owned, operated and/or managed

1 by the Applicant (or such other designated
2 entity or entities).

3 The Applicant (or such other
4 designated entity or entities) would
5 receive financial assistance from the
6 Agency in the form of potential exemptions
7 or partial exemptions from real property
8 taxes, mortgage recording taxes and sales
9 and use taxes (collectively, the
10 "Financial Assistance").

11 Subject to applicable law, copies of
12 the Application, including an analysis of
13 the costs and benefits of the Proposed
14 Project, will be available for review by
15 the public online at www.glencoveida.org,
16 click on the Public Meeting tab.

17 This hearing is being live-streamed
18 on the Agency's website and a video
19 recording of the public hearing will be
20 posted on the Agency's website, in
21 accordance with Section 857 of the New
22 York General Municipal Law.

23 I guess with that being said, I
24 would like to turn the hearing over to the
25 developer's counsel, Dan Deegan.

1 MR. DANIEL DEEGAN: Good evening,
2 Mr. Chairman and Members of the Board,
3 Counsel and Members of the public.
4 Everybody can hear me okay?

5 CHAIRMAN TIMOTHY TENKE: Yes.

6 MR. DANIEL DEEGAN: Okay. Thank you
7 very much for having us here tonight. I'm
8 also here. My name is Dan Deegan with the
9 law firm of Forchelli, Deegan & Terrana in
10 Uniondale, New York. I am the attorney
11 for the applicant, as Milan indicated. I
12 also have with me the principal of
13 Livingston Development and the applicant,
14 Dan Livingston (indicating,) the Director
15 of Construction and Project Director,
16 Keith Lanning (indicating,) and we also
17 have as part of our team to present
18 tonight Adam Marcus (indicating) who is
19 the Regional Property Manager from
20 Greystar to talk to the market. We're
21 obviously all available for questions.

22 I'm aware of the time constraints,
23 so I'm going to try not to give every
24 single piece of information that's ever
25 been known about this project right now,

1 but I will try to get to the salient high
2 points, and obviously as Members of the
3 Board or the public have questions, we can
4 fill out some of the information.

5 So first, you know, I want to start
6 for those who don't know, and I think
7 everybody does know, in describing the
8 applicant a little bit. Dan Livingston is
9 a well-known entity. He's been a very --
10 an exemplar of a good corporate citizen or
11 a good citizen of the City of Glen Cove
12 for unfortunately or fortunately a couple
13 of decades at this point. Dan is very
14 familiar with the City. He's been
15 starting to -- started this project back
16 in 2004.

17 While he doesn't live here, his
18 company and this development and himself
19 invidiously have been corporate sponsors
20 for Downtown Sounds, for Winter
21 Wonderland, they're annual sponsors for
22 the Glen Cove Fire Department events, the
23 Police Department events, the American
24 Heroes event that the Glen Cove Boys &
25 Girls Club, which I think some people are

1 familiar with, which brings together
2 professional sports alumni, police
3 officers, elected officials and the kids.
4 It's an unbelievable event every year, and
5 Dan is one of the main sponsors of that.

6 The site that we're here to talk
7 about tonight is the -- it's known as the
8 Villas Project, that's the project we're
9 talking about. It's almost five acres of
10 now vacant property that's located on the
11 east side of Glen Cove Avenue at the top
12 of the hill. This property I think is
13 well known to anyone who's lived in Glen
14 Cove and has had a tremendous history of
15 blight and crime.

16 It previously was developed with a
17 transmission shop, it was very a blighted
18 land and strip mall with apartments, and
19 it's historically been a site of crime in
20 the City. Five days before Dan purchased
21 this property back in 2004, the first
22 piece of property, a man was beat to death
23 with a golf club on the corner by MS-13.
24 This was one of the hotspots of Glen Cove
25 for crime. The police were called there

1 several times a week to respond to crimes
2 in this area. Obviously there was a
3 problem there.

4 Since 2004, over seventeen years,
5 Dan has been acquiring and assembling the
6 various parcels that will be part of this
7 project; the most recent acquisition being
8 a parcel from the Boys & Girls Club piece
9 of property that wasn't utilized or needed
10 by the Boys & Girls Club but was made
11 available to this project in exchange for
12 much need funds for the Boys & Girls Club.

13 The plan was to redevelop this
14 terrible site in conformance with the
15 City's Master Plan at the gateway to the
16 City. The Glen Cove Master Plan Downtown
17 Gateway Revitalization Plan was enacted,
18 and the idea of it was to encourage
19 development at this site and other sites
20 at the gateway of blighted commercial
21 properties with multi-family and other
22 beautiful uses compared to what was there
23 now.

24 The City actually adopted a zoning
25 code to accommodate this Master Plan known

1 as the Glen Cove Avenue Redevelopment
2 Incentive Overlay District, and that's a
3 district that this project ultimately has
4 been approved under. As stated in the
5 Master Plan, the project site is
6 appropriate for high-density housing due
7 to its prime location at a gateway to the
8 City and its downtown area.

9 After assembling the property, the
10 applicant, as most people here know just
11 being a Glen Cove person, has methodically
12 demolished all of the blighted structures.
13 Right now, the property is producing very
14 little in the way of real estate taxes,
15 there's no structures there. It produced
16 about \$161,000 a year, and it's been doing
17 that for quite some time. This proposal
18 is going to tremendously add to the
19 revenue to the affecting taxing
20 jurisdictions if it's built.

21 When it was initially conceived over
22 seventeen years ago, it was conceived as a
23 condominium project. You know, it was
24 conceived as 176 units for condominium
25 ownership. Since seventeen years, it has

1 been many cycles in the market and, you
2 know, a tremendous passage of time, and
3 it's become apparent that condominiums
4 will not work on this site. I think that
5 became apparent a while ago.

6 Banks will not finance it. Other
7 condominium projects in this City and
8 elsewhere have had a difficult time,
9 especially one of this scale, which we're
10 talking about 176 units. The -- and we're
11 going to hear a little bit about the
12 market from Adam from Greystar
13 (indicating) who is himself here and his
14 expertise in that area.

15 The current plan is for 176 rental
16 units, which makes the project eligible
17 for IDA assistance. The project has
18 recently been approved, now not so recent,
19 by the City Council and the Planning
20 Board, and plans and construction drawings
21 are in with the Building Department
22 awaiting the issuance of a building
23 permit. The only thing holding up this
24 project at this point is financial
25 assistance from the IDA in the form of a

1 beneficial PILOT and the other items that
2 we will get to.

3 The idea of the rental units is to
4 try to prevent a repeat of some of the
5 other projects that have struggled in the
6 City and elsewhere. Condominiums are not
7 marketable and not financeable, especially
8 on the scale, as I indicated.

9 We first came to this Board in 2019
10 for a project consisting of 216 units, and
11 that was a rental. But based on this
12 Board's feedback, community feedback,
13 elected official feedback, the project was
14 down-scaled back to 176 units.

15 An important fact of point on this
16 project is that 10 percent of the units
17 are slated to be workforce or affordable
18 housing, which is much-needed in the City.
19 And it's also important to note that the
20 market that this project would target is
21 between a luxury product that is down on
22 the Waterfront and the lower products like
23 two-family houses, which are a big part of
24 Glen Cove's housing stock for apartments,
25 and the Village Square and Avalon. This

1 is in between. It's a much-needed
2 product, and you're going to hear a little
3 bit more on that from Greystar.

4 We're talking about projected
5 construction costs to complete the project
6 of 55 million dollars. That's a
7 55 million dollar investment in the City
8 of Glen Cove. We have renderings here
9 (indicating) which we can hold up and
10 show. These are some before and after of
11 renderings of what it can be. And I think
12 for people who don't remember, probably
13 you do, is how bad it used to look.

14 But what we're proposing is six
15 buildings that are aesthetically
16 beautiful. The new plan from the last
17 time we were before you has reduced the
18 height and number of stories of the
19 buildings. It's been a net reduction of
20 forty-two bedrooms in the facility. The
21 project is now fully parking compliant, it
22 has traditional self-parking with two
23 spaces per unit.

24 I'm trying to get some of the high
25 points here. You know, the property now

1 also includes the Boys & Girls Club parcel
2 which would be left vacant and it will
3 used for recreational amenities for the
4 residents. Let me just hit some of the
5 highlights of the project benefits.

6 CHAIRMAN TIMOTHY TENKE: Mr. Deegan,
7 you only have about a minute left or so.

8 MR. DANIEL DEEGAN: A minute left?
9 I was going to have Dan speak and then
10 someone else speak.

11 CHAIRMAN TIMOTHY TENKE: It's okay,
12 you can continue.

13 MR. DANIEL DEEGAN: All right. So
14 the project's consistent with the Master
15 Plan, I talked about a little bit before,
16 the blight, it's going to be compliant
17 with the 10 percent affordable.

18 I also want to mention that a big
19 part of this project has been to focus on
20 getting local jobs and local contractors
21 involved. We've actually -- as an example
22 of that, we have had meetings with Local
23 Laborers 66. They have indicated that
24 they're fully supportive of the project.
25 I think they have some of their members

1 down here to speak tonight.

2 The IDA has had its own consultants
3 analyze the economics of this project.
4 The economics of this project, like every
5 other project on Long Island, including
6 Garden City, Rockville Centre, some of the
7 wealthiest communities, you need a PILOT
8 to start a project like this. The
9 projected total taxes on day one would be
10 \$9,000. That is not economically
11 feasible.

12 We're not saying we want a tax cut
13 or a tax break. What we're asking you to
14 do is create a tax base here that does not
15 exist today and phase that in, we're
16 asking for the IDA's assistance to phase
17 that in over a period of time.

18 We originally asked for twenty
19 years. That's been cut down. Then it was
20 eighteen years, then it was fifteen years.
21 Then we got feedback back from the Board,
22 and we're stretching that, and we're
23 working with the IDA's consultant who
24 thinks that it's being stretched too far
25 already if you read this report

1 (indicating,) and we've come up with
2 twelve years and we're here before you to
3 ask for twelve years.

4 That's the proposal right now. That
5 is the minimum that will make this
6 economically feasible. It's been -- you
7 know, it's gotten to the breaking point at
8 this point in terms of any more going
9 down, and you can read your own
10 consultant's report and you will see that.

11 CHAIRMAN TIMOTHY TENKE: Dan, I'm
12 going to have to stop you there.

13 MR. DANIEL DEEGAN: Okay. So Dan --
14 and we're here to answer questions, but I
15 would like Dan to talk a little bit about
16 the project itself and the benefits, just
17 aesthetically and the amenities.

18 CHAIRMAN TIMOTHY TENKE: Dan, I'm
19 going to give you three in addition to
20 that, and I will give your Grey --
21 Greystar is it?

22 MR. DANIEL DEEGAN: Greystar.

23 CHAIRMAN TIMOTHY TENKE: -- Greystar
24 also three minutes.

25 MR. DANIEL DEEGAN: I think he's

1 going to answer some very important
2 questions.

3 CHAIRMAN TIMOTHY TENKE: Yes, So
4 we'll go ahead and do that.

5 MR. DANIEL LIVINGSTON: Hello.
6 Thank you for giving me this opportunity
7 to present more information on the Villa.
8 It's a baby of mine at this point. It's
9 been carried for many, many years.

10 It is a beautifully-designed
11 development with a residential feel; over
12 1,800 shrubs and trees, loads of pavers
13 and lanterns. The buildings are broken
14 down into six separate buildings as
15 opposed to two large, monolithic
16 buildings. We made this such that all the
17 parking is concealed underground. So when
18 you look at the buildings, and many of you
19 I'm sure have seen the videos, and
20 likewise with the members of the public,
21 you will see the residential feel of this
22 project.

23 And the idea was to create a whole
24 new gateway into the City. The facade is
25 gesticulating in and out, loads and lush

1 landscape waterfalls, fountains, concealed
2 parking, loads of amenities, including an
3 indoor swimming pool and fitness center,
4 sauna, pet care, housekeeping. I think I
5 might live in there myself; maybe some of
6 you. The point being is that this is a
7 jewel for Glen Cove that will be an
8 economic engine.

9 And an important note, this timing,
10 the construction of this job needs to be
11 able to move forward in light of the
12 seasons. We need to get into the ground
13 in the very early fall so we can get the
14 basic concrete excavation and drainage
15 systems put in before the wintertime so
16 that the structure then can proceed. It
17 is very critical time-wise.

18 And I just want to the emphasize,
19 getting the support, your supporting the
20 people of Glen Cove because this project
21 will be an economic engine that will
22 retain local businesses, higher local
23 workers, support restaurants and
24 storefronts and beautify this City. I
25 need your support, this project needs it,

1 the City of Glen Cove needs the support;
2 they need it now. The project must move
3 forward expeditiously. Thank you so much.

4 CHAIRMAN TIMOTHY TENKE: Thank you,
5 Mr. Livingston. You want to have your
6 financial guy come up?

7 MR. DANIEL DEEGAN: Yes.

8 MR. ADAM MARCUS: My name is
9 Adam Marcus, and I am a Regional Property
10 Manager with Greystar. Greystar is the --
11 we are the largest third-party management
12 party in the United States. We have
13 fifty-one properties in the State of New
14 York and three properties here in Glen
15 Cove. And the reason why I'm here today
16 is, I am a proud Glen Cove resident. I
17 love this City, and I really do believe
18 that the Villas Project needs to move
19 forward.

20 I wanted to come here today and talk
21 a little bit about Greystar's outlook on
22 the market, because what you guys are
23 going to start to see here very soon is
24 that the demand is going to start
25 out-passing the supply of the market.

1 Here in Glen Cove I oversee three
2 properties which consist of Village
3 Square, Harbor Landing H and Harbor
4 Landing I on the Waterfront. All three of
5 those assets combined bring a total of
6 532 units to this market. We are
7 99 percent occupied at Village Square, we
8 are 97 percent occupied in Building H, we
9 are 75 percent occupied in Building I, and
10 that's only in a nine-month period.

11 In the last twelve months, we have
12 moved in 363 new residents. We have taken
13 an additional fourteen applications in the
14 last seven business days, and once
15 Building I is full, we are going to start
16 hitting an issue in this market where the
17 demand is going to outweigh the supply.
18 And we really need this additional source
19 of housing in order to keep bringing fresh
20 life into the market to support great
21 projects, such as bringing more growth to
22 our downtown area.

23 So our average demographic at the
24 Glen Cove assets comprises of a
25 demographic of about 20 percent who are

1 coming from the city, 30 percent coming
2 from surrounding local markets, such as
3 Locust Valley, Sea Cliff, Port Washington
4 and Roslyn. It's really bringing a great
5 demographic. The average income at our
6 Harbor Landing assets is \$433,000 a year.
7 Our average income at our Village Square
8 assets is \$250,000. So the building is
9 really attracting an incredible clientele
10 here in our City.

11 So while I'm not on the condo side,
12 I will tell you that we do have a condo
13 building that is down on the Waterfront,
14 and it's been open for about six months
15 longer than Building H has been opened.
16 That building's been open for about two
17 years, and it's 97 percent, and the condo
18 development's about 50 percent sold. So
19 there is a much stronger demand for rental
20 housing over condo purchases in this
21 market.

22 CHAIRMAN TIMOTHY TENKE: Okay, thank
23 you. That's all the time you had there,
24 so thank you very much for that.

25 Okay, at this time we are going to

1 ask if any of the Board Members have any
2 comments or questions that they have for
3 the developer at this point. I know I
4 have a question; maybe you guys can answer
5 it.

6 You changed from the condo to the
7 apartment, and recently -- and again, I
8 just saw this in Newsday that there's one
9 being built in Great Neck. I know it's
10 going to come up, so I might as well bring
11 it up right away. What's the difference
12 between what's being built there and what
13 you're proposing? Why is there a need for
14 us to change from condos to apartments as
15 opposed to keeping it condos?

16 MR. DANIEL DEEGAN: So the
17 project -- and you don't even have to look
18 as far as Great Neck, but that's a much
19 smaller project. I don't know the
20 financing details of that. I would say I
21 think Great Neck is a different market
22 than across from the public Housing
23 Authority.

24 I would also suggest that, you know,
25 the Temple Israel property, which is a

1 condo project which has been stalled,
2 hopefully it's getting going now, but for
3 years and years, and they've come to this
4 IDA for relief. You know, it's a very
5 difficult market. And, you know, we've
6 heard from banks, we've presented letters
7 to your counsel indicating that, you know,
8 number one, this project can't be done
9 without a PILOT, and number two, there is
10 not a market for financing for a
11 condominium project here.

12 And if you think of the scale of
13 176 units, you know, the barriers of entry
14 for someone to buy a unit, you have to
15 come up with a big downpayment and have to
16 be able to afford the purchase price.
17 That's one of the advantages of why
18 apartments are so popular on Long Island,
19 is because empty-nesters who are
20 downsizing, young people don't have to
21 come up with a big downpayment.

22 There's such a need for this niche.
23 You know, you have the luxury on the
24 Waterfront, you have the two-family
25 houses. That's not what young people

1 want. You end up losing quality young
2 people because of it and you end up losing
3 empty-nesters. Empty-nesters will use the
4 amenities that he's talking about.

5 The only thing that wasn't mentioned
6 was the trolly that he's going to provide
7 that's going to be transportation from the
8 Waterfront, you know, to the train station
9 and all around the City. That's one of
10 the amenities being offered that will
11 benefit everybody in the City.

12 CHAIRMAN TIMOTHY TENKE: Let me ask
13 you this as a followup, you mention there
14 utilizing some prevailing wage workers on
15 the job. Is that something that you are
16 going to keep your word to? And I mean, I
17 know it's difficult on a private
18 enterprise like this, but we're looking --
19 because we want to keep people in our area
20 employed, and we want the money to stay
21 here, too. And they have jobs, mortgages
22 and, you know, kids in school and stuff,
23 and we want to try and support that as
24 well.

25 MR. DANIEL DEEGAN: So that's been a

1 consistent theme of Dan Livingston and his
2 team, is to support and invest locally and
3 to try and get local involvement. The
4 problem here, and I will tell you, despite
5 the problem, we're still doing all this
6 outreach is, the project costs here have
7 gone through the roof. He's got more
8 invested in this property than -- which is
9 not before this Board that he will never
10 make back really. We've got a PILOT
11 scheduled before you, which everyone -- I
12 do this all across Long Island. This is
13 the lowest level that I've ever seen
14 considered, so it really makes the project
15 very tight.

16 CHAIRMAN TIMOTHY TENKE: I was
17 encouraged by the fact that you reached
18 out to some of the --

19 MR. DANIEL DEEGAN: Well, yes.
20 Despite the --

21 CHAIRMAN TIMOTHY TENKE: And I
22 appreciate that.

23 MR. DANIEL DEEGAN: We have reached
24 out, proactively reached out, to Local
25 Laborers 66 and we affirmatively heard

1 that they have residents -- that members
2 are residents here in Glen Cove. You may
3 even hear from some of them tonight
4 hopefully. And we've basically had a good
5 meeting with them, and they said they're
6 going to come here tonight and say you
7 have our support 100 percent. And that's
8 just one union.

9 It's going to be an open shop job.
10 You know, we can't afford to pay premiums.
11 Our construction costs already are -- if
12 you read in the paper, the lumbar costs,
13 every -- all of the costs are going
14 through the roof. So we can't pay
15 premiums, but what we can do is, we can
16 give people an opportunity and give local
17 people preference to be involved. We've
18 reached out to local contractors, we have
19 a letter of support from MacCarone
20 Plumbing, as well as --

21 CHAIRMAN TIMOTHY TENKE: My thing
22 is, if you don't at least talk to them to
23 see what they can offer you and see what
24 they can bring to the --

25 MR. DANIEL DEEGAN: Yes, and we

1 have.

2 CHAIRMAN TIMOTHY TENKE: And
3 sometimes they can, you know, make deals.
4 And, you know, I'm glad to see that that's
5 actually taking place and I'm very
6 encouraged by that.

7 MR. DANIEL DEEGAN: And I will let
8 Dan speak actually about his own
9 experiences.

10 MR. DANIEL LIVINGSTON: One of my
11 primary businesses is an electrical
12 contracting firm and engineering firm
13 where we do high-rise buildings in the
14 city as a Local 3 contractor.
15 Unfortunately, a lot of jobs have gone
16 open shop. In fact, I would say nine out
17 of ten jobs that we bid are open shop.

18 But the customers love my firm
19 because we're smart, we're engineers, we
20 work hard in collaboration with the union
21 and getting certain concessions with
22 ratios and working rules. We're able to
23 make it work. Between labor, employer and
24 developer, we can create a great team.

25 Developers also value time, and it's

1 well noted that union contractors have
2 more experienced workers and get the job
3 done quicker. So there's a time value to
4 that as well that will be acknowledged,
5 but we certainly will afford every
6 opportunity and encourage every
7 opportunity for union contractors and
8 local contractors and local workers to
9 work at the Villa.

10 We are also committed on requiring
11 of the subcontractors that they allow a --
12 perhaps a 10 percent for apprenticeship or
13 trainees to be hired so that they can
14 learn to fish.

15 CHAIRMAN TIMOTHY TENKE: We heard
16 that as well in the past.

17 MR. DANIEL LIVINGSTON: Exactly. So
18 we felt that it's very important to teach
19 someone a trade. I certainly would
20 encourage electrical and plumbing and
21 mechanical and carpentry and -- there's
22 literally twenty or so different trades
23 that individuals can learn.

24 So I am a big believer in teaching
25 someone to fish so they can eat for the

1 rest of their life. And that's something
2 that we are committed to and to the
3 community. So this development will give
4 tremendous support to workers and to local
5 businesses.

6 CHAIRMAN TIMOTHY TENKE: Thank you,
7 Mr. Livingston.

8 I just want to see if anyone else
9 from the -- yes, let's hear from Mr. --
10 from Ion first (indicating,) and then
11 John, (indicating,) you can be next and
12 we'll go down the line.

13 MR. ION PUSPURICA: Can you share
14 with us what the expected demographics are
15 in terms of families with children versus
16 empty-nesters?

17 CHAIRMAN TIMOTHY TENKE: Maybe
18 that's for Greystone, possibly.

19 MR. ION PUSPURICA: Yes.

20 CHAIRMAN TIMOTHY TENKE: Have you
21 done a study on the demographics of who
22 we'll be attracting into the Villa
23 Project? I think what he's looking at is
24 what it's going to do to our schools, you
25 know, what's the impact it's going to have

1 on the community. I believe that's what
2 he's asking.

3 MR. ION PUSPURICA: Yes.

4 MR. DANIEL DEEGAN: And by the way,
5 this is not a study; this is real life in
6 Glen Cove.

7 CHAIRMAN TIMOTHY TENKE: Right.

8 MR. ADAM MARCUS: So at the
9 Waterfront, we have a total of three
10 school-age -- I'm sorry, four school-age
11 children in that 385-unit development.
12 Two of those four children are actually
13 mine.

14 We have a really healthy mix of
15 young professionals coupled with young
16 couples that are starting out. They're
17 looking to set their roots in an apartment
18 for two to three years, save up a
19 downpayment. We've already had two people
20 in the last thirty years that have moved
21 out and purchased homes in Glen Cove
22 coupled with empty-nesters.

23 We have -- probably about 50 percent
24 of my demographic between Village Square
25 and the Waterfront are people between the

1 ages of forty and fifty-five years old
2 that have, you know, sold their homes that
3 they grew their children in and they're
4 looking to move to, you know, the area to,
5 you know, start slowing down, possibly
6 have a place, you know, here six months a
7 year and Florida six months a year or just
8 enjoy an enjoyable, simple living of not
9 being able to, you know, take care of a
10 yard, you know, and home maintenance and
11 such. So --

12 CHAIRMAN TIMOTHY TENKE: Right.

13 Thank you, I appreciate that.

14 Ion, any follow-up?

15 MR. ION PUSPURICA: No.

16 CHAIRMAN TIMOTHY TENKE: John?

17 MR. JOHN TETTA: What is the average
18 length of a lease/rental?

19 MR. ADAM MARCUS: Yes, so that's
20 actually a great question, and Greystone
21 just did a study on that. So the average
22 retention rate in the State of New York
23 right now is about 50 to 55 percent.
24 That's coupling properties within the
25 Hudson Valley region, New York City and

1 out on Long Island in our fifty-one
2 property portfolio.

3 In Glen Cove, we've been seeing
4 about a 65 to 80 percent retention rate on
5 average, and that's also taking into
6 consideration pretty healthy increases.
7 So our retention rates here in Glen Cove
8 are some of the highest that we see in the
9 State of New York in general across our
10 portfolio.

11 MR. JOHN TETTA: And you think
12 that's because of our current environment,
13 or do you think that's -- that has some
14 staying power?

15 MR. ADAM MARCUS: I think it's
16 because of our current environment. I
17 think in regards to our current
18 environment in Glen Cove. I think people
19 really want to come here, and I think
20 it's -- this new housing has really opened
21 up opportunity for people to explore out
22 of our surrounding markets and give them a
23 variety of housing in Glen Cove they've
24 never had.

25 I mean, up until the Waterfront,

1 we've had Avalon Glen Cove. I mean,
2 that's been our luxury housing.

3 CHAIRMAN TIMOTHY TENKE: I'm sorry,
4 I don't mean to stop you, but one second.
5 That can't stay like that (indicating) in
6 case there's a fire. Just move that
7 (indicating.) We have to be careful. We
8 can't block an exit. Okay, I'm sorry.

9 MR. ADAM MARCUS: No, that's fine.

10 CHAIRMAN TIMOTHY TENKE: Jim
11 (indicating,) do you have any questions?

12 MR. JAMES CAPPIELLO: No.

13 CHAIRMAN TIMOTHY TENKE: Vincent
14 (indicating?)

15 MR. VINCENT HARTLEY: The
16 counterparts that this project is going to
17 be up against, the Village Square and the
18 Waterfront properties, are offering
19 amenities to townspeople, okay, that they
20 can use on those properties. Is there any
21 amenities that will be offered to the
22 townspeople in this project?

23 CHAIRMAN TIMOTHY TENKE: Dan, that's
24 probably your question. Mr. Livingston,
25 I'm sorry. Thank you.

1 MR. DANIEL LIVINGSTON: The
2 amenities in the project are designed and
3 specified specifically for the occupants.
4 The type of amenities are, for example, an
5 indoor pool, a fitness center, massage/
6 steam room, spin room, pet care,
7 housekeeping, we have Amazon Storage and
8 coat storage, we have a bocci court, a
9 (inaudible) court, a picnic/barbecue.

10 These amenities are specific to the
11 tenants, and just due to security
12 concerns, to insurance concerns, you know,
13 we must limit it to the occupants.

14 CHAIRMAN TIMOTHY TENKE: Thank you.

15 MR. DANIEL DEEGAN: Let me just
16 follow up because I understand your
17 question. You know, the project on the
18 Waterfront is a different scale. I mean,
19 this is -- I know a lot of public
20 infrastructure's been put in there. So
21 we're really talking about one building
22 here that doesn't have the open space
23 that's down there. So I don't know that
24 this -- that a project like this lends
25 itself to the public coming on to the

1 project, per se.

2 The other thing I just wanted to
3 clarify from your question before -- you
4 know, I think your question was, is the
5 market just hot right now and it's a short
6 period of time or is it going to
7 dissipate over time?

8 MR. ION PUSPURICA: Yes.

9 MR. DANIEL DEEGAN: So I understood.
10 And, you know, this is the environment of
11 Glen Cove that -- and it's not just Glen
12 Cove that's attracting people, but there
13 is no doubt that -- you know, and you're
14 seeing it across Long Island, there is a
15 move for people to downsize and to have
16 this style housing where you have
17 amenities on site so you don't have to
18 take care of your yard, you have -- it's a
19 social aspect, it's an economy aspect.

20 There's a lot of benefits to this
21 style of living, and that's why it's so
22 popular in cities. But this is why you
23 can have it out here in Glen Cove with all
24 the public amenities and we have parks and
25 everything else but still go back to a

1 place where it's -- it's a new style of
2 living, if you will, that's become much
3 more popular. So I do think it's here to
4 stay. I'm not an economic expert, but
5 that's my sense.

6 CHAIRMAN TIMOTHY TENKE: Thank you,
7 Mr. Deegan.

8 Okay. Is anyone here from a taxing
9 jurisdiction that wants to be heard on
10 this, such as libraries, schools, the
11 County? Anyone here on any one of those
12 that wants to be heard?

13 Okay. So what we're going to do at
14 this point is, we're going to open it up
15 to the public for public comment. Again,
16 we are going to ask that you keep to three
17 minutes.

18 Again, I will give you a second shot
19 at it if you can't get it done in three
20 minutes. If you can't get it done in, you
21 know, the six minutes, we ask that you
22 either put it in writing or send an email.

23 So let's start with Mr. MacCarone in
24 the back (indicating) since he raised his
25 hand and then we will go around the room.

1 MR. JOHN MACCARONE: Good evening,
2 Mr. Mayor, Good to see you, Members of the
3 Board. John Maccarone, 9 Libby Drive,
4 Glen Cove.

5 It's good to be here in Glen Cove
6 City Hall. And where are we? We are at
7 the IDA meeting. And we call it the IDA
8 meeting all the time. Those are the
9 abbreviations, Industrial Development
10 Agency.

11 I know you're all aware when this
12 was first conceived, and it wasn't
13 conceived in Glen Cove, it was conceived
14 in New York State, the purpose of this
15 Board was to build a tax base, but more
16 importantly, to create jobs. And
17 Mr. Mayor, I applaud you for pushing for
18 the union jobs. We always want to support
19 the unions, but that wasn't the real goal,
20 the construction jobs. It was to -- the
21 goal was that we were going to either
22 retain jobs, like give some money to a
23 factory or a manufacturing company and
24 allow them to stay there or allow some
25 industry like Canon in Melville to come to

1 a certain place.

2 And I have to tell you, I went back
3 and I looked at the records, and I don't
4 think there was an IDA in 2004 in Glen
5 Cove. It's a recent creation, okay. And
6 in most parts of Nassau County, we don't
7 have IDA boards on a local level. We
8 decided in our infinite wisdom to create
9 an IDA. And the fact of the matter is,
10 I'm not blaming you, I'm not blaming any
11 prior members, our IDA has been a failure.

12 Mayor, 2018 you were Mayor and
13 Chairman of this Board.

14 CHAIRMAN TIMOTHY TENKE: Yes.

15 MR. JOHN MACCARONE:
16 Comptroller DiNapoli's report
17 (indicating,) eight regions on Long
18 Island, eight IDAs, we're the smallest,
19 but we -- we gave the biggest tax breaks
20 percentage-wise. And I'm going to give
21 you some numbers. Our projected projects
22 in 2018 were almost 1.2 billion dollars.
23 We created 295 jobs. The Town of Babylon,
24 1.4 billion, a little more. They created
25 6,848 jobs and they retained almost 8,000.

1 You see the trend there?

2 So we really have to consider -- you
3 really have to consider what's occurred in
4 Glen Cove. The IDA has been giving breaks
5 to residential projects. We all know the
6 residential projects. They mentioned the
7 Avalon. Mayor, you know why there's two
8 in Glen Cove; because they went to Oyster
9 Bay and Oyster Bay said no, so they built
10 a second one here. And what did we do,
11 Mayor? We gave them a PILOT; didn't we?
12 And then we gave them an extension; didn't
13 we, Mayor? You voted for an extension.

14 He mentioned that you voted for the
15 change of -- there was a change of zone
16 here, the Overlay District. The fact of
17 the matter is, Mayor, while you have been
18 on our -- and I applaud you for being on
19 the Planning Board, for being on the City
20 Council, for being our Mayor. You have
21 devoted a lot of time to our City. But
22 the fact of the matter is that there
23 hasn't been a zoning change that's been
24 developed -- that's been for the benefit
25 of a developer in the City of Glen Cove

1 that you didn't like; whether it be the
2 Mansion, the Waterfront, Avalon, 115 Glen
3 Street, this project. You've been always
4 there for the developers.

5 And the fact of the matter is,
6 you're -- the IDA is supposed to be for
7 the residents of the City of Glen Cove,
8 and there's got to come a time where we
9 have to consider just giving out these tax
10 breaks to residential projects. Maybe
11 this is appropriate in this instance, but
12 our history as an IDA is horrible.

13 2020 --

14 CHAIRMAN TIMOTHY TENKE: I'm going
15 to have to give you four minutes.

16 MR. JOHN MACCARONE: Thank you,
17 Mr. Mayor. You know I don't come down
18 here too much. 2020 DiNapoli report
19 (indicating,) that same 1.155 million; 295
20 jobs. The City of Glen Falls, 51 million
21 dollars. 1/24th of ours, and they
22 retained 1,100 jobs and they created 121
23 new jobs.

24 So you can see in the municipalities
25 where they are successful in retaining

1 jobs. And I will send a copy of all of
2 this to you (indicating.) It's not my
3 report; it's Comptroller DiNapoli's.

4 While you can give it to residential
5 developers, the fact of the matter is,
6 historically in Glen Cove, the developers
7 benefits and we don't benefit in Glen
8 Cove. So I would like you to take that in
9 a consideration when you make your
10 decision here.

11 Thank you, Mr. Mayor, and thank you,
12 Members of the Board.

13 CHAIRMAN TIMOTHY TENKE: Thank you,
14 Mr. Maccarone.

15 Who is next? With the mask on,
16 would you like to come up (indicating?)
17 Sorry, I don't know your name.

18 MS. LYNN HURSTON JAMES: My name is
19 Lynn Hurston James.

20 CHAIRMAN TIMOTHY TENKE: You have to
21 speak into the microphone.

22 MS. LYNN HURSTON JAMES:
23 Lynn Hurston James.

24 CHAIRMAN TIMOTHY TENKE: How are
25 you?

1 MS. LYNN HURSTON JAMES: I'm fine,
2 thank you.

3 CHAIRMAN TIMOTHY TENKE: Good.

4 MS. LYNN HURSTON JAMES: And my
5 son -- one of my sons (inaudible) --

6 CHAIRMAN TIMOTHY TENKE: I need you
7 to speak right into the microphone. I can
8 hear you here, but they have to be able to
9 hear you there (indicating.)

10 MS. LYNN HURSTON JAMES: You know,
11 as far as Glen Covers go, I am not what
12 one would consider a longtime resident.
13 We've been here -- we came here in 2008.

14 CHAIRMAN TIMOTHY TENKE: I'm going
15 to just stop you right there. We need
16 your name and address for the record.

17 MS. LYNN HURSTON JAMES: 25 Jackson
18 Street.

19 CHAIRMAN TIMOTHY TENKE: Okay.

20 MS. LYNN HURSTON JAMES:
21 Lynn Hurston James. Five of my six kids
22 have gone through the Glen Cove schools,
23 and it's the reason why we stayed. We
24 came back to New York. I wanted to go
25 back home to Queens to be closer to my

1 mom, and it didn't work out that way. The
2 schools are what kept us here, my kids
3 have thrived. We have one in high school,
4 we have one in junior high.

5 All of these high-density
6 developments, what happens? I -- because
7 I was blessed to be a stay-at-home mom
8 this whole time, I got to build
9 relationships with the teachers. What's
10 the teacher to student ratio at that
11 point? When do we start to develop Glen
12 Cove for the people who already live here?

13 If I want to buy anything beyond
14 groceries, beyond pizza or beyond pet
15 supplies, I'm out of Glen Cove. It is
16 time to develop Glen Cove for the Glen
17 Covers.

18 Now, while I appreciate that you
19 consider it a gem, a gem is something that
20 has beauty and value. While it may have
21 both of those things for you, it does not
22 really have those things for us.

23 And as far as crime in a particular
24 area, there are other ways to deal with
25 crime besides putting boatloads of people

1 on that spot. What do our kids do in the
2 summertime, where do they have to go?

3 Glen Cove -- I have noticed there is
4 a great entrepreneurial spirit among Glen
5 Cove residents. Where do they get a
6 chance to thrive in Glen Cove? Why is
7 there nothing here for Glen Covers? This
8 is our City.

9 And while it's fine to bring new
10 people in -- and you said 10 percent is
11 going to be affordable housing. First of
12 all, 10 leaves you with 90. So 10 percent
13 is not really a lot; that's A. Two, do
14 they stay affordable housing?

15 And beyond that, beyond that, it is
16 really time to put an effort and an
17 energy, the same kind of effort and an
18 energy, into developing the potential that
19 we already have. There's so much here
20 that goes untapped because we're always
21 bringing more people in to live here. But
22 to live does not just mean to reside, and
23 it's time for Glen Covers to live in Glen
24 Cove.

25 I can do -- I like my neighbors; I

1 don't need more, especially not to the
2 tune of a new 200 every time. And while
3 you're saying that most of your applicants
4 are empty-nesters or young couples and --
5 let me tell you something, all of my --
6 but for one or two, there is not two years
7 between any of my kids, and the last two
8 are twins. So while you're telling me
9 that there are not a lot of kids there
10 now, what are those apartments going to be
11 filled with five, six, seven, ten years
12 from now?

13 What does that happen -- Select --
14 you know (indicating.) Select has
15 forty-something kids in -- I'm sorry,
16 Select Chorale, that's our high school
17 chorus. It's forty-something kids. What
18 happens when more kids move in, what
19 happens?

20 We have the Youth Bureau. Boys &
21 Girls Club -- I have not used the Boys &
22 Girls Club since they were little, but the
23 Youth Bureau does an amazing job.
24 Jackie Yonick is magic, but how much can
25 they do? It has to -- at some point, give

1 us back our City, give us back our City.

2 CHAIRMAN TIMOTHY TENKE: Thank you
3 very much, I appreciate it.

4 Mr. Smith (indicating?)

5 MR. DANIEL DEEGAN: Do you want me
6 to answer the question about affordable
7 housing, or no?

8 CHAIRMAN TIMOTHY TENKE: Take some
9 notes. I want to give them an opportunity
10 to speak, okay, because there may be more
11 questions.

12 MR. DANIEL DEEGAN: Okay.

13 MR. RICK SMITH: Rick Smith, School
14 Street. You have heard me before on this
15 subject. I'm not here to discuss the
16 merits or lack of merits that these
17 projects -- I'm here to discuss what's
18 happening here in Glen Cove and in a lot
19 of other places. It's very much like
20 Robinhoods only in reverse. Instead of
21 taking money from the rich and giving it
22 to the poor, you're taking money from the
23 poor and giving it to the rich. It
24 doesn't make any sense at all.

25 I resent my tax money being taken

1 from me and given to builders who want to
2 build big housing projects who are going
3 to make all this money and keep it and not
4 give it to the citizens of Glen Cove with
5 the tax money that we need in this town.

6 There are people that are getting
7 PILOTS for ten, twenty, thirty and over
8 forty years. It's insane. Nobody would
9 believe that. Do you like your tax money
10 being taken from you for this project? Do
11 any of you like to give your tax money to
12 the builders? Does it make you feel good
13 to know that your tax money, hard-earned
14 as it is, is being given to people that
15 have more money than you have already?

16 And you see the very little outrage.
17 Nobody here in this town (inaudible.)
18 There should be more people protesting it,
19 and I'm protesting it deeply. I don't
20 want tax money taken anymore to build
21 these housing projects.

22 This place is starting to look like
23 Lefrak City already, and you want to keep
24 going. There's no point. We're not going
25 to have any more permanent jobs with these

1 housing projects. You're going to have
2 more congestion and more cars.

3 I don't care about the specifics and
4 amenities and all the nonsense. All I
5 care about is my tax money and your tax
6 money and everybody else's tax money being
7 taken by people for their own personal
8 gain and not for the benefit of the City
9 of Glen Cove.

10 CHAIRMAN TIMOTHY TENKE: Thank you,
11 Mr. Smith.

12 Mr. Watson (indicating) and then
13 Mr. Perez (indicating,) okay.

14 MR. RODERICK WATSON: Good evening,
15 Rod Watson. I have a couple of questions.

16 The rentals, what is the average
17 median income that the -- that
18 Mr. Livingston is utilizing; is it the
19 County numbers, is it the Glen Cove
20 numbers as far as -- with the rentals,
21 with the rates?

22 CHAIRMAN TIMOTHY TENKE: The AMI?

23 MR. RODERICK WATSON: The AMI.

24 CHAIRMAN TIMOTHY TENKE: Can you
25 answer that?

1 MR. DANIEL DEEGAN: It's Nassau
2 County.

3 CHAIRMAN TIMOTHY TENKE: Nassau
4 County, okay.

5 MR. DANIEL DEEGAN: Nassau County/
6 Suffolk is the region.

7 MR. RODERICK WATSON: And that goes
8 back to something Ms. Hurston was saying
9 about the -- being for Glen Cove. A lot
10 of developers use that because that's the
11 higher rate, but in Glen Cove, the average
12 is about -- close to 70, mid 60s when it
13 comes to AMI. So basically, the rental
14 properties aren't based on what Glen Cove
15 is good for.

16 I was in this very room in 2016 --
17 the winter of 2016 as a councilman, I did
18 two years. At that time I said there was
19 going to be issues building this property.
20 And at the end of the day, I left the
21 Council three and a half years, and we're
22 back in this room again talking about this
23 same project.

24 At that time, there was no downtown,
25 there was no Waterfront. This project,

1 from my understanding, was already signed
2 off before any of that was ever built, and
3 that changed -- the downtown actually
4 changed hands in the midst of all of that,
5 and now that's being -- and that's already
6 built. So my question is, at the end of
7 the day, when are we going to say enough
8 is enough? We keep coming back to this
9 project.

10 This project's in my backyard. For
11 those of you that remember Shea Stadium
12 having the blue wall, well, the blue
13 wall's my backyard, so it's like living at
14 Shea Stadium (inaudible.)

15 I think at this point I'm going to
16 take the mystery out of it. I already
17 know that this group is going to give that
18 break. We can't say we don't know
19 because, you know, IDAs give the break.
20 The question is, what kind of break are
21 you going to give?

22 He is asking for twenty years. But
23 what happens is, ten years go down the
24 road. None of you probably will be here.
25 So who looks to see that he does what he

1 says he's going to do in five years from
2 now, ten years from now, fifteen years
3 from now, twenty years from now? What
4 interventions does this Board need to put
5 forth to ensure that he complies with the
6 things that he agreed upon five years from
7 now and thus far? At the end of the day,
8 that's what always happens when these
9 boards and these tax breaks get
10 criticized. They don't live up to what
11 they say they're going to do.

12 Looking at the actual timeline, he's
13 saying it's about a year, a year and a
14 half to build. So my question is, being
15 that we know you're going to give it, how
16 about you do something where you come up
17 with your own timeline? Say, you get a
18 year and a half for that break, maybe
19 we're going to add on a few more years
20 because we want to see, you know, full
21 occupancy and then we're going to
22 reevaluate that to ensure that each time
23 we give you a break, you can come back up
24 and ask again, each time we give that to
25 you, we need to ensure that you're going

1 to comply with what you say you're going
2 to do.

3 I understand you're talking about
4 jobs. Well, if you're giving a
5 twenty-year tax break, I'm questioning how
6 many Glen Covers are going to benefit in
7 twenty years in terms of jobs from this.
8 Because at the end of the day, we talk
9 short-term. Okay, all right, for unions,
10 that's great. Unions, those members go on
11 and they go and build something else, but
12 there's still jobs that need to be created
13 here.

14 CHAIRMAN TIMOTHY TENKE: You're
15 okay.

16 MR. RODERICK WATSON: So my thing to
17 this IDA is, everyone's going to fight and
18 everyone's going to say don't give the
19 break, don't give the -- you're going to
20 give it. But my question to you is, how
21 much do you give, and how much do you give
22 before you say enough is enough?

23 Mr. Livingston said at one point the
24 market changed. Well, guess what? We all
25 changed in the last year and a half. The

1 market's a little bit better as far as
2 when it comes to selling instead of
3 rentals, we know that, but we went through
4 a pandemic. And what happens is, when the
5 market changed and everything went on in
6 the pandemic, the taxpayers have to take
7 the burden of what the City couldn't come
8 up with.

9 And at the end of the day, you all
10 decide -- because at the end of the day,
11 when you say yes to twenty years or
12 thirty years or whatever they want to do,
13 when there's a shortfall, everyone in this
14 room that lives here has to pay for it.
15 So you all have to decide if you make a
16 decision within the next couple of weeks
17 what kind of decision you're going to
18 make.

19 I say to do the wise thing. Don't
20 go for the long gain; go for the short
21 gain. Put the interventions into place
22 and let the next group of people that come
23 in reevaluate it, continually reevaluate
24 it, to see that things are moving
25 accordingly. Because if they don't, he

1 will just run amok.

2 CHAIRMAN TIMOTHY TENKE: Thank you,
3 I appreciate it.

4 Okay. Jeff Peress (indicating,) and
5 then -- what's your name in the back?

6 MR. ADAM LORENZANA: Adam.

7 CHAIRMAN TIMOTHY TENKE: Adam
8 (indicating,) you will next, and then
9 (indicating) --

10 MR. GARY JUNE: Gary.

11 CHAIRMAN TIMOTHY TENKE: Gary, okay.
12 I'll get to everybody, yes. We'll just do
13 a couple at a time.

14 Jeff (indicating.)

15 MR. JEFFREY PERESS: Yeah,
16 Jeff Peress, 16 Douglas Drive.

17 First thing, from what I
18 understand -- I've been coming to meetings
19 for many years. Since 2004, I guess
20 that's when the IDA was created, so I'm
21 not just criticizing you, I'm criticizing
22 your predecessor and your predecessor
23 before that, so don't take it as a -- you
24 know, against you.

25 CHAIRMAN TIMOTHY TENKE: I haven't

1 given one PILOT, so --

2 MR. JEFFREY PERESS: All right.

3 That said, I live right behind the
4 Regency. And in 2010, the Glen Cove IDA
5 gave them a tax break to build an
6 extension to the -- for the dementia unit.
7 The original law, as you know, is a part
8 of -- is for economic activity.

9 My question is -- it was short-term,
10 of course. But what is economic activity
11 if they're utilizing a company to
12 construct from out of state? That's not
13 economic activity. And who are they
14 hiring now? How many jobs were actually
15 created in the Regency?

16 Another issue also is, I'm tired.
17 We're tired of putting money and, you
18 know, subsidizing. Every year you guys
19 vote for a budget and you vote to raise
20 fees for golf fees or beach fees or
21 parking fees or whatever it is, and now
22 you're talking about instituting new fees.

23 Well, how do you think we're paying
24 for these tax breaks? Because they don't
25 want to -- and I heard -- I heard you say,

1 oh, we do this for these organizations, we
2 give to the community. Well, so did
3 Carnegie Mellon. And Carnegie Mellon, I
4 don't know if you know about, they were
5 union busters. They used (inaudible)
6 goons to sabotage and kill a lot of union
7 organizers and strikers. So you can do
8 one good thing and one bad thing.

9 And I have to say, with all due
10 respect to your client, I believe that
11 you're extorting some of the people in the
12 community, especially one of our City
13 Council Members and their spouse by
14 frivolous lawsuits.

15 But anyway, that said, I think we
16 could -- I'd like to know -- my question
17 is, 74,000 -- I believe that the median in
18 Glen Cove is \$74,000 a few years ago, two
19 years ago or last I checked on the Bell
20 Curve, because they're doing it by the
21 median. How many -- what is the
22 percentage on the left of that Bell Curve,
23 on the 97 and a half percent or 2 and a
24 half percent if you're familiar with
25 mathematics and -- in Glen Cove? Couldn't

1 they set aside low-income housing here?

2 And I'm concerned over construction.
3 Everything that's constructed in Glen Cove
4 was -- I got a few seconds -- was truss
5 construction. I'm very knowledgeable
6 about building construction, and if you
7 build cheap construction, I'm going to
8 expose you and say it, this is cheap. Are
9 you going to build solid construction?
10 Are you going to build not cheap,
11 compressed wood? That's what I would like
12 to know. Thank you.

13 CHAIRMAN TIMOTHY TENKE: Thank you,
14 Mr. Peress.

15 Adam (indicating?) Name and
16 address.

17 MR. ADAM LORENZANA: Adam Lorenzana,
18 L-O-R-E-N-Z-A-N-A, 22 Frost Pond Road. A
19 couple of things.

20 First, it's almost offensive seeing
21 the photos that are up there (indicating)
22 showing what it looks like now and what it
23 will look like in the future knowing that
24 that's not what it really looked like, you
25 know, five, six, seven, eight years ago

1 when there were still people living there
2 and going to those businesses before we
3 had that blue up, the blue fencing. It's
4 almost like someone lighting a torch,
5 right, to a building and saying, look at
6 how ugly this is, let me build something
7 to make it look better first.

8 Second, it blows my mind -- I
9 graduated high school here in 2010. I
10 went away to college, I got a master's, I
11 just graduated law school. I'm currently
12 studying for the bar. I'm taking that in
13 two weeks and I'm taking time out to be
14 here because it makes more financial sense
15 for me to live in the city than it does
16 for me to the live in Glen Cove and
17 commute.

18 It's tone deaf beyond reason that
19 developers continue to come back to the
20 City for more handouts, and it's arguably
21 more tone deaf that we seriously consider
22 more often than not approve those
23 handouts.

24 I want to raise my family here, I
25 want to be close to my parents, and I

1 literally can't do it even with -- I think
2 I make an okay salary. And the fact that
3 in the midst of all of that -- and people
4 my age who want to come here and raise
5 their families here, in the midst of the
6 fact that we can't do that, we're going to
7 hand out more money and more PILOTS to
8 developers who purchased the property with
9 the intent of developing and continue to
10 come back years after the fact asking for
11 more money? It's insulting; right?

12 It's basically saying to people like
13 me and my classmates and young Glen Covers
14 that your interests don't really matter,
15 you're on the back burner; right? Because
16 the priority clearly is investing in these
17 developers that just continue to come back
18 to the table asking for more and more
19 money.

20 So no real questions. Thank you for
21 taking the opportunity to talk, and I
22 really hope that you guys do the right
23 thing. I think there's a middle ground
24 here, and it doesn't have to require or
25 involve twenty-, thirty-, forty-year

1 PILOTS. They wouldn't be asking for a
2 PILOT if it didn't make more financial
3 sense to do it and just pay the taxes.
4 It's not revolutionary, you guys know
5 this.

6 So hopefully look out for the
7 interest of me and the future Glen Covers
8 that want to call Glen Cove home and right
9 now really can't. Thank you.

10 CHAIRMAN TIMOTHY TENKE: Thank you,
11 and good luck to you.

12 MR. ADAM LORENZANA: Thanks.

13 CHAIRMAN TIMOTHY TENKE: Go ahead
14 (indicating.)

15 MR. GARY JUNE: How you doing? My
16 name is Gary June, Local 66 Labors.

17 Basically, we're in support of the
18 project. We have had some encouraging
19 dialogue with the developer so far, and we
20 just ask that the IDA, you know, helps us
21 ensure that it sticks to the encouraging
22 dialogue and the tax break goes the way it
23 was presented.

24 CHAIRMAN TIMOTHY TENKE: And as I
25 said earlier today, I was very encouraged

1 by the fact that you guys are already
2 talking.

3 MR. GARY JUNE: Absolutely, that's
4 huge.

5 CHAIRMAN TIMOTHY TENKE: That alone
6 is big.

7 MR. GARY JUNE: Yes.

8 CHAIRMAN TIMOTHY TENKE: Because I
9 never usually hear from either side until
10 it's too late.

11 MR. GARY JUNE: Yes.

12 CHAIRMAN TIMOTHY TENKE: So I'm glad
13 that this is at the very beginning here,
14 that --

15 MR. GARY JUNE: Definitely.

16 CHAIRMAN TIMOTHY TENKE: -- you guys
17 are here to, you know, voice an opinion
18 about the project, one; and two, that
19 you're here and you can make a difference,
20 you can get in on the building of a
21 project.

22 MR. GARY JUNE: Yes. And just so
23 that they know, the developer knows and
24 everything, you know, he wants to be on
25 time and everything, and he can have the

1 men and women that are trained and skilled
2 at a phone call, you know, at whatever
3 number manpower that he would need, and
4 Glen Cove residents.

5 I started my first job here in the
6 union at that first Avalon in 2002, and,
7 you know, every dollar I spent was up and
8 down this main street eating lunch, you
9 know, trying every different place. And
10 then I went on to the second Avalon to do
11 that one and was there from start to
12 finish, so I know the community.

13 I support this project, and we
14 really hope that it, you know, goes the
15 way it should. Thank you, guys.

16 CHAIRMAN TIMOTHY TENKE: Thank you.

17 Anyone else? I think Maxine
18 (indicating,) I think, was first, then
19 Dave Nieri after that (indicating,) Marsha
20 (indicating,) Bob (indicating,) and then
21 Eileen (indicating) and then Gaitley
22 (indicating.)

23 MS. MAXINE CAPPEL MAYREIS: Thank
24 you, Mayor. Maxine Cappel Mayreis, 5
25 Beatrice Lane.

1 I was born in Glen Cove and still
2 reside here in our happy community, as
3 well as owning and operating a
4 multidisciplinary holistic wellness
5 business here for the past thirty years.
6 I am currently Vice President of Glen Cove
7 Chamber of Commerce, and I am speaking
8 tonight in all three capacities; as a
9 private resident of Glen Cove, as a local
10 business owner, and also on behalf of Glen
11 Cove Chamber of Commerce.

12 Glen Cove Chamber has an
13 organization and wishes to advocate for
14 the Livingston Development on Glen Cove
15 Avenue to proceed as quickly as possible
16 to enhance the appearance of our community
17 with modern, clean-looking, low-rise
18 buildings, especially in one of our main
19 gateways into Glen Cove certainly raises
20 the attractiveness of Glen Cove and the
21 quality of business and entertainment we
22 attract.

23 In addition, we are glad to have
24 more potential commerce that increase
25 housing can bring to our mom and pop

1 shops, restaurants and professional
2 services, not to mention the construction
3 jobs and permanent jobs generated by the
4 development project.

5 Every part of the Villa Project is
6 consistent with the Glen Cove Chamber
7 Mission Statement, which is to enhance the
8 health and profitability of its member
9 businesses.

10 Our Chamber President, Lisa Cohen,
11 asked me to read her letter because she
12 couldn't be here tonight. She's Gala
13 Honorary being -- receiving an honor, so
14 she wanted me to read her letter in
15 support of Livingston Development moving
16 forward.

17 It says, "Dear Ms. Fangmann, I am
18 sending you this letter because I cannot
19 attend the meeting on the 14th this month.
20 My name is Lisa Cohen. I am the President
21 of Glen Cove Chamber of Commerce since
22 2018 and the Director of Living Water For
23 Women, which is located less than a half a
24 mile down the road from the Villa Project.

25 "I have lived in Glen Cove for

1 forty-five years and have seen many
2 businesses come and go. Unfortunately,
3 for many of those businesses, Glen Cove is
4 not a drive-through City, it is a
5 destination location; and therefore, much
6 of the commerce relies on the residents of
7 this the City, and it hasn't proved to be
8 enough. We need more people going out to
9 dinner, shopping in our stores,
10 frequenting our shops, our movie theaters,
11 our banks, our eateries and cafes.

12 This project will help brings those
13 people and their wallets here to our City.
14 Glen Cove has tremendous potential to once
15 again be considered the jewel of the north
16 shore. The Waterfront and Village Square
17 have helped, but we need more in order to
18 be sustainable.

19 The Villa Project was approved in
20 2020. Let's get this going already,
21 exclamation points. "The Chamber of
22 Commerce is in support of the twelve-year
23 PILOT and we look forward to Livingston
24 beginning construction. My own nonprofit,
25 Living Water For Women, looks forward for

1 improvement of the surrounding area as
2 well. All around, this is a win for Glen
3 Cove." And that's, "Sincerely,
4 Lisa Cohen, President of Glen Cove
5 Chamber."

6 On a personal note, as a lifelong
7 resident and business owner, I, Maxine, am
8 happy to endorse the Villa, because as
9 long as I can remember, that ingress into
10 Glen Cove has been a rundown and scary
11 eyesore because of its dilapidated
12 appearance. When clients come to visit my
13 business, I want the surroundings to look
14 more like a respectable environment where
15 they're expected to pay for their
16 services.

17 The Villa is a sensible and
18 attractive plan to replace it with upscale
19 residential units at fair rental prices,
20 some affordable housing included and a
21 concealed parking garage built into the
22 hillside in the rear.

23 CHAIRMAN TIMOTHY TENKE: Maxine, do
24 you have much more?

25 MS. MAXINE CAPPEL MAYREIS: I have

1 another paragraph (indicating.)

2 CHAIRMAN TIMOTHY TENKE: Okay.

3 MS. MAXINE CAPPEL MAYREIS: It's
4 only three-stories high, even though it's
5 zoned for seven stories.

6 The principals of Livingston are
7 earnest and hopeful partners with us since
8 they purchased their first piece of land
9 on that site in 2003 investing in Glen
10 Cove in good faith and have paid millions
11 already just in taxes and lawyers to get
12 this project off the ground.

13 I think we owe these good people the
14 modest twelve-year tax abatement so this
15 will be at long last economically feasible
16 for them. The Villa will not tax our City
17 and school services or raise our taxes.
18 Their infrastructure is paid for there
19 privately, not with taxpayer money, and we
20 will all benefit from it in the long run,
21 residents and business alike. A win/win
22 for many years to come.

23 CHAIRMAN TIMOTHY TENKE: Thank you.

24 MS. MAXINE CAPPEL MAYREIS: Thank
25 you for giving me this opportunity.

1 CHAIRMAN TIMOTHY TENKE: I

2 appreciate it, thank you.

3 MR. DAVID NIERI: Good evening.

4 Dave Nieri, 8 Harbor Drive West, Glen
5 Cove.

6 I really have no objections to the
7 project as proposed. What I object to is
8 the way that the project was financed. As
9 Mr. Maccarone alluded to, this IDA -- and
10 I'm not including most of you members
11 because a lot of you are new members.

12 The IDA has a bad reputation, and
13 that reputation does not go back to the
14 Comptroller's report in 2018. It's more
15 like eight years ago when the State
16 Comptroller reported that in his study,
17 the Glen Cove IDA was determined to be the
18 most generous IDA in the State of New
19 York, even though we are one of the
20 smallest. And this has continued to this
21 day, and that's what I object to.

22 I don't ever want to see a PILOT
23 that is extended more than ten years. I
24 would like as a residential taxpayer to
25 have some assurance of where my taxes are

1 going to be over a ten-year period, but I
2 don't get that. We had some stability
3 with a 2 percent tax cap a while ago, but
4 as we saw last year, that was broken
5 easily enough.

6 I do not want to see anything
7 greater than a ten-year PILOT. In fact, I
8 would like to see a five-year PILOT. I
9 would like to see a developer come in and
10 say, we want to have a PILOT for five
11 years, and then at the end of five years,
12 we'll see how the project looks and we'll
13 renegotiate and we'll see if we're worthy
14 of an extension. I don't want to see
15 forty years, thirty years.

16 I mean, I'm going to be long gone by
17 then, but the consequences are going to --
18 you know, going to fall on me and on my
19 children and my grandchildren who are
20 still in this town. We're subsidizing the
21 development of all these projects. And I
22 don't have a real beef with the projects
23 themselves, but I can't afford to
24 subsidize these projects where they're
25 going to make millions of dollars.

1 So my -- I am urging you as an IDA
2 to try to change your reputation as the
3 most generous in the State and look at
4 PILOTS of a shorter term, evaluate them.
5 As Mr. Maccarone said, the PILOTS are
6 supposed to bring in jobs to Glen Cove.
7 And I did a study of them quite a few
8 years ago. The millions of dollars spent
9 brought in two or three full-time jobs.
10 That's a terrible record.

11 And having a shorter term on a PILOT
12 allows you to evaluate whether permanent
13 jobs are coming into Glen Cove and
14 determining whether the developer should
15 get a new PILOT or an extension. So I
16 never want to see a twenty-, thirty-,
17 forty-year PILOT again, and I hope you
18 take that in consideration.

19 CHAIRMAN TIMOTHY TENKE: Thank you,
20 Mr. Nieri.

21 Ms. Silverman (indicating?)

22 MS. MARSHA SILVERMAN:

23 Marsha Silverman, 15 Rooney Court. Good
24 evening, everyone, Members of the Board,
25 members of the public.

1 People might call me insane. I've
2 stood in front of this Board, some new
3 Members, but this Board, dozens of times
4 already saying the same thing, quoting the
5 State Comptroller's reports, yet this
6 Board every single time has passed PILOTS
7 and tax incentive breaks. So why is
8 tonight different? While we do have some
9 new members on the Board, I hope that you
10 will be open-minded and will actually
11 listen to the public.

12 Your own mission statement, if you
13 haven't read it recently includes your
14 performance goals, "To cultivate and
15 maintain community trust and engagement by
16 operating in a transparent and easily
17 accessible manner." Maybe this time you
18 will do that if enough of us remind you
19 what you're supposed to be doing.

20 What you are supposed to be doing,
21 as mentioned before as your mission
22 statement says and based on the New York
23 State charter for IDAs, "The Glen Cove IDA
24 has offered to promote, facilitate and
25 assist in the acquisition, construction

1 and improvement of industrial commercial
2 cultural and educational facilities that
3 advance economic welfare of the community
4 by job creation, economic (inaudible)
5 prosperity for the citizens of Glen Cove."

6 Nowhere does it says residential at
7 all in any of the State documents, in any
8 of the Glen Cove documents. This is a
9 residential development, period, period.

10 Now, when you look at the objective
11 studies that the New York State
12 Comptroller has done, you have heard some
13 of the metrics before, the key metric is
14 to create jobs. The dollars you give
15 away, you, the IDA, gives away to create
16 jobs, the key metric is cost per job
17 created.

18 Just last month -- you know, you
19 talk about back in 2006 and 2008. Just
20 last month last year's report came out
21 from the IDA with Glen Cove being the
22 worst in all of Long Island and close to
23 New York State giving away almost \$35,000
24 per job created here.

25 The average for Long Island is

1 around 4,000; Nassau County is about
2 5,000. We're more than eight times worse
3 than the average IDA. Why? Why are you
4 giving away our money?

5 Now, you might say you -- you've
6 heard this argument before; we're bringing
7 in new tax revenue. Well, if you're
8 bringing in new tax revenue -- somebody
9 mentioned earlier obviously they're asking
10 for this because it's better for them,
11 it's more profitable for them. They
12 wouldn't ask for this if they didn't need
13 it, if they didn't want it or if they
14 wouldn't make more money this way.

15 If you look at every property in
16 Glen Cove last year that had a PILOT
17 granted, if they were paying the actual
18 tax rate for their assessed value, Glen
19 Cove would have collected over 4 million
20 dollars on those properties alone that we
21 did not collect because we have these
22 PILOTS. That's 4 million dollars just on
23 properties that today have existing
24 PILOTS. That's over 4 million dollars
25 that the rest of the taxpayers in Glen

1 Cove would not have had to pay if we were
2 collecting from those properties that do
3 have PILOTS today.

4 So when we say you are subsidizing,
5 that you are allowing taxpayers, residents
6 to subsidize specific properties and
7 developers, that's what we mean. You are
8 taking away our tax dollars and giving it
9 to developers for their benefit, for their
10 sole benefit.

11 Now, I just -- I know I'm just about
12 out of time. I just have two other quick
13 points. That's my main point. You know,
14 if you were to grant this -- Mr. Mayor,
15 Mr. Chairman, you asked earlier if you had
16 the developer's word to hire prevailing
17 wage workers and union workers. Now, we
18 stood in this room, and you were up here
19 on this podium (indicating) in 2014 when
20 that same applicant swore under testimony
21 with this same stenographer here
22 (indicating) that he was not asking for a
23 PILOT for this project.

24 So when you sit here and you say, I
25 give you my word, what makes you believe

1 that he would do that now when you
2 asked -- it was asked seven years ago and
3 he swore in testimony that he would not
4 ask for a PILOT. Now here we are.

5 So what I would ask if and when you
6 actually do grant this, don't just hope
7 for things; put it in your agreement.
8 There can be clauses that if they do not
9 use 100 percent prevailing wage union
10 members to build this, then the public
11 financing should be revoked, period.
12 There should be no ifs, ands or butts
13 about that; no may I have your word on
14 that, Mr. Mayor. That's not how we
15 operate. It has to be in legal documents
16 contractually binding.

17 And one other thing about job
18 creation. When we talk about cost per
19 jobs created, the State Comptroller is
20 looking for net new jobs. The property of
21 this project had existing businesses on it
22 before they were demolished about three or
23 four years ago.

24 So the documents on this application
25 say there are six permanent jobs created.

1 I would ask you all to determine how many
2 jobs were in those -- maybe even six years
3 before that, if there was even one person
4 per store, guess what? That's not even
5 one new job. So we will be giving away
6 money to create zero permanent jobs.

7 So again, what might be different
8 this time than the other dozens of times
9 I've said a lot of these things? Maybe
10 this time you'll listen, maybe this time
11 you'll do what's right for the public and
12 the taxpayers, maybe this time I'm going
13 to continue hope. And maybe I'm going to
14 have to come back and say this all again.
15 Thank you.

16 CHAIRMAN TIMOTHY TENKE: Thank you.

17 Bob Pascucci first (indicating.)

18 MR. ROBERT PASCUCCI: Good evening,
19 Mr. Mayor, Members of the Board. My name
20 is Robert Pascucci. I live in Oyster Bay
21 now. My wife dragged me out of Glen Cove
22 kicking and screaming four years ago. She
23 also hounds me to get a hearing aid, and
24 she might be right because I think I
25 missed maybe 30 or 40 percent of the

1 comments tonight.

2 I did hear Glen Cove Boys & Girls
3 Club come up a couple of times. I do want
4 to say one thing. I am a member of the
5 Board of Directors of the Glen Cove Boys &
6 Girls Club. I have been on the Board for
7 over twenty years, I have been a Vice
8 President -- one of the several Vice
9 Presidents for I don't know how many
10 years, and I was the point person at the
11 Boys & Girls Club involved in the selling
12 of the two pieces of property to
13 Livingston Development.

14 The first one I think was in 2007 at
15 a time when we had discussions with
16 Livingston. And at that point in time,
17 the Boys & Girls Club endowment or --
18 endowment, I guess is the best word, was
19 really minimal and we were really
20 struggling to maintain all of our programs
21 and maintain all the requirements of all
22 the Boys & Girls Clubs, and we felt at
23 that time that that first approximately a
24 half acre of property was surplus to us,
25 unusable by us, a sloped piece of property

1 that we hadn't been using and we agreed to
2 sell it to Livingston. And it really gave
3 us the financial strength and comfort to
4 move forward with instituting new programs
5 and maintaining our programs at the Boys &
6 Girls Club.

7 And then about three or four years
8 ago we were approached to sell an
9 additional piece of property, which again,
10 we hadn't been using. It was
11 underutilized, it was landlocked. We
12 agreed again to sell a piece of property
13 to Livingston. We had covenants about not
14 building or encroaching onto that second
15 piece of property which diminished the
16 value to us and what they would have to
17 pay to us, but trying to be a good
18 neighbor, we felt that was an appropriate
19 use of the property. Again, unusable and
20 landlocked to anyone else, and we made
21 that second sale.

22 These sales have allowed us to, as I
23 said, maintain our programs, flush up our
24 endowment, and we are in much, much better
25 fiscal shape as a result of these

1 transactions.

2 And my last comment, I am not going
3 to comment on the role of the IDA or
4 anything or even the quality or comments
5 of the development, but I will say that
6 the developer has been a good neighbor to
7 us. Every promise that they made to us
8 they have kept.

9 They came onto our property for no
10 cost -- part of the negotiation of the
11 second piece of property, but they came
12 onto our property, they did some
13 improvements for us in our parking lot,
14 they did a very good job. They have been
15 a good neighbor to the Boys & Girls Club
16 from my personal perspective.

17 I'm only speaking on my own personal
18 behalf, and I just used up my three
19 minutes. Thank you.

20 CHAIRMAN TIMOTHY TENKE: Thanks,
21 Bob, I appreciate it.

22 Eileen Coals (indicating,) then
23 Gaitley (indicating.) Hello, Eileen.

24 MS. EILEEN COLES: Hi.

25 CHAIRMAN TIMOTHY TENKE: How are

1 you?

2 MS. EILEEN COLES: I'm hanging in
3 there. Eileen Coles, 3 Phillips Road.

4 I never thought -- you can knock me
5 over with a feather if anybody ever said
6 to me that I agree with John Maccarone,
7 yet I do. Every word he said was
8 absolutely dead on. And the problem here
9 is that most of you -- I did not vote for
10 you (indicating) or you (indicating.) And
11 you have had control over this -- what I
12 refer to as a Star Chamber, that's kind of
13 what it is, and (inaudible) --

14 CHAIRMAN TIMOTHY TENKE: They're
15 independent Board Members; it's not a Star
16 Chamber.

17 MS. EILEEN COLES: Who do they
18 answer to? We have to have them answering
19 to the people that they are supposed to be
20 representing. Like Marsha said, they are
21 supposed to be acting in the interest of
22 the residents, and statistics are showing
23 from the State that that's not happening.
24 So that has to change, and it can change
25 now, today.

1 You know, as others have said, I
2 have nothing against the project; it's the
3 way that it's getting put onto the backs
4 of taxpayers. You have to think about the
5 people who are going to be living here
6 long after these folks leave and have gone
7 away with their money -- with our money.

8 Who's going to be able to afford to
9 live there if the taxes start going up
10 because they didn't pay their share? They
11 can't afford to pay. You know, people who
12 afford -- who can afford to pay taxes
13 should do so and pay their fair share.
14 And the people who are going to move into
15 those buildings, how are they even going
16 to afford to live here and shop here?

17 The other issue I have which is some
18 of what I've been hearing is, they want us
19 to go out and go shopping. What about our
20 history? What about the three mansions
21 that are up for auction this week that --
22 are you guys going to give those away to
23 developers, too? Are we going to have
24 this place looking like Queens, you know,
25 or are we going to have representation of

1 our priceless and unique history?

2 Can we maybe turn one of those
3 mansions into an art museum, into an art
4 center, you know, even a catering thing?
5 I don't know. But why does it always have
6 to be these developers coming in, taking
7 our money, building these things and then
8 people can't even afford to live in them?

9 You know, you have to think about
10 the future. It's not just about money;
11 it's about people. Please make it about
12 residents in the future starting tonight.
13 Think about that young man who grew up
14 here who wants to raise his next
15 generation of family here. What's going
16 to be here for him? Are there -- is there
17 going to be anything for the children, you
18 know, places to play, places to learn,
19 places to grow?

20 We aren't looking in that direction
21 if all we're doing is giving away PILOTS
22 to these people who come in, do things and
23 leave. You know, what about the people
24 who are going to be here in twenty years?
25 Why are we giving them twenty years of the

1 future of our residents? Why are we doing
2 that? Stop, please, please. Everybody is
3 saying that this is about money. It's not
4 about money; it's about people's futures.

5 Now, we are supposed to have a
6 representative government where we have a
7 voice, and I'm exercising that, and I'm
8 proud to do it, and I served so that
9 everybody can do it in the military. I
10 would like to think that I didn't serve
11 for nothing, you know. I would like to
12 think that we have our voice, and we
13 deserve to be heard. I voted for you,
14 Tim.

15 CHAIRMAN TIMOTHY TENKE: Thank you.

16 MS. EILEEN COLES: I voted for you.
17 Please, I would like to vote for you
18 again, if --

19 CHAIRMAN TIMOTHY TENKE: Thank you.

20 MS. EILEEN COLES: -- you get my
21 drift. And I will say this also, I voted
22 for her, too (indicating,) and I will not
23 be silenced. I will not have her
24 silenced. I served so that she could
25 speak, so that she had a First Amendment

1 right. I served --

2 CHAIRMAN TIMOTHY TENKE: Let's not
3 make this political. Let's keep it --

4 MS. EILEEN COLES: It is political
5 because this is about -- this is about our
6 voice, this is about the First Amendment.

7 CHAIRMAN TIMOTHY TENKE: And you are
8 being heard.

9 MS. EILEEN COLES: She needs to be
10 heard, too (indicating.)

11 CHAIRMAN TIMOTHY TENKE: I didn't
12 say she couldn't speak. She spoke.

13 MS. EILEEN COLES: I believe it's
14 (inaudible.) That needs to change. Don't
15 do that again.

16 CHAIRMAN TIMOTHY TENKE: Thank you.

17 MR. GAITLEY STEVENSON-MATHEWS:
18 Hello, all. Gaitley Stevenson-Mathews,
19 163 Landing Road.

20 It was mentioned earlier how nice it
21 is that people are here and not in masks
22 and are able to relate back and forth. As
23 most know, back in March of last year when
24 this proposal was brought before the City
25 Council, I did not vote to send it

1 forward. At that juncture, the proposal
2 included, among other things, an increase
3 in density from 176 units to 216 units.
4 Especially with so much other development
5 going on, I felt like increased density
6 was not something we could stomach, not
7 where we needed to go. I felt like a
8 strong message needed to be sent, so I did
9 not send this forward at that point.

10 Fast forward to today. And I
11 appreciated the presentation from
12 Mr. Deegan. As noted in the presentation
13 with Livingston that -- with pushback from
14 some elected officials, from some
15 residents, from the people of Glen Cove,
16 that has been taken back down to
17 176 units. I feel that it's a step in the
18 right direction.

19 Also, the commitment to use labor
20 and prevailing wage, that is absolutely a
21 step in the right direction. If we are
22 going in that direction, that is good,
23 that is positive, and I feel that that is
24 what we need to do.

25 There is -- I also feel with this

1 being the case and given that Livingston
2 has gone through these proper channels,
3 and I do feel that's the case and I do
4 feel things are moving forward in a
5 positive way, and I am tired of our
6 gateway to the City being a hole in the
7 ground, I hope this moves forward.
8 However, I have two concerns.

9 My first concern is that to date, I
10 feel like Livingston has not been a good
11 neighbor. The way they have approached
12 the people who lived in those units -- and
13 I am not in any way supporting that it is
14 good to have substandard housing. It is a
15 better choice to have homes that people
16 can depend on and that are safe. So I'm
17 not saying that it was a great place to
18 live.

19 But the thing with the people in
20 Glen Cove, some of us live in houses with
21 above-ground pools, some of us live in
22 homes with pools in the ground, some of us
23 live in gated communities, some of us live
24 in nice apartments and others live in
25 apartments that don't work so well. And

1 it's not because they choose for that to
2 be the case, but it is because they are
3 forced to live in substandard housing.

4 I do recognize that that was not a
5 great place, but it was home to a lot of
6 people. And I heard blight so much that I
7 felt like it wasn't a recognition of the
8 fact that many people had lived there.
9 And while it may be blight, and that's the
10 way you frame it when you're doing
11 development, there are a lot of people who
12 called that home and they grew up there.
13 So I don't feel that was approached in the
14 right way. I don't think that's
15 neighborly and the right thing to do.

16 I also feel like, if you look at
17 that property, it has not been maintained.
18 I feel like the grass is as tall as the
19 fence. And again, not a good neighbor.
20 That is not to say they can't be a good
21 neighbor moving forward, but I do hope
22 that they will work to have that be the
23 case.

24 And I hope as they do that, as a
25 City, we are going to work hard to make

1 sure that they abide by rules and such so
2 that if they don't work to be a good
3 neighbor that we will make sure that they
4 are good neighbors.

5 My second concern is that while I
6 support the Livingston project moving
7 forward, they -- because they have
8 followed procedure, and I recognize that
9 they have the right to build, I absolutely
10 do not support the project moving forward
11 on the backs of taxpayers. It is
12 irresponsible to further endanger the
13 fiscal health of the City of Glen Cove by
14 granting unwarranted tax breaks to this
15 developer.

16 Again, just as I said in that
17 meeting when I did not send it forward,
18 enough is enough. I so urge you not to
19 support this PILOT. If they can move
20 forward without the PILOT, that's the way
21 it should happen. If they can't afford to
22 do it -- you know, they could only do it
23 with that PILOT, then they need to make a
24 different choice or they need to sell the
25 property. But putting it on the backs of

1 taxpayers is not where we need to go.

2 Thank you very much.

3 CHAIRMAN TIMOTHY TENKE: Thank you.

4 Let's see, I think I had them first
5 (indicating,) then I'll have you, Roni
6 (indicating,) go. Okay, sir?

7 MR. ALAN KENNEMER: Me?

8 CHAIRMAN TIMOTHY TENKE: Yes.

9 MR. ALAN KENNEMER: Good evening,
10 everyone. I'm glad to see that Dan also
11 makes his writing very big (indicating.)
12 My name is Alan Kennemer. I'm here to
13 represent the Long Island Builders
14 Institute. We wanted to come out and just
15 share our full support of this project.

16 Long Island continues to be
17 underperformed in most other metropolitan
18 areas in the development market of
19 rental -- rate rental housing in this
20 region. This is a result of two specific
21 issues. First is the ability of
22 municipalities to provide the proper
23 zoning for such development. Second is
24 the cost of land and real estate taxes
25 that we're all very aware of.

1 In order for a project like this to
2 move forward, the developer will need
3 assistance from the IDA in order to
4 succeed. In this regard, in almost all
5 rental developments on Long Island, it is
6 essential for this agency to be able to --
7 to receive this from this agency.

8 In this specify case, the real
9 estate -- the real property tax proposal
10 being considered by the Board would be a
11 twelve-year PILOT. Now, I know I've heard
12 twenty, but it is going to be a
13 twelve-year in lieu of tax agreement,
14 which would phase in starting after the
15 first year. Over the period of time, the
16 proposal real estate property's tax
17 payments would be over 5.3 million
18 dollars, almost 3.5 million more than
19 would be collected as the property stands.

20 Without such a PILOT agreement,
21 there would be no project in the future.
22 This would mean no jobs, no revenue for
23 merchants, no project, no 176 new market
24 units. We urge the Industrial Development
25 Agency to support this project. Thank

1 you.

2 CHAIRMAN TIMOTHY TENKE: Thank you.

3 MS. RONI EPSTEIN: Roni Epstein, 15
4 Rooney Court. First of all, I have a
5 letter from my attorney (indicating.) I
6 have copies for everyone.

7 CHAIRMAN TIMOTHY TENKE: Yes, I
8 think we received it.

9 MS. RONI EPSTEIN: Okay.

10 CHAIRMAN TIMOTHY TENKE: It is part
11 of the our packet.

12 MS. RONI EPSTEIN: Great. First of
13 all -- and I know there's a lot of
14 lobbying organizations here with the
15 Building Institute, I guess in this case
16 the Chamber of Commerce lobbying for more
17 people. Whatever position you're in, you
18 know, it's not about taxpayer subsidy.

19 You guys have a responsibility here.
20 And with all due respect to you, I know
21 you will weigh it out objectively, and
22 that's all we can ask for as the public,
23 but you should recognize that this is not
24 about rescuing a bad deal on the backs of
25 the taxpayers. That's not what you're

1 here for. You're here for job creation.
2 Not temporary jobs, not even construction
3 jobs, because they are temporary, but it's
4 really about the future of Glen Cove, as
5 many have mentioned.

6 I want to echo the statements of
7 Mr. MacCarone who talked about really what
8 the responsible of the IDA is and what
9 your responsibility is to the taxpayers.
10 I'm a taxpayer, many of you are taxpayers.
11 This is not about his project personally.
12 He has one, he -- it's his business, he
13 wants to make money. That's a different
14 issue than what we're all here about.

15 We live in the community. I live
16 next to the project. I share a 200-foot
17 border with the project. I know
18 Mr. Deegan is his attorney and he wants to
19 represent him in certain way, but you have
20 to know that this developer has sued me
21 personally for 11.3 million dollars for
22 speaking out about this project. Just to
23 educate the community, he lost his case
24 because everything I said was true, and
25 now he's appealing.

1 I ask you, if he can put forth a
2 suit against me, protracted lawsuit, how
3 come he can't afford to build this? If he
4 can afford to sue me, how come he can't
5 afford to put that money towards his
6 project? I ask you that. And if you have
7 any questions about it, feel free to ask
8 me.

9 So I just want to make a couple of
10 points. I don't know if you're aware, but
11 during the hearings, which were
12 protracted, extensive hearings, counsel at
13 the Planning Board (inaudible) hearings,
14 this applicant stated numerous times that
15 he can proceed and complete this project
16 without taxpayer help. He said it
17 numerous times. He also said, and we have
18 it on the record and it is cited herein
19 (indicating,) that condominium ownership
20 is much better for the surrounding
21 neighborhood because it incentives
22 permanence and avoids transience.

23 We had transience there before; we
24 had apartments. So he said, this is a
25 blighted area; I'm going to change it.

1 Now, to accommodate the opportunity to get
2 a PILOT, he changed the project to
3 rentals. So where do we sit now? With a
4 project that was approved based on that
5 condition which is completely different
6 now. Is that fair? Is that fair to the
7 neighbors? Is it fair to me who lives
8 behind it or my neighbors who are all
9 here? Is that fair?

10 So you have to look at a way -- is
11 it appropriate to rescue a bad deal for
12 someone who is in a private business, who
13 has appropriated property from the Boys &
14 Girls Club that was given to them at a
15 very reduced rate during urban renewal for
16 what benefit? For the public benefit.

17 When Mr. Pascucci spoke about his
18 unused property on the steep hill -- you
19 know what that property was supposed to be
20 used for? It was supposed to be used for
21 recreation in perpetuity because it's so
22 steep that you can't build on it safely,
23 and it should have been protected by the
24 Hill Protection Requirement that we have
25 in the City, which was waived for him.

1 The other thing you need to know is,
2 because that property was not alienated
3 properly through a subdivision to him, he
4 really is not allowed to build on it, but
5 his current site plan has him building on
6 it. That was an issue before the Court in
7 an Article 78 that I have challenged,
8 because without properly subdividing the
9 property, he can't build the full building
10 on Lot A -- on Building A, Lots 66 and 67.
11 That is also in here (indicating.)

12 So you should know all these things
13 before you are willing to subsidize this
14 project with taxpayer money, particularly
15 after the people in this community have
16 just gotten hit with an almost 8 percent
17 tax increase coming out of COVID. You
18 have to weigh that.

19 So what I'm trying to say is, it's
20 not about him personally. I'm not going
21 to say anything about him personally, but
22 I will say, has he been a good neighbor?
23 Maybe to some, but not others. Because
24 when I first met him, he said to me, "If
25 you challenge this project, I will put

1 Section 8 in your backyard," and that's a
2 quote. So that's the kind of person I'm
3 dealing with who is appealing this
4 Article -- this deformation case that he
5 lost. So just understand what's going on
6 and balance and try to get to the -- you
7 know, what's fair to the public.

8 He's had every opportunity to build.
9 He could have built for the last five
10 years. Nothing has changed. Condominiums
11 are totally -- you know, the market is
12 good for them right now, we know that. So
13 he can build this project, nothing's
14 stopping him. He doesn't need to be
15 bailed out. If he can't build it, then
16 it's not a viable project, that's it, and
17 it's not our responsibility to bail him
18 out again. He's had years to do this.
19 I'm not stopping him.

20 So please be objective. Read this
21 (indicating,) and if you need a copy, let
22 me know, okay. And thank you for your
23 time, I appreciate it.

24 CHAIRMAN TIMOTHY TENKE: Thank you,
25 Roni.

1 Okay. I am going to give you an
2 opportunity to rebut some questions that
3 were asked, but -- Jeff (indicating,) is
4 this something new you are going to add?

5 MR. JEFFREY PERESS: Yes.

6 CHAIRMAN TIMOTHY TENKE: Okay,
7 please be brief.

8 MR. JEFFREY PERESS: Jeff Peress, 16
9 Dennis Drive. I wanted to mention about
10 the Chamber of Commerce and the prevailing
11 wage. I think the Chamber of Commerce --
12 maybe not the local Chamber of Commerce,
13 but the national Chamber of Commerce is
14 dead against prevailing wages. They
15 fought very hard to stop the federal
16 minimum wage to go up to \$15.00 an hour.
17 So who does that benefit? Does that
18 benefit jobs creation or does it benefit
19 the developer?

20 The second thing, Mr. Deegan, I've
21 known you for many years. And I want to
22 bring this up, too, and I've said this
23 about your partner, too. This is --

24 MR. DANIEL DEEGAN: My sister.

25 MR. JEFFREY PEREZ: -- a -- yes --

1 professional responsibility. You were the
2 City Attorney many years ago; weren't you?
3 And I'm wondering why you represent so
4 many property owners, particularly --

5 CHAIRMAN TIMOTHY TENKE: Jeff, Jeff,
6 Jeff, we're not going to go there.

7 MR. JEFFREY PERESS: No, no. I want
8 this the on record. Why is that the case
9 there? And if we need to negotiate, we
10 need to negotiate on our terms, not on
11 developer's terms.

12 The Builders Association, third
13 point, you're building cheap truss
14 construction. You've got to have solid
15 construction. It's dangerous. You can't
16 use compressed wood (inaudible) because
17 that attracts mold. Thank you.

18 MR. DANIEL DEEGAN: So I am the last
19 speaker?

20 CHAIRMAN TIMOTHY TENKE: Yes, you
21 will be the last speaker and then we will
22 make our final comments and then we will
23 adjourn for the evening.

24 MR. DANIEL DEEGAN: Okay. So I took
25 notes. I am going to try to hit things

1 and answer some of the questions that were
2 asked.

3 CHAIRMAN TIMOTHY TENKE: How much
4 time do you need? Five minutes, is that
5 enough, or do you need more than that?

6 MR. DANIEL DEEGAN: To speak?

7 CHAIRMAN TIMOTHY TENKE: Yes.

8 MR. DANIEL DEEGAN: Five minutes
9 should be good.

10 CHAIRMAN TIMOTHY TENKE: Okay.

11 MR. DANIEL DEEGAN: And then we're
12 going to end; right?

13 CHAIRMAN TIMOTHY TENKE: Yes.

14 MR. DANIEL DEEGAN: Okay. So first
15 of all, I'm just going to take this down
16 (indicating.) So there would be a
17 covenant with regards to the affordable
18 housing. We're getting a twelve-year
19 PILOT. It would be in the IDA document's
20 requirement that the property remain
21 affordable during that period of time.

22 Nassau/Suffolk -- the only AMI that
23 means anything is the AMI for
24 Nassau/Suffolk. That is the standard
25 that's utilized every place. It's not a

1 matter of, we're doing it in this case.
2 That's the way affordable housing is
3 defined on Long Island, is the percentage
4 of AMI -- the catchment areas of -- the
5 federal catchment areas in Nassau and
6 Suffolk County, whether you're in
7 Riverhead or Garden City or Glen Cove,
8 that doesn't change.

9 One of the big concepts, and I know
10 it's a conceptual thing and I think the
11 Board understands it is, this is not money
12 being taken from the taxpayers. I looked
13 at the -- compared the two schedules.
14 Without this PILOT, there's no
15 development. We're talking over the next
16 twenty years, 3 million dollars' worth of
17 revenue. With this PILOT, with this
18 development, we're talking about 18
19 million dollars' worth of revenue. That's
20 from the IDA's own consultant in their
21 report. So that's 15 million dollars net
22 positive to the City.

23 What's the additional cost to the
24 school district? Well, you heard how many
25 kids the school -- the Waterfront is

1 putting into the school system. How many
2 apartments -- how many kids are coming out
3 of the Avalon? It is a miniscule number
4 and is dwarfed by the amount of revenue
5 that's produced with a PILOT and City
6 assistance.

7 Out of state construction workers,
8 it's the opposite. What we're talking
9 about is a concentration on getting local
10 workers. We approached Local 66, and
11 we're talking about -- we asked them about
12 their Glen Cove workers because we want to
13 get their Glen Cove workers on the site.
14 That's the deal that was made. We never
15 said this is going to be a prevailing wage
16 job. Those people -- prevailing wage --
17 this is an open shop. If union
18 contractors can be competitive, we're
19 going to utilize them.

20 More important is going to be to get
21 local people, and there's local -- there's
22 union contractors here in Glen Cove, and
23 they're going to be given every
24 opportunity, and we believe so and we're
25 going to get it. But in terms of the

1 laborers, that's the local -- that's the
2 local emphasis.

3 You know, there was a comment made
4 that of all the PILOTS that exist today,
5 that there's 4 million dollars that isn't
6 being paid in. That's not looking at the
7 other side of that, which somebody
8 mentioned is, how much money is being paid
9 without those PILOTS? Because the choice
10 is not 4 million dollars given away; it's
11 the 16 million dollars that they paid or
12 zero.

13 So you have to look at it the right
14 way. You're only looking at it by the
15 Delta or what could have been paid. What
16 could have been paid is zero, because
17 that's what would have been paid if it
18 wasn't for the PILOT.

19 The other criticism, and I know that
20 this is not particular to this project,
21 but it was about this IDA. I was the City
22 Attorney for -- a long time ago, and there
23 used to be a tremendous industrial base in
24 the City between Photocircuits, Pall
25 Corporation and everything else. Those

1 companies have nothing to do with this IDA
2 or the City. But national and
3 international economics moved out of the
4 City, and they had IDAs. So it wasn't
5 like the IDA had anything to do with that.

6 The IDA's mission, and they -- and
7 one of the things they talked about is,
8 it's not just industrial, it's also
9 commercial. These are considered
10 commercial projects under the law. It's a
11 common -- and it's a common economic
12 development tool that's used around the
13 state and on Long Island. And every
14 single major project like this,
15 trans-oriented development, removal of
16 blight, downtown, it's done through an IDA
17 PILOT, that's the way it's done. So this
18 is not something that this IDA is doing
19 different, so it's a skewed report.

20 If you look at the Town of Babylon,
21 why there's so much -- you know, they have
22 a tremendous industrial base there, so a
23 lot of their ideas -- they also do
24 housing. If you look at just the housing
25 they did, you would have similar numbers

1 that this IDA has. So it's unfair to say
2 that this IDA is not somehow producing
3 jobs. Those types of industries are not
4 located in Glen Cove anymore. We have
5 been modernizing ourselves to new, fresh
6 housing stock instead of the old
7 apartments that were there that were
8 dilapidated and a source of crime. Not in
9 the last three years and five years, but
10 over the last thirty years, that has been
11 a crime spot that has used up tremendous
12 City resources.

13 Let me just see what else I have.
14 Another thing, you know, I read the thing
15 about the height. This property is -- the
16 houses that are behind us -- this is not
17 an IDA issue, it's a zoning issue. But
18 anyway, it's already approved -- are well
19 below the level -- the roofs are well
20 below the level of those houses. There's
21 not a wall that's being built anywhere.

22 I don't know if you wanted to
23 address the construction material issue.

24 MR. DANIEL LIVINGSTON: I would be
25 delighted to.

1 MR. DANIEL DEEGAN: But just to be
2 clear, you know, because there's so
3 many -- that somebody said that we said
4 this project is prevailing wage. We did
5 not say that. We said we are engaging in
6 communications with the unions, we have a
7 deal, if you will, granted, it's a
8 handshake, but it's acceptable to the
9 Local Laborers 66, they have given me
10 permission to come here tonight and say
11 they support us 100 percent on this
12 project because they trust us and they
13 know our reputation and -- you know, so
14 that's what the deal is.

15 CHAIRMAN TIMOTHY TENKE: Thank you,
16 Dan.

17 MR. DANIEL DEEGAN: I would just
18 like Dan to talk about, you know,
19 construction materials if you guys --

20 CHAIRMAN TIMOTHY TENKE: Well --

21 MR. DANIEL DEEGAN: Because
22 Mr. Peress raised it, and it's ridiculous.

23 CHAIRMAN TIMOTHY TENKE: We have the
24 Building Inspector here (indicating) and
25 the building materials that have to be

1 followed. So I assume you can't go in and
2 just put up whatever kind of material that
3 you want; it has to be built to code. So
4 I'm assuming that you will be monitored
5 and you are going to build up to code or
6 you will not get COs.

7 So that's -- I mean, one of the
8 only -- I mean, I know that there are
9 different building codes in Manhattan than
10 there are out here on Long Island, and I
11 get that.

12 So I didn't -- you know, Jeff's
13 comment about using inferior things, I
14 mean, it still has to be inspected by the
15 Building Inspector and it has to be -- it
16 has to pass muster. So without having you
17 get up and say the same thing, I --

18 MR. DANIEL DEEGAN: Okay.

19 CHAIRMAN TIMOTHY TENKE: And I am
20 not trying to defend you. I'm just
21 saying, my knowledge of -- because we had
22 this with RXR, that's a project right
23 here, and that's the way it is. So --

24 MR. DANIEL DEEGAN: Just one final
25 thing I just wanted to say which goes to

1 your issue of -- because there's a lot of
2 people saying it's the Industrial
3 Development Agency, it's supposed to be
4 creating jobs. This IDA commissioned a
5 third-party report that we had nothing to
6 do with from (inaudible,) and they
7 concluded that there's going to be 30
8 million dollars of ongoing permanent wages
9 created by this project. That means going
10 forward, every year there's going to be
11 4.3 million dollars spent by those
12 residents in the City.

13 That's your report; this is not us.
14 We didn't even know that until -- we knew
15 it would be significant. So that is what
16 creates the jobs (inaudible,) and that's
17 all from the IDA's report. We put all of
18 the stuff that your consultant said in the
19 report. This is a tremendous economic
20 booster for the City.

21 CHAIRMAN TIMOTHY TENKE: Thank you,
22 Mr. Deegan. Thank you, everyone.

23 You know, I really appreciate
24 everybody's participation in this. This
25 is what these public hearings are supposed

1 to be. We're supposed to hear everyone's,
2 you know, side of how they feel about a
3 certain project. So this is a -- it
4 fosters meaningful dialogue. And I hoped
5 that it would, and it has.

6 So as I mentioned, if anyone has any
7 other questions or comments, please send
8 them between now and July 21st at
9 5:00 p.m. to the IDA at 9 Glen Street,
10 Glen Cove, New York 11542 or by email to
11 Ann Fangmann, F-A-N-G-M-A-N-N, at
12 glencovecda.org.

13 And it's now about 7:50 p.m., and I
14 want to thank you all and say good --

15 MS. LOIS FRICKE: You forgot me.

16 CHAIRMAN TIMOTHY TENKE: I'm sorry?

17 MS. LOIS FRICKE: You forgot me.

18 CHAIRMAN TIMOTHY TENKE: Oh, I
19 thought you were having him speak
20 (indicating.) Oh, you wanted to speak?

21 MS. LOIS FRICKE: Yes.

22 CHAIRMAN TIMOTHY TENKE: I
23 apologize. We will hold it open for a few
24 more minutes. I didn't realize -- I
25 thought that you guys were together

1 (indicating,) I apologize.

2 MS. LOIS FRICKE: That's okay. Hi.
3 So I am Lois Fricke. I am representing
4 Long Island Builders Institute's members.
5 We have over 610 company members all over
6 Nassau and Suffolk County, including Glen
7 Cove, and we have a group of members that
8 have families here that live here.

9 And at the late -- at the last
10 minute -- we didn't have that much time,
11 and with the weather going, we had our
12 members wanting to help, so they went out
13 and they got petitions. I have here
14 letters and petitions (indicating) from
15 people that live here in Glen Cove
16 supporting this project, so I want to hand
17 that in for the record.

18 CHAIRMAN TIMOTHY TENKE: We have a
19 copy.

20 MS. LOIS FRICKE: I don't know if
21 she needs one (indicating.)

22 But I would like to have some things
23 that people say that -- I am going to be
24 seventy-eight this year. I am in this
25 industry for over twenty-five years, I

1 work for the Long Island Builders
2 Institute, and this company is a member.
3 We have very strict regulations. You have
4 to pass the muster of every member having
5 to vote that you can become a member. We
6 look at everything you do, we keep a check
7 on it, we take complaints from citizens
8 that might have a complaint on a builder.
9 We're union and nonunion. We go by codes.
10 We take a lot of pride in our
11 organization.

12 In the last number of years --
13 someone said before that, how could you
14 take his word for it when he said he
15 didn't need a PILOT? Well, 30 million
16 dollars later, he needs a PILOT. So, you
17 know, that's common sense. He spent all
18 this time and spent over 30 million
19 dollars to try to do the right thing.

20 Babylon is -- I don't live in
21 Babylon, but the Supervisor and I are best
22 friends. We do a lot for Babylon. I just
23 want you to know that what our
24 organization and our members do. We have
25 a charitable organization, Long Island

1 Home Builders Care. We do lot of
2 renovations for our members for nothing,
3 for children that are handicapped and want
4 to stay home with their families. We have
5 a website that people should look at and
6 see what we really are besides lobbying.
7 That's just a small part of this.

8 I have to compliment you for having
9 this, because I go to all the IDAs on Long
10 Island, and I come from Plainview, I grew
11 up there. You know, when I moved there,
12 there was a cabbage farm across the street
13 that stunk. I was one of the first houses
14 and had to walk, I don't know, two miles
15 to get bread, and look what happened to
16 Plainview now. I mean, it's growth.

17 I understand how people are afraid,
18 but you can't do a project like this if
19 you don't help them out. It's only for
20 twelve years, it's a good project, it will
21 clean up -- when I parked here, I saw
22 stores that are empty. How are you going
23 to get stores to fill up if you don't have
24 people to buy things?

25 So there's a lot things that this

1 project benefits. You're here to help
2 them do it. It's not coming out of
3 taxpayers' pockets, because eventually
4 they're going to be paying into it a lot
5 more after they're done with this PILOT.
6 It's just less they're paying, nothing out
7 of there.

8 So we're here, we support it,
9 there's lots of members. These people
10 vote, these people live here, they work
11 here, and I compliment you if you pass
12 this project. Thank you.

13 CHAIRMAN TIMOTHY TENKE: Thank you,
14 Lois. I do apologize.

15 So we are going to end on that note
16 tonight. So thank you, everybody, for
17 coming. I don't have a date yet as to
18 when a decision -- we have to wait past
19 July 21st because that's the last day for
20 the comment period to remain open, but we
21 will be back and let everyone know when we
22 will have a decision, and hopefully it
23 won't be that long, okay. I know you are
24 waiting (indicating;) everyone's waiting.

25 So thank you all so very, very much.

1 Thanks, everybody. Have a good night.

2 (Time noted: 7:54 p.m.)

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CERTIFICATION

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I, LISAMARIE MARCONI, a Notary
Public in and for the State of New York,
do hereby certify:

THAT the witness whose testimony is
hereinbefore set forth, was duly sworn by
me; and.

THAT the within transcript is a true
record of the testimony given by said
witness. I further certify that I am not
related, either by blood or marriage, to
any of the parties to this action; and

THAT I am in no way interested in
the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto
set my hand this 14th day of July, 2021.

LISAMARIE MARCONI

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