

**GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY
& LOCAL ECONOMIC ASSISTANCE CORP.
City Hall - 9 Glen Street, Glen Cove, NY 11542**

**Minutes of Meeting
December 12, 2023**

The Glen Cove Industrial Development Agency and Local Economic Assistance Corp. held a regular business meeting at Glen Cove City Hall, second floor conference room, 9 Glen Street, Glen Cove, NY 11542 on Tuesday, December 12, 2023. The meeting was livestreamed and recorded in accordance with Section 857 of NY GM Law, as amended. Chairperson Panzenbeck called the meeting to order at 6:30 p.m. and the following members were present:

IDA/LEAC MEMBERS:

Pamela D. Panzenbeck, Chairperson
Vincent Hartley, Vice Chair
James Cappiello
Grady Farnan (late)
John Fielding
Thomas Hopke

Also Present:

Ann Fangmann, Executive Director
Camille Byrne, Secretary
Margo Zoldessy, CFO
Milan Tyler, Esq. – IDA/LEAC Attorney

Absent:

Dave Jimenez

MINUTES:

Chairperson Panzenbeck made a motion to adopt the minutes of the IDA/LEAC meeting held November 14, 2023 and asked for a second. Vice Chair Hartley seconded the motion. Motion carried as follows:

IDA/LEAC MEMBERS

Chairperson Panzenbeck
Vice Chair Hartley
James Cappiello
Grady Farnan
John Fielding
Thomas Hopke
Dave Jimenez

VOTING

AYE
AYE
AYE
Not present for vote
AYE
AYE
Absent

Executive Director Report:

Garvies Point Marina: Ms. Fangmann informed the members that the IDA exercised its option, as per the agreement entered last year, to extend the management of the Marina by the Garvies Point Homeowners Association (HOA) for another year through 2024. There are now 4 optional annual extensions remaining. Spiro Tsirkas of the Glen Cove Recreation Department has been coordinating marketing efforts with the HOA and advertised a pre-season sale price for boat slips.

Men on the Move/P.R. Storage: Milan Tyler, Legal Counsel for IDA announced the closing on the transaction of outstanding PILOT arrears received from P.R. Storage in the amount of \$45K. The IDA transferred the money to the City upon receipt. The matter of the portion of the arrears due from Men on the Move is still pending.

Janet Lane/Stanley Park: Ms. Fangmann announced that she has heard from a member of Fair Housing Development Board that the new management company and board intend to repair the 2 fire damaged units. Officially, the waiver request previously submitted to the IDA remains pending.

Finance Report:

Margo Zoldessy, CFO, provided the members with a detailed overview of the budget to actual finances of both the IDA and LEAC for the period January through November 2023. Details as follows:

IDA Budget to Actual (Jan thru Nov'23)

(1) **Revenue** for the period of **Jan thru Nov'23** as compared to the budget is as follows:

- **Total Revenue of \$ 216 k** as compared to the annual budget of **\$289 k**
 1. Escrow Revenue - **\$142 k** as professional fees
 2. Interest income - **\$15 k**
 3. Other revenue - **\$59 k** from Admin fees and consent fees

(2) **Expenses** for the period of **Jan thru Nov'23** (as compared to the Annual Budget) are as follows:

- **Total Expenses: \$298 k** as compared to the annual budget of **\$289 k**

- **Salaries and benefits** incurred for **\$ 136 k** as compared to the annual budget of **\$156 k**

- **Professional Expenditures** incurred for **\$ 158 k** compared to the annual budget of **\$128 k**
Note: Prof Fees include Accountant fees, Legal Fees and Escrow Professional Fees
Note: Escrow Expenses included are for **\$142 k**

- **Other expenses** incurred for the amount of **\$ 3 k** compared to the annual budget of **\$4.8 k**
Other expenses include office expense, copier and admin expenses

- There is a **YTD operating loss** of **\$ 82 k**
Note: Much of the revenue comes from project closings and has the ability to fluctuate throughout the year and year-to-year.

GCLEAC Budget to Actual (Jan thru Nov'23)

- (1) **Revenue:** **Total Revenue \$52,000**
 1. **Admin Fee Revenue** for \$2,000 as compared to the annual budget of **\$2,000**
 2. **Escrow Fee Revenue** \$50,000 (Capital Markets Advisors fee for the evaluation of the Corporation's Outstanding 2016 Revenue Bonds)
- (2) **Expense:** **Total Expense \$56,000**
 1. **Admin fee expense** for \$2,000 payable to the IDA
 2. **Professional Fees** for \$ 54,000 as compared to the annual budget of \$3,000
 - **Audit and Legal Fees** for \$4,500
 - **Escrow Fees of 50,000** for bond evaluation payable to CMA (Capital Markets Advisors.
- (3) **Interest Income** \$ 263 as compared to the annual budget of \$ 500

- There is a YTD Loss of **\$ 4.2 k**

Unfinished Business:

Chairperson Panzenbeck announced that this evening's unfinished business is a request for Sales Tax Extension from Glen Cove Villa LLC. She asked Milan Tyler to provide the members with an update. Mr. Tyler announced that we are joined this evening by Glen Cove Villas LLC (formally 135 Glen Cove Avenue Corp.) partner Manoj Narang accompanied by legal counsel, and construction/design staff. At the previous IDA meeting, the board approved a sales tax extension through December 31, 2023. Since that time, it was learned that the City of Glen Cove Building permit was only extended through February 4, 2024. The applicant is requesting a two-year sales tax extension through December 2025. After a detailed update on the status of financing, design and construction, the board is inclined to render its approval to be commensurate with the City of Glen Cove Building Permit extension date of February 2024. It was pointed out to the applicant and their legal counsel that waiting may be a better approach if the updated

financing and construction budget for the overall project may necessitate an increase in the amount of financial assistance. The applicant was asked to evaluate their need of additional financial assistance over the coming weeks, since an increase in project fees commensurate with the updated budget will be required for a long-term sales tax extension.

Chairperson Panzenbeck made a motion to adopt Resolution 7(a):

7(a): RESOLUTION TAKING OFFICIAL ACTION TOWARD AND APPROVING A CONSENT UNDER THE STRAIGHT LEASE DOCUMENTS FOR A CERTAIN PROJECT FOR GLEN COVE VILLA LLC (SUCCESSOR-BY-MERGER TO 135 GLEN COVE AVE. CORP.)

Motion seconded by Vice Chair Hartley. Motion carried as follows:

<u>IDA/LEAC MEMBERS</u>	<u>VOTING</u>
Chairperson Panzenbeck	AYE
Vice Chair Hartley	AYE
James Cappiello	AYE
Grady Farnan	AYE
John Fielding	AYE
Thomas Hopke	AYE
Dave Jimenez	Absent

Chairperson Panzenbeck thanked the attendees from Glen Cove Villa LLC and they left the meeting.

New Business:

Chairperson Panzenbeck announced that this evening's New Business is a presentation by 50 Glen Realty of its application for financial assistance. The application was distributed to the board members and is also in your board packets this evening. Milan Tyler recapped for the members how the original PILOT from previous owner of 50 Glen St. had expired. The new owners are requesting a new PILOT and presented their case for the necessity of this financial assistance to make necessary capital improvements and facility upgrades to the building in an effort to recruit their improved business model. The applicant's legal counsel and applicant were present to engage the board in their vision and answer questions. Mr. Tyler informed the board that this evening's resolution is to take preliminary action in order to proceed with public hearing and economic impact reporting in order to facilitate the board's decision.

Chairperson Panzenbeck made a motion to adopt IDA Resolution 7(b):

7(b) RESOLUTION TAKING PRELIMINARY ACTION TOWARD THE GRANTING OF ADDITIONAL FINANCIAL ASSISTANCE TO 50 GLEN REALTY LLC AND/OR ITS AFFILIATES IN CONNECTION WITH A CERTAIN PROJECT OF THE GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY AND AUTHORIZING CERTAIN ACTION WITH RESPECT TO SUCH TRANSACTION

Motion seconded by Vice Chair Hartley. Motion carried as follows:

<u>IDA/LEAC MEMBERS</u>	<u>VOTING</u>
Chairperson Panzenbeck	AYE
Vice Chair Hartley	AYE
James Cappiello	AYE
Grady Farnan	AYE
John Fielding	AYE
Thomas Hopke	AYE
Dave Jimenez	Absent

Motion carried.

As there was no further business to discuss, Chairperson Panzenbeck made a motion to adjourn the meeting and asked for a second. Motion seconded by Vice Chair Hartley. Motion carried as follows:

<u>IDA/LEAC MEMBERS</u>	<u>VOTING</u>
Chairperson Panzenbeck	AYE
Vice Chair Hartley	AYE
James Cappiello	AYE
Grady Farnan	AYE
John Fielding	AYE
Thomas Hopke	AYE
Dave Jimenez	Absent

Motion carried and the meeting adjourned at 7:15 p.m.

Respectfully Submitted,

Camille Byrne, Secretary
Glen Cove IDA/LEAC

ADOPTED 01-09-2024