

**MINUTES OF INDUSTRIAL DEVELOPMENT AGENCY
REGULAR MEETING
THURSDAY, SEPTEMBER 19, 2019 – 8:10 A.M.
67 N. MAIN STREET, NEW CITY, NY 10956**

Members Present: Eric Dranoff, Tim Riley, Peggy Zugibe, Raj Amar

Staff: Steven Porath, Executive Director

IDA Counsels: Brian Quinn, Esq.; Ron Grosser, Esq.; Lino Sciaretta, Esq., Dan Birmingham, Esq.

Guests: Andrew Maniglia, GDC; Mayor Michael Kohut, Village of Haverstraw; Gregory Stanton, IRG/Pearl River Campus LLC

Noting that sufficient advance public notice had been given and there being a quorum present, the regular meeting of the Rockland County Industrial Development Agency was called to order at 8:10 a.m. by Chair E. Dranoff.

Roll Call:

Present: Eric Dranoff, Timothy Riley, Peggy Zugibe, Raj Amar

Action Items:

Inducement Resolution: Pearl River Campus LLC

- S. Porath provided an overview of the project, which involves the applicant's plan to undertake "Phase II" of the former IRG-owned (former Pfizer campus) corporate park. The project involves the expansion of facilities at the site, as well as infrastructure improvements. The company is seeking sales tax and mortgage recording tax expansion on the proposed \$66 million project.
- Site Manager Gregory Stanton described the project, explaining that the planned investment and improvements will further attract major corporate entities to relocate to the site. Mr. Stanton noted that the project is anticipated to create numerous high paying jobs, given the nature of the corporate park's main tenant base (pharmaceutical manufacturing and development).
- *A motion was made by T. Riley, seconded by R. Amar, to approve the resolution. All in favor, 4-0. Motion passed.*

New Business:

Prevailing Wage Compliance

- The board authorized S. Porath to sign agreements with Loewke Brill Consulting Group, Inc., a prevailing wage compliance firm, subject to review and endorsement of IDA counsel. Once an agreement is finalized, the company will begin work to confirm that active projects are complying with the Agency's prevailing wage policy, or notify the Agency of projects that are not in compliance (for Agency action).

Old Business:

- Andrew Maniglia, of GDC, and representing developer Martin Ginsburg, attended the meeting to request that the IDA exempt the proposed “Admiral’s Cove” project from the Agency’s prevailing wage policy. The project is the proposed next phase of GDC’s residential development in the Village of Haverstraw.
- Mr. Maniglia read a prepared statement by Mr. Ginsburg, who was unable to attend the meeting due to personal reasons.
- *(SEE ATTACHED STATEMENT.)*
- Following Mr. Maniglia’s reading of the statement, Chair Dranoff noted that the board would need to consider what legal steps are necessary should the board determine that it would amend its policy to allow for exemptions. (The policy does not currently allow for any exemptions.)
- Member T. Riley asked what was the status of GDC’s discussion with the local trade council in regarding to reaching a project labor agreement (which provides an alternative to the Agency’s prevailing wage policy.)
- Mr. Maniglia responded that several discussions (since early 2019) had occurred, but no agreement had been reached.
- Member R. Amar stated that prior to determining his position on the matter, he will need to know what the result of GDC’s efforts are in regard to reaching a project labor agreement.
- Chair Dranoff stated that an effective step would be placing a timeline on GDC’s PLA negotiations. He asked that Mr. Maniglia provide a proposal for a PLA in two weeks from this board meeting.

Treasurer’s Report:

- Members reviewed and approved the August 2019 Financial Report.
- Members directed S. Porath to renew an expired CD for a 3-month term with Orange Bank.

Members reviewed the August 2019 minutes.

Members approved the meeting minutes.

Meeting was adjourned.

MY HAVERSTRAW MISSION & ADMIRALS COVE

DEAR MEMBERS OF THE ROCKLAND COUNTY IDA BOARD:

IF YOU WOULD PERMIT ME, I WOULD LIKE TO READ A PREPARED STATEMENT TO MAKE CERTAIN THAT A COMPLETE PERSPECTIVE OF ALL ISSUES ARE ACURATELY IMPARTED TO YOU.

WE ARE ASKING THE ROCKLAND IDA BOARD TO APPROVE IDA BENEFITS (PILOT, MORTGAGE RECORDING TAX ABATEMENT AND SALES TAX ABATEMENT FOR CONSTRUCTION MATERIALS) FOR THE ADMIRALS COVE PROJECT IN THE VILLAGE OF HAVERSTRAW. WITHOUT A PREVAILING WAGE REQUIREMENT FOR TRADE CONTRACTORS.

THE ADMIRALS COVE PROJECT HAS RECEIVED SUPPORT FROM THE VILLAGE OF HAVERSTRAW, THE TOWN OF HAVERSTRAW AND THE NORTH ROCKLAND SCHOOL DISTRICT. WE HAVE A NEGOTIATED PILOT FROM ALL THREE MAJOR TAXING JURISDICTIONS.

IT HAS BEEN TWENTY YEARS SINCE GDC BEGAN THE HAVERSTRAW WATERFRONT URBAN RENEWAL PROJECT.

WE PLANNED AND WORKED AND PLANNED ASSIDUOUSLY AND DELIBERATELY THROUGH A LONG APPROVAL PROCESS (ALMOST FOUR YEARS) AND PRESENTED A VERY EXTENSIVE VISION FOR DEVELOPMENT OF THE ENTIRE HAVERSTRAW WATERFRONT. AT THE SAME TIME, WE WERE DEVELOPING A NEW RELATIONSHIP WITH METRO NORTH RAILROAD, NYS DOT AND NY WATERWAY TO CREATE A NEW FERRY SERVICE FROM HAVERSTRAW TO OSSINING

EVEN THOUGH HAVERSTRAW WAS THE POOREST VILLAGE IN ROCKLAND COUNTY, WE ENVISIONED THAT IT COULD BECOME A SPECIAL DESTINATION HUDSON RIVER VILLAGE AND TOURIST CENTER.

WE COMMENCED CRITICAL DEVELOPMENT UNDER AN INTERIM AGREEMENT TO SET THE TABLE FOR SUCCESSFUL WATERFRONT DEVELOPMENT.

THIS INCLUDED ACQUIRING ALL PROPERTIES ON SITE B, WHICH IS NOW ADMIRALS COVE AND NEGOTIATING ALL DEALS REQUIRED TO ESTABLISH THE FIRST FERRY OPERATION NORTH OF NEW YORK CITY CONNECTING ROCKLAND COUNTY TO WESTCHESTER AND METRO NORTH COMMUTER RAILROAD.

BEFORE GDC STARTED ITS FIRST CONDO BUILDINGS, IT HAD MADE MAJOR AREA IMPROVEMENTS TO SET THE TABLE FOR THE HARBORS CONDO COMMUNITY THAT FOLLOWED.

WE DEVELOPED THE MOST EXCITING WATERFRONT ON THE HUDSON RIVER AND IT INSPIRED RENOVATIONS AND CHANGES TO THE HAVERSTRAW DOWNTOWN. WE ALSO HELPED WITH INVESTMENTS IN RENOVATIONS OF OLDER HOMES AND BUILT AN AFFORDABLE SENIOR HOUSING BUILDING ON ROUTE 9W. WE THEN PURCHASED AND RENOVATED THE "OLD STONE BUILDING" (BUILT IN 1929 AND LOCATED AT 31 WEST BROAD STREET) INTO QUALITY SPACE FOR ROCKLAND COUNTY COMMUNITY COLLEGE AND A TOP AFFORDABLE HEALTH CARE FACILITY.

THE HARBORS AND THE VILLAGE WERE A BOOMING SUCCESS STORY UNTIL MISFORTUNE STRUCK WITH THE GREAT RECESSION. TO MAKE MARKET MATTERS WORSE, REAL ESTATE TAXES SKY ROCKETED DUE TO A CERTIORARI JUDGEMENT DRASTICALLY AND NEGATIVELY AFFECTING ALL TAXING JURISIDCTIONS. IN ADDITION, THE TOWN OF HAVERSTRAW CHANGED THE METHOD OF REAL ESTATE TAXATION TO THE HOMESTEAD APPROACH. THIS CHANGE DOUBLED THE ALREADY HIGH REAL ESTATE TAX ON CONDOS AND ELIMINATED ECONOMIC FEASIBILITY FOR FURTHER SUBSTANTIAL CONDO DEVELOPMENT IN THE TOWN AND VILLAGE FOREVER. AS A RESULT, GDC STRUGGLED TO COMPLETE THE CONDOMINIUM BUILDINGS WE STARTED, IN 2008, BY CONVERTING THEM TO APARTMENTS.

WE ARE NOW DEVELOPING THE WATERFRONT BUILDINGS AS PREMIUM CONDOMINIUMS. THESE 40 UNITS ARE COMPARABLE TO UNITS IN TARRYTOWN ON ITS WATERFRONT SELLING FROM \$2 MILLION TO \$2.5 MILLION. GDC'S NEW HAVERSTRAW CONDOS WILL SELL FOR LESS THAN 1/3 OF THE MARKET VALUE DUE TO HIGH REAL ESTATE TAXES AND THE FACT THAT HAVERSTRAW HAS LOST ITS PLACE AS AN UP AND COMING HUDSON RIVER VILLAGE.

WHILE WE WILL COMPLETE OUR COMMITMENT TO THE HARBORS HOA TO BUILD THE WATERFRONT AS CONDOS AND NOT APARTMENTS, GDC ALSO NEEDS TO COMPLETE THE ADMIRALS COVE PROJECT AND REFOCUS OUR EFFORTS TO HELPING THE VILLAGE DOWNTOWN BECOME A SPECIAL PLACE.

I WANT TO POINT OUT THAT WE HAVE MADE SUBSTANTIAL INVESTMENTS TO SUPPORT VILLAGE REVITALIZATION INCLUDING, BUT NOT LIMITED TO THE FOLLOWING:

1. GDC DONATED \$400,000 FOR A NEW BASEBALL FIELD;
2. DONATED AND SUPPORTED DOWNTOWN IMPROVEMENTS. IN SO DOING, GDC RETAINED DOWNTOWN MANAGING CONSULTANTS FOR MAIN STREET REVITALIZATION AND COMMITTED TO THE RELOCATION OF THE HUDSON VALLEY CHILDRENS MUSEUM;
3. WE WERE ABLE TO ACQUIRE MAJOR STATE AND FEDERAL GRANTS TO THE LED TO THE FOLLOWING PUBLICLY FUNDED GOVERNMENT PROJECTS ENABLING:
 - A. A \$32 MILLION BRIDGE OVERPASS AT SHORT CLOVE ROAD AND ROUTE 9W SPANNING THE CSX RAILROAD TRACKS;
 - B. A MILLION DOLLAR GRANT FOR DOWNTOWN STREETScape;
 - C. THE CONTINUATION AND RENOVATION OF THE BOWLINE POND TRAIL.

WORKING WITH HAVERSTRAW'S LOCAL COMMUNITY DEVELOPMENT ORGANIZATION, GDC REPAIRED AND RESTORED 30 LOCAL HAVERSTRAW HOMES UNDER THE NYS FIX IT UP REHAB PROGRAM. AS MENTIONED ABOVE, GDC DESIGNED AND BUILT MURPHY MANOR LOCATED AT 43 S. ROUTE 9W IN HAVERSTRAW. THIS PROJECT PROVIDED HOUSING FOR TWENTY-SIX HAVERSTRAW FAMILIES OF LOW TO MODERATE INCOME.

4. GDC HAS PAID MORE THAN \$3,000,000 IN INTEREST, FEES AND PENALTIES ON VILLAGE JUDGMENTS RELATED TO PROPERTIES THAT WERE TAKEN IN EMINENT DOMAIN BY THE VILLAGE;
5. GDC IS CURRENTLY CONSTRUCTING A NEW DPW COMPLEX FOR THE VILLAGE ON LAND GDC ACQUIRED FOR THAT PURPOSE, AT A COST OF APPROXIMATELY \$3,000,000;
6. DURING THE GREAT RECESSION AND TO THIS DAY, GDC HAS SUBSIDIZED THE HARBORS HOA WITH TENS OF THOUSANDS OF DOLLARS PER YEAR. DUE TO FORCLOSURES AND VARIOUS SHORT SALES, THE HOA CANNOT MEET ITS FINANCIAL OBLIGATIONS, WITHOUT GDC'S FINANCIAL ASSISTANCE;
7. TO STOP THE BLEEDING OF FORECLOSURES THAT LEAD TO HOA SHORTFALLS, GDC RECENTLY PURCHASED FOUR CONDOS THAT WERE DEPRESSING THE CONDO RESALE MARKET;
8. THE COMPLETION OF THE FORTY WATERFRONT CONDOS WILL GENERATE CLOSE TO \$1,000,000 TAX REVENUES WITH LITTLE TO NO CHILDREN BASED UPON OUR EMPIRICAL PAST STATISTICS OF STUDENT GENERATION AT HARBORS.
9. GDC IS REQUIRED TO PAY A SEWER TAP FEE OF \$3,500.00 PER CONNECTION FOR EACH WATERFRONT CONDO TO THE JOINT REGIONAL SEWERAGE BOARD.

THERE ARE A PLETHORA OF BENEFITS TO HAVERSTRAW AND ROCKLAND COUNTY THAT ARE DIRECTLY ASSOCIATED TO THE COMPLETION OF THE ADMIRALS COVE DEVELOPMENT. IF GDC DOES NOT BUILD ADMIRALS COVE, NONE OF THESE BENEFITS WILL OCCUR. SPECIFICALLY:

1. GDC WILL ASSUME AN ADDITIONAL \$5,000,000 IN VILLAGE EMINENT DOMAIN JUDGMENT COSTS;
2. GDC WILL DESIGN AND DEVELOP TRAFFIC IMPROVEMENTS A TRFFIC CIRCLE AT MAPLE AVE AND WEST STREET, ULTIMATELY FACILITATING GREATER TRAFFIC FLOWS TO MAIN STREET AND THE HAVERSTRAW DOWNTOWN DISTRICT;
3. INCREASED FERRY RIDERSHIP EMANATING FROM THE ADMIRALS COVE DEVELOPMENT MAY ENCOURAGE WEEKEND FERRY OPERATION. IN ADDITION. GDC WILL RESTORE THE FERRY-GO-ROUND AS AN ANNUAL EVENT;
4. MAJOR FINANCIAL BENEFITS IN RE TAX AND SUPPORT FOR THE FERRY AND DOWNTOWN BUSINESSES.
5. WE WILL BE WORKING WITH LOCAL COMMUNTY LEADERS AND VILLAGE OFFICIALS TO CREATE AN AMBIANCE NECESSARY TO ATTRACT VISITORS AND TOURISTS (FLOWERS, WINDOW DÉCOR, FENCES, LANDSCAPING, FLAGS, PLANTERS) AND CONTINUE FAÇADE RENNOVATIONS AND SUPPORTING SPECIAL EVENTS;
6. GDC WILL INCREASE ITS EFFORTS TO CONNECT RESIDENTS OF ADMIRALS COVE AND HARBORS WITH THE DOWNTOWN TO SUPPORT LOCAL BUSINESSES;
7. GDC'S PLAN FOR ADMIRALS COVE IS TO IMPROVE THE STORM DRAINAGE INTO THE MARINA BAY (ALSO KNOWN AS FOWLERS GAP) AND DREDGE THE GAP AND INCREASE WATER IN THE MARINA. THIS ACTION WILL ALSO BENEFIT THE LOCAL B.P.O ELKS LODGE WHO SHARES THE MARINA BAY WITH AD COVE.

8. GDC'S ADMIRALS COVE PLAN IS TO DEVELOP A WATERFRONT RESTAURANT ON THE SITE;
9. GDC'S SITE PLAN WILL COMPLETE THE PUBLIC WATERFRONT TRAIL AROUND ADMIRALS COVE TO WEST STREET AND THEN EMELINE PARK AND THE TRAIL TO AND AROUND BOWLINE POND. THE WATERFRONT TRAIL WILL INCLUDE AT LEAST 2-3 ADDITIONAL MAJOR SCULPTURES AS PUBLIC ART DONATED BY GDC.
10. THE VILLAGE OWNS THE KEY SITE C AT THE FOOT OF MAIN STREET. THE COMPLETION AND SUCCESS OF ADMIRALS COVE AND THE DOWNTOWN IMPROVEMENTS WILL CREATE THE MOMENTUM NECESSARY FOR THE SUCCESSFUL DEVELOPMENT OF THIS IMPORTANT 9 ACRE SITE.

WE ARE ASKING FOR THE RIDA BOARD TO RECOGNIZE THAT ADMIRALS COVE IS NOT A TYPICAL DEVELOPMENT. HAVERSTRAW NEEDS TO HAVE THIS PROJECT COMPLETED. AND WASHINGTON DC AND ALBANY HAVE RECOGNIZED HAVERSTRAW AS NEEDING SPECIAL CONSIDERATION BY DESIGNATING IT AS A "FEDERAL OPPORTUNITY ZONE" AND A "NYS EMPIRE OPPORTUNITY ZONE".

BECAUSE WE ARE ASKING FOR THE IDA BENEFITS WITHOUT PREVAILING WAGE CONSTRUCTION REQUIREMENTS DOES NOT MEAN WE ARE INDIFFERENT TO UNION PARTICIPATION. WE EXPECT WE WILL HAVE SOME UNION CONTRACTORS AND WILL SEEK FOR IT TO BE A SUBSTANTIAL PART OF THIS PROJECT. BUT THEIR PRICES MUST BE COMPETITIVE AND WE MUST ALSO RECOGNIZE THAT THE NON-UNION CONTRACTORS AND WORKERS ALSO HAVE TO EAT. AND THEY DON'T GET TO DO PUBLIC WORK.

GDC WILL ALSO TRY TO GET LOCAL PEOPLE INVOLVED IN THE CONSTRUCTION TRADES AND HELP ESTABLISH LOCAL TRAINING PROGRAMS.

OTHER IMPORTANT ISSUES:

THE ADMIRALS COVE PROJECT IS A FIVE-YEAR PROJECT FROM CONSTRUCTION START TO COMPLETION AND STABILIZATION. IT IS PERCEIVED BY FINANCIAL INSTITUTIONS AS HIGH RISK AND BECAUSE OF ITS DESIGN IT CANNOT BE PHASED. THIS REQUIRES BUILDING AND PAYING FOR CONSTRUCTION THAT MAY NOT BE LEASED FOR YEARS.

GDC CANNOT OBTAIN FINANCING WITH A PREVAILING WAGE MANDATE.

DURING THE ADMIRALS COVE CONSTRUCTION AND LEASING PERIOD, WE WOULD CONTINUE OUR JOINT EFFORTS WITH THE VILLAGE, COUNTY AND TO PROMOTE HAVERSTRAW. I BELIEVE WE WILL GET OTHER GOOD THINGS TO HAPPEN. OTHER DEVELOPERS WILL BE ENCOURAGED TO BUILD (AND DEVELOP) AND NEW BUSINESSES WILL COME. WE WILL WORK WITH THE VILLAGE, COUNTY AND STATE AND FEDERAL GOVERNMENT TO MAKE IT HAPPEN.

WE WILL ALSO NOT GIVE UP ON THE VISION OF A CABLE CAR LANDING ON THE TILCON ESTUARY SITE AND GOING UP TO HIGH TOR MOUNTAIN AND THE LONG PATH. THAT COMBINED WITH THE WATERFRONT TRAIL WILL HELP MAKE HAVERSTRAW A SPECIAL PLACE.

IF YOU FOLLOW THE NEWS YOU WILL SEE THAT PEEKSKILL IS BECOMING A SPECIAL HUDSON RIVER PLACE. I COMPLETED 4 IMPORTANT PROJECTS IN PEEKSKILL AND I AM CURRENTLY DEVELOPING WHAT WILL BE AN AMAZING INN, SPA AND RESTAURANT IN PEEKSKILL. I AM NO LONGER THE ONLY DEVELOPER IN PEEKSKILL, OTHERS INCLUDING A MAJOR NYC RESTAURANT DEVELOPER HAVE JOINED AND THERE IS A LOT OF ACTIVITY. PEEKSKILL WAS RECENTLY AWARDED A \$10 MILLION REGIONAL STATE GRANT.

WE BELIEVE THAT CAN HAPPEN IN HAVERSTRAW. IF WE COMPLETE ADMIRALS COVE, THE REST OF THE WORLD WILL TAKE NOTICE.