

Babylon IDA Board Meeting – June 16th, 2021

Meeting Attendants and List of Acronyms:

TG: Tom Gaulrapp

PM = Paulette Moses

JB = Justin Belkin

WB = William Bogardt

WC = William Celona

RD = Rosemarie Dearing

MD = Marcus Duffin

TD = Tom Dolan

CQ = Carol Quirk

DL= Dan Lloyd

Transcription:

TG: Order at 8:15 a.m. First up is roll call of officers. Tom Gaulrapp chairman present, Paulette Moses present, Justin Belkin present, Billy Bogart present, Rosemarie Dearing present, Marcus Duffin present, Bill Celona present, and Carol Quirk alternate present. Right now I'd like everyone to stand for the pledge of allegiance.

All: *recites pledge of allegiance*

TG: First off on the agenda number four is to accept the minutes from the IDA IDC board meeting from May 18th 2021.

PM: I make a motion to accept the board meeting minutes of May 19th 2021.

TG: Second?

RD: I second.

TG: All in favor?

ALL: (simultaneously) Aye.

TG: Opposed... The 'Aye' have it. Next up is number five on the agenda resolution given preliminary approval of the Town of Babylon to grant certain financial assistance to D'Addario and Company incorporated and XPND Realty LLC. Can I get a motion for this?

WC: I'll make a motion.

TG: Second?

WB: Second.

TG: Okay, All in favor?

All: (simultaneously) Aye.

TG: Opposed... the 'Aye' have it so ordered. Number six resolution of the Town of Babylon IDA authorizing the Chief Executive Officer to hold a public hearing regarding a proposed project to be undertaken for the benefit of 3G Incorporated and entities form or to be formed on behalf of the foregoing... can I have a motion?

MD: Motion.

TG: Motion by Marcus, second?

JB: I second.

TG: Second by Justin, all in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up number seven, resolution authorizing the town of Babylon IDA to execute a mortgage agreement between the agency, Marc-Robert Industrial, LLC and Bethpage Federal Credit Union in an amount not to exceed \$26,300,000.

Can I get a motion/

PM: I'll make a motion.

TG: Paulette... second?

WC: I'll second.

TG: All right Bill... all in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up is number eight resolution authorizing the execution of a post-closing mortgage in connection with the New Frontier project phases one and two. Can I get a motion?

RD: Motion.

TG: By Rosemarie.

PM: Second.

TG: By Paulette... all in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up is number nine resolution permitting the termination of lease and authorizing the Chief Executive Officer to deliver a quick claim deed conveying the premises located at 162 East Industry Court, Deer Park, New York, to Romanelli Realty Holding LLC... can I get a motion?

MD: Motion.

TG: Motion Marcus.

JB: Second.

TG: Second Justin... all in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up is number ten, a resolution permitting the termination of lease and authorizing the Chief Executive officer to deliver a quit claim deed conveying the premises located at 1030 grand boulevard, Deer Park, to 1030 Grand Boulevard, LLC Weldbuilt Industries Incorporated.

PM: I'll make a motion.

TG: Second.

RD: Second.

TG: All in favor.

ALL: (Simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up is number eleven, a resolution of the Town of Babylon IDA designating Dime Bank as the depository of funds for Agency funds. Can I have a motion?

RD: Motion.

TG: Second.

PM: I'll second the motion.

TG: All in favor.

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up on the agenda is the CEO report. Tom.

TD: Well welcome back everyone it's good to see everybody in person. I don't know I feel like applause are in order. Anyway besides the day-to-day operations uh... we have taken on additional initiatives uh... over the past year uh... a lot has been going on with the economic inclusion initiative that's been head up by Dan Lloyd and Tracey Edwards who are hear with us

today uh... just as a side note a couple weeks ago we had the opportunity on the podcast 'Economically Speaking' to kind of go through the project a little bit and kind of try to educate the community on what's happening with that project and we had a tremendous response as far as the listening uh... but they're with us here today and I thought it'd be a good idea to kind of update the board on the initiative and also about a pretty big event that's coming up next week uh... June 24th so I'll turn it over now to Dan and Tracey so guys thanks for being here.

DL: Good Morning.

ALL: (simultaneously) Morning.

DL: Good to see everyone here and it's a blessing just to be able to give everyone an update on this program. It's been an innovative idea and a team effort with everyone here involved. We started this nine months ago now... uh back in September so just to give a brief update of some of the success stories, the testimonials, and just projects that we've had since September. As we all know we had two store front development programs uh... initiatives. One is in Wyandanch 1529 right on Straight Path the second was in Amityville village 233 Broadway. So the first one that we both are now in we had the ribbon cutting ceremony so we're really excited about that the space 1529 Straight Path is by Spin the Yard is by Mr. William Certain and they also not only have they opened up and have a boutique in the bottom of their store they're also partnering in the top of the building with the Suffolk County Sheriff office and AT&T to create the Star Initiative which is uh... pioneered by Sheriff Toulon in Yaphank so this location on top of the store will actually be the um... central location for all of those that I have been recently incarcerated. So that was an incredible public private partnership and that couldn't be available without us investing into that space so not only is the IDA investing into small businesses in the area but now there's already even difference in the lives of those that are going back into the economy within the business village of Wyandanch so that's incredible success story. Mr. Certain did give me a testimonial so I wanted to read that he's incredibly grateful um many of you were here including the deputy supervisor and Tom for that ribbon cutting. The community is seeing that and seeing that as a support from the IDA and some of the ways that the IDA has been helping in the downtown village. So Mr. Williams said, "We could not be more honored with this opportunity to come up here in the Town of Babylon. Many business owners are looking for a fresh start and to be able to have an access to these resources is a true blessing. We look forward to continuing to being an example of this program's success as well as stad ready to

assist other businesses get involved in the betterment of our community.” I think the important thing about this specific businesses and where its located if you all know where it is

inaudible... it’s the heartbeat of Wyandanch and *inaudible*... are leaders in the community so not only are they creating businesses uh... economic tool but they’re looking to enhance the look of Wyandanch and the atmosphere and mentality. So I think its incredible uh... public private partnership with them and Andrew *inaudible* in Amityville village is also connecting Amityville, North Amityville, Amityville village uh he’s working very closely with the mayor’s office, with the police department, Amityville Village, and he’s also has two part-time workers that are working there now so not only him as an entrepreneur being a successful model but now that *inaudible* he’s also working at the Suffolk County Department of Labor throughout the summer having two people working here full-time for eight weeks to *inaudible* so that’s been an incredible success. Now as far as actual mentoring and the Economic Inclusion Program on a broad, we’ve spoken to date 54 businesses in total. That’s the communication behavior that’s reached out or through prior reference we can make that contact by email or on the phone. Myself and Tracey have been talking to about ten to twelve businesses on a consistent basis. Five we really went into mentoring and network and peer-to-peer. One business in general um... *inaudible* who is right here based in Wyandanch has incredible technology that’s looking to disrupt the delivery model um with Uber Eats and the type of food deliver um... Tracey was actually vital in connecting them with the Lessing Group and just trying to get a pilot program that looks like to disrupt the food model um... with somebody that’s a leader in the industry so we’re still working on that initiative as well. Um... starting in January 2021 we partnered with Hofstra in the EAC program and we’ve been able to support eight businesses financially to go through those programs. I’m getting all the testimonials from them. All eight of those businesses have been able to enhance and continue their business... uh models. Two of those businesses are now in the process to becoming MWBE certified. So as many of you know MWBE certification can be incredibly lengthy and complicated so for us to be able to get two businesses already in the process of certification in less than nine months is an incredible success. I do have one testimonial from a lady... um a woman named by the name of Stacey Pinero from Lindenhurst who reached out to us when we released this program and she’s been incredibly grateful for this initiative. She’s one of the one businesses owners that is getting MWBE certified and she also sent a testimonial she wanted everyone to know, “This past year was unprecedented like no

other. Small businesses professionals and trades were faced with overwhelming challenges and demands. By way of the Babylon IDA I was now introduced to Hofstra's EAC as a professional like so many others looking to create and expand small business businesses and reinvent themselves to meet the current demands of our job market. This was an opportunity like no other. The EAC course dialogues helped to guide development of my preliminary business model, answer initial questions for MWBE and clarify my current goals and objectives it created a forum to speak openly about my ideas free of judgment. Their instructor was instrumental in guiding my spiritual journey of business development. With a strong business support network and resilient spirit I was putting *inaudible* these tools to move forward and elevate to the next level within our business community." Now that's just one testimony now why I'm saying that is because we have seven more of everyone that has been incredibly empowered and has a lot of hope moving forward as everyone was scared of how to navigate the nuances of COVID-19. I'm also working on a media report so we're going to have data and numbers about the progress of all the investments throughout the summer when we're looking to start establishing um... peer-to-peer in person networking that's *inaudible* so that we can continue since we've been doing everything virtual. So that's a brief update that I'm extremely excited about this the community coming a long way and in just the past two weeks we've gotten seven polls about store front vacancies for people that want to get into businesses um storefronts. So we're not necessarily looking to help financially with the renters like we have done in the past but we are helping with the technical legal assistance and negotiating with landlords which is a big hurdle for a lot of these businesses just even getting contact depending on how hard it is to get in touch with landlords. So it's been an incredible success in a short amount of time we're excited about this moving forward and a big thing coming up next week as I mentioned I don't know if um if Tracey you want to share about it or I'll talk about it. Okay *inaudible* it's really shedding light on the work that the Town of Babylon the Babylon IDA and the LDC too is really doing in the community and it's um its inspiring. So next week we're going to be able to expose this program on a state level it's the um partnership with City and State and it's going to be open *inaudible* and it's the title is Economic Inclusion, how IDAs can help create healthy and sustainable communities and this is going to be an infrastructure and a framework of how IDAs across the state can use this model to invest into small businesses invest in minority women, and veteran enterprises and also just to show the community how the difference the investments into these

types of programs is helping on an overall economic tool and just how important for economic inclusion is in the 21st century economy. We have an incredible line up of panelist from economic development council, President Ryan Silva, we have assembly *inaudible* the chair MWBE in the state of New York, we have the MWBE representative from empire state development his name is Jerome Duvall if I'm reading correctly as well as our leader here in the region Tracey Edwards, um... and as well as myself and our beloved CEO Tom Dolan so and the moderators are going to be from City and State. They already have over 147 registered users so they're looking to possible get over two hundred. So the Babylon IDA is going to be on the map in the state of New York and being the lead framework for how big investment means and with the focus of economic growth moving forward. So and again thirty-nine months so this is what were super excited about.

TD: Get job Dan thank you so much. Does anyone have any questions for Dan? I do. How do you read the small print on that? No but thank you Dan thank you so much but with that I'll turn it back over to you.

TG: Excellent, Dan Tracey thank you that was uh great. Uh moving on we're going to go to old business, any old business? There being none any new business. At this I'll take a motion a motion to close.

WB: Motion.

TG: Second.

WC: I'll second.

TG: All in favor.

ALL: (simultaneously) Aye.

TG: The 'aye' have it so ordered.