

Babylon IDA Board Meeting – July 14th, 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

TD = Tom Dolan

CQ = Carol Quirk

PC = Peter Curry

Transcription:

TG: Good Morning everyone.

ALL: Morning.

TG: Calling the Town of Babylon Meeting to order its 8:10 a.m. on July 14th 2021... *inaudible*

being roll call of officers, Paulette Moses.

PM: Here.

inaudible

TG: Everyone please stand for the pledge of allegiance.

ALL: *recites pledge of allegiance* *

TG: Thank you, next up on the agenda is the accepted minutes of the IDA IDC board meeting of June 16th 2021. Everybody has a chance to read the minutes?... Any questions?... At this time I'll take a motion to accept the minutes.

PM: I'll make a motion to accept the minutes of June 16th.

TG: Second.

RD: Second.

TG: Second by Rosemarie, all in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so order. Next up on the agenda is to accept the minutes from the public hearing held July 13th, 2022 for the D'Addario Company, Inc.

WC: I'll Motion.

PM: I'll second the motion.

TG: All in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'Aye' have it so ordered. Next is to accept the minutes from the public hearing held July 13th, 2021 for 3G Warehouse, can I get a motion to accept the minutes.

JB: I'll make a motion.

TG: Motion by Justin, Second?

WB: Second.

TG: Second by Bill, all in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up the uh amendment to the agenda we're going to go with 6A at this time we're going to invite Peter Curry and John Cohen from Farmingdale Hospitality Partners to speak.

PC: Morning... *inaudible* at the time the uh project had gone through many of the municipal approvals but not all of them and at this stage the project is ready to go. Its ready to go back to town planning for the final site plan approval and the project is essentially shovel ready you know, we can close on this in august and start construction shortly thereafter uh to introduce the project it is a hundred and one room hotel that's proposed at um 1024 Broad hollow Road in Farmingdale uh just on the southern side of the border and I'm it's about an eighteen million dollar project upon completion it will employ at least 16 full time employees and it fulfills a report, uh we were requested by the board initially to obtain a study of essentially I'll call it a feasibility study of the need for another hotel in that area and we obtained a study from LWHA which is a hotel appraisal firm, actually we had that study done for the original application and I will tell you that the study we have now is enormously different than the one that we had in 2019 pre-pandemic so this study concentrates a lot on the effect of the hotel industry from the Pandemic uh the difference between 2019 rates, 2019 occupancy rates, 2020, what happened in 202, which is essentially the start of the rebound and it's a good report it does indicate that things are turning around uh there are, it continues to emphasize that there is a need for this type of hotel project product in the area, in this area and one of the things I found particularly interesting in the report was its analysis of occupancy rates in the hotels that are near this project and across the street from this project and have unusually high occupancy rates, at pre-pandemic they're at 85 to 90% occupancy, so this corridor needs more hotel rooms and the report points out what is around this hotel in terms of uh Business corridor on 110 running all the way into Huntington, all

of the head offices which are around there, of course republic airport which has to be a major service for as well as other regional airports, its an excellent report pointing out a lot of information on why this hotel is appropriate at this time for this area, uh and that it would succeed, frankly that that it would reach decent occupancy rates, it would meet the needs of the developer to have uh appropriate occupancy, appropriate room rates, but it also indicates that a large percentage of the uh usage of the hotel would come from out of the area uh... you know Long Island hotels tend to serve a lot of different populations, they intend to serve visitors who come to visit Long islanders, corporate visitors, uh people who work at the airport or pilots at the airport it's a pretty diverse group of potential users, the parents of SUNY Farmingdale students so there's a lot going on in this corridor and um this hotel is, is an attempt to meet that need uh is in a developed area is in uh surrounded by retail uses in that corridor and actually in that space it was developed by the Bloomfield Development Group with a bunch of retail uses and this is really the last parcel that could be developed and doing it in partnership with a recognized hotel operator so we think this project will be a success and we came to the board before as I said we worked out what we felt was an appropriate PILOT of twenty years we'd also worked out uh sales tax and mortgage tax abatement request of .75% on the mortgage tax and then whatever the sales tax is again as I said it's a slightly more than eighteen million dollar project and at this stage of the game of course we don't know what's going to happen by the time steel and other prices when they actually finish their bids but we're pretty comfortable with this number uh I think projecting the cost, the hard cost of construction of the project right now it's more of a an art than a science you can't use a dart board and say yeah I think that'll work but um you know we really would like to open this up for questions at this time any questions in regards to the project or Bloomfield Development Group or where we tend to go from here.

WB: So where is it located again.

PC: 1024 Broad Hollow is on the west side of Broad hollow.

TG: *inaudible*

PC: Yeah yeah just north of the corporate park yeah the old gold driving range was.

inaudible

TG: Any other questions.

PM: Yes you said how many employees once it's up and running.

PC: Sixteen.

PM: Six-zero?

PC: No one-six.

PM: Oh sixteen.

PC: Yea sixteen yes yeah.

PM: How many rooms?

PC: It's a hundred and one rooms and it is purpose to be a Hampton Inn and Suites so I should let you know the brand name.

PM: Hampton Inn.

PC: And that's associated with Hilton, its associated with Hilton which means that all of the Hilton users with a Hilton card get to use card at the Hamptons suites.

TG: That's it?

PM: I'm good

TG: Any questions?... Thank you very much.

PC: Okay.

TG: Alright next up on the agenda number seven, we'll go with a resolution granting approval of and authorizing the grant of certain financial assistance by the Town of Babylon IDA to D'Addario & Company and XPND, Realty LLC in connection with the acquisition, renovation and equipping manufacturing warehouse distribution facility. At this time I'll take a motion for the resolution.

WB: I'll make a motion.

TG: Second?

WC: I'll second.

TG: All in favor?

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up is number eight resolution approving the acquisition renovation and equipment of a certain financial facility for 3G Warehouse Inc. and 56 Nichols LLC and approving the forms, substance and execution of related documents and determining other meters in connection there with... take a motion.

CQ: I'll make a motion.

TG: Second?

PM: I'll second the motion.

TG: All in favor?

ALL: (simultaneously) Aye.

TG: Opposed...the 'aye' have it so ordered, number nine is preliminary inducement resolution relating to the granting of the preliminary approval to Vogue Group Inc. and Vogue Holder and Vogue Holdings LLC in connection with the potential grant off certain financial assistance, I'll take a motion at this time.

RD: I'll make a motion.

TG: Second.

JB: I'll second.

TG: All in favor.

ALL: (simultaneously) Aye.

TG: Opposed... the 'aye' have it so ordered. Next up is a preliminary inducement resolution relating to the granting of the preliminary approval to the Farmingdale Hospitality Partners LLC in connection with the potential grant of financial assistance... take a motion.

CQ: I'll make a motion.

TG: Second.

RD: Second.

TG: All in favor.

ALL: Aye.

TG: Opposed... The 'Aye' have it so ordered. Next up is Tom's report.

TD: Uh, I really don't have much to add today uh you've been introduced to the four projects on here and I thank you for moving those projects forward today so that's all I have for today.

TG: Great report Tom. Move into old business any old business... Any new business... There being none I'll take a motion to close.

WB: I'll Motion.

TG: Second?

WC: I'll second.

TG: All in favor?

ALL: (simultaneously) Aye

TG: Opposed... ordered meeting adjourned.