

Babylon IDA Board Meeting – October 21st, 2020

Meeting Attendants and List of Acronyms:

WC = William Celona
WB = William Bogardt
MD = Marcus Duffin
TD = Tom Dolan
RD = Rosemarie Dearing
TG = Thomas Gulrapp
PM = Paulette Moses
JB = Justin Belkin
TE = Tracy Edwards
DL = Dan Lloyd
MC = Martin Cantor
TM = Tony Martinez

Transcription:

TG: Good morning everybody.

RD: Good morning.

WC: Good morning.

JB: Good morning.

MD: Good morning.

PM: Good morning.

TD: Good morning.

WB: Good morning.

TG: I would like to welcome to the October 21st, 2020 IDA meeting. I'd like to call the meeting to order. First on the agenda is to accept the minutes from the IDA Board Meeting from September 16th 2020. Everybody has had a chance to read these minutes?

All: [Simultaneous] Yes.

TG: At this time I'll take a motion to accept those minutes.

WC: I'll make a motion.

TG: Second?

MD: Seconded.

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it so ordered. Next on the agenda is number three, accepting the minutes from the public hearing held on October 20th 2020 for HTX Services LLC and 110 Bi-County Boulevard LLC. Everybody had a chance to read the minutes?

All: [Simultaneous] Yes.

TG: At this time I will take a motion to accept minutes.

WC: I'll make a motion.

TG: Second?

JB: I'll second the motion.

TG: All in favor?

All: [Simultaneous] Aye.

TG: All opposed? The ayes have it so ordered. Next up on the agenda is number four...(Background noise)... Can somebody mute that?

KB: Somebody has a TV on in the background.

TG: Yea, if we could shut that off that would be great. Next up is number four on the agenda a resolution amending certain provisions of a resolution of the Agency dated August 26th 2020 granting approval of and authorizing the grant of certain financial assistance by the Agency for Linzer Products Corp. I'll take a motion.

CQ: I'll make a motion.

TG: Seconded?

WB: Second.

TG: All in favor?

All: [Simultaneous] Aye.

TG: All opposed? The ayes have it so ordered. Next up on the Agenda is number 5 a resolution permitting the termination of lease between B-Wild LLC and the Agency related to a portion of the premises located at 110 Bi County Boulevard Farmingdale. At this time I will take a motion.

MD: Motion.

TG: Second?

WC: I'll second?

TG: All in favor?

All: [Simultaneous] Aye.

TG: All opposed? The ayes have it so ordered. Next up is number 6 resolution granting approval of an authorizing the grant of certain financial assistance by the Town of Babylon IDA to HTX Services LLC in connection with the renovation and equipment of warehouse, distribution, and services facility to be located at 110 Bi County Boulevard Farmingdale. At this time I'll take a motion to accept the resolution.

RD: I make a motion to accept.

TG: Seconded?

JB: I'll second.

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it so ordered. Next up is number 7 on the agenda resolution authorizing the Agency to execute a mortgage and security agreement between the Agency C-Cals LLC and Flushing Bank on 2655 Eldridge Lane Farmingdale New York 11735 in the amount not to exceed \$5,850,000. At this time I'll take a motion to grant the resolution.

WC: I'll make a motion.

TG: Second?

CQ: Second.

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it. Next on the agenda is number 8 resolution permitting the Agency to approve and consent to Hyannis LLC and turn into a sublease agreement with the Office Solutions Group LLC for a proportion of a building owned by Kishassan LLC at 10 Bahama Street, Lindenhurst. At this time I'll take a motion.

RD: Motion to accept.

TG: Second?

WB: Second.

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it so ordered. Next up is a resolution authorizing the Chief Executive Officer to execute a lease agreement with the Town of Babylon.

CQ: I will offer the motion.

TG: Second?

RD: Second.

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it so ordered. Next up everybody has reviewed the budget, motion to approve the budget of 2021. At this time I'll take a motion.

WC: I'll make a motion.

TG: Second?

RD: Second.

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it so ordered. Next up is a chief executive report by Tom.

TD: Good morning everyone.

All: [Simultaneous] Good morning Tom.

TD: Can't believe it, we were looking last night and it's 72 days left until 2020 is over and we're working through those 72 days and we're just putting plants together to make sure that we finish strong here and what's been a very trying time this year. This morning I wanted to turn it over to Dan Lloyd who is our special projects manager as many of you know he's been working with the economic inclusion initiative and at this time I want to turn it over to Dan just to kind of give an update and talk about some of the things that are going on with the program. Good morning Dan.

DL: Awesome thank you Tom and good morning everyone. We are very excited about the progress of the initiative. I kind of want to circle back and let everyone know how he even came up with this plan. Back in June when we were doing outreach to businesses to help them with the phases with regards to covid-19 and we were talking to businesses specifically and some of the minority communities within the Town of Babylon. We quickly recognized that there were not only a lot of storefront vacancies across the entirety of the Babylon Township but a lot of minority businesses were not able to access PPP so we were trying to figure out how we can really help and provide resources as an agency to these small businesses. So we had first initially thought maybe we can kind of connect entrepreneurs and aspiring businesses to get into these vacancies in the storefronts within our minority communities. But it ballooned and we really quickly realized, when we spoke to Mrs. Tracy Edwards, that there was an opportunity here to really provide equity across the board. Not only just fill storefront vacancies but help businesses with their financial obligations, with the educational process, to anybody that maybe is thinking about starting a business that we can utilize our resources within the Agency and then fuel that pipeline. So it's really blown now into the economic inclusion initiative which is an innovator program not only within the Town of Babylon but across the entire state of New York we are hoping that a number of IDA's will replicate what we are doing. Since we've launched this in September we have close to 20 applicants and we have been able to connect two entrepreneurs one from North Amityville and one in Wyandanch to store fronts and we're almost at the point where they are going to be transitioning in and opening up their business within the next 30 days. So at this point I want to introduce Mrs. Tracy Edwards who has really been vital in expanding the scope of this vision, and expanding our services and also connecting some of the dots throughout the state. So at this point I would like to introduce Mrs. Edwards so she can talk a little bit more about the program.

TE: Thank you very much Dan and it's Tracy. Tracy is fine. I will tell you that when I was listening to miss the cancer before we started and all of the struggles that businesses are going through on

Long Island you know he really just got at the root of why this is so important to do in the Town of Babylon and I'm really excited because I do agree as Dan said in his Tom and emphasized last time that this is a model that not only Long Island should be moving forward but also the state of New York because even in BAU times whenever that was a minority, women, and Veterans struggled in order to not only develop a business but to sustain that business overtime so now you overlay covid-19 and all of the economic challenges and when initiatives get put in place typically it's a recovery plan but when you are a women, minority, and veteran-owned business and you are in a recovery plan you are still recovering back to being behind. So this is why this is so important to give a boost and also to sustain our where we are today. So just to give you know a recap a little bit and then just give a little bit of an update as Dan said. This is really about financial assistance, training, and technical assistance MWBE veteran certification and an ongoing development both for current and new entrepreneurs. You know there is money that's out there from the financial assistance perspective. It's not a lot but it is out there and what this plan will do was to connect those business owners or new business owners, aspiring business owners, to the grants and business opportunities that are out there. Things get announced but there's no one really helping to connect those pieces, so what this IDA is doing is connecting those dots. From a training and technical perspective, what we want to do is not only create our own initiatives but we also want to make sure that we are tapping into a lot of the programs that are already there that we don't have to start that we can just either partner with or we can also put in an MOU to have a service or we can just have the business owner you know let them know that Suffolk County for example has a training program a for new entrepreneurs in the light that we can connect them to so it's really just a lot of times people don't know how and where to ask for support so they will be a member and will be able to provide that on an ongoing perspective also you always need a pipeline so this will this initiative will create that Pipeline and Foster the pipeline for future businesses so that we can forecast when there are going to be developments in the light that are going to have storefronts will have people hopefully that will be ready to go so it's ongoing relationships it's ongoing support we're going to have an Advisory Board, mentorship opportunities. You know people need to understand how to apply for certain programs like I'll give you an example when loan programs came out for, you really needed... there was a rigorous and application which it should be and a lot of minority and women-owned businesses did not qualify. Because what they do when they start up a business there are trying to put all of their money into capital and into product and they're not paying themselves. Well guess what, you have to show that you have employees in some of the loan opportunities. so you should have as a business made sure that you were paying yourself a salary and if you weren't doing that you can't show that you have any employees therefore you are not eligible we need to connect the CPA's that we have that are out there that can explain the process and then once they get up and running make sure that everyone understands from a revenue and expenses and ROI what is it that you need to do in order to sustain yourself. So Dan I know hazle a pilot program that is underway we're excited to be at that event ribbon-cutting this is really good stuff you know this is substance this is a lot I hope alot of IDA 's are going to take the Babylon IDA model and make sure that they are doing the same thing and it's going to infuse all across the island and hopefully across the state. So I'm excited to be with you do this in and having 17 applicants and a strong applicants already is really exciting and 2 people are already in means

that people are excited about it, they know about it, and we're just going to keep connecting with them all. So I'm available to ask you to answer any questions and excited to give this presentation.

All: [Simultaneous] Thank you Tracey.

DL: So this next initiative is also subset under the the overall economic inclusion program and this is something that I'm very person excited about being a millennial and someone that is a resident within the Town of Babylon. As the supervisor had mentioned the Town of Babylon is one of them is the most diverse townships across Suffolk County and really in Long Island. So it's really important that we try to get more of an understanding of the social economic background black and brown millennials. This way we have a better understanding of how to invest into the future of our town as we become more diverse. So we've been extremely blessed you work with DR. Martin Cantor who is going to be not only putting out the survey but then processing the research and giving us real raw data about where are black and brown Millennials stand. I would just want to say that an essential step in bringing Equity to a region is collecting data on demographics, the economy, employment, education, housing, and transportation while keeping an eye open to disparities between different population groups. The data that we're going to collect will be an integral role in assisting Millennials from diverse backgrounds gain access to opportunities to equity, workforce assistance, and public policy initiative. So we're really going to be able to now not only communicate but get an understanding of where we got to go next with the workforce and the job opportunities within the Babylon Township. So I do want to just introduce DR. Martin Cantor and he's going to give us more about understanding of this research project.

MC: Good morning. Rosemarie Dearing it's been so long how are you?

RD: Good morning Marty. I know I am great thank you.

MC: Great. You look wonderful!

RD: Well thank you, you do too.

MC: How is our girl Madeline doing?

RD: You know she's doing all right.

MC: I know she's super, good to see you. I am glad you're doing well.

RD: Thank you, babe.

MC: Okay Tracy I want it I want to address two things that you had mentioned which are so critical. The first one; you know I always tell my clients when they're running a business you pay yourself first and and that is probably so critical for a lot of the emerging businesses you were

discussing because people don't pay themselves first so they don't have that paper trail of taking... of taking remuneration for their services and that would have been a problem with the PPP Loan and the second thing that... regarding those PPP loans the... which would have helped a lot of the... the new entrepreneurs who applied for it as everybody was expecting the SBA has said that for those PPP Loans that were under \$50,000 they're going to just turn them all into grants. So people really don't have to file and say I got this much.. you know did I pay myself or did I pay my employees. So that's \$50,000 you got of free money for a lot of the businesses and there was 136 billion dollars nationally of the PPP loan applications which wasn't used. So that's a real shame that's a lot of the smaller businesses that...that we're going to discuss didn't get it on Long Island cause it would have been free money but paying yourself first is critical. I hope the programs that...that you're having Tracy tell the people that when you're working you deserve a paycheck and that creates a paper trail of that paycheck to show that you're earning a living. To that point understanding Long Island's economy it's too late to do it, to attract people to Long Island which is difficult because without a pandemic that forced people to come to the region away from the city Long Island cost or extremely high. If you do business here, to start a business is extremely difficult. People come into business and they are undercapitalized which means they don't have at least six months of expenses in the bank. So it's hard to get people to come here, so how do you get... how do you make Long Island more profitable? You will have to expand the economic base from the inside and then we have to get people who aren't participating in the economy whether it be working or starting a business, we have to get them to participate in the economy and we expanded internally and that's how we get more sales tax revenues for the county and more economic activity. We need more housing options because people who have more money will look elsewhere to get to where they want to live. We need to focus on these problems with housing that we're seeing in the Newsday. We need to get up to data survey on Long Island's issues and things like that but people need the money to make those choices so we really have to expand the economy to do that. How do we do that? We have to find what people need in terms of the new generation's prospective business owners, the black and brown Millennials that Daniel's talking about and we have to find the relationship between the integration of sociology and economics. To find out what are those factors driving the new Millennials off Long Island. We want to find out what the black and brown Millennials think about Long Island and their future with Long Island. Will Long Island meet their needs, will they stay here, are they finding jobs that meet their skill sets, are they finding jobs that meet their salary requirements, and how do those differ from white millennials which I conducted a survey of recently. If they're leaving what's the correlation between their skill-set their sociological conditions in their communities, their family structure so that we can find out why they want to leave and that will help us develop policies to help them...and... and that's important to us because we can't afford to lose any more young people from Long Island because of the aging boom...and... and once they retire that takes with them a lot of a lot of income... the higher income earners, and we have to replace them with our young people... and... and if they leave we will really lose a significant amount of the workforce. Like today in Newsday they said Long Island may lose 71000 who are retiring. These people will be replaced by Millennials; whether it's black, brown, and white. So they're the ones who have to replace them and we need to find out how we get them to stay on Long Island. So it's up to leadership to find those answers and then the biggest thing we're going to do is we're going to create an index of predictability. So we're going to be able

to predict if they will stay home on the island or they will leave and if they will leave Long Island we want to know why so we can jump in and create a policy like the Town of Babylon is doing for small business to find out; how do we expand the small business based in the most diverse town on Long Island. If it works in the Town of Babylon then it can work anywhere on Long Island and we want to provide that data. So I am excited that we can develop these policies that will make the workforce grow and help the Long Island economy expand,...and that's what we hope to accomplish with the survey.

DL: Thank you Dr. Cantor

TD: Thank you very much guys very informative and some of the things you talk about, you know Dan when you first started, and we first started it was about outreach. We went out, and look at the survey which has a very similar process. We need to have a better understanding of what's going on and I look forward to getting that information and seeing what's going on so that we could be relevant to the solutions.

MC: Can I add off of that...one thing I want to add... I'm sorry... One thing that we've done in this survey and which is different than other ones we're asking the...the Millennials has covid-19 impacted them. We're asking if you have health insurance, if your job let you off, have you been tested we want to find out you know. We know there's going to be a difference between how black and brown Millennials have been impacted by...by COVID versus other folks you know where in the Greater Community. You can't develop policies to...to attract those... those... those difference is not what we want to do here.

TD: That's excellent... excellent. Okay Board does anyone have any questions or any comments?

MD: I do have a question; Is this survey only being done within the Town of Babylon or is this Suffolk County wide?

MC: Ummm... Daniel?

DL: So the Babylon IDA is going to be putting out the survey, but it will be Long Island so it's not even county wide. We want to get as many responses as possible so this survey can be as accurate as possible. Just like the storefront initiative we want to show through the Babylon IDA what an Agency can do to help the community. We hope that other Agencies will follow this, and that the Babylon IDA will serve as a base for this data. So, we definitely want to get as many responses as possible, not just Suffolk.

MC: Just to add to that Daniel...the survey is confidential and anonymous to encourage more people to respond but we do ask for the zip codes. So we are going to be able to know where the respondents live and we are also going to be able to know their gender. So we are going to be able to stratify responses based on zip codes, communities, and gender. I would hope we would get people to respond that are outside of the Town of Babylon as well because again we need that data

in order to make judgements. So it's going to be on the Town website, and I know Daniel is going to put it on his network of Black and Brown Millennials in the region. So we should be able to get a real good response. The last survey I conducted we got 445 responses so I am hoping we get at least that many so we can get a good feel for what is going on. You know when you do academic research if you do a random sample and get 25 responses they consider that good I want as many as we can get. I want to cast a net as large as possible so we can get a large amount of data.

DL: It is also going to be on survey monkey as well so it's going to be a digital link not physical.

RD: Well I think this is going to be a wonderful survey and...Dan..Marty and Tracy, thank you so much. I am excited about it, I think it is going to be great for us.

TD: Agreed...agreed.

TE: Thank you it's exciting.

TG: Very exciting.

TD: Okay... Thank you very much guys. We are going to move on now. I'd like to introduce a deputy supervisor Tony Martinez. So Tony take it away.

TM: Thanks Tom. That was a great presentation, thank you guys awesome job. I am really excited about it, I know Supervisor Schaffer is extremely excited about it. I bring greetings from Supervisor Schaffer he says hello and wishes all of you a great day, and on behalf of him and the entire Town Board I want to say thank you very much for the great work you have been doing during COVID. It's just amazing the support you have provided to businesses on Main Street and also to the not-for-profit. You you really have given them my hand up and for that they are forever grateful. So great job to the IDA staff, the work you're doing is amazing, so thank you very much. So, today I'm going to be speaking about the southeast quadrant which is the second phase of Wyandanch Rising just to give you an update of where we are. Things are really starting to roll which we are very excited, the communities excited because they have been requesting the development to move south of the tracks and...and for the past year. Not year but this year 2020 we've been meeting regularly with the developer, but also engineers and designing the southeast quadrant. I think it's coming out pretty good. We have also been working in identifying funding, thankfully we have identified the funding for the utilities infrastructure of course without... without that there's no development but the good thing is that we have identified that. So I have a really quick PowerPoint presentation it's actually a snippet of a larger presentation you may have seen this and we've been using this presentation to actually with the post office job to convince them that their current layout on the Southeast quadrant really needs to be tweaked a little bit. So we also use this presentation to the Suffolk County Land Bank to just give them an overview of what we are doing in Wyandanch on phase two because they...they are in possession of 50 Commonwealth that was the old Wyandanch at daycare on...on Commonwealth and they had an RFP, they had a respond...responders they have whittle it down to top three and we asked them we

said look we need to show you what we are doing that way you can make a...an educated decision about what is going to fit well with the vision of Wydanch rising and they also... and we also asked them to make sure that they present their response...responses to the RFP to our implementation committee because as you know in the Town of Babylon we don't move unilaterally with project. So yesterday the Suffolk County Land Bank presented the responses to the implementation committee, the implementation committee shared their thoughts about it. But anyway so this is a...this is a rendering, one of the original renderings so far the great Southlawn that is south of the Long Island Avenue and the Long Island Railroad. Okay go ahead Kevin. So this is just an overview of the phases; phase one that's on the northside, it's a maroon color or orange color and that's where building's A and B are, that's where the garage... the MTA garage is the new...the new residential building on straight path that's a 1 Washington Avenue and also the current construction of the self-help building. (Unintelligible)... I'm sorry, was there a question?

MD: No you are echoing.

TM: Oh their is a echo?

KB: Maybe everybody who is not speaking could mute? Good to go Tony.

TM: Okay so phase one right now; we're still you know moving forward with the YMCA and the health center, that's the wellness building. Unfortunately the YMCA has really been affected during covid I think you may have seen that they recently had to lay off a lot of people, so, but the HRH is fully funded and upgraded to continue. I will provide more of an update as soon as I learn more and when we meet with the with all state in regards to the wellness center but things are moving really great. I don't know if you have been down there but, you know, the business that are there are...are thriving as best as they during covid. So things are moving really well but now we have moved to phase two and that's that blue area that's on...the we're going at the southeast quadrant and that encompasses Commonwealth to the South, Long Island Avenue to the north, straight path to the west, and dough to the east. That's the Post Office in...this is...as I mentioned earlier these...the PowerPoint presentation we have been using to convince them to...and ths is just a snippet this is not the whole presentation. But this is where the post office is.. currently the Town has used this area for staging during winter, that's where we keep the salt for the snow storms. So that's just a staging area now but this is going to be these the area that we will be working on. Next...next slide. And this is where we are now and this is the design of that southeast quadrant. If you look at...it right now the developer has reached out to the IDA in regards to building L&M originally that was a two buildings with a breezeway in between but recently the the developer asked if we could consider a larger building. And it's got to do with financing and a whole bunch of other stuff. So we are reviewing that with our architect and...and planning is reviewing that. But we want to make sure is that this building is visually pleasing right, and it dosen't look like a... a big air...you know... airplane carrier. We want to make sure that it's broken up and...and properly landscape so it looks nice and that's the next building that we are gearing towards. Unless the building that...that...that... the developer the already met with the with the IDA just like starting the conversation about that. To the South we have the artistic post office and that's the...we have a

normal mou with the post office and...but the mou we need to tweak it to make sure that there's ample parking for building N and building O. We're getting closer with the post office, they are very open to working with us. (Untelgble) We're very thankful to Senator Schumer and his office who has been really helping us with navigating the bureaucracy of the United States Postal Service. So that's going well and building N that's... that's a shorter building than building L&M and the reason for that is to start down...like tapering down into the residential area. That's the...and in the middle that's...that's the great southlawn we're calling it and we've been tweaking it. In there we're going to have a community garden that's on the on the Northside. You can see the little green squares, that's where the community garden will be. On the northernmost part that's where... that's a pedestrian plaza where the bus stop will be a relocated, there will also be new areas for people to park their bikes. Which will then lead southward to the circular plaza. Originally we were thinking about a water feature in that area but I think everybody's moving towards like a...just like a larger plaza where you can have more activities and you don't have a... a water feature that's not working during the winter months. It's going to give more flexibility for the use and on the other southern part of that...of that great southlawn you have the...the playground and then farther south you have the dog run. On Commonwealth we are going to have a bike path that will connect to Geiger, and also have the...kind of like the setting up a...a path to Belmont Lake State Park etc. So we've been designing this for the past several...7 months and I believe that the implementation committee is very happy with the...our design. On the east side of the southlawn you have townhomes and those townhomes are going to be home ownership. That's the home ownership of components that we have been demanding. Originally the developer wanted wanted more rentals but in the vision plan it called for homeownership and supervisors Schaffer has been very adamant that we need a homeownership component to this development. So these are going to be home ownership on the east side. We still have a lot of work to do, we have to... to acquire still three properties on Grand Boulevard but most of the owners are open to negotiating with the Town. So things are looking really bright we're very excited about moving to the south to the... south of the tracks. We have a lot of work. We have the utilities it's a big lift with the Suffolk County Water Authority, PSE&G/Nat Grid and of course the expansion of the...of the sewer connections and that's our responsibility as a municipality. But of course we would not have gotten this far on this development without the IDA, the IDA Board and I want to say thank you very much for all the support for bringing this to fruition. I think, God willing, we will be breaking ground in 2021 and perhaps then solid development on the south side of the tracks in 22. That's what I got, any questions.

RD: Great job Tony, thank you so much!

MD: Thank you Tony I think the home ownership piece is definitely what is needed in this community.

TM: Absolutely (unintelligible)..

TD: Thanks Tony for the update and this time thank you for the hard work you are putting into this and the commitment you've shown throughout the process. So thank you!

TG: Thank you Tony, and thank the supervisor also for us all.

TM: Will do, thank you.

TD: Okay Tom... I would like to turn it back to you.

TG: Thanks, next up on the agenda is number 12, old business. Anything for old business? There being no old business I move to new business, anything for new business?... Like always I want to thank Tom and the team over there at the IDA you guys are doing an excellent job with the new additions of Tracy and Dan. Thank you everybody for their presentations today. At this time I will take a motion to close.

WB: Motion

RD: Second

TG: All in favor?

All: [Simultaneous] Aye.

TG: Opposed? The ayes have it so ord(Unintelligible)