



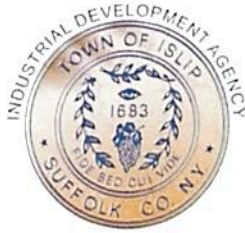
MEETING OF THE TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY

April 21, 2020

Agenda

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1. Call the meeting of the Town of Islip Industrial Development Agency to order.
2. To consider the adoption of a Resolution on behalf of the Town of Islip Industrial Development Agency to approve the **Minutes** from the meeting on **March 10, 2020**.
3. To consider the adoption of an Inducement Resolution between the Town of Islip Industrial Development Agency and **Entourage Commerce, LLC/Pharmapacks**. Located at 80 Wilshire Boulevard, Edgewood. (0500-13300-0900-002001).
4. To consider the adoption of an Inducement Resolution between the Town of Islip Industrial Development Agency and **R Squared**. Located at 91 Fifth Ave, 97 Fifth Ave, 22 Oak Street & 3 Center Avenue, Bay Shore. (0500-39200-0100-038000), (0500-36600-0400-013000), (0500-36600-0400-035000), (0500-36600-0400-04001).
5. To consider the adoption of an Inducement Resolution between the Town of Islip Industrial Development Agency and **Silverback Realty, LLC/MultiDyne Electronics**. Located at 35 Hoffman Avenue, Hauppauge. (0500-03800-0200-011000).
6. To consider the adoption of an Inducement Resolution between the Town of Islip Industrial Development Agency and **Creative Bath Products, Inc.** located at 250 Creative Drive, Central Islip. (0500-18700-0300-001000).
7. To consider the adoption of a Refinancing Resolution between the Town of Islip Industrial Development Agency and **878 Lease and Sig 888, LLC Facility**(formerly Allstate and Hauppauge Office Park). (0500-01400-0300-002001, 0500-01400-0300-009001, 0500-01400-0300-001002 & 0500-01400-0300-026006). Located at 878 & 898 Veterans Memorial Highway, Hauppauge.
8. To consider the adoption of a Resolution authorizing a contract between the Town of Islip Industrial Development Agency and **Executive Consultants of New York** for Islip's Job Search Boot Camp program 2020.
9. To consider **any other business** to come before the Agency.



## MEETING OF THE TOWN OF ISLIP

### INDUSTRIAL DEVELOPMENT AGENCY

March 10, 2020

#### Meeting Minutes

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1. Call the meeting of the Town of Islip Industrial Development Agency to order on a motion by Councilman John C. Cochrane Jr., and Councilwoman Trish Bergin Weichbrodt.

Members Angie M. Carpenter, Councilman John C. Cochrane, Councilwoman Trish Bergin Weichbrodt, Councilwoman Mary Kate Mullen, Councilman James P. O'Connor were present.

2. To consider the adoption of a Resolution on behalf of the Town of Islip Industrial Development Agency to approve the **Minutes** from the meeting on **February 11, 2020**. On a motion by Councilman John C. Cochrane Jr., and Councilwoman Mary Kate Mullen, said motion was approved 5-0.
3. To consider the adoption of an Authorizing Resolution for refinancing between the Town of Islip Industrial Development Agency and **J & A Coat & Apron Services, Inc.** On a motion by Councilman James P. O'Connor and seconded by Councilwoman Trish Bergin Weichbrodt, said motion was approved 5-0.
4. To consider the adoption of an Authorizing Resolution between the Town of Islip Industrial Development Agency and **GE Aviation Systems, LLC**. On a motion by Councilman John C. Cochrane Jr., and Councilwoman Trish Bergin Weichbrodt, said motion was approved 5-0.
5. To consider the adoption of an Authorizing Resolution for a Tenant Consent between the Town of Islip Industrial Development Agency and **AlphaMed Bottles, Inc.** On a motion by Councilwoman Mary Kate Mullen and Councilman James P. O'Connor, said motion was approved 5-0.
6. To consider the adoption of a Resolution to approve a second mortgage for **Bancker Construction Corporation** located at 171 Freeman Avenue, Islip. On a motion by Councilman John C. Cochrane Jr., and Councilman James P. O'Connor, said motion was approved 5-0.
7. To consider **any other business** to come before the Agency. On motion by Councilwoman Trish Bergin Weichbrodt and seconded by Councilman James P. O'Connor.

**TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY  
AGENDA ITEMS FOR APRIL 21, 2020**

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**AGENDA ITEM #3**

**TYPE OF RESOLUTION:** INDUCEMENT RESOLUTION

**COMPANY:** ENTOURAGE COMMERCE, LLC/PHARMAPACKS  
2020 FACILITY

**PROJECT LOCATION:** 80 WILSHIRE BLVD, EDGEWOOD

**JOBS (RETAINED/CREATED):** RETAINED - 711 -  
CREATE - 105 -

**INVESTMENT:** \$13,818,500.00



RESOLUTION OF THE TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY PERTAINING TO THE CONSENT TO THE SUBLEASING OF THE 80 WILSHIRE BLVD. L.P. 2019 FACILITY AND APPROVING THE FORM, SUBSTANCE, EXECUTION AND DELIVERY OF RELATED DOCUMENTS, TAKING OFFICIAL ACTION TOWARD APPOINTING ENTOURAGE COMMERCE, LLC, A DELAWARE LIMITED LIABILITY COMPANY, ON BEHALF OF ITSELF AND/OR THE PRINCIPALS OF ENTOURAGE COMMERCE, LLC AND/OR AN ENTITY FORMED OR TO BE FORMED ON BEHALF OF ANY OF THE FOREGOING AS AGENT(S) OF THE AGENCY FOR THE PURPOSE OF ACQUIRING AND INSTALLING EQUIPMENT IN THE FACILITY AND MAKING CERTAIN FINDINGS AND DETERMINATIONS WITH RESPECT TO THE ACQUISITION AND INSTALLATION OF THE EQUIPMENT IN THE FACILITY

WHEREAS, the Town of Islip Industrial Development Agency (the “**Agency**”), previously provided its assistance to 80 Wilshire Blvd. L.P., a New York limited partnership (the “**Company**”), in the acquisition of an approximately 20.02 acre parcel of land located at 80 Wilshire Boulevard, Edgewood, New York 11717 (the “**Land**”), the construction and equipping of an approximately 231,000 square feet building located thereon and the acquisition and installation therein of certain equipment and personal property (the “**Improvements**” and “**Equipment**”; and together with the Land, the “**Company Facility**”), which Company Facility is leased by the Agency to the Company and used by the Company as an industrial space to be leased to commercial tenants for warehousing and/or light industrial use; and

WHEREAS, the Company leased the Land and the Improvements to the Agency pursuant to the terms of a certain Company Lease Agreement, dated as of November 1, 2019 (the “**Company Lease**”), by and between the Company and the Agency; and

WHEREAS, the Agency is leasing and subleasing the Company Facility to the Company pursuant to a certain Lease and Project Agreement, dated as of November 1, 2019 (the “**Lease Agreement**”), by and between the Agency and the Company; and

WHEREAS, the Company is in negotiations to sublease the Company Facility to Entourage Commerce, LLC, a limited liability company organized and existing under the laws of the State of Delaware, on behalf of itself and/or the principals of Entourage Commerce, LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Sublessee**”), pursuant to certain sublease agreement, dated a date to be determined (the “**Sublease Agreement**”), by and between the Company and the Sublessee, to be used as a warehouse, distribution and replenishment center in the Sublessee’s business as an E-commerce seller and E-distributor for health and beauty, haircare, fragrance, and makeup products; and



WHEREAS, the Company has requested that the Agency consent to the subleasing of the Company Facility to the Sublessee; and

WHEREAS, the Company Facility may not be subleased, in whole or in part, without the prior written consent of the Agency; and

WHEREAS, such consent may be manifested by the execution of this resolution; and

WHEREAS, in connection with the subleasing of the Company Facility, the Sublessee has submitted its application for financial assistance (the “**Application**”) to the Agency to enter into a transaction in which the Agency will assist in the acquisition of title to or a leasehold interest in and the installation of certain equipment and personal property, including but not limited to an HVAC system, racking, power equipment and office furniture (the “**2020 Equipment**”; and together with the Company Facility, the “**Facility**”), which 2020 Equipment is to be leased by the Agency to the Sublessee, and which Facility is to be used as a warehouse, distribution and replenishment center in the Sublessee’s business as an E-commerce seller and E-distributor for health and beauty, haircare, fragrance, and makeup products (the “**Project**”); and

WHEREAS, the Agency, will acquire title to or a leasehold interest in the 2020 Equipment and will lease the 2020 Equipment to the Sublessee, all pursuant to Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 47 of the Laws of 1974 of the State of New York, as the same may be amended from time to time (collectively, the “**Act**”); and

WHEREAS, the Agency contemplates that it will provide financial assistance to the Sublessee in the form of exemptions from sales and use taxes in connection with the acquisition and installation of the 2020 Equipment in the Company Facility and any repairs and renovations to the Facility necessary to accommodate the installation of the 2020 Equipment in the Facility, all consistent with the policies of the Agency, to be more particularly described in a Final Authorizing Resolution to be adopted by the Agency prior to the closing of the transactions described herein; and

WHEREAS, as of the date of this resolution, no determination for financial assistance has been made; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, prior to the date of the Hearing (defined below), the Agency will have prepared a cost/benefit analysis with respect to the proposed financial assistance; and

WHEREAS, prior to the closing of the transaction described herein, a public hearing (the “**Hearing**”) will be held so that all persons with views in favor of or opposed to either the financial assistance contemplated by the Agency or the location or nature of the Facility can be heard; and

WHEREAS, notice of the Hearing will be given prior to the closing of the transaction described herein, and such notice (together with proof of publication) will be substantially in the form annexed hereto as Exhibit A; and

WHEREAS, the minutes of the Hearing are or will be substantially in the form annexed hereto as Exhibit B; and

WHEREAS, the Agency has given due consideration to the application of the Sublessee and to representations by the Sublessee that the proposed financial assistance is either an inducement to the Sublessee to maintain the Facility in the Town of Islip or is necessary to maintain the competitive position of the Sublessee in its industry; and

WHEREAS, the Company and the Sublessee have agreed to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transaction contemplated by the sublease of the Company Facility; and

WHEREAS, the Sublessee has agreed to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transaction contemplated by the leasing of the 2020 Equipment by the Agency to the Sublessee; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively, the “SEQR Act” or “SEQR”), the Agency constitutes a “State Agency”; and

WHEREAS, to aid the Agency in determining whether the installation of the 2020 Equipment may have a significant effect upon the environment, the Sublessee has prepared and submitted to the Agency an Environmental Assessment Form and related documents (the “Questionnaire”) with respect to the 2020 Equipment, a copy of which is on file at the office of the Agency; and

WHEREAS, the Questionnaire has been reviewed by the Agency.

NOW, THEREFORE, BE IT RESOLVED by the Town of Islip Industrial Development Agency (a majority of the members thereof affirmatively concurring) that:

Section 1. Based upon the Environmental Assessment Form completed by the Sublessee and reviewed by the Agency and other representations and information furnished by the Sublessee regarding the 2020 Equipment, the Agency determines that the action relating to the acquisition and installation of the 2020 Equipment is a Type II action under SEQR and therefore, does not require further environmental review.

Section 2. The Agency hereby finds and determines:

(a) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(b) The subleasing of the Company Facility to the Sublessee will promote and maintain the job opportunities, health, general prosperity and economic welfare of the citizens of the Town of Islip and the State of New York and improve their standard of living and thereby serve the public purposes of the Act; and

(c) Based on the certification of the Sublessee in the Application, the occupancy of the Company Facility by the Sublessee shall not result in the removal of a facility or plant of the Sublessee from one area of the State to another area of the State or in the abandonment of one or more plants or facilities of the Sublessee located within the State; unless: (i) such occupation of the Company Facility is reasonably necessary to discourage the Sublessee from removing such other plant or facility to a location outside the State, or (ii) such occupation of the Company Facility is reasonably necessary to preserve the competitive position of the Sublessee in its industry; and

(d) It consents to the subleasing of the Company Facility to the Sublessee; and

(e) The execution of this resolution will satisfy the requirement of Section 9.3 of the Lease Agreement that any subleasing of the Company Facility be consented to in writing by the Agency.

Section 3. The acquisition and installation of the 2020 Equipment by the Agency, the leasing of the 2020 Equipment to the Sublessee and the provision of financial assistance pursuant to the Act will promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the Town of Islip and the people of the State of New York and improve their standard of living, and thereby serve the public purposes of the Act, and the same is, therefore, approved.

Section 4. Subject to the provisions of this resolution, the Agency shall (i) acquire and install the 2020 Equipment; and (ii) lease the 2020 Equipment to the Sublessee.

Section 5. The Sublessee is hereby notified that it will be required to comply with Section 875 of the Act. The Sublessee shall be required to agree to the terms of Section 875 pursuant to the Agency Compliance Agreement, dated a date to be determined (the "**Agency Compliance Agreement**"), by and between the Sublessee and the Agency. The Sublessee is further notified that the tax exemptions and abatements provided pursuant to the Act and the appointment of the Sublessee as agent of the Agency pursuant to this resolution are subject to termination and recapture of benefits pursuant to Sections 859-a and 875 of the Act and the recapture provisions of the Lease Agreement and the Agency Compliance Agreement.

Section 6. Counsel to the Agency is authorized and directed to work with Transaction Counsel (Nixon Peabody LLP) to prepare, for submission to the Agency, all documents necessary to affect the transfer of the real estate and personal property described in the foregoing resolution.

Section 7. The Chairman, the Executive Director, the Deputy Executive Director and all members of the Agency are hereby authorized and directed (i) to distribute copies of this resolution to the Company and the Sublessee, and (ii) to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.



Section 8. Any expenses incurred by the Agency with respect to the Facility, including the expenses of Transaction Counsel, shall be paid by the Sublessee. The Sublessee agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Facility.

Section 9. This resolution shall take effect immediately.

ADOPTED: April 21, 2020

STATE OF NEW YORK     )

: SS.:

COUNTY OF SUFFOLK     )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY THAT:

I have compared the foregoing copy of a resolution of the Town of Islip Industrial Development Agency (the “**Agency**”) with the original thereof on file in the office of the Agency, and the same is a true and correct copy of such resolution and of the proceedings of the Agency in connection with such matter.

Such resolution was passed at a meeting of the Agency held via Live-Stream at <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, on the 21st day of April, 2020, at which meeting the following members were:

Present:

Absent:

Also Present:

The question of the adoption of the foregoing resolution was duly put to vote on roll call, which resulted as follows:

Voting Aye

and, therefore, the resolution was declared duly adopted.

The Application is in substantially the form presented to and approved at such meeting.

I FURTHER CERTIFY, because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 220.1 issued on March 12, 2020, suspending the Open Meetings Law, constituting Chapter 511 of the Laws of 1976 of the State of New York, the Agency's Board Meeting on April 21, 2020 (the "**Board Meeting**"), was held electronically via Live-Stream instead of a public meeting open for the public to attend in person. Members of the public were advised, via the Agency's website, to listen to the Board Meeting by going to <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, and were further advised that the Minutes of the Board Meeting would be transcribed and posted on the Agency's website, and that all members of said Agency had due notice of said meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand as of April 21, 2020.

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Assistant Secretary



## EXHIBIT A

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### **NOTICE OF PUBLIC HEARING**

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**NOTICE IS HEREBY GIVEN** that a public hearing pursuant to Title 1 of Article 18-A of the New York State General Municipal Law will be held by the Town of Islip Industrial Development Agency on the \_\_\_\_ day of May, 2020, at \_\_\_\_\_.m., local time, electronically via [conference call][webinar] in connection with the following matters:

Entourage Commerce, LLC, a limited liability company organized and existing under the laws of the State of Delaware, on behalf of itself and/or the principals of Entourage Commerce, LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Sublessee**”), has applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in the acquisition of title to or a leasehold interest in and the installation of certain equipment and personal property, including but not limited to an HVAC system, racking, power equipment and office furniture (the “**2020 Equipment**”), which 2020 Equipment is to be leased by the Agency to the Sublessee, and installed in the Sublessee’s facility located at 80 Wilshire Boulevard, Edgewood, New York 11717 (the “**Company Facility**”; and together with the 2020 Equipment, the “**Facility**”), which Company Facility is sub-subleased from 80 Wilshire Blvd. L.P. (the “**Company**”), to the Sublessee pursuant to the Sublease Agreement (defined below), and which Facility is to be used as a warehouse, distribution and replenishment center in the Sublessee’s business as an E-commerce seller and E-distributor for health and beauty, haircare, fragrance, and makeup products (the “**Project**”). The 2020 Equipment will be initially owned, operated and/or managed by the Sublessee.

The Agency previously acquired a leasehold interest in the Company Facility pursuant to a Company Lease Agreement, dated as of November 1, 2019 (the “**Company Lease**”), by and between the Company and the Agency.

The Agency is subleasing the Company Facility to the Company pursuant to a Lease and Project Agreement, dated as of November 1, 2019 (the “**Lease Agreement**”), by and between the Agency and the Company.

The Company will sub-sublease the Company Facility to the Sublessee pursuant to a certain sublease agreement, dated a date to be determined (the “**Sublease Agreement**”), by and between the Company and the Sublessee.

The Agency contemplates that it will provide financial assistance to the Sublessee in the form of exemptions from sales and use taxes in connection with the acquisition and installation of the 2020 Equipment in the Company Facility and any repairs and renovations to the Facility necessary to accommodate the installation of the 2020 Equipment in the Facility, all consistent with the policies of the Agency.

A representative of the Agency will, at the above-stated time and place, hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Sublessee or the location or nature of the Facility. Members of the public may [listen to] [view] the Public Hearing and comment on the Project and the benefits to be granted to the Sublessee by the Agency during the Public Hearing by [insert instructions to dial into the conference call or log into the webinar]. Comments may also be submitted to the Agency in writing or electronically. Minutes of the Public Hearing will be transcribed and posted on the Agency's website. At the hearing, all persons will have the opportunity to review the application for financial assistance filed by the Sublessee with the Agency and an analysis of the costs and benefits of the proposed Facility.

Dated: April \_\_, 2020

TOWN OF ISLIP INDUSTRIAL  
DEVELOPMENT AGENCY

By: William G. Mannix  
Title: Executive Director

## EXHIBIT B

MINUTES OF PUBLIC HEARING HELD ON  
MAY \_\_, 2020

### TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY (ENTOURAGE COMMERCE, LLC 2020 FACILITY)

\_\_\_\_\_  
Section 1. \_\_\_\_\_ of the Town of Islip Industrial Development Agency (the “**Agency**”) called the hearing to order.

Section 2. The \_\_\_\_\_ then appointed \_\_\_\_\_, the \_\_\_\_\_ of the Agency, the hearing officer of the Agency, to record the minutes of the hearing.

Section 3. The hearing officer then described the proposed transfer of the real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility as follows:

Entourage Commerce, LLC, a limited liability company organized and existing under the laws of the State of Delaware, on behalf of itself and/or the principals of Entourage Commerce, LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Sublessee**”), has applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in the acquisition of title to or a leasehold interest in and the installation of certain equipment and personal property, including but not limited to an HVAC system, racking, power equipment and office furniture (the “**2020 Equipment**”), which 2020 Equipment is to be leased by the Agency to the Sublessee, and installed in the Sublessee’s facility located at 80 Wilshire Boulevard, Edgewood, New York 11717 (the “**Company Facility**”; and together with the 2020 Equipment, the “**Facility**”), which Company Facility is sub-subleased by 80 Wilshire Blvd. L.P. (the “**Company**”), to the Sublessee pursuant to the Sublease Agreement (defined below), and which Facility is to be used as a warehouse, distribution and replenishment center in the Sublessee’s business as an E-commerce seller and E-distributor for health and beauty, haircare, fragrance, and makeup products (the “**Project**”). The 2020 Equipment will be initially owned, operated and/or managed by the Sublessee.

The Agency previously acquired a leasehold interest in the Company Facility pursuant to a Company Lease Agreement,



dated as of November 1, 2019 (the "**Company Lease**"), by and between the Company and the Agency.

The Agency is subleasing the Company Facility to the Company pursuant to a Lease and Project Agreement, dated as of November 1, 2019 (the "**Lease Agreement**"), by and between the Agency and the Company.

The Company will sub-sublease the Company Facility to the Sublessee pursuant to a certain sublease agreement, dated a date to be determined (the "**Sublease Agreement**"), by and between the Company and the Sublessee.

The Agency contemplates that it will provide financial assistance to the Sublessee in the form of exemptions from sales and use taxes in connection with the acquisition and installation of the 2020 Equipment in the Company Facility and any repairs and renovations to the Facility necessary to accommodate the installation of the 2020 Equipment in the Facility, all consistent with the policies of the Agency.

Section 4. The hearing officer then opened the hearing for comments from the floor for or against the proposed transfer of real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility. The following is a listing of the persons heard and a summary of their views:

Section 5. The hearing officer then asked if there were any further comments, and, there being none, the hearing was closed at \_\_\_\_\_.

STATE OF NEW YORK     )  
                                      : SS.:  
COUNTY OF SUFFOLK    )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the foregoing copy of the minutes of a public hearing held by the Town of Islip Industrial Development Agency (the "**Agency**") on the \_\_\_\_ day of May, 2020, at \_\_\_\_\_ .m., local time, electronically via [conference call][webinar], with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the minutes in connection with such matter.

IN WITNESS WHEREOF, I have hereunto set my hand as of May \_\_\_, 2020.

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Assistant Secretary



**TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY  
AGENDA ITEMS FOR APRIL 21, 2020**

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**AGENDA ITEM #4**

**TYPE OF RESOLUTION:** INDUCEMENT RESOLUTION

**COMPANY:** R SQUARED

**PROJECT LOCATION:** 91 FIFTH AVE, 97 FIFTH AVE, 22  
OAK STREET & 3 CENTER AVE, BAY SHORE

**JOBS (RETAINED/CREATED):** RETAINED - 00 -  
CREATE - 06 -

**INVESTMENT:** \$25,694,111.00

RESOLUTION OF THE TOWN OF ISLIP INDUSTRIAL  
DEVELOPMENT AGENCY TAKING OFFICIAL ACTION  
TOWARD APPOINTING R SQUARED BAY SHORE LLC, A  
DELAWARE LIMITED LIABILITY COMPANY, ON  
BEHALF OF ITSELF AND/OR THE PRINCIPALS OF R  
SQUARED BAY SHORE LLC AND/OR AN ENTITY  
FORMED OR TO BE FORMED ON BEHALF OF ANY OF  
THE FOREGOING, AS AGENT(S) OF THE AGENCY FOR  
THE PURPOSE OF ACQUIRING, DEMOLISHING,  
CONSTRUCTING AND EQUIPPING THE FACILITY AND  
MAKING CERTAIN FINDINGS AND DETERMINATIONS  
WITH RESPECT TO THE FACILITY

WHEREAS, R Squared Bay Shore LLC, a limited liability company organized and existing under the laws of the State of Delaware, on behalf of itself and/or the principals of R Squared Bay Shore LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the "**Company**"), has applied to the Town of Islip Industrial Development Agency (the "**Agency**"), to enter into a transaction in which the Agency will assist in (i) the acquisition of four (4) parcels of land totaling approximately 1.45 acres located at 91 Fifth Avenue, 97 Fifth Avenue, 22 Oak Street and 3 Center Avenue, all in Bay Shore, New York 11706 (the "**Land**"), (ii) the demolition of an approximately 7,123 square foot building area located on a portion of the Land, (iii) the construction of an approximately 125,857 square foot mixed-use building (including parking garage) containing approximately 88 multi-family apartments, comprised of a mix of one-bedroom and two-bedroom units (at least 20% of the units will be set aside as affordable workforce housing), 2,400 square foot commercial space and other amenities including a pool, indoor and outdoor recreation space and seating areas located thereon (collectively, the "**Improvements**"), and (iv) the acquisition and installation therein of certain equipment and personal property including, but not limited to, residential appliances, HVAC systems, security cameras, card access, mailboxes (the "**Equipment**"; and together with the Land and the Improvements, the "**Facility**"), which Facility is to be leased by the Agency to the Company to be used by the Company as a multi-family mixed-use facility to be known as Greybarn Bay Shore (the "**Project**"); and

WHEREAS, the Agency will acquire a leasehold interest in the Land and the Improvements and title to the Equipment, will sublease and lease the Facility to the Company, all pursuant to Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 47 of the Laws of 1974 of the State of New York, as the same may be amended from time to time (collectively, the "**Act**"); and

WHEREAS, the Agency contemplates that it will provide financial assistance to the Company in connection with the Facility, consistent with the policies of the Agency, in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes and abatement of real property taxes, all to be more particularly described in a Final Authorizing Resolution to be adopted by the Agency prior to the closing of the transactions described herein; and

WHEREAS, as of the date of this resolution, no determination for financial assistance has been made; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, prior to the date of the Hearing (defined below), the Agency will have made a determination for financial assistance; and

WHEREAS, prior to the closing of the transaction described herein, a public hearing (the “**Hearing**”) will be held so that all persons with views in favor of or opposed to either the financial assistance contemplated by the Agency or the location or nature of the Facility can be heard; and

WHEREAS, notice of the Hearing will be given prior to the closing of the transaction described herein, and such notice (together with proof of publication) will be substantially in the form annexed hereto as Exhibit A; and

WHEREAS, the minutes of the Hearing are or will be in substantially in the form annexed hereto as Exhibit B; and

WHEREAS, the Agency has given due consideration to the application of the Company and to representations by the Company that the proposed financial assistance is either an inducement to the Company to maintain the Facility in the Town of Islip or is necessary to maintain the competitive position of the Company in its industry; and

WHEREAS, the Agency has required the Company to provide to the Agency a feasibility report (the “**Feasibility Study**”), together with such letters or reports from interested parties and governmental agencies or officials (the “**Letters of Support**”; and together with the Feasibility Study, the “**Requisite Materials**”) to enable the Agency to make findings and determinations that the Facility qualifies as a “project” under the Act and that the Facility satisfies all other requirements of the Act, and such Requisite Materials are listed below and attached as Exhibit C hereof:

1. Fiscal and Economic Impact Summary, dated April 2, 2020, prepared by Nelson, Pope & Voorhis, LLC; and
2. New York Law Journal Article, dated March 22, 2017 on Eligibility of Residential Developments for IDA Benefits by Anthony Guardino, Esq.; and
3. Ryan et al. v. Town of Hempstead Industrial Development Agency et al.; and

WHEREAS, the Agency’s Uniform Tax Exemption Policy (“**UTEP**”), which such UTEP is annexed hereto as Exhibit D, provides for the granting of financial assistance by the Agency for housing projects pursuant to Section I.A.6. and 7.; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively, the “SEQR Act” or “SEQR”), the Agency constitutes a “State Agency”; and

WHEREAS, to aid the Agency in determining whether the Facility may have a significant effect upon the environment, the Company has prepared and submitted to the Agency an Environmental Assessment Form (the “EAF”) and related documents (collectively, the “Questionnaire”) with respect to the Facility, a copy of which is on file at the office of the Agency; and

WHEREAS, the Questionnaire has been reviewed by the Agency; and

WHEREAS, the Company and/or its predecessor in interest submitted a request to the Town of Islip Planning Board (“Town Board”) for the rezoning of the Land from an Industrial One District to a Downtown Development District for the project now known as Greybarn Bay Shore (the “Action”); and

WHEREAS, the Town Board determined that the Action in connection with the Facility (the “Action”), is an Unlisted Action for SEQR purposes; and

WHEREAS, pursuant to a resolution dated May 25, 2017, and a negative declaration dated, May 25, 2017, the Town Board determined that the Action will not have a “significant effect” on the environment, and, therefore, an environmental impact statement will not be prepared; and

WHEREAS, this determination constitutes a negative declaration for purposes of SEQR; and

WHEREAS, as an Involved Agency, the Agency must make its own findings under SEQR prior to funding, undertaking, or approving an Action; and

WHEREAS, the Agency has reviewed the Questionnaire and such other documents as the Agency felt it necessary or appropriate to examine to adequately review the proposed Action; and

WHEREAS, the Agency finds that the negative declaration of the Town Board accurately and adequately examines environmental issues presented by the Action; and

WHEREAS, the Company has agreed to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transaction contemplated by the leasing of the Facility by the Agency to the Company;

NOW, THEREFORE, BE IT RESOLVED by the Agency (a majority of the members thereof affirmatively concurring) as follows:

Section 1. Based upon the EAF completed by the Company and other representations and information furnished regarding the Action, the Town Board, following

coordinated review, determined that, based upon its review of the EAF, the appropriate criteria for determination of significance, and such other and further information which the Town Board felt necessary to review the Action, that the Action would not have a “significant effect” on the environment and, therefore, an environmental impact statement will not be prepared. This determination constitutes a negative declaration for purposes of SEQR. The Agency hereby adopts the Town Board’s negative declaration as its own negative declaration under SEQR.

Section 2. In connection with the acquisition, demolition, construction and equipping of the Facility the Agency hereby makes the following determinations and findings based upon the Agency’s review of the information provided by the Company with respect to the Facility, including, the Company’s application for financial assistance, the Requisite Materials and other public information:

- (a) There is a lack of affordable, safe, clean housing in the Town of Islip, Suffolk County;
- (b) Such lack of housing has resulted in individuals leaving the Town of Islip and therefore adversely affecting employers, businesses, retailers, banks, financial institutions, insurance companies, health and legal services providers and other merchants in the Town of Islip and otherwise adversely impacting the economic health and well-being of the residents of the Town of Islip, employers, and the tax base of the Town of Islip;
- (c) The Facility, by providing such housing will enable persons to remain in the Town of Islip and thereby to support the businesses, retailers, banks, and other financial institutions, insurance companies, health care and legal services providers and other merchants in the Town of Islip which will increase the economic health and well-being of the residents of the Town of Islip, help preserve and increase permanent private sector jobs in furtherance of the Agency’s public purposes as set forth in the Act, and therefore the Agency finds and determines that the Facility is a commercial project within the meaning of Section 854(4) of the Act;
- (d) The Facility will provide services, i.e., housing, which but for the Facility, would not otherwise be reasonably accessible to the residents of the Town of Islip.

Section 3. The acquisition, demolition, construction and equipping of the Facility by the Agency, the subleasing and leasing of the Facility to the Company and the provision of financial assistance pursuant to the Act will promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the Town of Islip and the people of the State of New York and improve their standard of living, and thereby serve the public purposes of the Act, and the same is, therefore, approved.



Section 4. Subject to the provisions of this resolution, the Agency shall (i) acquire, demolish, construct and equip the Facility; and (ii) lease and sublease the Facility to the Company.

Section 5. The Company is hereby notified that it will be required to comply with Section 875 of the Act. The Company shall be required to agree to the terms of Section 875 pursuant to the Lease and Project Agreement, dated a date to be determined (the “**Lease Agreement**”), by and between the Company and the Agency. The Company is further notified that the tax exemptions and abatements provided pursuant to the Act and the appointment of the Company as agent of the Agency pursuant to this resolution are subject to termination and recapture of benefits pursuant to Sections 859-a and 875 of the Act and the recapture provisions of the Lease Agreement.

Section 6. Counsel to the Agency is authorized and directed to work with Transaction Counsel (Nixon Peabody LLP) to prepare, for submission to the Agency, all documents necessary to affect the transfer of the real estate described in the foregoing resolution.

Section 7. The Chairman, the Executive Director, the Deputy Executive Director and all members of the Agency are hereby authorized and directed (i) to distribute copies of this resolution to the Company, and (ii) to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 8. Any expenses incurred by the Agency with respect to the Facility, including the expenses of Transaction Counsel, shall be paid by the Company. The Company agrees to pay such expenses and further agree to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Facility.

Section 9. This resolution shall take effect immediately.



I FURTHER CERTIFY that, because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 220.1 issued on March 12, 2020, suspending the Open Meetings Law, constituting Chapter 511 of the Laws of 1976 of the State of New York, the Agency's Board Meeting on April 21, 2020 (the "**Board Meeting**"), was held electronically via Live-Stream instead of a public meeting open for the public to attend in person. Members of the public were advised, via the Agency's website, to listen to the Board Meeting by going to <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, and were further advised that the Minutes of the Board Meeting would be transcribed and posted on the Agency's website, and that all members of said Agency had due notice of said meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand as of the 21st day of April, 2020.

---

Assistant Secretary

EXHIBIT A

---

**NOTICE OF PUBLIC HEARING**

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**NOTICE IS HEREBY GIVEN** that a public hearing pursuant to Title 1 of Article 18-A of the New York State General Municipal Law will be held electronically via [conference call][webinar] by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of \_\_\_\_, 2020, at \_\_\_\_\_.m., local time, in connection with the following matters:

R Squared Bay Shore LLC, a limited liability company organized and existing under the laws of the State of Delaware, on behalf of itself and/or the principals of R Squared Bay Shore LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”), has applied to the Agency to enter into a transaction in which the Agency will assist in (i) the acquisition of four (4) parcels of land totaling approximately 1.45 acres located at 91 Fifth Avenue, 97 Fifth Avenue, 22 Oak Street and 3 Center Avenue, all in Bay Shore, New York 11706 (the “**Land**”), (ii) the demolition of an approximately 7,123 square foot building area located on a portion of the Land, (iii) the construction of an approximately 125,857 square foot mixed-use building (including parking garage) containing approximately 88 multi-family apartments, comprised of a mix of one-bedroom and two-bedroom units (at least 20% of the units will be set aside as affordable workforce housing), 2,400 square foot commercial space and other amenities including a pool, indoor and outdoor recreation space and seating areas located thereon (collectively, the “**Improvements**”), and (iv) the acquisition and installation therein of certain equipment and personal property including, but not limited to, residential appliances, HVAC systems, security cameras, card access, mailboxes (the “**Equipment**”; and together with the Land and the Improvements, the “**Facility**”), which Facility is to be leased by the Agency to the Company to be used by the Company as a multi-family mixed-use facility to be known as Greybarn Bay Shore (the “**Project**”). The Facility will be initially owned, operated and/or managed by the Company.

The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the acquisition, demolition, construction and equipping of the Facility and exemption of real property taxes consistent with the policies of the Agency.

A representative of the Agency will, at the above-stated time and place, hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Company or the location or nature of the Facility. Members of the public may [listen to] [view] the Public Hearing and comment on the Project and the benefits to be granted to the Company by the Agency during the Public Hearing by [insert instructions to dial into the conference call or log into the webinar]. Comments may also be submitted to the Agency in writing or electronically. Minutes of the Public Hearing will be transcribed and posted on the Agency’s website. At the hearing, all persons will have the opportunity to review the application for financial assistance filed by the Company with the Agency and an analysis of the costs and benefits of the proposed Facility.

Dated: April \_\_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT  
AGENCY

By: William G. Mannix  
Title: Executive Director

EXHIBIT B

MINUTES OF PUBLIC HEARING HELD ON  
\_\_\_\_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY  
(R SQUARED BAY SHORE LLC 2020 FACILITY)

\_\_\_\_\_  
Section 1. \_\_\_\_\_ of the Town of Islip Industrial Development Agency (the “**Agency**”) called the hearing to order.

Section 2. The \_\_\_\_\_ then appointed \_\_\_\_\_, the \_\_\_\_\_ of the Agency, the hearing officer of the Agency, to record the minutes of the hearing.

Section 3. The hearing officer then described the proposed transfer of the real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility as follows:

R Squared Bay Shore LLC, a limited liability company organized and existing under the laws of the State of Delaware, on behalf of itself and/or the principals of R Squared Bay Shore LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”), has applied to the Agency to enter into a transaction in which the Agency will assist in (i) the acquisition of four (4) parcels of land totaling approximately 1.45 acres located at 91 Fifth Avenue, 97 Fifth Avenue, 22 Oak Street and 3 Center Avenue, all in Bay Shore, New York 11706 (the “**Land**”), (ii) the demolition of an approximately 7,123 square foot building area located on a portion of the Land, (iii) the construction of an approximately 125,857 square foot mixed-use building (including parking garage) containing approximately 88 multi-family apartments, comprised of a mix of one-bedroom and two-bedroom units (at least 20% of the units will be set aside as affordable workforce housing), 2,400 square foot commercial space and other amenities including a pool, indoor and outdoor recreation space and seating areas located thereon (collectively, the “**Improvements**”), and (iv) the acquisition and installation therein of certain equipment and personal property including, but not limited to, residential appliances, HVAC systems, security cameras, card access, mailboxes (the “**Equipment**”; and together with the Land and the Improvements, the “**Facility**”), which Facility is to be leased by the Agency to the Company to be used by the Company as a multi-family mixed-use facility to be known as Greybarn Bay Shore (the “**Project**”). The Facility will be initially owned, operated and/or managed by the Company.

The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the acquisition, demolition, construction and equipping of the

Facility and exemption of real property taxes consistent with the policies of the Agency.

Section 4. The hearing officer then opened the hearing for comments from the floor for or against the proposed transfer of real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility. The following is a listing of the persons heard and a summary of their views:

Section 5. The hearing officer then asked if there were any further comments, and, there being none, the hearing was closed at \_\_\_\_\_.



STATE OF NEW YORK     )  
                                              : SS.:  
COUNTY OF SUFFOLK     )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the foregoing copy of the minutes of a public hearing held by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of \_\_\_\_, 2020, at \_\_\_\_\_.m., local time, electronically via [conference call][webinar], with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the minutes in connection with such matter.

IN WITNESS WHEREOF, I have hereunto set my hand as of \_\_\_\_\_, 2020.

---

Assistant Secretary

## EXHIBIT C

### Requisite Materials

1. Fiscal and Economic Impact Summary, dated April 2, 2020, prepared by Nelson, Pope & Voorhis, LLC;
2. New York Law Journal Article, dated March 22, 2017 on Eligibility of Residential Developments for IDA Benefits by Anthony Guardino, Esq.; and
3. Ryan et al. v. Town of Hempstead Industrial Development Agency et al.

EXHIBIT C-1

Fiscal and Economic Impact Summary, dated April 2, 2020,  
prepared by Nelson, Pope & Voorhis, LLC

## **FISCAL AND ECONOMIC IMPACT SUMMARY**

### **Greybarn Bay Shore**

**Bay Shore, New York**

NP&V No. 20081

*Submitted to:*

Rechler Equity Partners  
85 South Service Road  
Plainview, New York 11803

*Submitted by:*

Nelson, Pope & Voorhis, LLC,  
*Environmental Planning Consultants*  
572 Walt Whitman Road  
Melville, New York 11747  
Phone: (631) 427-5665

**April 2, 2020**



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## FISCAL AND ECONOMIC IMPACT SUMMARY

### Greybarn Bay Shore

#### Bay Shore, New York

NP&V No. 20081

*Prepared For:*

Rechler Equity Partners  
85 South Service Road  
Plainview, New York 11803

*Prepared By:*

Nelson, Pope & Voorhis, LLC  
572 Walt Whitman Road  
Melville, New York 11747  
(631) 427-5665

*Date:*

April 2, 2020

### **1.0 INTRODUCTION AND PURPOSE**

Nelson, Pope & Voorhis, LLC (NP&V) has been requested to prepare a fiscal and economic impact summary for a proposed mixed-use development known as Greybarn Bay Shore, located in Bay Shore, New York. NP&V is a professional environmental and planning firm with qualifications and expertise to prepare fiscal and economic impact analyses, and has a track record of similar completed projects, as well as residential and commercial market analysis and related economic development services to private and municipal clients. The economic qualifications of the firm and personnel are provided in **Attachment A**.

This analysis examines the fiscal and economic impacts that are anticipated to occur through the construction and annual operations of a mixed-use development to be located at 22 Oak Street, 3 Center Avenue and 97 5<sup>th</sup> Avenue in Bay Shore, within the Town of Islip, Suffolk County, New York. The location can be more specifically described as Suffolk County Tax Map District 500, Section 366, Block 4, Lots 13, 35 and 40.1, and District 500, Section 392, Block 1, Lot 38.

The proposed project responds to the public need for increased quality rental housing as well as increased transit-oriented development opportunities in the area, as recognized in multiple comprehensive planning documents and evidenced by current conditions within the surrounding community. The project provides a positive contribution toward addressing demand for such housing needs in Bay Shore, through the construction of 88 multi-family housing units and 2,400 square feet (SF) of retail space.





The proposed project will create strong economic activity by providing jobs and a solid future tax base. Consumer activity will ripple through the local community, creating beneficial fiscal and economic impacts throughout Bay Shore, the Town of Islip, Suffolk County, and the region as a whole.

This analysis examines and quantifies the fiscal and economic impacts that are anticipated to result from the proposed development at Greybarn Bay Shore. **Section 2.0** outlines the methodology and the sources of data used to project the fiscal and economic impacts generated in this analysis. **Section 3.0** examines and summarizes demographics and trends specific to the Bay Shore community, the Town of Islip and Suffolk County. In addition, this section examines trends among the local, regional and national housing market. **Section 4.0** analyzes relevant town and local planning documents specific to the Bay Shore community and summarizes the proposed project's consistency with such reports. **Section 5.0** summarizes the existing fiscal and economic conditions – including enrollment trends/population, budget, and current tax rates and levies for the Bay Shore Union Free School District (UFSD). This section also summarizes the land use and tax base composition, detailed budgets and the current tax rates and levies for both the Town of Islip and Suffolk County. Moreover, this section summarizes the fiscal impacts that are anticipated to result from the proposed project. These include beneficial impacts to the local school district as well as the generation of annual property tax revenues allocated to each of the taxing jurisdictions located within the boundary of the site, upon full taxation based on current tax dollars. This information is useful in understanding the future tax benefit. Lastly, **Section 5.0** presents a summary of the direct economic impacts, as well as those indirect and induced impacts that are estimated to occur – on output, employment and labor income – during both the 16-month construction period, and annually upon stabilized operations of the proposed project. **Section 6.0** outlines the references and sources of information utilized in this analysis.

## 2.0 METHODOLOGY

Various data and information from federal, state, local, and commercial data sources was used to analyze the existing conditions and projected fiscal and economic impacts stemming from the construction and annual operation of the proposed development at Greybarn Bay Shore.

Rechler Equity Partners supplied information regarding the unit mix, construction cost and construction schedule, as well as the estimated rental rates, employment and employee salaries during the annual operations of the proposed project.

Bay Shore Union Free School District (UFSD) provides data pertaining to the district budget, enrollment trends and per-pupil education costs.

The Town of Islip and Suffolk County provide information regarding approved budgets and current tax rates for the parcels that comprise the subject property. This tax information was used to compare the existing revenues to those that are projected to be generated upon full build-out and full taxation of proposed project.

New York State Education Department provides New York State District Report Cards and the Fiscal Accountability Summary reports specific to the Bay Shore UFSD. This information allows for an analysis of how the development may affect the school district's enrollment.

New York State Office of Real Property Services provides data pertaining to the existing tax base and tax revenues for the Town of Islip. This information was used to better understand how local budgets and taxing jurisdictions will be affected by the proposed project.

United States Bureau of Labor Statistics and New York State Department of Labor publish the Occupational Employment Statistics survey. This survey was used to estimate the wages earned among those employed within "construction and extraction" occupations in the Long Island labor market. These wages were assumed for each of the workers responsible for the construction of the proposed project. Moreover, the Quarterly Census of Employment and Wages was used to estimate the wages earned among those employed within the "retail trade" industry in the Long Island labor market. These wages were assumed for each of the employees during annual operations of the proposed project.

United States Census Bureau provides the latest population counts and other pertinent demographic data for Bay Shore, the Town of Islip and Suffolk County.

Environmental Systems Research Institute, Inc. (ESRI) generated on-demand demographic reports specific to Bay Shore, the Town of Islip and Suffolk County through their *Business Analyst Online* program. Various reports were created for each place, with demographic factors in these profiles including those pertaining to population, the number of households, housing occupancy, and median household income, among others. Data was collected for 2000 and 2010 as well as current estimates (2019) and five-year projections (2024), where available.

All estimates and projections provided by ESRI draw upon data from sources including the Current Population Survey, American Community Survey, Census of Retail Trade (all via the United States Census Bureau), Consumer Expenditure Survey (via the United States Bureau of Labor Statistics), United States Postal Service, Internal Revenue Service, National Bureau of Economic Research, and other commercial and federal data sources.

IMPLAN (formerly known as the Minnesota IMPLAN Group) developed an economic impact modeling system called IMPLAN, short for “impact analysis for planning.” The program was developed in the 1970s through the United States Department of Agriculture’s Forest Service, and was privatized in 1993.

IMPLAN is built on a mathematical input-output (I-O) model to express relationships between various sectors of the economy in a specific geographic location. The I-O model assumes fixed relationships between producers and their suppliers based on demand, and the inter-industry relationships within a region largely determine how that economy will respond to change. In an I-O model, the increase in demand for a certain product or service causes a multiplier effect; increased demand for a product affects the producer of the product, the producer’s employees, the producer’s suppliers, the supplier’s employees, and so on, ultimately generating a total impact in the economy that is greater than the initial change in demand.

The IMPLAN model is a method for estimating local economic multipliers, including those pertaining to production, value-added, employment, wage and supplier data. IMPLAN differentiates in its software and data sets between 546 sectors that are recognized by the United States Department of Commerce. Multipliers are available for all states, counties and zip codes, and are derived from production, employment and trade data from sources including the United States Census Bureau, County Business Patterns, Annual Survey of Government Employment, Annual Survey of Retail Trade; United States Bureau of Labor Statistics, Quarterly Census of Employment and Wages, Consumer Expenditure Survey; United States Department of Labor; Office of Management and Budget; United States Department of Commerce; Internal Revenue Service; United States Department of Agriculture, National Agricultural Statistical Service; Federal Procurement Data Center; and United States Bureau of Economic Analysis, Regional Economic Information System, Survey of Current Business, among other national, regional, state and local data sources.

IMPLAN is widely accepted as the industry standard for estimating how much a one-time or sustained increase in economic activity in a particular region will be supplied by industries located in the region. Federal government agencies such as the Army Corps of Engineers, Bureau of Economic Analysis, Bureau of Land Management, Environmental Protection Agency, Federal Reserve Bank, Fish and Wildlife Service, and National Park Service have used the multipliers to study the local impact of government regulation on specific industries and to assess the local economic impacts of Federal actions. State and local governments including New York State Department of Labor, New York State Division of the Budget, New York State Office of the State Comptroller, New York State Assembly and New York City Economic Development Corporation, have used the multipliers to estimate the regional economic impacts of government policies and projects and of events, such as the location of new businesses within their state, or to

assess the impacts of tourism. Likewise, businesses, universities and private consultants have used the multipliers to estimate the economic impacts of a wide range of projects, such as building a new sports facility or expanding an airport; of natural disasters; of student spending; or of special events, such as national political conventions.

NP&V personnel have received formal IMPLAN training through IMPLAN, and possess the qualifications to project economic impacts for a multitude of project types using this software. For the purpose of this analysis, multipliers specific to socio-economic data in Suffolk County's "Construction of new multifamily residential structures" industry were analyzed to determine the direct, indirect and induced economic impacts during the construction period of the proposed project. Moreover, multipliers specific to socio-economic data in Suffolk County's "Tenant-occupied housing," "Retail - Miscellaneous store retailers" and "Other real estate" industries were analyzed to determine the direct, indirect and induced economic impacts during the annual operations of the proposed project. A summary of these economic impacts can be found in **Section 5.0** of this analysis.

International Council of Shopping Centers and Urban Land Institute both publish standards pertaining to sales per square foot of retail space, for various types of shopping places. These standards were referenced in estimating annual output for the 2,400 SF of retail space proposed for development.

### 3.0 DEMOGRAPHICS AND LOCAL TRENDS

As noted in **Section 1.0**, this section examines demographics and socioeconomic characteristics, as well as trends specific to the Bay Shore community, the Town of Islip and Suffolk County. In addition, this section summarizes trends among the local, regional and national housing market.

#### 3.1 Demographics

##### *Population*

Trends in the residential population and in the number of households were examined for Bay Shore,<sup>1</sup> the Town of Islip and Suffolk County. An analysis of past data, coupled with current estimates and projections, illustrate the changing needs of the community, and how such needs can be addressed within the local housing market – including the proposed Greybarn Bay Shore development.

As seen in **Table 1** and **Chart 1**, the population within Bay Shore has increased slightly since 2000. Between 2000 and 2010, the population of Bay Shore increased by 2.4%, or by approximately 600 persons. Similarly, the population within the Town of Islip grew by 4.0%, or by approximately 13,000 residents. Suffolk County witnessed greater population growth of nearly 74,000 persons, increasing by approximately 5.2% between 2000 and 2010.<sup>2</sup>

Current estimates and projections suggest continued moderate growth, yet at a slightly greater pace in Bay Shore and a slower pace within Islip and Suffolk County, through 2024. Based on the available standard demographic references, population within the Bay Shore community is expected to grow by 960 persons, growing by 3.6% between 2010 and 2024. The population within the Town of Islip is projected to increase by a mere 564 residents, with 0.2% growth projected to occur between 2010 and 2024. Population growth within Suffolk County is projected to increase by 1.1% between 2010 and 2024, to over 1.51 million persons.<sup>3</sup> It is important to note that this population projection does not account for specific developments currently in the planning or approval process. Moreover, while such factors are examined at the local level, projections are not based solely upon specific build-out scenarios or land use analyses. Rather, the projections are based upon historical trends and current estimates at the county level, a time series of county-to-county migration data, an historical analysis of residential building permit data and residential postal delivery counts. Such data is supplemented with available information generated by nationwide databases, statistics providers and demographic and spatial analysis tools.

<sup>1</sup> Bay Shore demographics are based on the Bay Shore Census Designated Place (CDP) per the US Census.

<sup>2</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

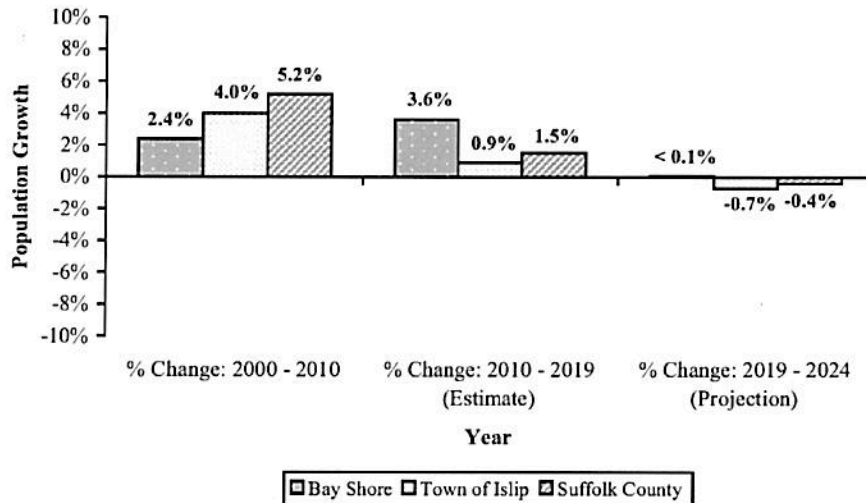
<sup>3</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

**Table 1**  
**POPULATION TRENDS**

Year	Bay Shore	Town of Islip	Suffolk County
2000	25,726	322,612	1,419,369
2010	26,337	335,543	1,493,350
2019 (Estimate)	27,290	338,550	1,515,506
2024 (Projection)	27,297	336,107	1,510,196

Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

**Chart 1**  
**CHANGE IN POPULATION**



Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

### **Households**

Reflective of the population trends, the number of households within each place has also witnessed a moderate increase since 2000. As seen in **Table 2** and **Chart 2**, the number of households in Bay Shore increased by 2.4% between 2000 and 2010 – from 8,849 households in 2000 to 9,064 households in 2010. The Town of Islip witnessed more growth in the number of households than in its population, growing by 4,696 households, or 4.7% over the decade. Likewise, Suffolk County grew by over 30,000 households, or by 6.5% between 2000 and 2010.<sup>4</sup>

<sup>4</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

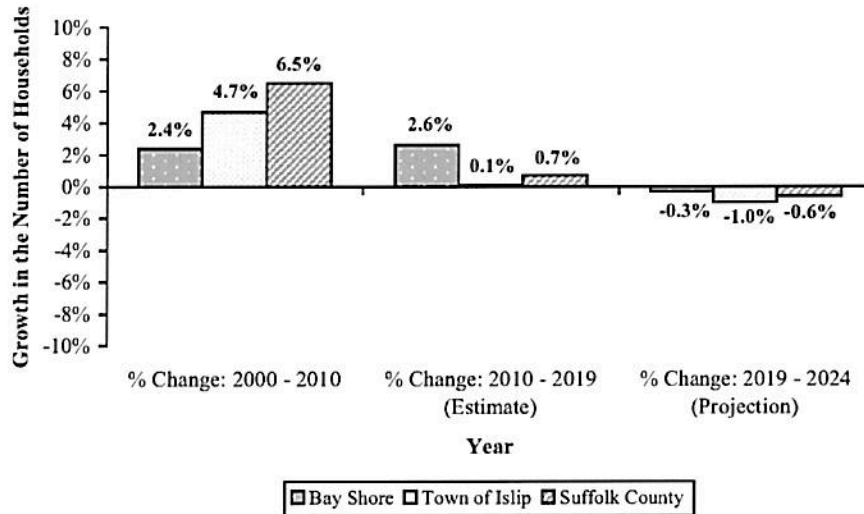


**Table 2**  
**HOUSEHOLD TRENDS**

Year	Bay Shore	Town of Islip	Suffolk County
2000	8,849	98,935	469,299
2010	9,064	103,631	499,922
2019 (Estimate)	9,303	103,708	503,659
2024 (Projection)	9,272	102,700	500,460

Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

**Chart 2**  
**CHANGE IN NUMBER OF HOUSEHOLDS**



Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

The latest estimates suggest 9,303 households currently exist within Bay Shore, 103,708 households in the Town of Islip and over 503,000 in Suffolk County. As seen with population trends, current estimates and projections suggest a slight decline among the number of households within each geographic area, between 2019 and 2024. Overall, Bay Shore is projected to experience approximately 4.8% growth in the number of households between 2000 and 2024.<sup>5</sup>

<sup>5</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

As seen in **Table 3**, the current estimated average household size in Bay Shore is 2.90 persons.<sup>6</sup> This is lower than the average household size of that in the Town of Islip, at 3.22 persons per household, yet comparable to that of Suffolk County, at 2.95 persons per household. When compared to other parts of Suffolk County, the relatively smaller household size in Bay Shore is reflective of the relative greater number of single-person households, young professionals, young families, empty nesters and seniors in the community.

**Table 3**  
**AVERAGE HOUSEHOLD SIZE: 2019 (ESTIMATE)**

Geographic Area	Household Size
Bay Shore	2.90
Town of Islip	3.22
Suffolk County	2.95

Source: United States Bureau of the Census; ESRI Business Analyst;  
Analysis by Nelson, Pope & Voorhis, LLC.

#### **Tenure**

As seen in **Table 4**, the majority of the housing units in each geographic location are owner-occupied. Bay Shore has the greatest share of rental properties when compared to the Town of Islip and Suffolk County, with renter-occupied units comprising 36.9% of the housing stock. This is nearly double that of Suffolk County as a whole.<sup>7</sup> The large share of renter-occupied housing units in the Bay Shore community is reflected in the relatively greater demand for such units within the local housing market.

**Table 4**  
**HOUSING TENURE: 2019 (ESTIMATE)**

Housing Type	Bay Shore	Town of Islip	Suffolk County
Total Housing Units	9,932	112,050	579,465
Owner-Occupied	56.8%	72.1%	69.6%
Renter-Occupied	36.9%	20.5%	17.3%
Vacant Housing Units	6.3%	7.4%	13.1%

Source: United States Bureau of the Census; ESRI Business Analyst; Analysis by Nelson, Pope & Voorhis, LLC.

<sup>6</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

<sup>7</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

### Income

Household income serves as a primary measure in determining affordability among various housing options within a given community. As seen in **Table 5**, households in Bay Shore have a median income of approximately \$76,649. The median household income within the Town of Islip and Suffolk County is significantly higher than that of Bay Shore – at \$93,257 and \$97,325, respectively.<sup>8</sup> The considerably lower median household income levels found in Bay Shore are indicative of a population with a greater demand for affordable and workforce housing options.

**Table 5**  
**MEDIAN HOUSEHOLD INCOME: 2019 (ESTIMATE)**

Geographic Area	Household Income
Bay Shore	\$76,649
Town of Islip	\$93,257
Suffolk County	\$97,325

Source: United States Bureau of the Census; ESRI Business Analyst;  
Analysis by Nelson, Pope & Voorhis, LLC.

### 3.2 National, Regional and Local Housing Market Trends

Current and projected local, regional and national housing conditions are an important component to understanding the market for new housing in the Bay Shore community. Many external economic forces are shaping the local housing market conditions in the community, Suffolk County and the Long Island region as a whole.

The national housing market has been strong, and as of December 2019, home construction was at its highest levels in 13 years.<sup>9</sup> Nationally, new housing has been demanded to meet the needs of the young workforce. Conversely, aging long-term residences are being developed as infill multi-family housing in many downtown settings. Overall, housing sales increased by 10.8% between December 2018 and December 2019 – the highest sales level in almost two years. Likewise, new home sales increased by 23.0% over the same time period.<sup>10</sup> However, construction has dipped over the past few months as the national economy faces coronavirus fears and uncertainty. Home-building declined the most in the Northeast region, falling by 25.1% between February 2020 and March 2020.<sup>11</sup> Market performance within the conventional multifamily real estate industry has decreased by 40% between mid-February and March 23<sup>rd</sup>, 2020.<sup>12</sup> It is expected that these trends will continue over the next few months, with our

<sup>8</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

<sup>9</sup> The Associated Press, “New US home construction dips again in February” March 18, 2020, accessed via Long Island Business News.

<sup>10</sup> Long Island Association, “LIA Monthly Economic Report.” February 2020.

<sup>11</sup> The Associated Press, “New US home construction dips again in February” March 18, 2020, accessed via Long Island Business News.

<sup>12</sup> CBRE, “CBRE Flash Call: COVID-19 Impact on Multifamily Real Estate” March 24, 2020.

economy dipping into a short-term recession.<sup>13</sup> The Federal Reserve's move to reduce interest rates is projected to make credit more accessible and stimulate the real estate sector. With these lower interest rates, construction and real estate sectors may improve, but this will likely not occur until fears of the coronavirus have subsided.<sup>14</sup>

The housing market on Long Island is reflective of national trends, but there remains several issues and challenges specific to the region. As identified in the Long Island Index report *Long Island's Future: Economic Implications of Today's Choices*, a group of interconnected factors that limit market viability are contributing to the overall stagnancy: stagnant population growth, the decline in young families, high housing costs/limited housing options, and a lack of employment options. Stagnant population growth and the decline in young families are both aspects of the same issue, largely caused by the third point, high housing costs and limited housing options. Long Island is largely built out or limited by zoning, and subsequently, is feeling the pressure of unmet housing demand not only from its own communities, but on a regional scale as well.

Up until March 2020, Long Island's housing market remained strong, with home sales rising by 3.7%, and home sale prices rising more significantly – by 8.0% between February 2019 and February 2020 in Suffolk County.<sup>15</sup> In Nassau County, home sales have increased by 7.3% between February 2019 and February 2020, while home sales prices increasing by 5.0% over the same period.<sup>16</sup> According to the National Association of Realtors, Long Island residential real estate ranks as the 9<sup>th</sup> highest-priced metropolitan area in the nation, with the median sales price of single-family homes pegged at \$507,600 as of the third quarter of 2019.

Overall, rental properties remain limited, with an average vacancy rate of only 3.4% among apartments on Long Island as of January 2020. This vacancy rate was the 8<sup>th</sup> lowest among metropolitan areas in the nation, and well below the 5% measure of market equilibrium, at which neither renters nor owners are at a particular advantage. This indicates the strength of the local rental real estate market, and considerable unmet demand that remains in the local housing market. Median asking rents were \$2,157 per unit. As of January 2020, both asking rents (which averaged \$3,359 per unit) and vacancy rates (which averaged 3.9%) were higher for new rental space, constructed after 2009.<sup>17</sup>

Recent college graduates and young professionals are not seeking the same suburban lifestyle as previous generations; they are starting families later and prefer environments in which their live, work and play options are within close proximity to their place of residence. As such, housing is being developed which follows not only the national trend, but is also being created in transit-oriented development (TOD) locations surrounding train stations. According to the Long Island Index, the economic future of Long Island depends on developing such transit-oriented multifamily housing across all price points. Such higher density development around train

<sup>13</sup> The Associated Press, "New US home construction dips again in February" March 18, 2020, accessed via Long Island Business News.

<sup>14</sup> Long Island Association, "LIA Monthly Economic Report." March 2020.

<sup>15</sup> Multiple Listing Service of Long Island, "Suffolk County Market Updates." February 2020.

<sup>16</sup> Multiple Listing Service of Long Island, "Nassau County Market Updates." February 2020.

<sup>17</sup> Long Island Association, "LIA Monthly Economic Report." February 2020.

#### 4.0 CONSISTENCY WITH EXISTING COMPREHENSIVE PLANNING DOCUMENTS

As noted in **Section 1.0**, this section analyzes relevant town and local planning documents specific to the Bay Shore community and summarizes the proposed project's consistency with such reports. This includes the *Town of Islip Comprehensive Plan* (prepared in 1979), the *Town of Islip Comprehensive Plan Update* (prepared in 2011), the *Greater Bay Shore NY Rising Community Reconstruction Plan* (prepared in 2014) and Suffolk County Planning Commission's *Smart Communities through Smart Growth* plan (2000).

##### ***Town of Islip Comprehensive Plan***

The *Town of Islip Comprehensive Plan* was prepared in 1979 and discusses a variety of planning issues which include housing, the environment, recreation, open space, public services, transportation, community identity, commercial and industrial development as well as historic preservation and urban aesthetics. The seven (7) goals of the Comprehensive Plan are:

- To promote housing which satisfies the needs and tastes of Islip citizens for the entire range of income levels in the Town;
- To protect the natural resources and environment of Islip;
- To provide recreational services of all kinds in adequate supply and easily accessible to all the Town's people;
- To provide or promote efficient, quality public services, including transportation, education, health, safety and consumer protection;
- To promote the development of identifiable communities and corresponding social activities;
- To promote only those commercial and industrial developments that are compatible with local employment needs and surrounding environments; and,
- To promote attractive environments that enhances the value of life with aesthetically pleasing surroundings.

The plan lists several issues in the hamlet of Bay Shore, with a specific focus on issues in the downtown (referred to as the "core area" in the plan), which includes the subject property. One of the key issues in the core area at the time of the plan was rooming and housing in old and unkempt former large single-family homes. These structures strained public services and paid low taxes as these types of housing units are single-assessed units but supported many individual tenants. Additionally, these types of housing options placed the greatest burden on community services and were lower in market value.

In order to address the issues outlined in the 1979 Comprehensive Plan, three alternative development scenarios were created to guide redevelopment in Bay Shore while also balancing the needs of the community. Of these three development scenarios, the Town determined a sub-regional center alternative would provide the most "balanced, identifiable community structure" and aligned with the existing community scale and character of the core area. This alternative proposes a considerable increase in the scale of residential, commercial and transportation facilities in the core area. Specifically, this alternative assumed 3,600 new housing units, high density housing types (townhouses, garden apartments and high rises), and an increase in commercial area (an optimum size of 450,000 square feet of additional commercial space) with the intention of creating additional employment opportunities. Recommendations to create a sub-regional center that pertain to the proposed Greybarn Bay Shore mixed-use development include:

***Greater Bay Shore NY Rising Community Reconstruction Plan***

The Greater Bay Shore NY Rising Community Reconstruction Plan (Greater Bay Shore NYRCR Plan) was prepared in 2014 as part of the NY Rising Community Reconstruction Program within the Governor's Office of Storm Recovery. The program was enacted in order to rebuild at risk communities impacted by extreme weather events (e.g., Superstorm Sandy) and rising sea levels. The NY Rising Community Reconstruction Program provides these communities with funding and technical expertise to "develop thorough and implementable reconstruction plans to build physically, socially, and economically resilient and sustainable communities."<sup>19</sup>

Critical issues for the Greater Bay Shore area were identified through public outreach that define the needs, opportunities, strategies and projects to create a more resilient and sustainable community. These critical issues include: flooding, extended recovery time for basic services, resiliency of the ferries and marinas, vulnerable populations, communications and educational outreach, critical services to the Southside Hospital-Northwell Health, water quality and recovery of the local economy including downtown Bay Shore. The needs and opportunities for both economic development and housing outlined in the Greater Bay Shore NYRCR Plan are as follows:

- **Economic Development**
  - Need: Continued growth in local tax base, new jobs, and greater resiliency of the economy;
  - Opportunity: Maintain economic base of business in the Village of Brightwaters and extend economic momentum related to medical corridor, Main Street, and marina area in Bay Shore;
  - Need: Improved integration of commercial, recreational, and tourism assets and functions;
  - Opportunity: Utilize strategies that can build upon and improve synergies within the Business Improvement District and/or Main Street between local businesses and tourism (to and from Fire Island);
  - Need: Improved resiliency and continuity of waterfront businesses; and,
  - Opportunity: Implement policies, plans, incentives to further support water-dependent marine economic activity and/ consider the appropriateness of additional water-enhanced commercial uses to improve economic diversity.
- **Housing**
  - Need: Improved or expanded relocation opportunities, where appropriate, for those (including vulnerable populations) located in extreme and high risk areas;
  - Opportunity: Facilitate the introduction of mixed-use development related to economic revitalization in non-risk areas;
  - Need: More safe, resilient housing in flood prone areas that meet the needs of the community; and,
  - Opportunity: Use best practices to address physical and practical aspects of raising older, large, or potentially historic houses (senior, ADA-compliant access).

A critical goal "is to ensure that the Community's social, economic, and natural-resource assets and systems that were affected by Superstorm Sandy are more resilient against future storms."

<sup>19</sup> Jacobs and Cameron Engineering in coordination with the NY Rising Community Reconstruction Program. *Greater Bay Shore NY Rising Community Reconstruction Plan*. December 2014.

Both housing and economic centers were identified as priority assets in the Greater Bay Shore area. Specifically, there are a significant number of residences that are at risk of flooding and storm surge events. Housing resources, including those for low-income and seniors, were identified as the highest community value as local economies are unable to recover from devastating disasters without housing. Additionally, the primary economic centers, including the Montauk Highway/Main Street corridor, are critical resources for Bay Shore's economy, all of which are in flood risk areas.

It should be noted that the subject property is partially located in a moderate-risk area. To protect these priority assets, several projects are provided in the Greater Bay Shore NYRCR Plan. While there are no specific projects that relate to the proposed action, a general program noted in the Greater Bay Shore NYRCR Plan that supports the proposed Greybarn mixed-use development is the Housing Relocation Program, which encourages the voluntary relocation of housing out of extreme and high risk flood locations. As the subject property is located outside of the extreme- and high-risk flood locations and is not within a floodplain or flood hazard area, the proposed Greybarn mixed-use development is an appropriate location for new housing and commercial opportunities in the downtown. Furthermore, the proposed action will provide new retail opportunities that will support the Main Street corridor and the area's economy, while also providing housing resources that are essential to downtown Bay Shore. Therefore, the proposed Greybarn mixed-use development supports the intent of the Greater Bay Shore NYRCR Plan.

***Suffolk County Planning Commission, Smart Communities through Smart Growth***

As discussed in the 2000 *Smart Communities through Smart Growth* study, prepared by the Suffolk County Planning Commission, the characteristics of Long Island's current landscape are the result of development based on auto-centric zoning ordinances. The study discusses eight principles of "Smart Growth" development that can be used as guidelines for further development in communities throughout Long Island. The eight principles are as follows:

- Direct development to strengthen existing communities;
- Encourage mixed land uses and mixed-use buildings;
- Encourage consultation between communities;
- Take advantage of compact building sizes and create a range of housing opportunities;
- Provide a variety of transportation choices;
- Create pleasant environments and attractive communities;
- Preserve open space and natural resources; and,
- Make development decisions predictable, fair and cost-effective.

The proposed Greybarn Bay Shore development is consistent with these principles in that it will strengthen the existing Bay Shore community while encouraging mixed-use buildings. The mix of uses creates the density of development that is needed to sustain a healthy and walkable community. A local synergy would be created and the need for residents to drive to various uses is minimized. Further, the proposed development creates a range of housing opportunities at densities that are associated with a traditional downtown. The density, land costs and the presence of community support facilities make it easier to develop attractive housing that is affordable to a variety of income groups. Targeted groups such as senior, starter or workforce housing can be guided to such higher density housing with a variety of styles and housing types that are appropriate to locate near transit or town centers.



The proposed project's location proximate the LIRR station, pedestrian access, and attractive design will contribute to a pleasant environment and attractive community. This will strengthen the sense of place, community interest, and sense of pride in the community. Lastly, the proposed project will preserve open space and natural resources by creating a mixed-use development in an area with existing infrastructure, instead of committing open space for the new development. Therefore, the proposed Greybarn mixed-use development supports the intent of the Suffolk County Planning Commission's *Smart Communities through Smart Growth* study.



It is clear that there remains a need for alternative, pedestrian-friendly planning designs. The proposed project responds to the public need for increased quality rental housing as well as increased transit-oriented development opportunities in the area, as recognized in the aforementioned comprehensive planning documents and evidenced by current conditions within the Bay Shore community.

## 5.0 SUMMARY OF FISCAL AND ECONOMIC IMPACTS

As noted in **Section 1.0**, this analysis summarizes the existing conditions and the fiscal and economic impacts that are associated with the development of Greybarn Bay Shore. Fiscal impacts include the generation of property tax revenues and their distribution among local taxing jurisdictions, upon full taxation of the parcels. Economic impacts include direct, indirect and induced benefits on output, employment and associated labor income during the 16-month construction phase and during a stabilized year of annual operations.

The proposed project will increase the distribution of tax ratables throughout the Bay Shore UFSD, the Town of Islip and Suffolk County, upon full build-out and full-taxation of the development. Moreover, the proposed project will generate immediate construction jobs as well as permanent employment opportunities for Town and area residents. Such fiscal and economic benefits are most crucial for the economic well-being throughout the Bay Shore community, the greater Long Island region and New York State.

A summary of findings is provided herein, with detailed methodologies and references provided throughout this analysis. This analysis was prepared using methods, data and information that are considered to be industry standard for such fiscal and economic impact analyses.

### *Definition of Economic Impacts*

A *direct impact* arises from the first round of buying and selling. These direct impacts can be used to identify additional rounds of buying and selling for other sectors of the economy and to identify the impact of spending by local households. An *indirect impact* refers to the increase in sales of other industry sectors, which include further round-by-round sales. An *induced impact* accounts for the changes in output and labor income by those employed within the region, resulting from direct and indirect impacts. The *total impact* is the sum of the direct, indirect and induced impacts.

### *Key Findings*

#### Existing Conditions

- As seen in **Section 3.0**, and according to the latest commercial data estimates, there are currently approximately 27,290 persons residing within 9,663 housing units in Bay Shore. Likewise, there are currently approximately 338,550 persons residing within 110,665 housing units in the Town of Islip.<sup>20</sup>
- The vast majority of assessed parcels in the Town of Islip are residential properties, comprising 84.5% of the total number of parcels. However, such properties comprise 62.7% of the Town's tax base<sup>21</sup> and cause the greatest burden on community services.
- The Town of Islip adopted an operating budget for the 2019-20 fiscal year, with budgeted expenditures of over \$244.5 million and anticipated revenues of over \$229.0 million. This includes both town-wide funds and special district funds.<sup>22</sup>

<sup>20</sup> ESRI, *Community Profile Report*. All reports accessed via ESRI Business Analyst Online, March 18, 2020.

<sup>21</sup> New York State Office of Real Property Services, 2018 Annual Assessment Rolls, 2018 Parcel Counts by Individual Property Class Code.

<sup>22</sup> Town of Islip, "2020 Adopted Budget."

- Suffolk County created a 2020 operating budget with expenditures of over \$3.2 billion and revenues of nearly \$4.1 billion.<sup>23</sup>
- The proposed project is located within the boundaries of the Bay Shore UFSD. The latest Census estimates suggest that 92.1% of all school-aged children who are enrolled in school and reside within the school district boundaries attended public schools; the remaining 7.9% of school-aged children attend private schools.
- Student enrollment within the Bay Shore UFSD has slightly increased – by 199 students, or 3.5% – over the ten (10) years between the 2009-10 and 2018-19 academic years.<sup>24</sup>
- According to the New York State School Report Card Fiscal Accountability Summary for the Bay Shore UFSD, expenditures averaged \$14,490 per general education student and \$42,314 per special education student during the 2017-18 academic year. During this year, 897 students, or 13.0% of the students within Bay Shore UFSD, were enrolled in the special education program.<sup>25</sup>
- The Bay Shore UFSD adopted a balanced budget for the 2019-20 academic year, with revenues and expenditures totaling nearly \$159.4 million.<sup>26</sup>
- Unemployment has decreased substantially since its peak in 2010-2012. As of December 2019, approximately 6,300 persons – 3.6% of the Town's labor force – are unemployed. While it is important to note that this data has not been seasonally adjusted, such trends are nonetheless slightly lower than that of Suffolk County and New York State.<sup>27</sup>
- Since the subject property is comprised of both residential and commercial uses under existing conditions, the taxes are currently split between homestead and non-homestead taxes. Under Article 19, Section 1903 of the New York State Real Property Tax Law, this is a local option to establish two separate tax rates: a lower tax rate for residential property owners (homestead tax) and a higher rate for all other property owners (non-homestead tax).
- The project site is currently taxed at a rate of \$28.8660 per \$100 of assessed valuation (homestead rate) and \$39.0640 per \$100 of assessed valuation (non-homestead rate). This translates into a current generation of \$43,964 in property tax revenues.<sup>28</sup> The existing distribution of tax revenues is shown in Table 6.

<sup>23</sup> Suffolk County, "2020 Recommended Operating Budget, Narrative Summary Volume 1," 2019.

<sup>24</sup> New York State Department of Education.

<sup>25</sup> New York State Department of Education.

<sup>26</sup> Bay Shore UFSD.

<sup>27</sup> New York State Department of Labor.

<sup>28</sup> Town of Islip Receiver of Taxes.

**Table 6**  
**EXISTING TAX REVENUES**

<b>Taxing Jurisdiction</b>	<b>Current Tax Rate (per \$100 Assessed Valuation)</b>	<b>Current Tax Revenue</b>	<b>Percent of Total Tax Revenue</b>
<b>Total: School Tax</b>	<b>20.8300 - 30.6640</b>	<b>\$34,465</b>	<b>78.4%</b>
Bay Shore School District – Non-Homestead	29.5730	\$32,235	73.3%
Bay Shore School District – Homestead	20.0890	\$1,004	2.3%
Bay Shore Library District – Non-Homestead	1.0910	\$1,189	2.7%
Bay Shore Library District - Homestead	0.7410	\$37	0.1%
<b>Total: County Tax</b>	<b>3.3000</b>	<b>\$3,762</b>	<b>8.6%</b>
County General Fund	0.1830	\$209	0.5%
County Police	3.1170	\$3,553	8.1%
<b>Total: Town Tax</b>	<b>1.4370 - 2.1660</b>	<b>\$2,433</b>	<b>5.5%</b>
General Town – Non-Homestead	1.1760	\$1,282	2.9%
General Town – Homestead	0.8060	\$40	0.1%
Town Excluding Villages – Non-Homestead	0.0490	\$53	0.1%
Town Excluding Villages – Homestead	0.0310	\$2	<0.1%
Combined Highway – Non-Homestead	0.9410	\$1,026	2.3%
Combined Highway – Homestead	0.6000	\$30	0.1%
<b>Total: Other Tax</b>	<b>3.0070</b>	<b>\$3,304</b>	<b>7.5%</b>
New York State Real Property Tax Law	0.2080	\$237	0.5%
Out of County Tuition	0.0740	\$84	0.2%
Bay Shore Fire District	1.1900	\$1,357	3.1%
Street Lighting District – Non-Homestead	0.1060	\$116	0.3%
Street Lighting District – Homestead	0.0730	\$4	<0.1%
Town Water	0.0350	\$40	0.1%
Bay Shore/Brightwaters Ambulance	0.4430	\$505	1.1%
Bay Shore Improvement District	0.3640	\$218	0.5%
Sewer District #3	0.5140	\$586	1.3%
Sewer District Benefit Fee	--	\$143	0.3%
New York State MTA Tax	--	\$15	<0.1%
<b>TOTAL: ALL TAXING JURISDICTIONS</b>	<b>28.8660 - 39.0640</b>	<b>\$43,964</b>	<b>100.0%</b>

Source: Town of Islip Receiver of Taxes; Analysis by Nelson, Pope & Voorhis, LLC.

#### General Impacts

- An analysis of housing occupancy estimates allows for the determination of the number of residents and school-aged children that would likely result from the proposed project. This derivation of the projected number of school-aged children is based on standard demographic multipliers published by the Center for Urban Policy Research at Rutgers University, which are based on the number of bedrooms, type of building and approximate rent. These data are important in projecting fiscal impacts to the school district as related to tax revenue and cost of education.
- The project is proposed to include the development of 88 multi-family residential units. Such housing is projected to create a total of 158 residents. Of this, it is projected that 10 persons will be school-aged children between the ages of five (5) and 17 years old, as seen in Table 7.

**Table 7**  
**IMPACT ON POPULATION**

Parameter	1-BR Market- Rate Units <sup>29</sup>	2-BR Market- Rate Units <sup>30</sup>	1-BR Workforce Units <sup>31</sup>	2-BR Workforce Units <sup>32</sup>	Total: All Units
Number of Units	59	11	15	3	88
Average Infants/Toddlers per Household	0.08	0.19	0.08	0.19	--
Average School-Aged Children per Household	0.08	0.23	0.08	0.23	--
Average Adults per Household	1.51	1.89	1.51	1.89	--
<b>Projected New Residents</b>	<b>99</b>	<b>26</b>	<b>25</b>	<b>8</b>	<b>158</b>
Infants/Toddlers	5	2	1	1	9
School-Age Children	5	3	1	1	10
Adults	89	21	23	6	139

Source: Center for Urban Policy Research at Rutgers University; Analysis by Nelson, Pope & Voorhis, LLC.

#### Anticipated Fiscal Impacts

- For taxing purposes, the total estimated market valuation of the proposed project is based upon total lease rates of approximately \$20 per square foot of retail space and monthly rental rates ranging from \$1,563 to \$2,900 per month for the residential properties.<sup>33</sup> As shown in Table 8, monthly rental rates for all 88 units total \$2.5 million per year.

**Table 8**  
**RENTAL RATES**

Unit Type	Number of Units	Monthly Rental Rate	Total Gross Rent
1-BR Market-Rate	59	\$2,500	\$1,770,000
2-BR Market-Rate	11	\$2,900	\$382,800
1-BR Workforce	15	\$1,563	\$281,340
2-BR Workforce	3	\$1,915	\$68,940
<b>Total: All Rental Units</b>	<b>88</b>	<b>--</b>	<b>\$2,503,080</b>

Source: Data provided by Rechler Equity Partners; Analysis by Nelson, Pope & Voorhis, LLC.

<sup>29</sup> The demographic multiplier per housing unit assumes a renter-occupied 1-BR residence within a structure type of 5+ units, with rent of more than \$1,000 per month.

<sup>30</sup> The demographic multiplier per housing unit assumes a renter-occupied 2-BR residence within a structure type of 5+ units, with rent of more than \$1,100 per month.

<sup>31</sup> The demographic multiplier per housing unit assumes a renter-occupied 1-BR residence within a structure type of 5+ units, with rent of more than \$1,000 per month.

<sup>32</sup> The demographic multiplier per housing unit assumes a renter-occupied 2-BR residence within a structure type of 5+ units, with rent of more than \$1,100 per month.

<sup>33</sup> Commercial lease rates and residential rental rates provided by Rechler Equity Partners, in March 2020.

- After applying estimated loss from vacancies of 5%, as well as an expense ratio of 45% for residential use and 30% for commercial use, a capitalization rate of 0.1 and a Town equalization rate of 10.77%, the estimated assessed valuation of the proposed project upon full build-out and occupancy is approximately \$1.38 million. This is shown in Table 9.

**Table 9**  
**ESTIMATED ASSESSED VALUATION**

Parameter	Residential	Commercial	Total: Proposed Project
Gross Annual Rents	\$2,503,080	\$48,000	\$2,551,080
Estimated Loss from Vacancies	5%	5%	--
Expense Ratio	45%	30%	--
Net Income	\$1,251,540	\$31,200	\$1,282,740
Capitalization Rate	0.1	0.1	0.1
Estimated Market Value	\$12,515,400	\$312,000	\$12,827,400
2019-20 Equalization Rate	10.77%	10.77%	10.77%
Assessed Value	\$1,347,909	\$33,602	\$1,381,511

Source: Data provided by Rechler Equity Partners; Assumptions and analysis by Nelson, Pope & Voorhis, LLC.

- Since multifamily residential properties are classified as commercial properties, it is assumed that the proposed project will be taxed under the non-homestead tax option for the purpose of this analysis.
- When the assessed valuation of \$1.38 million is applied to the current non-homestead tax rates, the proposed project is projected to generate \$542,820 in annual taxes under full build-out and full taxation of the property. This represents a net increase of over \$498,000 per year when compared to existing site conditions. The distribution of tax revenues is shown in Table 10.
- Fiscal impacts are projected based on full build-out and full taxation based on current assessments and projected revenues. It is noted that any tax deferral programs will delay and phase-in full taxation. The projection of tax revenues is useful in determining existing, PILOT and future taxation to assist with an understanding of existing and future taxes to assist the IDA in decision-making.

**Table 10**  
**ANTICIPATED TAX REVENUE GENERATION**

Taxing Jurisdiction	Current Tax Revenue	Projected Tax Revenue	Change in Tax Revenue	Percent of Total Tax Revenue
<b>Total: School Tax</b>	<b>\$34,465</b>	<b>\$423,627</b>	<b>\$389,161</b>	<b>78.0%</b>
Bay Shore School District – Non-Homestead	\$32,235	\$408,554	\$376,320	75.3%
Bay Shore School District – Homestead	\$1,004	--	--	0.0%
Bay Shore Library District – Non-Homestead	\$1,189	\$15,072	\$13,883	2.8%
Bay Shore Library District - Homestead	\$37	--	--	0.0%
<b>Total: County Tax</b>	<b>\$3,762</b>	<b>\$45,590</b>	<b>\$41,828</b>	<b>8.4%</b>
County General Fund	\$209	\$2,528	\$2,320	0.5%
County Police	\$3,553	\$43,062	\$39,508	7.9%
<b>Total: Town Tax</b>	<b>\$2,433</b>	<b>\$29,924</b>	<b>\$27,491</b>	<b>5.5%</b>
General Town – Non-Homestead	\$1,282	\$16,247	\$14,965	3.0%
General Town – Homestead	\$40	--	--	0.0%
Town Excluding Villages – Non-Homestead	\$53	\$677	\$624	0.1%
Town Excluding Villages – Homestead	\$2	--	--	0.0%
Combined Highway – Non-Homestead	\$1,026	\$13,000	\$11,974	2.4%
Combined Highway – Homestead	\$30	--	--	0.0%
<b>Total: Other Tax</b>	<b>\$3,304</b>	<b>\$43,680</b>	<b>\$40,376</b>	<b>8.0%</b>
New York State Real Property Tax Law	\$237	\$2,874	\$2,636	0.5%
Out of County Tuition	\$84	\$1,022	\$938	0.2%
Bay Shore Fire District	\$1,357	\$16,440	\$15,083	3.0%
Street Lighting District – Non-Homestead	\$116	\$1,464	\$1,349	0.3%
Street Lighting District – Homestead	\$4	--	--	0.0%
Town Water	\$40	\$484	\$444	0.1%
Bay Shore/Brightwaters Ambulance	\$505	\$6,120	\$5,615	1.1%
Bay Shore Improvement District	\$218	\$5,029	\$4,811	0.9%
Sewer District #3	\$586	\$7,101	\$6,515	1.3%
Sewer District Benefit Fee	\$143	\$3,147	\$3,004	0.6%
New York State MTA Tax	\$15	--	--	<0.1%
<b>TOTAL: ALL TAXING JURISDICTIONS</b>	<b>\$43,964</b>	<b>\$542,820</b>	<b>\$498,856</b>	<b>100.0%</b>

Source: Town of Islip Receiver of Taxes; Analysis by Nelson, Pope & Voorhis, LLC.

- Approximately 92.1% of all school-aged children who are enrolled in school and reside within the Bay Shore UFSD boundaries attended public schools; the remaining 7.9% of school-aged children residing within the district attend private schools. For the purpose of this analysis, and when applying this factor to the ten (10) school-aged children projected to reside within the proposed project, it is estimated that one (1) student will attend private schools; the remaining nine (9) students are likely to attend public schools within the Bay Shore UFSD.
- The estimated nine (9) school-aged children anticipated to attend public schools within the Bay Shore UFSD will result in additional costs to the school district; however, this cost will be offset by the school tax revenue generated by the proposed project upon full taxation, with a substantial surplus that will benefit the school district as noted in review of Table 11 below.



### Economic Impacts of Construction

A detailed analysis of direct, indirect and induced impacts generated during the 16-month construction period is outlined below. It is important to note that each of these impacts are temporary and are projected to occur only while the proposed project is being constructed.

- For the purpose of this analysis, it is anticipated that construction of the proposed project will commence in the first quarter of 2021, with the construction period anticipated to occur over a period of approximately 16 months, culminating mid-2022.<sup>35</sup>
- The proposed project is projected to represent approximately \$18 million<sup>36</sup> in construction costs over the 16-month construction period.<sup>37</sup> This \$18 million in direct annual output is projected to generate an indirect impact of over \$2.2 million, and an induced impact of an additional \$5.8 million, bringing the total economic impact on output to nearly \$26.1 million during the 16-month construction period.<sup>38</sup>
- During the construction period, direct employment refers to the number of short-term jobs necessary to complete the construction of the proposed project. Assuming that 50% of the construction costs are attributed to labor, and when the total labor costs of \$9.0 million are divided by the average wage among construction and extraction occupations on Long Island (\$67,550 per year, as reported by New York State Department of Labor's Occupational Employment Statistics survey), and adjusted for inflation to reflect the projected wages anticipated at the commencement of the construction period in 2021 (\$71,664 per year assumes an annual three percent inflation factor), it is assumed that the construction period will generate 94.2 jobs. When further applying a conversion factor of approximately 0.967 (per the IMPLAN software, specific to IMPLAN Sector 58: 'Construction of new multifamily residential structures' in Suffolk County, New York) to adjust these jobs to full-time equivalent (FTE) employees, it is estimated that the construction period will generate 91.1 FTE jobs, which are anticipated to last the entire duration of the 16-month construction period.
- The 91.1 FTE jobs created during the construction period will have an indirect impact of 13.1 FTE employees and an induced impact of 35.6 FTE employees in other industry sectors, bringing the total impact of the 16-month construction period to 139.8 FTE jobs.<sup>39</sup> This job creation – direct, as well as indirect and induced – is most crucial during Long Island's present economic state, and presents opportunities for persons who remain unemployed throughout the region.
- During the construction period, direct labor income refers to the annual earnings, wages, or salary paid to each of the workers responsible for the construction of the proposed project. Labor income typically comprises approximately 50% of the cost of residential construction; the remaining portion represents the cost of materials.<sup>40</sup>

<sup>35</sup> Construction schedule provided by Rechler Equity Partners, in March 2020.

<sup>36</sup> For the purpose of this analysis, this figure and all other figures in the construction portion of this analysis reflect 2021 dollars, the year in which construction is assumed to commence.

<sup>37</sup> Construction costs provided by Rechler Equity Partners, in March 2020. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

<sup>38</sup> According to IMPLAN, a multiplier of 1.576719 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand through the "Construction of new multifamily residential structures" (IMPLAN Sector 58) in Suffolk County, New York.

<sup>39</sup> According to IMPLAN, a multiplier of 11.207589 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand through the "Construction of new multifamily residential structures" (IMPLAN Sector 58) in Suffolk County, New York.

<sup>40</sup> Construction/renovations labor and materials estimates per architectural design group Nelson and Pope.

- Labor income is projected to total \$71,664 per year, per employee.<sup>41</sup> When applied to the 16-month construction period, this represents approximately \$95,552 per employee, and \$9.0 million in collective earnings among the 91.1 FTE employees. This labor income is projected to have an indirect impact of \$841,360 and an induced impact of over \$2.0 million, bringing the total economic impact of the 16-month construction period to over \$11.8 million in labor income.<sup>42</sup>

A summary of key economic findings projected to occur during the 16-month construction period is provided in **Table 12**.

**Table 12**  
**SUMMARY OF KEY ECONOMIC FINDINGS**  
**DURING 16-MONTH CONSTRUCTION PERIOD**

Impact Type	Output (Total Revenue) <sup>43</sup>	Employment (Total Number of FTE Jobs) <sup>44</sup>	Labor Income (Total Wages)
Direct Impact	\$18,000,000	91.1	\$9,000,000
Indirect Impact	\$2,279,313	13.1	\$841,360
Induced Impact	\$5,802,782	35.6	\$2,032,448
Total Impact	\$26,082,095	139.8	\$11,873,808

Source: Data provided by Rechler Equity Partners; New York State Department of Labor; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

#### Economic Impacts of Annual Operations

A detailed analysis of direct, indirect and induced impacts generated annually during operations is outlined below. It is important to note that each of these impacts is permanent and on-going and they are projected on an annual basis, assuming continued stabilized operations.

- It is assumed that the proposed project will begin the operational phase of development upon the completion of the 16-month construction period, anticipated to occur mid-2022. For the purpose of this analysis, the first year of stabilized operations is assumed to occur in 2023.

<sup>41</sup> New York State Department of Labor's Occupational Employment Statistics survey reports a mean wage of \$67,550 among those employed within construction and extraction occupations in the Long Island labor market. Data was collected between November 2015 and May 2018, and then updated to the first quarter of 2019 by making cost-of-living adjustments. An additional annual inflation factor of three percent (3%) was applied to the average wage, to reflect wages at the commencement of the construction period – estimated to occur in 2021 for the purpose of this analysis.

<sup>42</sup> According to IMPLAN, a multiplier of 0.764650 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand through the "Construction of new multifamily residential structures" (IMPLAN Sector 58) in Suffolk County, New York.

<sup>43</sup> The direct impact of output is equal to the total construction cost of the proposed project over the 16-month construction period.

<sup>44</sup> For the purpose of this analysis, it is assumed that the persons employed during the construction of the proposed project will be employed for a duration of 16 months, from the commencement until the culmination of the construction period.

- Annual output will be generated in the form of monthly rental income, which averages the following<sup>45</sup>:
  - \$2,500 for each one (1)-bedroom market-rate unit;
  - \$2,900 for each two (2)-bedroom market-rate unit;
  - \$1,563 for each one (1)-bedroom workforce unit; and,
  - \$1,915 for each two (2)-bedroom workforce unit.
- Annual rental income is anticipated to total \$2.5 million.
- Additional output will be generated in the form of annual leases of \$20 per square foot of retail space, totaling \$48,000 per year. Given these assumptions, the proposed project will generate \$2,551,080<sup>46</sup> in annual operational revenue.
- According to the International Council of Shopping Centers and the Urban Land Institute, retailers within a given super community/community shopping center (the classification that downtown areas fall within) in the United States generate median sales of \$284.30 per square foot of gross leasable area. When applied to the 2,400 SF of retail space proposed for development, this yields an additional \$682,320 in estimated sales revenue.
- In total, it is estimated that the proposed project will generate over \$3.2 million in annual output.
- The annual operational revenues<sup>47</sup> are projected to generate an indirect impact of over \$552,000 and an induced impact of over \$408,000 per year. This additional output is generated through round-by-round sales made at various merchants in other sectors of the regional economy. These include local retailers, service providers, banks, grocers, restaurants, financial institutions, insurance companies, health and legal services providers, and other establishments in the region.
- The sum of the direct, indirect and induced impacts results in a total economic impact on output of nearly \$3.9 million during annual operations.<sup>48</sup>

<sup>45</sup> Assumptions pertaining to monthly rental rates provided by Rechler Equity Partners, in March 2020. It is important to note that all costs are estimates based upon market conditions as of the date of preparation of this analysis.

<sup>46</sup> For the purpose of this analysis, this figure and all other figures in the operations portion of this analysis reflect 2023 dollars, the year in which stabilized operations are assumed.

<sup>47</sup> The direct operational revenues include annual rent from the 88 multifamily units, tenant leases from the 2,400 SF of commercial space and sales revenues from the commercial space, totaling approximately \$3.2 million per year. It is important to note however, that the effect of retail/wholesale margins must be taken into account when projecting the economic impact of sales occurring within retail establishments. Margins represent the difference between producer and purchaser prices, or the mark-up that each retailer applies to a given product over and above the cost to produce. For the purpose of this analysis, margins specific to retail establishments in Suffolk County, New York, were applied to the economic impact of the \$682,320 in sales revenues projected to occur within the retail space proposed for development. This results in a direct impact of retail sales equal to \$307,258 per year among the retail space – representing the “profit” among retailers at the proposed project. The difference between this figure and the annual sales revenues of \$682,320 is attributed to the cost to produce the items being purchased at the retail space.

<sup>48</sup> According to IMPLAN, a multiplier of 1.769239 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by “Retail – Miscellaneous store retailers” (IMPLAN Sector 412), a multiplier of 1.310452 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by “Tenant-occupied housing” (IMPLAN Sector 448), and a multiplier of 2.028771 represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered to final demand by “Other real estate” (IMPLAN Sector 447), in Suffolk County, New York.

- The proposed project is anticipated to generate 8.0 FTE jobs on site, which includes 4.0 FTE jobs associated with the residential component and an additional 4.0 FTE jobs associated with the retail component of the proposed project.<sup>49</sup> The 8.0 FTE jobs will have an indirect impact of 2.5 FTE employees and an induced impact of 2.4 FTE employees in other industry sectors, bringing the total economic impact of employment to 13.0 FTE jobs during annual operations.<sup>50</sup>
- The 8.0 FTE jobs will generate a total of \$490,212 in collective labor income. This labor income includes employee salaries ranging from \$50,000 to \$90,000 for the four (4.0) FTE jobs associated with the residential component (and assume an average of \$70,000 for each position)<sup>51</sup> and an average salary of \$35,680 for the four (4.0) FTE jobs associated with the commercial component of the proposed project (as reported by New York State Department of Labor's Quarterly Census of Employment and Wages, specific to Suffolk County's Retail Trade industry as of 2018). In addition, the labor income includes benefits equal to approximately 14.9% of the total salaries for the residential positions, and benefits equal to approximately 17.9% of the total salaries for the commercial positions.<sup>52</sup>
- The \$490,212 in labor income will have an indirect impact of over \$178,000 and an induced impact of over \$143,000, bringing the total economic impact of labor income to \$812,052 during annual operations.<sup>53</sup>

A summary of key economic findings projected to occur during annual operations is provided in **Table 13**.

<sup>49</sup> Assumptions pertaining to the direct employment within the residential component of the proposed project provided by Rechler Equity Partners, in March 2020. Assumptions pertaining to the direct employment within the commercial component of the proposed project assume average employee ratios specific to the retail industry, as published in various sources – including but not limited to the Commercial Buildings Energy Consumption Survey by the Energy Information Administration, Long Island Business News, CEQR Technical Manual, as well as Federal, State and local planning standards and design publications. Such ratios are considered to be industry standard for such fiscal and economic impact analyses. It is important to note that all assumptions are estimates based upon market conditions as of the date of preparation of this analysis.

<sup>50</sup> According to IMPLAN, a multiplier of 18.846410 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand by "Retail – Miscellaneous store retailers" (IMPLAN Sector 412), a multiplier of 6.519361 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand by "Tenant-occupied housing" (IMPLAN Sector 448), and a multiplier of 12.908856 represents the total change in the number of jobs that occurs in all industries for each additional one million dollars of output delivered to final demand by "Other real estate" (IMPLAN Sector 447) in Suffolk County, New York.

<sup>51</sup> Assumptions pertaining to the annual salaries within the residential component of the proposed project provided by Rechler Equity Partners, in March 2020.

<sup>52</sup> According to IMPLAN, a multiplier of 1.149518 represents the total benefits specific to employee salaries among "Tenant-occupied housing" (IMPLAN Sector 448) and "Other real estate" (IMPLAN Sector 447), and a multiplier of 1.179562 represents the total benefits specific to employee salaries among by "Retail – Miscellaneous store retailers" (IMPLAN Sector 412) in Suffolk County, New York.

<sup>53</sup> According to IMPLAN, a multiplier of 0.906250 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand by "Retail – Miscellaneous store retailers" (IMPLAN Sector 412), a multiplier of 0.232582 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand by "Tenant-occupied housing" (IMPLAN Sector 448), and a multiplier of 0.534006 represents the total dollar change in labor income of households employed by all industries for each additional dollar of output delivered to final demand by "Other real estate" (IMPLAN Sector 447), in Suffolk County, New York.

**Table 13**  
**SUMMARY OF KEY ECONOMIC FINDINGS DURING ANNUAL OPERATIONS**

<b>Impact Type</b>	<b>Output (Annual Revenue)</b>	<b>Employment (Number of Annual FTE Jobs)</b>	<b>Labor Income (Annual Wages)</b>
Direct Impact	\$2,926,142	8.0	\$490,212
Indirect Impact	\$552,648	2.5	\$178,624
Induced Impact	\$408,481	2.4	\$143,216
<b>Total Impact</b>	<b>\$3,887,270</b>	<b>13.0</b>	<b>\$812,052</b>

Source: Data provided by Rechler Equity Partners; New York State Department of Labor; Analysis by Nelson, Pope & Voorhis, LLC, via IMPLAN software.

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**ATTACHMENT A**  
Nelson, Pope & Voorhis, LLC  
Economic Analysis Qualifications



## NELSON POPE & VOORHIS

### ABOUT NELSON, POPE & VOORHIS...

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Nelson, Pope & Voorhis, LLC was formed in 1997 and has grown in capabilities and size since that time. The merging of Charles Voorhis & Associates (13 year history) with Nelson & Pope (a 50-year tradition in engineering and related services) created an environmental planning firm with a wealth of experience to bring to complex environmental problem solving, planning and feasibility, resource assessment and site investigations.

Nelson, Pope & Voorhis serves governmental and private sector clients in preparing creative solutions in the specialized area of complex environmental project management and land use planning and analysis.

Nelson, Pope & Voorhis has the benefit of knowledge of local issues, local resources, and the passion to provide the very best solutions and strategies for the local area. This provides unparalleled knowledge of the application of the community planning process, comprehensive planning and SEQRA Administration. The result is a team of highly compatible land use professionals that will get the job done in a manner that ensures real and implementable solutions.

Nelson, Pope & Voorhis employees are recognized as experts in environmental, land use and planning issues and have provided consulting services to various municipalities. NP&V encourages continuing education through participation in conferences and seminars for all staff and holds regular training luncheons utilizing APA and other training packages.

Nelson, Pope & Voorhis has a capable staff of professionals, including planners and economic analysts, ecologists, hydrologists, wetlands specialists and environmental professionals. When integrated with technical staff of Nelson & Pope, the team is expanded to include civil, sanitary and transportation engineers and land surveyors.

Nelson, Pope & Voorhis would appreciate the opportunity to discuss how we can assist you in achieving your goals. We are committed to providing quality environmental, planning and consulting services to all clients. This statement of qualifications is an introduction to the many services we provide with a focus on municipal services; the following pages contain a more detailed presentation of services offered by Nelson, Pope & Voorhis, as well as a sampling of completed projects and key staff resumes.

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Charles Voorhis is managing partner and is a member of the American Institute of Certified Planners (AICP) and is a Certified Environmental Professional (CEP), having over 30 years of experience in environmental planning on Long Island and the New York area. Mr. Voorhis oversees the business in terms of management, marketing and expertise, provides expert testimony in hearings and court proceedings, and ensures that client needs are served to the best of the firm's ability.

The firm has significant expertise in applied use of the State Environmental Quality Review Act (SEQRA) with understanding of the practical and legal use of this law from both the private and municipal perspective. Staffing includes environmental professionals assembled to work together as a team with complementary expertise and interests. NP&V personnel maintain wildlife collection permits in New York State, and are active contributors to the Long Island Geographic Information System (GIS) user group meetings and publications.

The firm has developed a number of copyright protected computer models for environmental analysis in the areas of: wildlife and ecology; water budget analysis and groundwater impacts; economic and market analysis; and stormwater impact prediction. The reports and graphics generated for projects are high in quality and professionally prepared through the use of state-of-the-art technology in digital aerial photography, geocoding and mapping of site features using differential global positioning systems (GPS), AutoCAD analysis/mapping, ESRI geographic information systems (GIS) programs including ArcMap and 3D Analyst and Spatial Analyst, custom spreadsheet models for regional land use impact assessment, and related technological tools for advanced data management and word processing. The seamless integration of environmental and engineering services with Nelson & Pope is accomplished by direct communication and computer networking to ensure that projects are managed through the review process to the development stage.

NP&V features three divisions, created to better serve clients with high quality, innovative and responsive consulting



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The division of **ENVIRONMENTAL & COMMUNITY PLANNING** specializes in comprehensive local and regional planning. Technology is key in today's planning field and NP&V continues to keep pace with the most current tools available for planning applications. Use of Geographic Information System (GIS) software, 3D Analyst, ArcScene and Spatial Analyst, as well as CommunityViz (3-D simulation and analysis software), architectural SketchUp (modeling software), AutoCAD, and planning and analysis software and spreadsheets, results in rapid, accurate and high quality data, analysis, illustration and reporting. This division conducts planning studies, revitalization plans, community development/public participation activities, and human resource analysis including noise, air, demographic, socio-economic and visual resource assessment (including 3D simulations, photo simulations and shadow studies). The division is directed by Kathryn Eiseman, AICP and includes planners, economic analysts and GIS specialists with environmental, planning and architectural backgrounds.

The division of **ENVIRONMENTAL RESOURCE & WETLANDS ASSESSMENT** provides quality services in the preparation of Environmental Impact Statements (EIS's), Environmental Assessments (EA's), planning and zoning law review and preparation, stormwater permitting and erosion control compliance, and wetland delineation, assessment, mitigation and permitting. This division is headed by Carrie O'Farrell, AICP and has a capable staff including environmental scientists, wetland ecologists and environmental professionals to ensure timely delivery of quality products.

The division of **PHASE I/II ASSESSMENTS & REMEDIATION** performs Phase I and II Environmental Site Assessments (ESA's), voluntary cleanup, brownfields cleanup, RI/FS and all aspects of site remediation and investigation. The division is headed by Steven McGinn, CEI a member of Nelson & Pope's environmental services branch for 13 years with significant experience in preparation of Phase I/II ESA's field investigations and remediation. This division includes a staff of hydrogeologists and environmental professionals and coordinates required field equipment and laboratory services. NP&V has performed large and small assessments and provides the fastest possible turnaround to meet due diligence periods and deadlines which are often a factor in real estate transactions. NP&V Phase I/II ESA services are known and accepted by lending institutions throughout the tri-state area. NP&V owns, maintains and operates GPR (Ground Penetrating Radar) and PowerProbe units to provide expanded services in site investigations. A description of NP&V qualifications and resumes of personnel proposed for the project and specific project experience is included in the



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#### **What we do at Nelson, Pope & Voorhis...**

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- **Regional and Community Planning:** Conceptual site development planning; public outreach; visioning workshops and charrettes; development alternatives; zoning; site yield studies; build-out analysis; visual analysis (3-D modeling; photo simulations) and comprehensive regional and hamlet planning studies.
- **Feasibility and Due Diligence Assistance:** Comprehensive research into site development related issues affecting project implementation, timing and costs.
- **Economic Planning:** Fiscal and economic impact analyses, market analyses & feasibility studies, economic development strategies, niche market and branding planning, tax base analysis, housing incentives and programs and community development.
- **Grants Administration:** Preparation of federal and state funded municipal grant applications, project management; including the preparation of all reporting documents.
- **Environmental Site Assessment:** Phase I, II and III environmental site assessments; geophysical surveys; remedial investigation and feasibility studies; Brownfield investigations; voluntary cleanup program; oil spill closure; asbestos and lead testing and abatement.
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ENVIRONMENTAL SCIENCE &  
ANALYSIS  
WETLAND PERMITTING  
STORM WATER  
MANAGEMENT PLANS  
WATERFRONT & COASTAL  
ZONE PROJECTS  
MAPPING  
WATERSHED MANAGEMENT  
& WATER SUPPLY  
PERMITTING & PROCESSING  
SUSTAINABILITY & LEED  
PROJECT PLANNING &  
SUPPORT**

#### **NELSON POPE & VOORHIS**

572 Walt Whitman Road  
Melville, New York  
11747

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FAX: 631-427-5620  
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- **STORM WATER MANAGEMENT PLANS (SWPPPS):** Design of management plans for storm water and erosion control compliance with latest Federal and State regulations; preparation and processing of NOI; and site compliance during construction...
- **WATERFRONT AND COASTAL ZONE PROJECTS:** Planning; permitting of waterfront improvement projects; water quality data management and studies; and docking facilities...
- **MAPPING:** Inventory of physical features; GIS mapping; data management and analysis; and ground penetrating radar for identification of subsurface conditions...
- **WATERSHED MANAGEMENT AND WATER SUPPLY:** Comprehensive regional watershed and water supply management and planning studies...
- **PERMITTING AND PROCESSING:** Preparation and processing of environmental applications for submittal; client representation before municipal agencies and departments and expert testimony for legal support and hearings...
- **Wetland Permitting:** Flagging and identification of fresh water and tidal wetlands; preparation of wetland permitting; and wetland restoration plans.

Nelson, Pope & Voorhis has the benefit of knowledge of local issues, local resources, and the passion to provide the very best solutions and strategies for the local area. This provides unparalleled knowledge of the application of the community planning process, comprehensive planning and SEQRA Administration. The result is a team of highly compatible land use professionals that will get the job done in a manner that ensures real and feasible solutions.





# ECONOMIC AND FISCAL IMPACT ANALYSIS, DEMOGRAPHIC AND COMMUNITY NEEDS ASSESSMENTS

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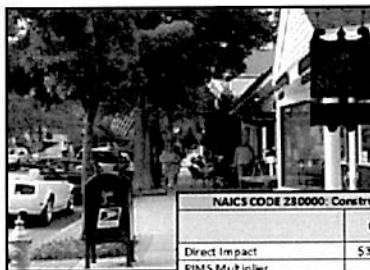
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- FISCAL ANALYSIS
- ECONOMIC IMPACT ANALYSIS
- ECONOMIC DEVELOPMENT STRATEGIES
- MARKET POSITIONING & BRANDING
- MAIN STREET REVITALIZATION
- COMPREHENSIVE COMMUNITY NEEDS ASSESSMENTS
- SOCIOECONOMIC ANALYSIS
- DEMOGRAPHIC ANALYSIS
- TAX BASE ANALYSIS



NAICS CODE 230000: Construction in Suffolk County, New York			
	Output	Earnings	Employment (# of Jobs)
Direct Impact	\$33,800,000	\$13,440,000	240
RIMS Multiplier	1.9793	0.5803	14.0154
Indirect and Induced Impact	\$66,504,480	\$7,793,232	100
<b>Total Impact</b>	<b>\$100,304,480</b>	<b>\$21,233,232</b>	<b>340</b>

Many of our clients know of our quality services in tax revenue and demographic impact analysis including demographic and school district impact assessments. This expertise combined with our expert use of Geographic Information System (GIS) and census data has allowed NP&V to complete quality fiscal and economic impact studies since the company was formed in 1997.

Our fiscal impact analyses identify project benefits in terms of tax revenue projections and demand for community services from various providers. We have expanded our capabilities and recently, our economic impact analyses concentrate on an expanded quantification of project benefits including job generation during the construction and operation of development, projected salaries, consumer spending, sales tax generation from spending and other economic "ripple effect" benefits. It is critically important to understand the full benefits of economic development projects during difficult economic times.

NP&V has a track record of completed, successful and built projects involving fiscal impact analysis, demographic assessment, market studies and customized analyses of community service related impacts in nearly all Towns in Nassau and Suffolk Counties. NP&V's economic planning expertise can be integrated into economic development strategies, project feasibility, balancing of mixed-use project scenarios, community development and assistance programs and needs assessments. Please contact us for more information on how we can assist with the economic planning aspects of your development, re-development, revitalization or community needs assessment project.





## MARKET ANALYSIS

### **ENVIRONMENTAL PLANNING CONSULTING**

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NP&V is a professional environmental and planning firm with qualifications and expertise to prepare various types of residential and commercial market analyses and feasibility studies, and has a track record of such completed projects throughout Long Island.

In the preparation of a market analysis, NP&V strives to identify and quantify the need for a specific type of development – be it a shopping center, office space, a new residential subdivision or an assisted living community, among others – that can be accommodated at a given location. NP&V is able to analyze the relationship between the supply and demand and reveal whether or not a given development could be supported in a specified location. This is accomplished through the definition of a target market area, a critical evaluation of demographics, socioeconomic characteristics and consumer trends, and an analysis of existing and comparable developments.



Findings and recommendations of our market analyses are tailored to each community, and provide the facts necessary to determine the viability of a given project, attract specific types of businesses, and market projects to possible investors. As such, our market analyses have proven to be a valuable tool in the decision-making process – for both the public sector and private developers.



## NICHE MARKET AND BRANDING PLAN & BUILD-OUT/TAX BASE ANALYSIS TOWN OF BROOKHAVEN

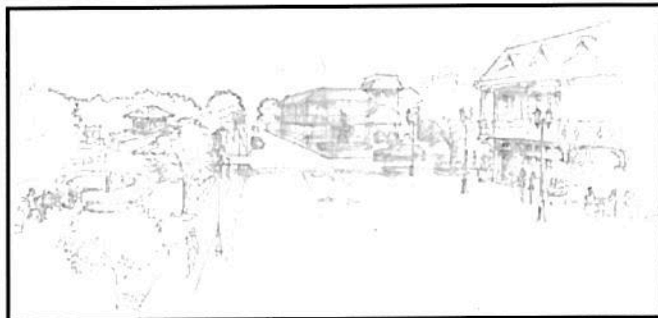
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Nelson, Pope & Voorhis (NP&V) is working with the Town of Brookhaven on a niche market and branding plan for Greater Bellport community. The focus of this plan is to form a set of recommendations that outline the necessary steps that members in the Greater Bellport community can take in order to successfully create a sense of place, community pride and positive perceptions through a more niche-oriented position in the local market. NP&V recommended various initiatives to make the Greater Bellport community unique and marketable, creating a place that people want to be, where people are comfortable, and a place that people remember and come back to time and again. The niche market and branding plan strives to promote the community's niche market to new residents, visitors and economic development opportunities alike, offering the Greater Bellport community the opportunity to develop a theme that they want to be known for.

NP&V is also working with the Town of Brookhaven on a build-out/tax base analysis, to analyze how the local school district could be impacted by growth. NP&V is working on the creation of a GIS model to compare tax assessments for various land use scenarios to ensure an adequate tax base to support increased growth in school population without disproportionate increases in residential tax rates. This model will be used to test assumptions for future development and analyze various alternatives in an automated fashion, allowing for easily comparison of scenarios and results. Ultimately, the model will provide a reality check for future planning with respect to provision of quality community services, and may provide support for creating additional commercial tax base within the district. The project is underway, and is nearing completion.



## ECONOMIC DEVELOPMENT CHAPTER OF THE COMPREHENSIVE PLAN UPDATE TOWN OF SOUTHOLD

### **ENVIRONMENTAL PLANNING CONSULTING**

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In an effort to achieve the Town's vision, five goals and numerous objectives were formed to provide direction for future decision-making pertaining to the Town's economy. Much of the Town's economic vitality is based on the Town's unique rural, historic and maritime-based character as well as its natural resources. It is critical that these qualities be recognized, enhanced and protected. NP&V is currently working on the preparation of the economic chapter of the Comprehensive Plan Update for the Town of Southold to allow for the formation of appropriate recommendations and implementation strategies focused on long-term economic sustainability throughout the Town.

One of the specific tasks involved with the economic chapter of the Town's Comprehensive Plan is the zoning/build-out analysis. The Town of Southold is facing development pressure and is concerned about the impact that the current zoning may have on the Town's resources. The Town of Southold prepared a build-out analysis of several zoning districts, and NP&V funneled these findings into a model to assess the regional impact of full build-out and modified development scenarios. Ensuring quality of life, protection of environmental resources, housing needs and maintenance of the tax base were key elements of the model. This project involved the creation of a spreadsheet model to synthesize multiple evaluation factors to analyze the impact of full build out of the Town of Southold under its current zoning. This project is an update to a similar project completed for the Town in 2003.



**RESUMES**  
*Nelson, Pope & Voorhis*



## Charles J. Voorhis, AICP, CEP



### Title

Managing Partner of Firm, Nelson, Pope & Voorhis, LLC; Melville, New York

### Education & Training

- SUNY at Stony Brook; Master of Science in Environmental Engineering, concentration in Water Resource Management, 1984
- Princeton Associates; Groundwater Pollution and Hydrology Short Course, Princeton, New Jersey, 1983
- New York State Health Department, Environmental Health Training Course, Hauppauge, New York, 1982
- Southampton College of Long Island University; Bachelor of Science in Environmental Geology, 1977

### Professional Affiliations, Certifications & Training

- American Planning Association, Washington, D.C.
- National Association of Environmental Professionals, Alexandria, VA
- Environmental Assessment Association, Scottsdale, Arizona
- American Water Resources Association, Syracuse, New York
- New York Water Pollution Control Association, Riverdale, NY
- Water Pollution Control Federation, Washington, D.C.
- Long Island Seaport & EcoCenter, Inc., Director, Port Jefferson, NY
- Boy Scouts of America, Trained Scoutmaster, Nathaniel Woodhull District, Historical Society of Port Jefferson, Trustee, Port Jefferson, NY
- Environmental Conservation Board, Village of Port Jefferson, NY
- Port Jefferson Village, Waterfront Advisory Committee, Port Jefferson, NY
- Town of Brookhaven Mount Sinai Harbor Advisory Committee, Medford, NY
- Brookhaven Conservation Advisory Council, Medford, NY

### Professional Experience

Charles Voorhis is a professional planner (AICP) and a certified environmental professional (CEP) with both private sector and public sector experience. Mr. Voorhis has managed municipal projects including regional and local planning studies, wetlands and shoreline restoration, environmental impact statements, permit compliance and environmental analysis. Charles Voorhis has over 39 years of professional environmental planning experience, including the position of Director of Environmental Protection of the Town of Brookhaven, supervising the environmental implementation of the Town of Brookhaven Comprehensive Plan Update and secured grants under the Local Waterfront Revitalization Program. As a private consultant for over 23 years, Mr. Voorhis has managed environmental planning and analysis of large scale planning and development projects throughout Nassau and Suffolk Counties. Recent projects include a study to eradicate aquatic invasive/nuisance species in upper and lower Canaan Lakes, Yaphank, stormwater management studies on the north and south shores for the Town of Brookhaven and Town of Islip, completion of the Water Supply Management & Watershed Protection Strategy for the Town of Southold, completion of the Suffolk County North Shore Embayments Watershed Management Plan, and completion of the Lake Agawam Comprehensive Management Plan, as well as numerous environmental impact statements, wetland and shoreline feasibility analyses and management plans.

### Project Experience

- Great Cove Watershed Management Plan, 2011
- Town of Southold Comprehensive Plan Update, Economic Chapter, 2010
- Beaver Dam Creek Watershed Management Plan, 2009
- Lake Agawam Comprehensive Management Plan, 2009
- Southold TDR Planning Report and GEIS, 2008
- The Residences at North Hills, DEIS and FEIS, 2005-06
- Town of Southold Comprehensive Implementation Strategy, 2003
- Southampton Agricultural Opportunities Subdivision, DEIS, FEIS and Findings, 2001
- Old Orchard Woods, DEIS and FEIS, 2000
- Town of Smithtown Armory Park, DEIS, 2000
- Town of Southold Water Supply Management & Water Protection Strategy, 2000
- Knightsbridge Gardens, DEIS and FEIS, 1997
- Camelot Village @ Huntington, DEIS, 1997
- Airport International Plaza, DEIS and FEIS, 1996
- Price Club @ New Rochelle, DEIS and FEIS, 1995
- Commack Campus Park @ Commack DEIS and FEIS, 1994
- Water Mill Shops @ Water Mill DEIS, 1993
- Town of Brookhaven Land Use Plan, 1987

## Nicole Dellavecchia



### Title

Economic Analyst/Planner

### Education & Training

- Formal training course in the IMPLAN Economic Modeling System, Minnesota Implan Group, 2009
- Master of Urban Planning Specialization in International and Economic Development, SUNY University at Buffalo, 2006
- Bachelor of Arts- Economics, SUNY College at Geneseo, 2004
- Bachelor of Arts- International Relations, Specialization in Economic Development, SUNY College at Geneseo, 2004

### Professional Affiliations, Certifications & Training

- American Planning Association
- State University of New York, College at Geneseo, Long Island Regional Alumni Committee, Member
- Ronald McDonald House of Long Island, Volunteer
- Special Olympics of New York, New York City Region and Long Island Region, Volunteer
- Alpha Phi Omega, Alumni

### Professional Experience

Ms. Dellavecchia is an economic analyst and a planner with vast experience overseeing the preparation of market analyses and feasibility studies, niche market studies and branding plans, school district analyses, economic development strategies, as well as fiscal (projecting taxes and the impact to local jurisdictions) and economic (projecting job creation and associated revenues circulating throughout the economy) impact analyses for residential, commercial, office, industrial, recreational, hospitality, tourism and mixed-use developments. She has significant expertise in analyzing demographic data and preparing grant applications. Ms. Dellavecchia has been involved with corridor management plans, local waterfront revitalization plans, brownfield development, zoning plans, mall redevelopment, tourism plans and public participation and community visioning processes. Prior to joining NP&V in 2009, Ms. Dellavecchia was involved in numerous planning initiatives - including public-sector and private development projects throughout New York's Capital District, Southern Tier and Hudson Valley region, as well as within various municipalities/regions in Pennsylvania and Massachusetts.

### Project Experience

- Fiscal and Economic Impact Analysis: Hampton Classic Horse Show (2018), The Hills at Southampton (2017), Dune Deck (2016), Renaissance Downtowns (New Rochelle, 2015; Huntington Station, 2015; Hempstead 2012), Canoe Place Inn (2014), The Meadows at Yaphank PDD (2011), New Frontier (2011)
- Commercial Market Analysis: Medford (2014), The Meadows at Yaphank PDD (2011), Mt. Sinai Village Centre (2011)
- Residential/Housing Market Analysis: Bellport and East Patchogue (2017), Brentwood Garden Apartments (2012), The Canal Property (2012), The Uplands at St. Johnland CCRC (2011)
- Waterfront Market Analysis: Town of Oyster Bay Eastern Waterfront Area (2011)
- School District Analysis: Mt. Sinai Meadows (2018), Jefferson Meadows (2011), North Manor Estates (2011)
- Niche Market and Branding Plan: North Bellport (2011)
- Economic Development Studies: Lawrence Aviation Redevelopment Feasibility Study (2017); Peconic River/Route 25 Corridor BOA (2015)
- Comprehensive/Master Planning: Village of Poquott (2011), Town of Southold- Economic Development Chapter and Demographics Chapter (2011)
- American Planning Association Massachusetts Chapter Award for Outstanding Planning, City of Pittsfield Master Plan, 2009

- Housing
  - Offer a variety of housing types;
  - Orient housing to services of the commercial area;
  - Develop new housing densities that allow high levels of amenities;
  - Encourage pedestrian access from residential areas to commercial and recreational areas;
  - New multi-family housing should contain predominantly one- and two-bedroom units that relate to young singles, starter families, mature couples and senior citizens; and,
  - Large clustered residential areas that are urban in character.
- Commercial
  - Convenience and comparison shopping to serve residents;
  - Specialty shopping to serve regional and adjacent community;
  - Support services for community residents; and,
  - Group commercial activities into walking configuration encouraging mix of land uses.

The core area is also divided into development areas, based on proposed density residential development and future land uses. Although the subject property is not depicted in a 'development area,' the subject property is located immediately north of Area I (near the train station), which proposes a mix of medium- and high-density residential development consisting of new housing clusters comprised of townhouses and garden apartments with high-rise structures. Medium density is proposed closer to the train station and the subject property; townhouses and garden apartments are specifically recommended for medium-density residential areas. A proposed land use change map identifies the subject property as both industrial and medium-density residential uses; the areas south of the train station proximate to the subject property are portrayed as medium-density residential.

Overall, the proposed project complies with the intent and recommendations provided in the *Town of Islip Comprehensive Plan* as the Greybarn Bay Shore mixed-use development will provide additional residential units and new retail opportunities to support the redevelopment of Bay Shore's core area.

#### ***Town of Islip Comprehensive Plan Update***

The *Town of Islip Comprehensive Plan Update* was prepared in 2011, and consists of a single-page update to reflect the Town's shifting demographics and existing conditions. The *Update* notes that the town population has become older and more diversified (especially within the hamlets of Bay Shore, Brentwood and Central Islip), with relatively slow population growth occurring in these same three (3) hamlets. As of the date of publication of this *Update*, Bay Shore was noted to comprise 9% of the Town's total population of 335,000, with approximately 4,000 residents per square mile – the fourth densest hamlet within the Town. The *Update* notes that the Town is far less diversified in its housing stock when compared to other municipalities in Suffolk County, with single-family housing units comprising over 76% of the total housing stock.

The seven original goals of the 1979 Comprehensive Plan were deemed to be as important and valid then as they were when they were created, and remain the focus of the Town of Islip. As such, the proposed project is deemed to be consistent with the *Town of Islip Comprehensive Plan Update*.



stations will allow the attraction of young workers and new businesses, while reducing the pressure to develop Long Island's remaining open spaces. Many communities on Long Island have seen success in such transit-oriented development in recent years, with successful case studies including Wyandanch, Mineola, Patchogue, Ronkonkoma, and Farmingdale, among others.

Despite the relatively higher housing prices in the region, Long Island housing has become relatively more affordable over the past five years. In 2014, Long Island real estate was more affordable than just 16 metropolitan areas. This doubled to 32 metropolitan areas in 2019.<sup>18</sup> However, Long Island still has an extensive need for affordable housing options. There remains a high demand for both owner-occupied and renter-occupied affordable and workforce housing throughout Long Island communities, including the Town of Islip and Bay Shore – as evidenced in Section 4.0.

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<sup>18</sup> National Association of Realtors

- The ratio of special education students to the total enrollment within the Bay Shore UFSD is approximately 13.0%. For lack of any other statistics to use as a basis for projection, it is assumed that the portion of special education students will remain constant with the development of the proposed project. When applied to the estimated nine (9) school-aged children that are projected to attend public schools, it is anticipated that eight (8) of these students would be enrolled within the general education program, while one (1) of these students would be enrolled within the school district's special education program.
- According to the New York State School Report Card, Fiscal Accountability Supplement for Bay Shore UFSD, expenditures averaged \$14,490 per general education student and \$42,314 per special education student during the 2017-18 academic year.<sup>34</sup> Given these assumptions, it is estimated that the nine (9) public-school students will result in additional costs to the Bay Shore UFSD amounting to approximately \$158,234 per academic year.
- As seen in Table 10, the proposed project is anticipated to levy tax revenues for the Bay Shore UFSD, estimated to total \$408,554 per year. These property tax revenues would cover all associated expenses incurred by the nine (9) public-school students, resulting in a net surplus revenue to the school district of over \$250,000 per year upon full taxation of the property. This net revenue could ease the district's need to tap into additional fund balances and could also help alleviate an increased burden on other taxpayers throughout the district. This is shown in Table 11.

**TABLE 11**  
**FISCAL IMPACT ON SCHOOL DISTRICT**

Parameter	General Education	Special Education	Total: All Students
Student Enrollment: Existing Conditions	6,022	897	6,919
Percentage of Enrollment: Existing Conditions	87.0%	13.0%	100.0%
Number of Additional Students in Public Schools: Proposed Project	8	1	9
Expenditure per Pupil: Existing Conditions	\$14,490	\$42,314	--
Additional Expenditures: Proposed Project	\$115,920	\$42,314	\$158,234
Projected Tax Revenue Allocated to School District: Proposed Project	--	--	\$408,554
<b>Net Additional Revenue</b>	<b>--</b>	<b>--</b>	<b>\$250,320</b>

Source: Bay Shore UFSD; New York State Education Department; Analysis by Nelson, Pope & Voorhis, LLC.

<sup>34</sup> This data reflects the most recently published data as of the date of submission of this analysis.

EXHIBIT C-2

New York Law Journal Article, dated March 22, 2017 on Eligibility of Residential  
Developments for IDA Benefits

# New York Law Journal

## Real Estate Trends

WWW.NYLJ.COM

VOLUME 257—NO. 54

An ALM Publication

WEDNESDAY, MARCH 22, 2017

### ZONING AND LAND USE PLANNING

## Eligibility of Residential Developments for IDA Benefits

By  
Anthony S.  
Guardino



It has been nearly 50 years since the New York State Legislature enacted legislation authorizing industrial development agencies (IDAs) for the purpose of promoting economic development. Now, towns, cities, and counties throughout the state have created their own IDAs under General Municipal Law (GML) Article 18-A (the IDA Act) and use them to encourage—and to financially assist—a wide variety of real estate developments, often to great success.

In many instances, however, an IDA's efforts are met with objections, both in and out of court. Recently, for example, tax benefits afforded by a town's IDA to the Green Acres Mall on Long Island aroused community criticism, and led New York State Comptroller Thomas DiNapoli to announce that he would audit the IDA to determine its compliance with policies and procedures related to its approval of the project.

ANTHONY S. GUARDINO is a partner with Farrell Fritz in the firm's Hauppauge office.

There also continues to be disputes over the scope of projects that may receive IDA benefits. Last August, the Supreme Court, Seneca County, rejected a challenge to a decision by the Seneca County IDA to provide tax benefits for a casino being built in the county. *Nearpass v. Seneca County Industrial Development Agency*, 53 Misc. 3d 737 (Sup.Ct. Seneca Co. 2016). The petitioners argued that the casino was not a project defined in the IDA Act and, therefore, that it was ineligible for IDA benefits. They pointed out, among other things, that when the IDA Act first was enacted, casinos were prohibited in New York, and after casinos were allowed by amendment to the New York Constitution, the IDA Act was not amended to include casinos as a project entitled to IDA benefits.

The court was not persuaded and decided, instead, that the casino facility was a commercial project under the IDA Act and, in particular, that it also was a recreation facility within the purview of GML Section 854(9).

Perhaps more surprising than a dispute over the eligibility of a casino to receive IDA benefits was a recent court case that asked whether a residential development could qualify for IDA benefits—an issue of statewide significance. In *Matter of Ryan v. Town of Hempstead Industrial Development Agency*, Index No. 5324/16 (Sup.Ct. Nassau Co. Jan. 27, 2017), the Supreme Court, Nassau County, held that a residential apartment building project fell within the definition of a project for which IDA benefits may be granted.

After first providing background on the IDA Act, this column will discuss the court's decision in *Matter of Ryan* and its implications.

### The IDA Act

When the legislation governing the creation, organization, and powers of IDAs in New York State was enacted in 1969, it provided that its general purpose was "to promote the economic welfare of [the state's] inhabitants and to actively promote, attract,

encourage and develop economically sound commerce and industry through governmental action for the purpose of preventing unemployment and economic deterioration." This intent was further evidenced by the original provision of GML Section 858, which provided that:

The purposes of the agency shall be to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial and research facilities and thereby advance the job opportunities, general prosperity and economic welfare of the people of the state of New York and to improve their standard of living.

The decision by the Nassau County Supreme Court in *Matter of Ryan* provides confirmation that residential developments are eligible to receive industrial development agency benefits.

In approving the bill, then-Governor Nelson Rockefeller noted that "industrial development agencies provide one means for communities to attract new industry, encourage plant modernization and create new job opportunities." McKinney's 1969 Session Laws, Vol. 2, p. 2572.

The original legislation has been amended a number of times since 1969 to broaden the scope of permissible IDA activities. For example, the definition of project was expanded to specifically include construction of industrial pollution control facilities (L 1971, ch 978), winter recreation facilities and then recreation facilities generally (L 1974, ch 954; L 1977, ch 630), horse racing facilities (L 1977, ch 267), railroad facilities (L 1980, ch 803) and educational or cultural facilities (L 1982, ch 541).

As noted above, however, it has not been amended to specifically include casinos. And it also does not specifically include residential developments.

In 1985, however, the New York state comptroller's office was asked by the village attorney for the village of Port Chester whether construction of an apartment complex was a commercial purpose within the meaning of GML Section 854(4) and, thereby, whether it was a proper project for industrial development bond financing. In response, the Comptroller issued Opinion No. 85-51, 1985 N.Y. St. Comp. 70 (Aug. 16, 1985) (the "comptroller's opinion").

In the comptroller's opinion, the comptroller's office explained that, at its inception, the IDA Act's primary thrust was to promote the development of commerce and industry as a means of increasing employment opportunities.

The comptroller's opinion then reasoned that for an apartment complex to qualify as an eligible project under Article 18-A, it had to promote employment opportunities and prevent economic deterioration in the area served by the IDA.

The comptroller's opinion added that the comptroller's office was "not in a position to render an opinion" as to whether a project that consisted of the construction of an apartment complex was a commercial activity within the meaning of Article 18-A. Rather, it continued, such a determination "must be made by local officials based upon all the facts relevant to the proposed project."

Any such determination, the comptroller's opinion concluded, had to take into account the stated purposes of the IDA Act: "the promotion of employment opportunities and the prevention of economic deterioration."

When this issue reached the court in *Triple S. Realty v. Village of Port Chester*, Index No. 22355/86 (Sup. Ct. Westchester Co. Aug. 19, 1987), the Westchester County Supreme Court held that residential construction may be eligible for industrial development agency benefits if such construction "would increase employment opportunities and prevent economic deterioration in the area served by the IDA."

The decision by the Nassau County Supreme Court in *Matter of Ryan* provides further confirmation that

residential developments certainly are eligible to receive IDA benefits.

#### 'Matter of Ryan'

The case arose after the Town of Hempstead Industrial Development Agency (TOHIDA) granted financial and tax benefits and assistance to Renaissance Downtowns UrbanAmerica, with respect to the construction of a new 336-unit residential apartment complex in the village of Hempstead on Long Island. That was Phase 1 of a multi-phase revitalization project that was planned to include additional mixed-use buildings and parking facilities.

The financial benefits and assistance granted by the TOHIDA included:

- exemptions from mortgage recording taxes for one or more mortgages;
- securing the principal amount not to exceed \$70 million;
- a sales and use tax exemption up to \$3.45 million in connection with the purchase/lease of building materials, services, or other personal property for the project; and
- abatement of real property taxes for an initial term of 10 years pursuant to a payment in lieu of taxes (PILOT) agreement.

Six petitioners, including a trustee for the village of Hempstead, challenged the TOHIDA's resolution in an Article 78 proceeding, arguing that an IDA could not grant benefits

for a project that was residential, either in whole or in part, in nature.

For their part, the respondents contended that the development of a residential rental building fell within the ambit of the statutory definition of a project entitled to receive an IDA's financial assistance and benefits in that it promoted "employment opportunities" and prevented "economic deterioration" in the area served by the IDA.

The court agreed with the respondents and dismissed the petition.

In its decision, the court noted that the comptroller's opinion had observed that the determination of whether construction of an apartment complex was a commercial activity within the meaning of the IDA Act had to be made by local officials based on facts relevant to the proposed project.

The court then pointed out that the TOHIDA had approved Renaissance's application for assistance with respect to the first phase of the revitalization project based on the TOHIDA's findings, that, among other things:

- the town of Hempstead was in need of attractive multi-family housing to retain workers in the town and attract new business;
- a healthy residential environment located in the town was needed to further economic growth;
- there was a lack of affordable, safe, clean multi-family housing within the town; and

- the facility would provide the nucleus of a healthy residential environment, and would be instrumental and vital in the further growth of the town.

Moreover, the court continued, the TOHIDA also found that the development of the first phase of the facility would "promote and maintain the job opportunities, health, general prosperity and economic welfare" of the town's citizens and "improve their standard of living."

Given that the project promoted employment opportunities and served to combat economic deterioration in the area served by the TOHIDA, the court upheld the TOHIDA's decision as rationally based and not arbitrary or capricious, an abuse of discretion, or an error of law.

#### Conclusion

IDA benefits can play an important role in real estate development. For nearly five decades, they have benefited New Yorkers in numerous situations. As the comptroller's office and the courts have recognized, a project—including a residential project—that demonstrates that it promotes employment opportunities and prevents economic deterioration is eligible to receive IDA benefits.

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EXHIBIT C-3

Ryan et al. v. Town of Hempstead Industrial Development Agency et al.



SHORT FORM ORDER

SUPREME COURT OF THE STATE OF NEW YORK  
COUNTY OF NASSAU

P R E S E N T : HON. JEFFREY S. BROWN  
JUSTICE

-----X TRIAL/IAS PART 13  
In the Matter of DONALD L. RYAN, FLAVIA  
IANNACCONE, JAMES DENON, JOHN M. WILLAMS, INDEX # 5324/16  
REGINAL LUCAS and ROBERT DeBREW, JR.,

Petitioners,

Mot. Seq. 1  
Mot. Date 9.13.16  
Submit Date 11.17.16

For A Judgment Pursuant to Article 78 of the New York  
Civil Practice and Rules,

XXX

-against-

TOWN OF HEMPSTEAD INDUSTRIAL DEVELOPMENT  
AGENCY, RENAISSANCE DOWNTOWNS  
URBANAMERICA, LLC, and RDU A PARCEL 1 LLC,

Respondents.  
-----X

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The following papers were read on this motion:

Papers Numbered

Notice of Petition, Affidavits, Exhibits, Memorandum Annexed.....	1,2
Verified Answers.....	3,4,5
Opposing Affidavits.....	6,7,8,9,10,11,12
Reply Affidavits.....	13, 14
Sur-Reply Affidavit.....	15
Hearing Record (3 Vols.).....	16

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Application by petitioners pursuant to Article 78 to invalidate as *ultra vires* and to void the May 18, 2016 resolution passed by the Town of Hempstead Industrial Development Agency (FOHIDA) is decided as hereinafter provided.

In this Article 78 proceeding, petitioners seek to invalidate the resolution passed by respondent TOHIDA on May 18, 2016, which granted financial and tax benefits and assistance to respondent Renaissance Downtowns UrbanAmerica, LLC (Renaissance) *vis-a-vis* construction of a new 336 unit residential apartment complex on the northwest corner of the intersection of Washington and Front Streets (Phase I of the multi-phase Village of Hempstead downtown revitalization project<sup>1</sup> which was planned to include additional mixed use buildings/parking facilities). The Phase I property was a tax exempt Village property for at least 50 years until December 15, 2015 when it was acquired by respondent Renaissance.

The financial benefits and assistance granted include:

exemptions from mortgage recording taxes for one or more mortgages securing the principal amount not to exceed \$70,000,000;

sales and use tax exemption up to \$3,450,000 in connection with the purchase/lease of building materials, services or other personal property for the project;

abatement of real property taxes for an initial term of ten years pursuant to Payment in Lieu of Taxes Agreement (PILOT).

Based on the theory that the resolution was affected by an error of law, i.e., that residential apartment buildings are not included in the type of project or facility that is eligible for financial assistance under the General Municipal Law Article 18-A (Industrial Development Act [the IDA or the Act]), petitioners seek to invalidate the subject resolution as *ultra vires*/void.

In opposition, respondents first seek dismissal of the petition based on its alleged multiple fatal flaws including petitioners' lack of standing; failure to raise the *ultra vires* issue in the administrative proceeding before respondent TOHIDA; and failure to serve the attorney general in accordance with CPLR 7804(e).

The alleged flaws are not fatal and do not provide a basis for dismissal. Petitioners have standing to maintain an action for equitable or declaratory relief under State Finance Law § 123-b *vis-a-vis* the issue of whether the project herein falls within the definition of a "project" for which IDA benefits may be granted (*see Nearpass v Seneca County Indus. Dev. Agency*, 52 Misc 3d 533 [Sup Ct, Seneca County 2016 Falvey, J.]; *Dudley v. Kerwick*, 52 NY2d 542 [1981]; *cf.*

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<sup>1</sup>The development as outlined in the Appraisal Report (Exhibit "2" to the Petition) was approved in a unanimous 5-0, bi-partisan vote by the Village of Hempstead Board. It includes the construction of, among other things: residential units, structured parking, retail space, medical office building, mixed used artist loft with grade and basement level supermarket, surface parking office space, senior independent living apartment building, hotel and restaurant space.

*Kadish v. Roosevelt Raceway Assoc.*, 183 AD2d 874, 875 [2d Dept 1992] [no standing under State Finance Law § 123-b (1) to challenge financing and acquisition of property by TOHIDA through bond issuance because statute specifically excludes bond issuance by a public benefit corporation). Further, the *ultra vires* issue was, in fact, raised in the administrative proceeding before respondent TOHIDA (Record: Vol. 3 Tab 25, pp 113-114), and the Nassau County Regional Office of the New York State Attorney General rejected service of the petition on the ground that the office did not represent respondent TOHIDA.

In further support of its dismissal, movants argue that the petition fails to state a viable cause of action as it is based on the false premise that an Industrial Development Agency may not grant benefits for a commercial project that is residential, either in whole or in part, in nature.

For the reasons which follow, the petition must be dismissed.

Pursuant to General Municipal Law § 858, an Industrial Development Agency

"shall be to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial, research and recreation facilities . . . and thereby advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York and to improve their recreation opportunities, prosperity and standard of living."

An Industrial Development Agency is thus a "governmental agenc[y] or instrumentalit[y] created for the purpose of preventing unemployment and economic deterioration (General Municipal Law § 852) and to "provide one means for communities to attract new industry, encourage plant modernization and create new job opportunities" (Governor's Mem., 1969 McKinney's Session Laws of N.Y. at 2572).

According to respondents, the development of a residential rental building falls within the ambit of the statutory definition of a project,<sup>2</sup> entitled to financial assistance and benefits, as set forth in § 854(4) of the General Municipal Law in that it "promotes employment opportunities and prevents economic deterioration in the area served by the industrial development agency" (Opns. St. Comp. No. 85-51 [N.Y.S. Cptr., 1985 WL 25843]).

In the opinion of the State Comptroller, the determination of whether construction of an apartment complex is a commercial activity within the meaning of the statute must be made by

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<sup>2</sup>As set forth in § 854(4) the term "project" is broadly defined to include, in relevant part, "any land, any building or other improvement, and all real and personal properties located within the state of New York and within or outside or partially within and partially outside the municipality for whose benefit the agency was created. . . ."

local officials based upon facts relevant to the proposed project (*Id.* ["Local officials must determine, based upon all the relevant facts, whether construction of an apartment complex will promote employment opportunities and prevent economic deterioration. . . ."]). Respondents argue that TOHIDA acted within the scope of its authority in resolving to provide IDA assistance to the project since it would promote job creation and growth in a distressed area of the Village of Hempstead and serve as the first physical manifestation of the Village's Downtown Revitalization plan and a catalyst for future phases.

Here, the record establishes that a duly noticed public hearing was held regarding respondent Renaissance's application for TOHIDA assistance with respect to the first phase of the \$2.5 billion Hempstead Revitalization project for which site plan approval was already in place and a building permit issued. The resolution was granted based on respondent TOHIDA's findings, that, among other things:

- (a) The Town of Hempstead is in need of attractive multi-family housing to retain workers in the Town and attract new business;
- (b) a healthy residential environment located in the Town of Hempstead is needed in order to further economic growth;
- (c) there is a lack of affordable, safe, clean multi-family housing within the Town of Hempstead;
- (d) the facility will provide the nucleus of a healthy residential environment, and will be instrumental and vital in the further growth of the Town of Hempstead.

Respondent TOHIDA also found that:

the acquisition, construction and equipping of the Phase I Facility will promote and maintain the job opportunities, health, general prosperity and economic welfare of the citizens of the Town of Hempstead and the State of New York and improve their standard of living and thereby serve the public purposes of the Act;

the project conformed with local zoning laws and planning regulations of the Town of Hempstead; and

the project will not have a significant effect on the environment as determined in accordance with Article 8 of the Environmental Conservation Law and regulations promulgated thereunder.

The allegations proffered in opposition to the resolution, regarding traffic congestion; additional garbage/sewage; additional burden of increased student population in an already overcrowded/underfunded school district; burden of increased financial costs of municipal services to support increased population, are speculative and lack merit in the face of reasoned evaluation of the project by respondent TOHIDA as set forth in the record. As stated in the affidavit of Wayne J. Hall, Sr., Mayor of the Incorporated Village of Hempstead and Chairman of the Village Community Development Agency:

"the IDA benefits awarded to Renaissance for this particular Phase I of the development are critically important to the revitalization of the Village of Hempstead's downtown area, and are essential to the twin goals of preventing any further physical and economic deterioration of the area, as well as promoting employment opportunities to the Village."

As stated in the Socio-Economic Impact of the Village of Hempstead's Revitalization Plan report, dated March 31, 2016, (Exhibit "A" to the Affidavit of Donald Monti in Opposition to Petition):

"Upon completion, the overall revitalization of the Village of Hempstead will have generated an estimated \$4 billion in economic activity, comprised of economic activity during and after the construction period.

Nearly \$3 billion of primary and secondary economic activity will be generated from construction of the development encompassing 5 million square feet, comprising 2.8 million square feet of 3,500 residential units and 2.2 million square feet of mixed use, retail, hospitality, office and other commercial uses.

This will result in new socio-economic improvements to the Village of Hempstead that will provide much needed housing for Long Island's young professionals and active adults, and create during the construction period as many as 22,000 temporary construction and secondary jobs generating nearly \$1.4 billion in wages.

When completed, the revitalization will create approximately 6,000 permanent and 4,500 secondary jobs generating \$498 million in wages of which 1,500 of the permanent jobs generating \$125 million in wages projected to be held by Village of Hempstead residents. Thus, in total, the construction activity and resulting permanent jobs and their related secondary economic impacts are expected to generate nearly \$4 billion in primary and secondary economic impact, and over the 20 year PILOT period \$142 million in new county, town, school and village property taxes, and \$43.5 million in new county sales taxes."

In reviewing the actions of an administrative agency, courts must assess whether the determination was the result of an error of law or was arbitrary, capricious, or an abuse of discretion such that the actions at issue were taken without sound basis in reason and without regard to the facts (*Matter of County of Monroe v Kaladjian*, 83 NY2d 185, 189 [1994], citing *Matter of Pell v Bd. of Educ.*, 34 NY2d 222, 231 [1974]; *Akpan v Koch*, 75 NY2d 561, 570-71 [1990]; *Matter of Calvi v Zoning Bd. of Appeals of the City of Yonkers*, 238 AD2d 417, 418 [2d Dept 1997]). The agency's determination need only be supported by a rational basis (*Matter of County of Monroe v Kaladjian*, *supra*; *Matter of Jennings v Comm. N.Y. Dept. of Social Svcs.*, 71 AD3d 98, 108 [2d Dept 2010]). If the determination is rationally based, a reviewing court may not substitute its judgment for that of the agency even if the court might have decided the matter differently (*Matter of Savetsky v Zoning Bd. of Appeals of Southampton*, 5 AD3d 779, 780 [2d Dept 2004]; *Matter of Calvi v Zoning Bd. of Appeals of the City of Yonkers*, *supra*). It is not for the reviewing court to weigh the evidence or reject the choice made by the agency where the evidence conflicts and room for choice exists (*Matter of Calvi v Zoning Bd. of Appeals of the City of Yonkers*, *supra*, citing *Toys "R" Us v Silva*, 89 NY2d 411, 424 [1996]; *Akpan v Koch*, *supra*).

The record at bar establishes that in adopting the challenged resolution following a public hearing, review of Renaissance's application, and the environmental effects, respondent TOHIDA did not act in excess of its jurisdiction or beyond the scope of its authority; i.e., *ultra vires*. Nor was TOHIDA's decision after review of all of the circumstances to adopt the resolution finding that the Phase I facility constituted a "project" under the IDA affected by an error of law as would warrant relief under Article 78.

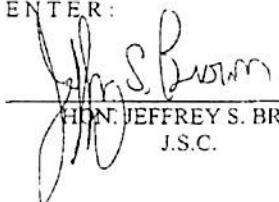
Where, as here, the project at issue promotes employment opportunities and serves to combat economic deterioration in an area served by an industrial development agency, a finding that the project falls within the ambit of the IDA is rationally based; neither arbitrary or capricious or an abuse of discretion, nor an error of law.

Accordingly, the petition is **denied** and the proceeding is hereby **dismissed**.

This constitutes the decision and order of this court. All applications not specifically addressed herein are denied.

Dated: Mineola, New York  
January 25, 2017

ENTER:

  
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J.S.C.

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## EXHIBIT D

### Town of Islip Industrial Development Agency Uniform Tax Exemption Policy



## **TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY**

### **UNIFORM TAX EXEMPTION POLICY**

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The Town of Islip Industrial Development Agency ("TOIIDA") provides financial assistance (tax-exempt or taxable bonds and/or straight lease transactions) for projects which promote the economic growth and health of Islip Town and the Long Island region. TOIIDA provides financial assistance to all projects and facilities as defined in Title I of Article 18A of the General Municipal Law. These projects and facilities as defined in Title 1 of Article 18A of the General Municipal Law (the "Act"). These projects and facilities include, but are not limited to: industrial, manufacturing, research and development, warehousing, commercial, office, recreation and other economic development projects. Also included are: affordable housing, senior housing, downtown housing, assisted living facilities, brownfield redevelopment projects and projects that eliminate commercial blight. Certain retail projects are included (those that are in conformance with Sec. 862 of the NYS GML, those that are part of a mixed use downtown redevelopment plan and those that involve the elimination of community blight).

All projects receiving financial assistance through TOIIDA are eligible for various tax exemptions and abatements. In reviewing applications for financial assistance, TOIIDA shall take into consideration, review and comply with all requirements and provisions of the Act.

#### **I. REAL PROPERTY TAXES**

- A. **Real Property Tax Abatement:** TOIIDA provides real property tax abatements in the form of reduction of existing taxes and/or freezing existing taxes and/or abating the increased assessment (value added) as a result of the project. Real property tax abatements may be structured in the form of fixed annual payments with or without scheduled increases over a period of time or in the form of abatements of the increased assessment that results from the project over a period of time or in the form of reduction of the existing taxes with a phase in back to the original tax level over a period of time. To evidence such abatements, TOIIDA will enter into a lease and project agreement or

other agreement evidencing the real property tax abatement relating to such project with the project occupant, which such agreement shall require payment of PILOT payments in accordance with the provisions set forth below.

Each project is reviewed and evaluated on a case by case basis. TOIIDA's review utilizes criteria that measure the projects level of significance and/or strategic value and/or impact upon the Town of Islip at both the micro and macro level as well as upon Long Island as a Region and/or the State economy.

As a general rule, the term of the real property tax abatement is ten years. The basic real property tax abatement provided by the TOIIDA is based upon the equivalent of Section 485-b of the New York State Real Property Tax Law. This section provides for a 50% real property tax abatement on the increased assessed value in the first year; 45% real property tax abatement in the second year; 40% abatement in the third year and thereafter declining 5% per year over a ten year period. A 485-b real property tax abatement is the minimum that TOIIDA provides. An enhanced real property tax abatement is considered and/or provided under the following circumstances:

1. **Existing Vacant Facilities & Brownfields:** In order to encourage "reuse" and upgrading of existing building stock and environmentally damaged properties commonly referred to as brownfields, TOIIDA may provide an enhanced real property tax benefit and abatement for projects involving vacant existing facilities and brownfields. The benefits may include freezing or reducing the assessment base of the pre-improved facility and granting of abatements that are equivalent of double the benefits provided by Section 485-b of the Real Property Tax Law. These abatements will consist of a 100% abatement on the increased assessed value in the first year; a 90% abatement in the second year; and 80% abatement in the third year and thereafter declining 10% per year over a ten year period.
2. **Significant/Strategic Projects:** TOIIDA may provide enhanced real property tax abatements (double 485-b) to projects that are considered significantly and strategically important to the economic well-being of Islip Town and the Long Island region. Provision of an enhanced real property tax abatement would be considered for high-tech and biomedical manufacturing; research and development; computer and data processing facilities; financial (back office) operations; professional services industry; corporate, national or regional headquarters; and projects deemed significant to the revitalization of distressed communities. Each project eligible for enhanced property tax abatement is evaluated pursuant to the guidelines/criteria contained in Attachment 1.
3. **Projects within the boundaries of the former Empire Zone:** TOIIDA provides enhanced real property tax abatement to projects located within the boundaries of the former New York State designated Empire Zone. The enhanced property tax abatement consists of a 100% abatement on the increased assessed value for the first 5 years; 90% in year 6; 80% in year 7 and thereafter declining 10% per year through year 14.
4. **Housing projects:** TOIIDA provides property tax abatements for standard rental housing projects (senior housing, assisted living facilities, downtown corridor

rental housing) that provide a public benefit in accordance with the Town of Islip Comprehensive Plan and related Planning Department studies. Including but not limited to the Central Islip Revitalization Master Plan and the Suffolk County Industrial and Commercial Incentive Board Plan, Zones 2 & 3. These abatements will consist of a 100% abatement on the increased assessed value in the first year; a 90% abatement in the second year; and 80% abatement in the third year and thereafter declining 10% per year over a ten year period. The ten year abatement period will commence upon the receipt of a certificate of occupancy for any portion of the qualified housing project and during the initial construction of property will be assessed and billed at the base value.

5. **Subsidized Housing:** For qualified housing projects (100% affordable housing projects). That provide a public benefit in accordance with the Town of Islip Comprehensive Plan and related Planning Department studies, TOIIDA may set flat PILOT payments on a per unit, per year basis. The length and term of these agreements will be determined on a case-by-case basis, based upon such factors as affordability, market conditions & the extent of public subsidies and participation in the project.
6. **Blighted Commercial Properties:** TOIIDA may provide enhanced property tax abatements (double 485-b) for projects that eliminate community blight as defined in Chapter 6A, Article II of the Islip Town Code.
7. **Mixed Use properties in Downtown Commercial Corridors:** TOIIDA may provide enhanced real property tax abatements (double 485-b) for projects in which a combination of residential and commercial construction work is performed to create a building used for mixed residential and commercial purposes. Such projects must be located within proscribed downtown corridors as contained in zones 2 & 3 of the Suffolk County Industrial and Commercial Incentive Board Plan adopted in 1999, as amended and/or those projects governed by Chapter 68 of the Town Code known as Downtown Development Districts and Business Districts.
8. **Town and/or other Municipally Owned Property:** Property owned by the Town of Islip and/or another municipal entity that is sold and/or leased to a private developer and/or private company may qualify for a 100% abatement and/or an enhanced abatement for periods up to 15 years. However, no village taxes will be abated in any PILOT Agreement entered into under this provision.
9. **Large Employment Generators:** Projects that create or retain 500 jobs or more may qualify for tax abatements for periods of up to 20 years. For new construction, this would be in the form of a 100% abatement the first year and declining 5% per year for 20 years. For existing buildings, the benefits may include reducing existing real property taxes and/or freezing the real property tax base and/or granting real property tax abatements on the increased value that result from the project for periods up to 20 years.
10. **Manufacturing Project:** TOIIDA may provide enhanced real property tax abatement to manufacturing projects. The enhanced property tax abatement consists of a 12 year term.

- B. **Projects in Foreign Trade Zone:** For projects located within Islip's Foreign Trade Zone, all payments are made pursuant to land lease with the Town of Islip's Foreign Trade Zone Authority.
- C. **Deviations from Policy:** TOIIDA reserves the right to deviate from its uniform real property tax abatement policy under special/extraordinary circumstances. Deviations can take the form of providing less or more in the way of real property tax abatements. These deviations would be done by reducing or increasing the percentage of the annual abatement, or by reducing or increasing the term of the PILOT Agreement, or by doing a combination of both. Provision of less in the way of real property tax abatements is applicable to projects that are subsequent phases of a previously TOIIDA financed, multi-phased project and/or TOIIDA determines that the benefit provided by these projects merits a reduced level of incentive (cost). Provision of more in the way of real property tax abatements is applicable to projects that are considered extremely significant and vital to the economic health and well-being of Islip Town and the Long Island Region. Any applicant may apply in writing to TOIIDA for increased real property tax abatement benefits setting forth reasons for a proposed deviation from the uniform policy. Such requests should set forth specific data and information which would cause TOIIDA to deviate from its uniform policy focusing, in whole or part, on the guidelines and criteria set forth in Attachment 1 hereto. Each time TOIIDA propose to deviate from its uniform real property tax abatement policy, it will provide written notification with any explanation for the deviation to the chief executive officer of each affected taxing jurisdiction.

## **II. SALES TAX EXEMPTIONS**

- A. **Eligible Expenses:** TOIIDA provides sales and use tax exemptions on all eligible materials and/or equipment used or incorporated into the project during the initial construction/renovation and equipping of the project. TOIIDA does not provide sales tax exemption for ongoing expenses after the project is completed. Unless otherwise determined by resolution of TOIIDA, the sales and use tax exemption may be up to one hundred percent (100%) of the sales and/or use taxes that would have been levied if the project were not exempt by reason of TOIIDA's involvement in the project.
- B. **To provide such exemption:** TOIIDA shall execute a lease and project agreement or other agreement evidencing the sales and use tax exemption relating to such project with the project occupant. The period of time for which such exemption shall be effective shall commence no earlier than the date of execution of such agreement. Such agreement shall contain an expiration date for the continued availability of sales tax exemptions, which such expiration date shall be based upon the anticipated project completion date. Should the project not be completed by the expiration date, the project occupant must request an extension of the expiration date from TOIIDA prior to the stated expiration date. The sales and use tax exemption will also have a stated maximum amount of the exemption. If an applicant anticipated that it is going to exceed the stated amount of the sales and use tax exemption, they must request TOIIDA to increase the exemption amount before the applicant has exceeded the exemption in accordance with Section II D below.
- C. **Reporting Requirements:** Project occupants (agents) are required to annually file a statement of the value of all sales tax exemptions claimed for the year to the New York State Department of Taxation and Finance. TOIIDA requires that each project occupant (agent) provides TOIIDA with a copy of that annual filing.



- D. **Deviations from Policy:** TOIIDA reserves the right to deviate from its uniform sales tax exemption policy under special/extraordinary circumstances. Deviations can take the form of providing less in the way of sales tax exemptions. These deviations would be done by reducing the full sales tax exemption to a partial sales tax exemption for the initial project completion period. Provision of less in the way of sales tax exemption is applicable to projects that are subsequent phases of a previously TOIIDA financed multi-phase project and/or TOIIDA determines that the benefit provided by these projects merits a reduced level of incentive (cost). If an exemption of less than one hundred percent (100%) is determined by TOIIDA to be applicable to a project, then the project operator shall be required to pay a Payment-in-lieu-of-tax to TOIIDA equal to the applicable percentage of sales and/or use tax liability not being abated. TOIIDA shall remit such payment within thirty (30) days of receipt thereof by TOIIDA, to the affected tax jurisdictions in accordance with Section 874(3) of the Act. Each time TOIIDA deviates from its uniform sales tax exemption policy, it will provide written notification, with an explanation for the deviation to the chief executive officer of each affected taxing jurisdiction.
- E. **LATER TERMINATION/INCREASE IN AMOUNT:** The Executive Director is authorized on behalf of TOIIDA to approve (i) requests regarding the extension of the completion date of its project and (ii) requests regarding an increase of sales and use tax exemptions in an amount not to exceed \$100,000.00 in connection with the purchase or lease of equipment, building materials, services or other personal property, without the need of approval of the board of directors of TOIIDA. Any requests for an increase of sales and use tax exemptions in an amount greater than \$100,000.00 will require public notice in accordance with the Act and approval of the TOIIDA board.

### **III. MORTGAGE RECORDING TAX**

All TOIIDA assisted projects are eligible for a partial exemption from the mortgage recording tax imposed pursuant to Article 11 of the New York State Tax Law, except with respect that portion of the mortgage recording tax allocated to transportation districts referenced in Section 253(2)(a) of the Tax Law.

- A. **Project Related Financing:** Financing secured by a mortgage which is directly related to the project is exempt from the mortgage recording tax.
- B. **Non-Project Related Financing:** Financing secured by a mortgage which is not directly related to, or a part of, the project, are not eligible for exemption from mortgage recording tax.
- C. **Deviations from Policy:** TOIIDA reserves the right to deviate from its uniform mortgage recording tax exemption policy under special/extraordinary circumstances. Deviations can take the form of providing less in the way of mortgage recording tax exemptions. These deviations would be done by reducing the mortgage recording tax exemption from a full exemption to a partial exemption. Provision of less in the way of exemption from mortgage recording tax is applicable to projects that are subsequent phases of a previously TOIIDA financed multi-phase project and/or TOIIDA determines that the benefit provided by these project merits a reduced level of incentive (cost). Each time TOIIDA proposes to deviate from its uniform mortgage recording tax exemption policy, it will provide written notification with an explanation for the deviation to the Chief executive officer of each affected taxing jurisdiction.

#### **IV. RECAPTURE OF BENEFITS:**

ALL TOIIDA projects which receive financial assistance in accordance with the terms and provisions of this Uniform Tax Exemption Policy shall be subject to termination and recapture of any benefits received in accordance with TOIIDA' s Recapture and Termination Policy, as such may be amended from time to time, and as required under the Act.

## **ATTACHMENT 1**

### **ENHANCED REAL PROPERTY TAX ABATEMENT GUIDELINES/CRITERIA**

TOIIDA considers the following significant indicators when determining whether to provide enhanced real property tax abatements. (These determinants are not all inclusive and are not in priority order):

1. ***Economy:*** Local and regional economic conditions at the time of application.
2. ***Jobs:*** The extent to which the project will directly create or retain permanent private sector jobs as well as “temporary” jobs during the construction period. In addition, the level of secondary “multiplier” jobs that will be created or retained as a result of the project.
3. ***Project Cost/Payroll:*** Level of direct annual payroll that results from the project as well as secondary “multiplier” payroll and payroll during the initial construction period.
4. ***Project Purpose:*** Type of industrial or commercial activity proposed for the facility.
5. ***Site Alternatives:*** Likelihood that the project will locate elsewhere resulting in subsequent real economic losses for retention projects and possible failure to realize future economic benefits for attraction projects.
6. ***Project Location:*** Nature of the property before the project (vacant land, vacant buildings, distressed community, Former Empire Zone, blighted property, downtown corridor).
7. ***Project Benefits:*** Amount of private sector investment as a result of the project and the level of additional revenue for local taxing jurisdictions.
8. ***Project Costs:*** Impact of the project and the proposed abatements/exemption on local taxing jurisdictions and extent to which will require additional services from local government entities.



**TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY  
AGENDA ITEMS FOR APRIL 21, 2020**

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**AGENDA ITEM #5**

**TYPE OF RESOLUTION:** INDUCEMENT RESOLUTION

**COMPANY:** SILVERBACK REALTY, LLC/MULTIDYNE  
ELECTRONICS, INC. 2020

**PROJECT LOCATION:** 35 HOFFMAN AVE, HAUPPAUGE

**JOBS (RETAINED/CREATED):** RETAINED - 22 -  
CREATE - 11 -

**INVESTMENT:**

RESOLUTION OF THE TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TOWARD APPOINTING SILVERBACK REALTY LLC, A NEW YORK LIMITED LIABILITY COMPANY, ON BEHALF OF ITSELF AND/OR THE PRINCIPALS OF SILVERBACK REALTY LLC AND/OR AN ENTITY FORMED OR TO BE FORMED ON BEHALF OF ANY OF THE FOREGOING AND MULTIDYNE ELECTRONICS, INC., A NEW YORK BUSINESS CORPORATION ON BEHALF OF ITSELF AND/OR THE PRINCIPALS OF MULTIDYNE ELECTRONICS, INC. AND/OR AN ENTITY FORMED OR TO BE FORMED ON BEHALF OF ANY OF THE FOREGOING, AS AGENT(S) OF THE AGENCY FOR THE PURPOSE OF ACQUIRING, RENOVATING AND EQUIPPING THE FACILITY AND MAKING CERTAIN FINDINGS AND DETERMINATIONS WITH RESPECT TO THE FACILITY

WHEREAS, Silverback Realty LLC, a limited liability company organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Silverback Realty LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the "**Company**") and Multidyne Electronics, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Multidyne Electronics, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the "**Sublessee**"), have applied to the Town of Islip Industrial Development Agency (the "**Agency**"), to enter into a transaction in which the Agency will assist in (a) the acquisition of an approximately 1.3 acre parcel of land located at 35 Hoffman Avenue, Hauppauge, New York 11788 (the "**Land**"), the renovation of an approximately 19,960 square foot building located thereon (the "**Improvements**"), and the acquisition and installation therein of certain equipment not part of the Equipment (as such term is defined herein) (the "**Facility Equipment**"; and together with the Land and the Improvements, the "**Company Facility**"), which Company Facility is to be leased and subleased by the Agency to the Company and further subleased by the Company to the Sublessee; and (b) the acquisition and installation of certain equipment and personal property (the "**Equipment**"; and together with the Company Facility, the "**Facility**"), which Equipment is to be leased by the Agency to the Sublessee and which Facility is to be used by the Sublessee for its primary use in the high-tech manufacture, design and warehousing of fiber optic communication equipment for the broadcast, cinema and professional AV industries (the "**Project**"); and

WHEREAS, the Agency will acquire a leasehold interest in the Land and the Improvements and title to the Facility Equipment and Equipment, will sublease and lease the Company Facility to the Company for further sublease to the Sublessee and will lease the Equipment to the Sublessee, all pursuant to Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 47 of the Laws of 1974 of the State of New York, as the same may be amended from time to time (collectively, the "**Act**"); and

WHEREAS, the Agency contemplates that it will provide financial assistance to the Company and the Sublessee in connection with the Facility, consistent with the policies of the Agency, in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes and abatement of real property taxes, all to be more particularly described in a Final Authorizing Resolution to be adopted by the Agency prior to the closing of the transactions described herein; and

WHEREAS, as of the date of this resolution, no determination for financial assistance has been made; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, prior to the date of the Hearing (defined below), the Agency will have prepared a cost/benefit analysis with respect to the proposed financial assistance; and

WHEREAS, prior to the closing of the transaction described herein, a public hearing (the "**Hearing**") will be held so that all persons with views in favor of or opposed to either the financial assistance contemplated by the Agency or the location or nature of the Facility can be heard; and

WHEREAS, notice of the Hearing will be given prior to the closing of the transaction described herein, and such notice (together with proof of publication) will be substantially in the form annexed hereto as Exhibit A; and

WHEREAS, the minutes of the Hearing are or will be substantially in the form annexed hereto as Exhibit B; and

WHEREAS, the Agency has given due consideration to the application of the Company and the Sublessee and to representations by the Company and the Sublessee that the proposed financial assistance is either an inducement to the Company and the Sublessee to maintain the Facility in the Town of Islip or is necessary to maintain the competitive position of the Company and the Sublessee in their respective industries; and

WHEREAS, the Company and the Sublessee will agree to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transaction contemplated by the leasing of the Facility by the Agency to the Company and the Sublessee.

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively, the "**SEQR Act**" or "**SEQR**"), the Agency constitutes a "State Agency"; and

WHEREAS, to aid the Agency in determining whether the Facility may have a significant effect upon the environment, the Company and Sublessee have prepared and

submitted to the Agency an Environmental Assessment Form and related documents (the "**Questionnaire**") with respect to the Facility, a copy of which is on file at the office of the Agency; and

WHEREAS, the Questionnaire has been reviewed by the Agency.

NOW, THEREFORE, BE IT RESOLVED by the Town of Islip Industrial Development Agency (a majority of the members thereof affirmatively concurring) that:

Section 1. Based upon the Environmental Assessment Form completed by the Company and the Sublessee and reviewed by the Agency and other representations and information furnished by the Company and the Sublessee regarding the Facility, the Agency determines that the action relating to the acquisition, renovation, equipping, and operation of the Facility is a Type II action under SEQR and therefore, does not require further environmental review.

Section 2. The acquisition, renovation and equipping of the Facility by the Agency, the subleasing and leasing of the Company Facility to the Company for further subleasing to the Sublessee, the leasing of the Equipment to the Sublessee and the provision of financial assistance pursuant to the Act will promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the Town of Islip and the people of the State of New York and improve their standard of living, and thereby serve the public purposes of the Act, and the same is, therefore, approved.

Section 3. Subject to the provisions of this resolution, the Agency shall (i) acquire, renovate and equip the Facility; (ii) lease and sublease the Company Facility to the Company; and (iii) lease the Equipment to the Sublessee.

Section 4. The Company and the Sublessee are hereby notified that they will be required to comply with Section 875 of the Act. The Company shall be required to agree to the terms of Section 875 pursuant to the Lease and Project Agreement, dated a date to be determined (the "**Lease Agreement**"), by and between the Company and the Agency. The Sublessee shall be required to agree to the terms of Section 875 pursuant to the Agency Compliance Agreement, dated a date to be determined (the "**Agency Compliance Agreement**"), by and between the Sublessee and the Agency. The Company and the Sublessee are further notified that the tax exemptions and abatements provided pursuant to the Act and the appointment of the Company and the Sublessee as agents of the Agency pursuant to this resolution are subject to termination and recapture of benefits pursuant to Sections 859-a and 875 of the Act and the recapture provisions of the Lease Agreement and the Agency Compliance Agreement.

Section 5. Counsel to the Agency is authorized and directed to work with Transaction Counsel (Nixon Peabody LLP) to prepare, for submission to the Agency, all documents necessary to affect the transfer of the real estate described in the foregoing resolution.

Section 6. The Chairman, the Executive Director, the Deputy Executive Director and all members of the Agency are hereby authorized and directed (i) to distribute copies of

this resolution to the Company and the Sublessee, and (ii) to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 7. Any expenses incurred by the Agency with respect to the Facility, including the expenses of Transaction Counsel, shall be paid by the Company and the Sublessee. The Company and the Sublessee agree to pay such expenses and further agree to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Facility.

Section 8. This resolution shall take effect immediately.

ADOPTED: April 21, 2020

STATE OF NEW YORK     )

: SS.:

COUNTY OF SUFFOLK     )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY THAT:

I have compared the foregoing copy of a resolution of the Town of Islip Industrial Development Agency (the “**Agency**”) with the original thereof on file in the office of the Agency, and the same is a true and correct copy of such resolution and of the proceedings of the Agency in connection with such matter.

Such resolution was passed at a meeting of the Agency held via Live-Stream at <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, on the 21st day of April, 2020, at which meeting the following members were:

Present:

Absent:

Also Present:

The question of the adoption of the foregoing resolution was duly put to vote on roll call, which resulted as follows:

Voting Aye

and, therefore, the resolution was declared duly adopted.

The Application is in substantially the form presented to and approved at such meeting.

I FURTHER CERTIFY, because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 220.1 issued on March 12, 2020, suspending the Open Meetings Law, constituting Chapter 511 of the Laws of 1976 of the State of New York, the Agency's Board Meeting on April 21, 2020 (the "**Board Meeting**"), was held electronically via Live-Stream instead of a public meeting open for the public to attend in person. Members of the public were advised, via the Agency's website, to listen to the Board Meeting by going to <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, and were further advised that the Minutes of the Board Meeting would be transcribed and posted on the Agency's website, and that all members of said Agency had due notice of said meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand as of April 21, 2020.

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Assistant Secretary



## EXHIBIT A

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### NOTICE OF PUBLIC HEARING

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**NOTICE IS HEREBY GIVEN** that a public hearing pursuant to Title 1 of Article 18-A of the New York State General Municipal Law will be held by the Town of Islip Industrial Development Agency on the \_\_\_\_ day of May, 2020, at \_\_\_\_\_.m., local time, electronically via [conference call][webinar] in connection with the following matters:

Silverback Realty LLC, a limited liability company organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Silverback Realty LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”) and Multidyne Electronics, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Multidyne Electronics, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Sublessee**”), have applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in (a) the acquisition of an approximately 1.3 acre parcel of land located at 35 Hoffman Avenue, Hauppauge, New York 11788 (the “**Land**”), the renovation of an approximately 19,960 square foot building located thereon (the “**Improvements**”), and the acquisition and installation therein of certain equipment not part of the Equipment (as such term is defined herein) (the “**Facility Equipment**”; and together with the Land and the Improvements, the “**Company Facility**”), which Company Facility is to be leased and subleased by the Agency to the Company and further subleased by the Company to the Sublessee; and (b) the acquisition and installation of certain equipment and personal property (the “**Equipment**”; and together with the Company Facility, the “**Facility**”), which Equipment is to be leased by the Agency to the Sublessee and which Facility is to be used by the Sublessee for its primary use in the high-tech manufacture, design and warehousing of fiber optic communication equipment for the broadcast, cinema and professional AV industries (the “**Project**”). The Company Facility will be initially owned, operated and/or managed by the Company. The Equipment will be initially owned, operated and/or managed by the Sublessee.

The Agency contemplates that it will provide financial assistance to the Company and the Sublessee in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the renovation and equipping of the Facility and exemption of real property taxes consistent with the policies of the Agency.

A representative of the Agency will, at the above-stated time and place, hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Company and the Sublessee or the location or nature of the Facility. Members of the public may [listen to] [view] the Public Hearing and comment on the Project and the benefits to be granted to the Company and the Sublessee by the Agency during the Public Hearing by [insert instructions to dial into the conference call or log into the webinar]. Comments may also be submitted to the Agency in writing or electronically. Minutes of the

Public Hearing will be transcribed and posted on the Agency's website. At the hearing, all persons will have the opportunity to review the application for financial assistance filed by the Company and the Sublessee with the Agency and an analysis of the costs and benefits of the proposed Facility.

Dated: April \_\_, 2020

TOWN OF ISLIP INDUSTRIAL  
DEVELOPMENT AGENCY

By: William G. Mannix  
Title: Executive Director

EXHIBIT B

MINUTES OF PUBLIC HEARING HELD ON  
MAY \_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY  
(SILVERBACK REALTY LLC/MULTIDYNE ELECTRONICS, INC. 2020 FACILITY)

\_\_\_\_\_

Section 1. \_\_\_\_\_, \_\_\_\_\_ of the Town of Islip Industrial Development Agency (the “**Agency**”) called the hearing to order.

Section 2. The \_\_\_\_\_ then appointed \_\_\_\_\_, the \_\_\_\_\_ of the Agency, the hearing officer of the Agency, to record the minutes of the hearing.

Section 3. The hearing officer then described the proposed transfer of the real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility as follows:

Silverback Realty LLC, a limited liability company organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Silverback Realty LLC and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”) and Multidyne Electronics, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Multidyne Electronics, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Sublessee**”), have applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in (a) the acquisition of an approximately 1.3 acre parcel of land located at 35 Hoffman Avenue, Hauppauge, New York 11788 (the “**Land**”), the renovation of an approximately 19,960 square foot building located thereon (the “**Improvements**”), and the acquisition and installation therein of certain equipment not part of the Equipment (as such term is defined herein) (the “**Facility Equipment**”; and together with the Land and the Improvements, the “**Company Facility**”), which Company Facility is to be leased and subleased by the Agency to the Company and further subleased by the Company to the Sublessee; and (b) the acquisition and installation of certain equipment and personal property (the “**Equipment**”; and together with the Company Facility, the “**Facility**”), which Equipment is to be leased by the Agency to the Sublessee and which Facility is to be used by the Sublessee for its primary use in the high-tech manufacture, design and warehousing of fiber optic communication equipment for the broadcast, cinema and

professional AV industries (the “**Project**”). The Company Facility will be initially owned, operated and/or managed by the Company. The Equipment will be initially owned, operated and/or managed by the Sublessee.

The Agency contemplates that it will provide financial assistance to the Company and the Sublessee in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the renovation and equipping of the Facility and exemption of real property taxes consistent with the policies of the Agency.

Section 4. The hearing officer then opened the hearing for comments from the floor for or against the proposed transfer of real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility. The following is a listing of the persons heard and a summary of their views:

Section 5. The hearing officer then asked if there were any further comments, and, there being none, the hearing was closed at \_\_\_\_\_.

STATE OF NEW YORK     )  
                                      : SS.:  
COUNTY OF SUFFOLK     )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the foregoing copy of the minutes of a public hearing held by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of May, 2020, at \_\_\_\_\_ .m., local time, electronically via [conference call][webinar], with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the minutes in connection with such matter.

IN WITNESS WHEREOF, I have hereunto set my hand as of May \_\_\_, 2020.

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Assistant Secretary

TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY  
AGENDA ITEMS FOR JANUARY 14, 2020

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**AGENDA ITEM #6**

**TYPE OF RESOLUTION:** INDUCEMENT RESOLUTION

**COMPANY:** CREATIVE BATH PRODUCTS, INC. 2020

**PROJECT LOCATION:** 250 CREATIVE DRIVE, CENTRAL ISLIP

**JOBS (RETAINED/CREATED):** RETAINED - 184 -  
CREATE - 026 -

**INVESTMENT:** \$N/A

RESOLUTION OF THE TOWN OF ISLIP INDUSTRIAL  
DEVELOPMENT AGENCY TAKING OFFICIAL ACTION  
TOWARD APPOINTING CREATIVE BATH PRODUCTS, INC.,  
A NEW YORK BUSINESS CORPORATION, ON BEHALF OF  
ITSELF AND/OR THE PRINCIPALS OF CREATIVE BATH  
PRODUCTS, INC. AND/OR AN ENTITY FORMED OR TO BE  
FORMED ON BEHALF OF ANY OF THE FOREGOING, AS  
AGENT(S) OF THE AGENCY FOR THE PURPOSE OF  
ACQUIRING THE FACILITY AND MAKING CERTAIN  
FINDINGS AND DETERMINATIONS WITH RESPECT TO  
THE FACILITY

WHEREAS, Creative Bath Products, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Creative Bath Products, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the "**Company**") has applied to the Town of Islip Industrial Development Agency (the "**Agency**"), to enter into a transaction in which the Agency will assist in the acquisition of an approximately 20.00 acre parcel of land located at 250 Creative Drive, Central Islip, New York 11722 (the "**Land**"), and an existing approximately 300,000 square foot building located thereon (the "**Improvements**"; and, together with the Land, the "**Facility**"), which Facility is to be leased by the Agency to, and used by, the Company in its business as a distributor and manufacturer of decorative bath and home accessories (the "**Project**"); and

WHEREAS, the Agency will acquire a leasehold interest in the Facility and will sublease the Facility to the Company, all pursuant to Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 47 of the Laws of 1974 of the State of New York, as the same may be amended from time to time (collectively, the "**Act**"); and

WHEREAS, the Agency contemplates that it will provide financial assistance to the Company in connection with the Facility, consistent with the policies of the Agency, in the form of abatement of real property taxes, all to be more particularly described in a Final Authorizing Resolution to be adopted by the Agency prior to the closing of the transactions described herein; and

WHEREAS, as of the date of this resolution, no determination for financial assistance has been made; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, prior to the date of the Hearing (defined below), the Agency will have prepared a cost/benefit analysis with respect to the proposed financial assistance; and

WHEREAS, prior to the closing of the transaction described herein, a public hearing (the "**Hearing**") will be held so that all persons with views in favor of or opposed to either the



financial assistance contemplated by the Agency or the location or nature of the Facility can be heard; and

WHEREAS, notice of the Hearing will be given prior to the closing of the transaction described herein, and such notice (together with proof of publication) will be substantially in the form annexed hereto as Exhibit A; and

WHEREAS, the minutes of the Hearing will be substantially in the form annexed hereto as Exhibit B; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively, the “SEQR Act” or “SEQR”), the Agency constitutes a “State Agency”; and

WHEREAS, to aid the Agency in determining whether the Facility may have a significant effect upon the environment, the Company and Sublessee have prepared and submitted to the Agency an Environmental Assessment Form and related documents (the “Questionnaire”) with respect to the Facility, a copy of which is on file at the office of the Agency; and

WHEREAS, the Questionnaire has been reviewed by the Agency; and

WHEREAS, the Agency has given due consideration to the application of the Company and to representations by the Company that the proposed financial assistance is either an inducement to the Company to maintain the Facility in the Town of Islip or is necessary to maintain the competitive position of the Company in its industry; and

WHEREAS, the Company agrees to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transaction contemplated by the leasing of the Facility by the Agency to the Company.

NOW, THEREFORE, BE IT RESOLVED by the Town of Islip Industrial Development Agency (a majority of the members thereof affirmatively concurring) that:

Section 1. Based upon the Environmental Assessment Form completed by the Company and reviewed by the Agency and other representations and information furnished by the Company regarding the Facility, the Agency determines that the action relating to the acquisition and operation of the Facility is an “unlisted” action, as that term is defined in the SEQR Act. The Agency also determines that the action will not have a “significant effect” on the environment, and, therefore, an environmental impact statement will not be prepared. This determination constitutes a negative declaration for purposes of SEQRA. Notice of this determination shall be filed to the extent required by the applicable regulations under SEQRA or as may be deemed advisable by the Chairman or Executive Director of the Agency or counsel to the Agency.

Section 2. The acquisition of the Facility by the Agency, the subleasing of the Facility to the Company and the provision of financial assistance pursuant to the Act will

promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the Town of Islip and the people of the State of New York and improve their standard of living, and thereby serve the public purposes of the Act, and the same is, therefore, approved.

Section 3. Subject to the provisions of this resolution, the Agency shall (i) acquire the Facility; and (ii) sublease the Facility to the Company.

Section 4. The Company is hereby notified that it will be required to comply with Section 875 of the Act. The Company shall be required to agree to the terms of Section 875 pursuant to the Lease and Project Agreement, dated a date to be determined (the "**Lease Agreement**"), by and between the Company and the Agency. The Company is further notified that the abatement of real property taxes provided pursuant to the Act and pursuant to this resolution are subject to termination and recapture of benefits pursuant to Sections 859-a and 875 of the Act and the recapture provisions of the Lease Agreement.

Section 5. Counsel to the Agency is authorized and directed to work with Transaction Counsel (Nixon Peabody LLP) to prepare, for submission to the Agency, all documents necessary to affect the transfer of the real estate described in the foregoing resolution.

Section 6. The Chairman, the Executive Director, the Deputy Executive Director and all members of the Agency are hereby authorized and directed (i) to distribute copies of this resolution to the Company and the Sublessee, and (ii) to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 7. Any expenses incurred by the Agency with respect to the Facility, including the expenses of Transaction Counsel, shall be paid by the Company. The Company agrees to pay such expenses and further agree to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Facility.

Section 8. This resolution shall take effect immediately.

STATE OF NEW YORK            )  
                                          : SS.:  
COUNTY OF SUFFOLK        )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY THAT:

I have compared the foregoing copy of a resolution of the Town of Islip Industrial Development Agency (the “**Agency**”) with the original thereof on file in the office of the Agency, and the same is a true and correct copy of such resolution and of the proceedings of the Agency in connection with such matter.

Such resolution was passed at a meeting of the Agency, held via Live-Stream at <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, on the 21st day of April, 2020, at which meeting the following members were:

Present:

Absent:

Also Present:

The question of the adoption of the foregoing resolution was duly put to vote on roll call, which resulted as follows:

Voting Aye

and, therefore, the resolution was declared duly adopted.

The Application is in substantially the form presented to and approved at such meeting.

I FURTHER CERTIFY that, because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 220.1 issued on March 12, 2020, suspending the Open Meetings Law, constituting Chapter 511 of the Laws of 1976 of the State of New York, the Agency's Board Meeting on April 21, 2020 (the "**Board Meeting**"), was held electronically via Live-Stream instead of a public meeting open for the public to attend in person. Members of the public were advised, via the Agency's website, to listen to the Board Meeting by going to <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, and were further advised that the Minutes of the Board Meeting would be transcribed and posted on the Agency's website, and that all members of said Agency had due notice of said meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand as of the 21st day of April, 2020.

---

Assistant Secretary

## EXHIBIT A

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### NOTICE OF PUBLIC HEARING

---

**NOTICE IS HEREBY GIVEN** that a public hearing pursuant to Title 1 of Article 18-A of the New York State General Municipal Law will be held electronically via [conference call][webinar] by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of \_\_\_\_, 2020, at \_\_\_\_\_.m., local time, in connection with the following matters:

Creative Bath Products, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Creative Bath Products, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”) has applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in the acquisition of an approximately 20.00 acre parcel of land located at 250 Creative Drive, Central Islip, New York 11722 (the “**Land**”), and an existing approximately 300,000 square foot building located thereon (the “**Improvements**”; and, together with the Land, the “**Facility**”), which Facility is to be leased by the Agency to the Company and used by the Company in its business as a distributor and manufacturer of decorative bath and home accessories (the “**Project**”). The Facility will be owned and/or managed by the Company.

The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the acquisition of the Facility and exemption of real property taxes consistent with the policies of the Agency.

A representative of the Agency will, at the above-stated time and place, hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Company or the location or nature of the Facility. Members of the public may [listen to] [view] the Public Hearing and comment on the Project and the benefits to be granted to the Company by the Agency during the Public Hearing by [insert instructions to dial into the conference call or log into the webinar]. Comments may also be submitted to the Agency in writing or electronically. Minutes of the Public Hearing will be transcribed and posted on the Agency’s website. At the hearing, all persons will have the opportunity to review the application for financial assistance filed by the Company with the Agency and an analysis of the costs and benefits of the proposed Facility.

Dated: April \_\_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT  
AGENCY

By: William G. Mannix  
Title: Executive Director

EXHIBIT B

MINUTES OF PUBLIC HEARING HELD ON  
\_\_\_\_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY  
(CREATIVE BATH PRODUCTS, INC. 2020 FACILITY)

\_\_\_\_\_

Section 1. \_\_\_\_\_ of the Town of Islip Industrial Development Agency (the “**Agency**”) called the hearing to order.

Section 2. The \_\_\_\_\_ then appointed \_\_\_\_\_, the \_\_\_\_\_ of the Agency, the hearing officer of the Agency, to record the minutes of the hearing.

Section 3. The hearing officer then described the proposed transfer of the real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility as follows:

Creative Bath Products, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Creative Bath Products, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”) has applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in the acquisition of an approximately 20.00 acre parcel of land located at 250 Creative Drive, Central Islip, New York 11722 (the “**Land**”), and an existing approximately 300,000 square foot building located thereon (the “**Improvements**”; and, together with the Land, the “**Facility**”), which Facility is to be leased by the Agency to the Company and used by the Company in its business as a distributor and manufacturer of decorative bath and home accessories (the “**Project**”). The Facility will be owned and/or managed by the Company.

The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the acquisition of the Facility and exemption of real property taxes consistent with the policies of the Agency.

Section 4. The hearing officer then opened the hearing for comments from the floor for or against the proposed transfer of real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility. The following is a listing of the persons heard and a summary of their views:

Section 5. The hearing officer then asked if there were any further comments, and, there being none, the hearing was closed at \_\_\_\_\_.



STATE OF NEW YORK     )  
                                      : SS.:  
COUNTY OF SUFFOLK    )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the foregoing copy of the minutes of a public hearing held by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of \_\_\_\_, 2020, at \_\_\_\_\_.m., local time, electronically via [conference call][webinar], with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the minutes in connection with such matter.

IN WITNESS WHEREOF, I have hereunto set my hand as of \_\_\_\_\_, 2020.

---

Assistant Secretary

RESOLUTION OF THE TOWN OF ISLIP INDUSTRIAL  
DEVELOPMENT AGENCY TAKING OFFICIAL ACTION  
TOWARD APPOINTING CREATIVE BATH PRODUCTS, INC.,  
A NEW YORK BUSINESS CORPORATION, ON BEHALF OF  
ITSELF AND/OR THE PRINCIPALS OF CREATIVE BATH  
PRODUCTS, INC. AND/OR AN ENTITY FORMED OR TO BE  
FORMED ON BEHALF OF ANY OF THE FOREGOING, AS  
AGENT(S) OF THE AGENCY FOR THE PURPOSE OF  
ACQUIRING THE FACILITY AND MAKING CERTAIN  
FINDINGS AND DETERMINATIONS WITH RESPECT TO  
THE FACILITY

WHEREAS, Creative Bath Products, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Creative Bath Products, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the "**Company**") has applied to the Town of Islip Industrial Development Agency (the "**Agency**"), to enter into a transaction in which the Agency will assist in the acquisition of an approximately 20.00 acre parcel of land located at 250 Creative Drive, Central Islip, New York 11722 (the "**Land**"), and an existing approximately 300,000 square foot building located thereon (the "**Improvements**"; and, together with the Land, the "**Facility**"), which Facility is to be leased by the Agency to, and used by, the Company in its business as a distributor and manufacturer of decorative bath and home accessories (the "**Project**"); and

WHEREAS, the Agency will acquire a leasehold interest in the Facility and will sublease the Facility to the Company, all pursuant to Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 47 of the Laws of 1974 of the State of New York, as the same may be amended from time to time (collectively, the "**Act**"); and

WHEREAS, the Agency contemplates that it will provide financial assistance to the Company in connection with the Facility, consistent with the policies of the Agency, in the form of abatement of real property taxes, all to be more particularly described in a Final Authorizing Resolution to be adopted by the Agency prior to the closing of the transactions described herein; and

WHEREAS, as of the date of this resolution, no determination for financial assistance has been made; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, prior to the date of the Hearing (defined below), the Agency will have prepared a cost/benefit analysis with respect to the proposed financial assistance; and

WHEREAS, prior to the closing of the transaction described herein, a public hearing (the "**Hearing**") will be held so that all persons with views in favor of or opposed to either the

financial assistance contemplated by the Agency or the location or nature of the Facility can be heard; and

WHEREAS, notice of the Hearing will be given prior to the closing of the transaction described herein, and such notice (together with proof of publication) will be substantially in the form annexed hereto as Exhibit A; and

WHEREAS, the minutes of the Hearing will be substantially in the form annexed hereto as Exhibit B; and

WHEREAS, pursuant to Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto by the Department of Environmental Conservation of the State of New York (collectively, the “SEQR Act” or “SEQR”), the Agency constitutes a “State Agency”; and

WHEREAS, to aid the Agency in determining whether the Facility may have a significant effect upon the environment, the Company and Sublessee have prepared and submitted to the Agency an Environmental Assessment Form and related documents (the “Questionnaire”) with respect to the Facility, a copy of which is on file at the office of the Agency; and

WHEREAS, the Questionnaire has been reviewed by the Agency; and

WHEREAS, the Agency has given due consideration to the application of the Company and to representations by the Company that the proposed financial assistance is either an inducement to the Company to maintain the Facility in the Town of Islip or is necessary to maintain the competitive position of the Company in its industry; and

WHEREAS, the Company agrees to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transaction contemplated by the leasing of the Facility by the Agency to the Company.

NOW, THEREFORE, BE IT RESOLVED by the Town of Islip Industrial Development Agency (a majority of the members thereof affirmatively concurring) that:

Section 1. Based upon the Environmental Assessment Form completed by the Company and reviewed by the Agency and other representations and information furnished by the Company regarding the Facility, the Agency determines that the action relating to the acquisition and operation of the Facility is an “unlisted” action, as that term is defined in the SEQR Act. The Agency also determines that the action will not have a “significant effect” on the environment, and, therefore, an environmental impact statement will not be prepared. This determination constitutes a negative declaration for purposes of SEQRA. Notice of this determination shall be filed to the extent required by the applicable regulations under SEQRA or as may be deemed advisable by the Chairman or Executive Director of the Agency or counsel to the Agency.

Section 2. The acquisition of the Facility by the Agency, the subleasing of the Facility to the Company and the provision of financial assistance pursuant to the Act will

promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the Town of Islip and the people of the State of New York and improve their standard of living, and thereby serve the public purposes of the Act, and the same is, therefore, approved.

Section 3. Subject to the provisions of this resolution, the Agency shall (i) acquire the Facility; and (ii) sublease the Facility to the Company.

Section 4. The Company is hereby notified that it will be required to comply with Section 875 of the Act. The Company shall be required to agree to the terms of Section 875 pursuant to the Lease and Project Agreement, dated a date to be determined (the "**Lease Agreement**"), by and between the Company and the Agency. The Company is further notified that the abatement of real property taxes provided pursuant to the Act and pursuant to this resolution are subject to termination and recapture of benefits pursuant to Sections 859-a and 875 of the Act and the recapture provisions of the Lease Agreement.

Section 5. Counsel to the Agency is authorized and directed to work with Transaction Counsel (Nixon Peabody LLP) to prepare, for submission to the Agency, all documents necessary to affect the transfer of the real estate described in the foregoing resolution.

Section 6. The Chairman, the Executive Director, the Deputy Executive Director and all members of the Agency are hereby authorized and directed (i) to distribute copies of this resolution to the Company and the Sublessee, and (ii) to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 7. Any expenses incurred by the Agency with respect to the Facility, including the expenses of Transaction Counsel, shall be paid by the Company. The Company agrees to pay such expenses and further agree to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Facility.

Section 8. This resolution shall take effect immediately.

STATE OF NEW YORK            )  
                                          : SS.:  
COUNTY OF SUFFOLK        )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY THAT:

I have compared the foregoing copy of a resolution of the Town of Islip Industrial Development Agency (the “**Agency**”) with the original thereof on file in the office of the Agency, and the same is a true and correct copy of such resolution and of the proceedings of the Agency in connection with such matter.

Such resolution was passed at a meeting of the Agency, held via Live-Stream at <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, on the 21st day of April, 2020, at which meeting the following members were:

Present:

Absent:

Also Present:

The question of the adoption of the foregoing resolution was duly put to vote on roll call, which resulted as follows:

Voting Aye

and, therefore, the resolution was declared duly adopted.

The Application is in substantially the form presented to and approved at such meeting.

I FURTHER CERTIFY that, because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 220.1 issued on March 12, 2020, suspending the Open Meetings Law, constituting Chapter 511 of the Laws of 1976 of the State of New York, the Agency's Board Meeting on April 21, 2020 (the "**Board Meeting**"), was held electronically via Live-Stream instead of a public meeting open for the public to attend in person. Members of the public were advised, via the Agency's website, to listen to the Board Meeting by going to <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, and were further advised that the Minutes of the Board Meeting would be transcribed and posted on the Agency's website, and that all members of said Agency had due notice of said meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand as of the 21st day of April, 2020.

---

Assistant Secretary

EXHIBIT A

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**NOTICE OF PUBLIC HEARING**

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**NOTICE IS HEREBY GIVEN** that a public hearing pursuant to Title 1 of Article 18-A of the New York State General Municipal Law will be held electronically via [conference call][webinar] by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of \_\_\_\_, 2020, at \_\_\_\_\_.m., local time, in connection with the following matters:

Creative Bath Products, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Creative Bath Products, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”) has applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in the acquisition of an approximately 20.00 acre parcel of land located at 250 Creative Drive, Central Islip, New York 11722 (the “**Land**”), and an existing approximately 300,000 square foot building located thereon (the “**Improvements**”; and, together with the Land, the “**Facility**”), which Facility is to be leased by the Agency to the Company and used by the Company in its business as a distributor and manufacturer of decorative bath and home accessories (the “**Project**”). The Facility will be owned and/or managed by the Company.

The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the acquisition of the Facility and exemption of real property taxes consistent with the policies of the Agency.

A representative of the Agency will, at the above-stated time and place, hear and accept written comments from all persons with views in favor of or opposed to either the proposed financial assistance to the Company or the location or nature of the Facility. Members of the public may [listen to] [view] the Public Hearing and comment on the Project and the benefits to be granted to the Company by the Agency during the Public Hearing by [insert instructions to dial into the conference call or log into the webinar]. Comments may also be submitted to the Agency in writing or electronically. Minutes of the Public Hearing will be transcribed and posted on the Agency’s website. At the hearing, all persons will have the opportunity to review the application for financial assistance filed by the Company with the Agency and an analysis of the costs and benefits of the proposed Facility.

Dated: April \_\_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT  
AGENCY

By: William G. Mannix  
Title: Executive Director



EXHIBIT B

MINUTES OF PUBLIC HEARING HELD ON  
\_\_\_\_\_, 2020

TOWN OF ISLIP INDUSTRIAL DEVELOPMENT AGENCY  
(CREATIVE BATH PRODUCTS, INC. 2020 FACILITY)

\_\_\_\_\_  
Section 1. \_\_\_\_\_ of the Town of Islip Industrial Development Agency (the “**Agency**”) called the hearing to order.

Section 2. The \_\_\_\_\_ then appointed \_\_\_\_\_, the \_\_\_\_\_ of the Agency, the hearing officer of the Agency, to record the minutes of the hearing.

Section 3. The hearing officer then described the proposed transfer of the real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility as follows:

Creative Bath Products, Inc., a business corporation organized and existing under the laws of the State of New York, on behalf of itself and/or the principals of Creative Bath Products, Inc. and/or an entity formed or to be formed on behalf of any of the foregoing (collectively, the “**Company**”) has applied to the Town of Islip Industrial Development Agency (the “**Agency**”), to enter into a transaction in which the Agency will assist in the acquisition of an approximately 20.00 acre parcel of land located at 250 Creative Drive, Central Islip, New York 11722 (the “**Land**”), and an existing approximately 300,000 square foot building located thereon (the “**Improvements**”; and, together with the Land, the “**Facility**”), which Facility is to be leased by the Agency to the Company and used by the Company in its business as a distributor and manufacturer of decorative bath and home accessories (the “**Project**”). The Facility will be owned and/or managed by the Company.

The Agency contemplates that it will provide financial assistance to the Company in the form of exemptions from mortgage recording taxes in connection with the financing or any subsequent refinancing of the Facility, exemptions from sales and use taxes in connection with the acquisition of the Facility and exemption of real property taxes consistent with the policies of the Agency.

Section 4. The hearing officer then opened the hearing for comments from the floor for or against the proposed transfer of real estate, the other financial assistance proposed by the Agency and the location and nature of the Facility. The following is a listing of the persons heard and a summary of their views:

Section 5. The hearing officer then asked if there were any further comments, and, there being none, the hearing was closed at \_\_\_\_\_.

STATE OF NEW YORK     )  
                                      : SS.:  
COUNTY OF SUFFOLK     )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the foregoing copy of the minutes of a public hearing held by the Town of Islip Industrial Development Agency (the “**Agency**”) on the \_\_\_\_ day of \_\_\_\_, 2020, at \_\_\_\_\_.m., local time, electronically via [conference call][webinar], with the original thereof on file in the office of the Agency, and that the same is a true and correct copy of the minutes in connection with such matter.

IN WITNESS WHEREOF, I have hereunto set my hand as of \_\_\_\_\_, 2020.

---

Assistant Secretary

**TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY  
AGENDA ITEMS FOR JANUARY 14, 2020**

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**AGENDA ITEM #7**

**TYPE OF RESOLUTION:** INDUCEMENT RESOLUTION

**COMPANY:** 878 LEASE AND SIG 888 FACILITY

**PROJECT LOCATION:** 1000 MACARTHUR HIGHWAY,  
BOHEMIA

**JOBS (RETAINED/CREATED):** RETAINED - 00 -  
CREATE - 00 -

**INVESTMENT:** \$N/A

Date: April 21, 2020

At a meeting of the Town of Islip Industrial Development Agency (the “Agency”), held via Live-Stream at <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, on the 21st day of April, 2020, the following members of the Agency were:

Present:

Absent:

Also Present:

After the meeting had been duly called to order, the Chairman announced that among the purposes of the meeting was to take action on a proposed mortgage financing and the execution of related loan documents in connection with certain industrial development facilities more particularly described below (878 Lease LLC Facility & SIG 888 LLC Facility) and approving the execution and delivery of related documents.

The following resolution was duly moved, seconded, discussed and adopted with the following members voting:

Voting Aye

Voting Nay

RESOLUTION OF THE TOWN OF ISLIP INDUSTRIAL  
DEVELOPMENT AGENCY AUTHORIZING MORTGAGE  
FINANCING AND THE EXECUTION AND DELIVERY OF  
LOAN DOCUMENTS IN CONNECTION THEREWITH FOR  
THE 878 LEASE LLC FACILITY AND THE SIG 888 LLC  
FACILITY AND APPROVING THE FORM, SUBSTANCE,  
EXECUTION AND DELIVERY OF SUCH RELATED  
DOCUMENTS

WHEREAS, by Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 47 of the Laws of 1974 of the State of New York, as the same may be amended from time to time (collectively, the "**Act**"), the Town of Islip Industrial Development Agency (the "**Agency**"), was created with the authority and power among other things, to assist with certain industrial development projects as authorized by the Act; and

WHEREAS, the Agency previously provided its assistance to Hauppauge Office Park Associates, LLC, a limited liability company duly organized and validly existing under the laws of the State of New York (the "**Original 888 Company**"), in acquisition of approximately 25 acres of land located at 888 and 898 Veterans Highway, Hauppauge, Town of Islip, Suffolk County, New York and the renovation and equipping of two buildings totaling approximately 220,000 square feet of space located thereon to make tenant fit-out improvements to provide incentives towards full occupancy by various lessees (collectively, the "**888 Facility**"), all to be leased by the Agency to the Original 888 Company for further sublease by the Original 888 Company to tenants (collectively, the "**888 Sublessees**"); and

WHEREAS, the Land was leased by the Original 888 Company to the Agency pursuant to the terms of the Company Lease Agreement, dated as of February 1, 2014 (the "**Original 888 Company Lease Agreement**"); and

WHEREAS, the Agency subleased the 888 Facility to the Original 888 Company pursuant to a certain Lease Agreement, dated as of February 1, 2014, (the "**Original 888 Lease Agreement**"), by and between the Agency, as sublessor, and the Original 888 Company, as sublessee; and

WHEREAS, SIG 888 LLC, a limited liability company organized and existing under the laws of the State of New York (the "**888 Company**"), previously requested the Agency's consent to the assignment by the Original 888 Company of all of its rights, title, interest and obligations under the Original 888 Lease Agreement and certain other agreements in connection with the 888 Facility to, and the assumption by, the Company of all of such rights, title, interest and obligations of the Original 888 Company, and the release of the Original 888 Company from any further liability with respect to the 888 Facility subject to certain requirements of the Agency, all pursuant to the terms of an Assignment, Assumption and Amendment Agreement, dated as of October 31, 2017 (the "**888 Assignment, Assumption and Amendment Agreement**"), by and among the Agency, the Original 888 Company, and the 888 Company; and

WHEREAS, the Original 888 Lease Agreement was assigned and amended pursuant to the 888 Assignment, Assumption and Amendment Agreement (collectively, the Original 888 Lease Agreement and the 888 Assignment, Assumption and Amendment Agreement are the **"888 Lease Agreement"**); and

WHEREAS, the Agency previously provided its assistance to 878 Realty Co., LLC, a limited liability company duly organized and validly existing under the laws of the State of New York (the **"Original 878 Company"**), in (i) the acquisition of a leasehold interest in an approximately one-half acre parcel of land located at 878 Veterans Memorial Highway, Hauppauge, Town of Islip, Suffolk County, New York and the construction and equipping of an approximately 87,945 square foot facility located thereon, and the acquisition and installation of certain equipment (collectively, the **"878 Facility"**); and together with the 888 Facility, the **"Facilities"**), and which 878 Facility is used by Allstate Insurance Company, an Illinois business company (the **"Sublessee"**), for its primary use as a major insurance company; and

WHEREAS, the Land was leased by Hauppauge Office Park Associates, LLC, a New York limited liability company (the **"Original Ground Lessor"**) to the Original 878 Company pursuant to a certain Ground Lease, dated as of July 1, 2013 (the **"Ground Lease"**) for further sublease by the Original 878 Company to the Agency pursuant to the terms of the Company Lease Agreement, dated as of September 1, 2013 (the **"Original 878 Company Lease Agreement"**); and

WHEREAS, the Agency subleased the 878 Facility to the Original 878 Company pursuant to a certain Lease Agreement, dated as of February 1, 2014, (the **"Original 878 Lease Agreement"**), by and between the Agency, as sublessor, and the Original 878 Company, as sublessee; and

WHEREAS, 878 Lease LLC, a limited liability company organized and existing under the laws of the State of Delaware and authorized to transact business in the State of New York (the **"878 Company"**); and together with the 888 Company, the **"Companies"**), previously requested the Agency's consent to the assignment by the Original 878 Company of all of its rights, title, interest and obligations under the Original 878 Lease Agreement and certain other agreements in connection with the 878 Facility to, and the assumption by, the 878 Company of all of such rights, title, interest and obligations of the Original 878 Company, and the release of the Original 878 Company from any further liability with respect to the 878 Facility subject to certain requirements of the Agency, all pursuant to the terms of an Assignment, Assumption and Amendment Agreement, dated as of October 31, 2017 (the **"878 Assignment, Assumption and Amendment Agreement"**), by and among the Agency, the Original 878 Company, the Sublessee and the 878 Company; and

WHEREAS, in connection with such assignment, the Land was sold by the Original Ground Lessor to the 888 Company, and the Land continued to be leased by the 888 Company to the 878 Company; and

WHEREAS, the Original 878 Lease Agreement was assigned and amended pursuant to the 878 Assignment, Assumption and Amendment Agreement (collectively, the Original



878 Lease Agreement and the 878 Assignment, Assumption and Amendment Agreement are the “**878 Lease Agreement**”; and together with the 888 Lease Agreement, the “**Lease Agreements**”); and

WHEREAS, the Companies have now requested that the Agency consent to enter into a refinancing with Société Générale Financial Corporation, or such other lender or lenders not yet determined (the “**Lender**”) with respect to the Facilities in the aggregate principal amount not to exceed \$70,000,000 (the “**2020 Loan**”); and

WHEREAS, the Agency will not be providing further financial assistance to the Companies in the form of exemptions from mortgage recording taxes on the 2020 Loan; and

WHEREAS, as security for such 2020 Loan being made to the Companies by the Lender, the Companies have submitted a request to the Agency that it join with the Companies in executing and delivering to the Lender one or more mortgages and such other loan documents, satisfactory to the Agency, upon advice of counsel, in both form and substance, as may be reasonably requested by the Lender (the “**2020 Loan Documents**”); and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York;

WHEREAS, the Companies have agreed to indemnify the Agency against certain losses, claims, expenses, damages and liabilities that may arise in connection with the transactions contemplated by the financing or refinancing of the Facilities and the continued leasing of the Facilities.

NOW, THEREFORE, BE IT RESOLVED by the Agency (a majority of the members thereof affirmatively concurring) as follows:

Section 1. The Agency hereby finds and determines:

- (a) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act.
- (b) The Facilities continue to constitute “projects” as such term is defined in the Act.
- (c) The refinancing of the Facilities will promote and maintain the job opportunities, health, general prosperity and economic welfare of the citizens of the Town of Islip, Suffolk County and the State of New York and improve their standard of living and thereby serve the public purposes of the Act.
- (d) The refinancing of the Facilities as contemplated in this resolution is reasonably necessary to maintain the competitive position of the Companies in their respective industries.

- (e) Based upon representations of the Companies and counsel to the Companies, the Facilities continue to conform with the local zoning laws and planning regulations of the Town of Islip and all regional and local land use plans for the area in which the Facilities are located.
- (f) It is desirable and in the public interest for the Agency to assist in the refinancing of the Facilities.
- (g) The 2020 Loan Documents will be effective instruments whereby the Agency and the Companies agree to secure the 2020 Loan and assign to the Lender their respective rights under the Lease Agreements (except the Agency's Unassigned Rights as defined therein).

Section 2. In consequence of the foregoing, the Agency hereby determines to: (i) grant a mortgage or mortgages on and security interest securing the full principal amount of the 2020 Loan in and to the Facilities pursuant to certain mortgages and security agreements for the benefit of the Lender (the "**2020 Mortgage**"), (ii) execute, deliver and perform the 2020 Mortgage, and (iii) execute, deliver and perform the 2020 Loan Documents to which the Agency is a party, as may be necessary or appropriate to effect the 2020 Loan or any subsequent refinancing of the 2020 Mortgage.

Section 3. The Agency will not be providing further financial assistance to the Companies in the form of exemptions from mortgage recording taxes on the 2020 Loan.

Section 4. Subject to the provisions of this resolution and the Lease Agreements, the Agency is hereby authorized to do all things necessary or appropriate for the execution, delivery and performance of the 2020 Loan Documents and the 2020 Mortgage, and such other related documents as may be necessary or appropriate to effect the 2020 Loan, or any subsequent refinancing of the 2020 Loan, and all acts heretofore taken by the Agency with respect to such financing or refinancing are hereby approved, ratified and confirmed. The Agency is hereby further authorized to execute and deliver any future documents in connection with any future refinancing or permanent financing of the Facilities without need for any further or future approvals of the Agency.

Section 5.

(a) Subject to the provisions of this resolution and the Lease Agreements; the Chairman, Executive Director, Deputy Executive Director and all other members of the Agency are hereby authorized, on behalf of the Agency, to execute and deliver the 2020 Mortgage and 2020 Loan Documents, together with such other related documents as may be, in the judgment of the Chairman and Agency Counsel, necessary or appropriate to effect the transactions contemplated by this resolution (hereinafter collectively called the "**Agency Documents**"). The execution thereof by the Chairman, Executive Director, Deputy Executive Director or any member of the Agency shall constitute conclusive evidence of such approval; and

(b) The Chairman, Executive Director, Deputy Executive Director and any member of the Agency are further hereby authorized, on behalf of the Agency, to designate any additional authorized representatives of the Agency.

Section 6. Subject to the provisions of this resolution and the Lease Agreements, the officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for by the provisions of the Agency Documents, and to execute and deliver all such additional certificates, instruments and documents, pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of the Agency Documents binding upon the Agency.

Section 7. Any expenses incurred by the Agency with respect to the financing or refinancing of the Facilities shall be paid by the Companies. The Companies have agreed to pay such expenses and has further agreed to indemnify the Agency, its members, directors, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the financing or refinancing of the Facilities.

Section 8. This resolution shall take effect immediately.

ADOPTED: April 21, 2020

STATE OF NEW YORK     )  
                                      : SS.:  
COUNTY OF SUFFOLK     )

I, the undersigned Assistant Secretary of the Town of Islip Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of the minutes of the meeting of the Town of Islip Industrial Development Agency (the “**Agency**”), including the resolutions contained therein, held on April 21, 2020, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolutions set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

That the Agency Documents contained in this transcript of proceedings are each in substantially the form presented to the Agency and/or approved by said meeting.

I FURTHER CERTIFY that, because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo’s Executive Order 220.1 issued on March 12, 2020, suspending the Open Meetings Law, constituting Chapter 511 of the Laws of 1976 of the State of New York, the Agency’s Board Meeting on April 21, 2020 (the “**Board Meeting**”), was held electronically via Live-Stream instead of a public meeting open for the public to attend in person. Members of the public were advised, via the Agency’s website, to listen to the Board Meeting by going to <http://islipida.com/business-assistance/ida/ida-documents-2/96-ida-videos/ida-board-meetings/335-ida-board-meeting-4-21-2020.html>, and were further advised that the Minutes of the Board Meeting would be transcribed and posted on the Agency’s website, and that all members of said Agency had due notice of said meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand as of the 21st day of April, 2020.

By: \_\_\_\_\_  
Assistant Secretary

**TOWN OF ISLIP  
INDUSTRIAL DEVELOPMENT AGENCY  
AGENDA ITEMS FOR JANUARY 14, 2020**

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**AGENDA ITEM #8**

**TYPE OF RESOLUTION:** RESOLUTION AUTHORIZING

**COMPANY:** EXECUTIVE CONSULTANTS OF NEW YORK

**PROJECT LOCATION:** N/A

**JOBS (RETAINED/CREATED):** RETAINED - 00 -  
CREATE - 00 -

**INVESTMENT:** \$N/A

April 21, 2020

WHEREAS, Maria Themistocleous-Frey d/b/a Executive Consultants of New York, (“Executive Consultants”) is a career consulting firm that provides a mix of services to its clients including a Job Search Boot Camp; and

WHEREAS, the Town of Islip Industrial Development Agency has determined that it would be beneficial to contract with Executive Consultants for a series of eight (8) “Job Search Boot Camp” seminars and three (3) monthly Alumni Support Classes available to all constituents of the Town of Islip; and

WHEREAS, the primary goal of Executive Consultants will be to set into motion a series of seminars and follow-up support classes that will assist participants in obtaining employment; and

NOW THEREFORE, on motion of  
seconded by , be it

RESOLVED, that the Chairman, or his designee, is authorized to enter into an agreement with Executive Consultants to provide eight (8) “Job Search Boot Camp” seminars and three (3) monthly Alumni Support Classes available to all constituents of the Town of Islip at a cost of \$7,800.00, subject to approval of the Agreement by the Town Attorney as to form.

UPON a vote being taken the result was:





***Executive Consultants of New York, Corp.***

2950 Express Drive South  
Suite 102  
Islandia, New York 11749  
1.212.500.0585 | 1.631.230.2100  
[info@ecnycorp.com](mailto:info@ecnycorp.com)

April 2<sup>nd</sup>, 2020

**Town of Islip IDA & Economic Development**

**Attn:** Town Supervisor, Angie Carpenter, Director of Economic Development & IDA, William Mannix and Deputy Director of Economic Development, John Walser.

**Re:** Islip Fall 2020, Job Search Boot Camp®

Dear Town of Islip Representatives,

I hope this letter finds you all doing well. Although we do not normally run Job Search Boot Camps® two years consecutively for the Town of Islip, with the current COVID 19 crisis and thousands filing for unemployment weekly, we are reaching out to you to consider taking a proactive approach and scheduling a program for Fall 2020. Over 6.6 Million claims were filed for unemployment Nationwide last week and our local communities are also getting hit hard. With companies like Ronkonkoma based, Baumann & Sons, reporting layoffs of “about 900 drivers and other employees”, we must prepare constituents for what is to come employment wise. While I believe that a good amount of companies will bring employees back, there are too many that do not have the tools to navigate writing a competitive resume or starting a successful job search campaign.

This being said, we are also advising the potential of running a Job Fair in November to bring companies together, cultivate relationships and ultimately “Hire Local on Long Island®”. To add to the impact of this job fair, three break out sessions can be held to drive traffic. We can invite the Small Business Development Center to run one of the sessions to discuss programs and resources for smaller/midsize companies struggling, a Job Search Strategy Class, and a Resume or LinkedIn Class as well. As former Chairwoman of the Brookhaven Job Fair – charged with spearheading 4 events, the Job Fair was the largest in Suffolk County. We have an entire Industrial Park and amazing community – we hope you find this proposal favorable and are open to discussion.

**Thank you for your consideration and please do reach out with any questions.**

Sincerely yours,

*Maria Themistocleous-Frey*

**Maria Themistocleous-Frey, President & Founder**

*Executive Consultants of New York, Corp.*  
1.212.500.0585 | [info@ecnycorp.com](mailto:info@ecnycorp.com)



# *Executive Consultants of New York, Corp.*

*"Workforce Development IS Economic Development"*

*Executive Consultants of New York*

## *Mission Statement*

*Our methodology is to teach people how to attain employment via networking. We believe in teaching the fundamentals necessary to be able to recreate a successful job search in the event that employment is lost or reduced more than once. While it would be easier for us as Corporate Headhunters to find employment for the people we assist, we believe that by sharing our synergistic techniques we promote sustainable change and assist families for a lifetime.*

**Our program is an intense Job Search Boot Camp® developed by a Team of successful Corporate Headhunters and Executives. It is created to immerse participants in effective and synergistic techniques used today by top sales, marketing and recruitment professionals to differentiate, get noticed and ultimately get hired.**

## **How is this program different?**

### **1. We teach our programs from a Corporate Headhunter/Employer perspective.**

- **Research & Sweat Equity**

~ We teach participants how to attain work the same way we source clients and candidates – via solid networking and research. With today's current conditions and tenacious competition, job attainment is much easier accomplished via networking and research than by applying online via job boards.

- **Only 15-20% of all available jobs are ever publicly advertised in any medium and only 5 of every 1000 applications ever get to the Hiring Manager's desk.**

~ We teach participants how to bypass the gatekeeper (often a Human Resources Generalist, not a niche specialist) and how to get their information in front of the actual Hiring Manager who can accurately see what they bring to the table.

- **Attention to Profile details both on Résumé and Online Presence.**

~ Our program will assist participants in creating a Quantitative Résumé, Online Profile and Elevator Pitch via execution of tactics such as the S.T.A.R. (Situation, Task, Action, and Result) technique.

~ Through a series of exercises, we will develop an individual's ability to expound on their skill-sets and be able to articulate effectively the steps

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that have led them to success. Many job seekers use Monster.com or Careerbuilder.com, posting inadequate information on their profiles/resumes which in many cases destroys their chances of getting a call for an interview.

**2. ECNY's program has served as a successful tool for all levels of individuals from College Students/Graduates to Senior Corporate Executives.**

- **Our program is an outstanding tool in getting College Students or recent grads to visit the Department of Labor yet also supplies Sr. Executives with techniques and methodologies relevant to their needs.**

~ Although Underemployed and Employed are unable to claim for unemployment, our program is an excellent tool to show that we aim to help all individuals attain their ultimate occupational goals.

- **Teaching via Network training ensures that participants will gain the fundamental and synergistic techniques necessary to be able to recreate multiple successful job searches in any industry (using sites such as LinkedIn).**

~ In today's job market it is not uncommon to hear that an individual has started a new job and then shortly thereafter their position was eliminated, relocated or that their new company was acquired or closing their doors. Our program teaches a process that is easily recreated, and that will continue to support an individual by creating a network which supports their career, offering mentorship and industry relevance.

**3. Speed Interviewing vs. Traditional Mock Interviews.**

- **Today due to financial and time restraints candidates must prepare for interviews with several, and in many cases boardrooms full of interviewers.**

~ By using speed interviewing instead of traditional mock interviews, it teaches and trains individuals to think on their feet, fully understanding that there are many different interviewing styles, and methodologies, such as behavioral, qualifying and characteristic.

**4. Income Generation & Managing Your Financial Well Being During a Job Search.**

- **There are many emotions and worries that come along with being unemployed/underemployed. The financial well-being of an individual is often neglected or overlooked.**

~ ECNY has developed a relationship with, and only uses the services of, Certified Counselors from Equity First Foundation, who contribute valuable information on how to manage participants' financial well-being during their search. Over 40% of our participants seek out many of the free services offered via Equity First Foundation.

~ Certified Post Traumatic Stress Disorder Counselors are on hand during all Veteran Boot Camp programs.

~ Positive Personal Development throughout program ensures sticktoitiveness.

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## **Curriculum: Town of Islip**

### **Sessions Will Be Held:**

3 Hours in Duration

One Day a Week

Weekly for 8 Consecutive Weeks

#### **1. CHANGE MANAGEMENT Motivational Session**

**Outcomes:** A More Positive Approach Towards the Job Search.

**Additional Resources:** Power Point on Change Management

#### **2. JOB SEARCH PLAN & INCOME GENERATION DURING SEARCH**

**Outcomes:** Ability to Generate Income While in Transition.

**Additional Resources:** Taking Interim Opportunities and Understanding This Does Not Define Future Opportunities

#### **3. MANAGING YOUR FINANCIAL WELL BEING**

**Outcomes:** Greater Understanding of Resources Available.

**Additional Resources:** Equity First Foundation – Financial Literacy Workshop

#### **4. TRANSFERABLE JOB SKILLS**

**Outcomes:** Produce Skills List

**Additional Resources:** Greater Ability to Expound on Skill-Sets

#### **5. RESUMES / COVER LETTERS & REFERENCES**

**Outcomes:** Working Resume

**Additional Resources:** Resume & Cover Letter Samples & Full Critique of Each Participant Resume.

#### **6. BUILDING AN EFFECTIVE NETWORK**

**Outcomes:** 30-second Elevator Pitch

**Additional Resources:** “LinkedIn Live” Class

#### **7. EVERYTHING THAT YOU NEED TO KNOW ABOUT INTERVIEWING**

**Outcomes:** Client Will Experience a Higher Level of Comfort During a Mock Interview / or While Attending a Job Fair

**Additional Resources:** Speed Interviewing Class or Mock Interviews

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## **8. MAKING A LIST OF POTENTIAL EMPLOYERS & RESEARCHING HIRING MANAGERS**

**Outcome:** Identify at Least 3 Careers of Interest

**Additional Resources:** Building a List of Company Contacts

## **9. WHAT IF YOU DIDN'T GET THE JOB?**

**Outcome:** Ability to Identify Reasons That May Have Prevented Them from Attaining Job and Motivation to Continue Search.

**Additional Resources:** "For Every NO" Class

### **SPECIAL ELECTIVE EVENT SESSIONS**

Speed Interview Session - Included

LinkedIn Live Class - Included

### **PROGRAM EXPENSES:**

**Cost:** \$7,800.00 for Each Eight (8) Week Boot Camp Curriculum **including:**

**\*\*ECNY ALUMNI PROGRAM:** Unlimited 2 Hour Alumni Classes Taught Monthly at Microsoft. This Includes Microsoft Suite Training (Word, Excel, One Note, Power Point etc.) and Monthly Speaker Events for Maximum Exposure to Job Opportunities, to Support Participant Efforts, Discuss Experiences During Their Search, and Maintain Momentum. Speakers Have Included: Northwell Health, Curtiss Wright, Jovia, PSEG, Corporate Hiring Solutions, Among Others.

\*All Materials Will Be Provided

\*Each Program May Include Up To 50 Participants