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STATE OF NEW YORK
CITY OF YONKERS

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Minutes of
The City of Yonkers IDA
February 27, 2019 - 9:00 a.m.
At
470 Nepperhan Avenue
Yonkers, New York 10701

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B E F O R E:

- MAYOR MIKE SPANO, Chairman
- WILSON KIMBALL, Secretary
- MELISSA NACERINO, Treasurer (Excused)
- CECILE SINGER, Board Member (Via Telephone)
- HENRY DJONBALAJ, Member
- PETER KISCHAK, Vice Chairman

I D A S T A F F

- JAIME MCGILL - IDA Executive Director
- MARY LYRAS - IDA/YEDC Chief Fiscal Officer

P R E S E N T:

- KARLY GROSZ, ESQ - IDA Counsel
- DAVID ROTHMAN, ESQ. - HARRIS BEACH
- SHAWN GRIFFIN, ESQ, - HARRIS BEACH.PA

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PROCEEDINGS

MAYOR SPANO: We are good.

MS. LYRAS: Mayor Spano.

MAYOR SPANO: Here.

MS. LYRAS: Peter Kischak.

MR. KISCHAK: Here.

MS. LYRAS: Wilson Kamball.

MS. KIMBALL: Here.

MS. LYRAS: Henry Djonbalaj.

MR. DJONBALAJ: Here.

MS. LYRAS: On the phone we
have Cecile Singer.

MS. SINGER: Here.

MS. LYRAS: And Melissa
Nacerino is excused. We have a
quorum.

MAYOR SPANO: Good morning,
everybody. We have the minutes for
the January 11th meeting in front of
all of you. If there are no
questions I ask somebody to make a
motion we accept them. Henry made a
motion, second by Pete. All in
favor?

(A chorus of ayes.)

1 PROCEEDINGS

2 MAYOR SPANO: Any negatives?

3 The item passes. Mary, financials
4 for 2018 and January, '19.

5 MS. LYRAS: For the month of
6 December and January we had no
7 closings. Our cash on hand as of
8 January is 3.2 million and we have
9 our accountant Peter Diehl on hand if
10 anyone has any questions.

11 MAYOR SPANO: Any questions?
12 Hearing none, anybody want to make a
13 motion? We accept the financials.
14 Made by Pete, second by Wilson. All
15 in favor?

16 (A chorus of ayes.)

17 MAYOR SPANO: Hearing none, the
18 item is passed. Jaime.

19 MS. MCGILL: Item four,
20 resolution for consideration. The
21 first resolution is a final
22 resolution ratifying all acts of the
23 agency as they relate to the
24 assignment and interest of AMS
25 Investments LLC in the facility to

1 PROCEEDINGS

2 Yonkers BVA.

3 MR. GRIFFIN: Just as a quick
4 reminder to the Board, back in, I
5 think, October or November Teutonia
6 Hall project's owner was moving
7 towards a transition. We had some
8 new investors in town. We weren't
9 sure exactly where the name of the
10 entity or the exact purchaser would
11 be, we had a good idea, so we
12 approved a sale of that entity
13 subject to them coming back and we
14 subsequently heard and realized it
15 was AMS. We are very comfortable
16 with that group in the background, so
17 this is just ratifying that action
18 occurred and pointing, out the Board
19 has been aware, that AMS is the new
20 owner of Teutonia Hall.

21 MAYOR SPANO: Any questions?
22 Hearing none, anyone want to make a
23 motion? Henry, seconded by Wilson.
24 All in favor?

25 (A chorus of ayes.)

1 PROCEEDINGS

2 MAYOR SPANO: The item is
3 passed.

4 MS. MCGILL: We will go out of
5 order because we are waiting for
6 someone to come from Erin
7 Construction, so this is initial
8 resolution for Dayspring Commons, LP,
9 also known as Westhab.

10 MR. GRIFFIN: This is an
11 initial resolution for a straight
12 lease transaction. So the Board is
13 aware, there is an alternative
14 benefit structure that they can do
15 without the IDA for sales tax and
16 mortgage tax but you can't do a pilot
17 without IDA.

18 There is one technique through
19 City Council that is not used
20 anymore. So we talked to this
21 company, and this inducement is for
22 the whole package of IDA benefits,
23 sales tax, mortgage sales and
24 property tax. When we come back for
25 final they have to make a final

1 PROCEEDINGS

2 decision whether we use all three or
3 just the pilot, and the
4 representatives from Dayspring are
5 here if you want to make a quick--

6 MR. GERMANSKY: MY name is
7 Andrew Germansky. I work at Westhab,
8 I am Vice President of real estate
9 development.

10 Thank you very much for seeing
11 us today and considering our project
12 for the various different IDA
13 benefits. WestHab has a longstanding
14 history of partnering with the city.
15 We build housing and improve the
16 communities and provide services to
17 its citizens.

18 With the assistance and support
19 from the city we are excited to close
20 in June, 2019 on our next big
21 development here in Yonkers, the
22 Dayspring Commons and Community
23 Center.

24 Dayspring Daycommons is a 63
25 unit residential building for low

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PROCEEDINGS

income tenants. It is six stories atop two levels of parking. Thirty-seven of the units will be supportive in nature for the homeless, the remaining will be affordable to tenants up to 50 percent AMI.

The buildings are being designed to achieve 15 percent energy savings over an already restrictive state energy code. It will have an airtight building envelope, high performance windows, LED light fixtures, water saving fixtures, and the building will have 24/7 security and an extensive TV security system.

In connection with the building of the new construction of the residential building, we'll also be renovating the Dayspring Community Center, approximately a 20,000 square foot deteriorating church. It is badly in need of repairs. We currently drawn surfaces out of the

1 PROCEEDINGS

2 building but we are attempting to
3 renovate it with all new systems, all
4 new HVAC, electrical, you know, fire
5 alarms, sprinklers, bring it up to
6 code, improve its ADA or upgrade its
7 ADA components and make it much more
8 usable for the members of the
9 community that we serve.

10 We are adding a gymnasium. We
11 are adding a performing arts stage so
12 that we can provide additional
13 services.

14 We will be running child care
15 out of there, all types of after
16 school programs. At the same time we
17 will also be providing, you know, the
18 adult classes, employment services,
19 job placement. We really want an
20 opportunity to provide for members of
21 this community a place where they can
22 come, get the assistance they need to
23 be able to take advantage of all the
24 new job opportunities happening here
25 in Yonkers, definitely in the

1 PROCEEDINGS

2 downtown waterfront district.

3 So I have a couple of
4 renderings here. This is the
5 residential building. It is just
6 above the church. It is on the plans
7 that you currently have right next to
8 the church.

9 This is part of what we think
10 the kitchens are going to look like
11 and what the bathrooms are going to
12 look like.

13 Total development costs for the
14 project are approximately 41 million,
15 32 million of which are going to be
16 job construction costs. We think
17 that is going to create approximately
18 80 construction jobs at the
19 residential building. At the
20 residential building there will be 10
21 permanent jobs following the
22 construction of the building.

23 At the community center we
24 currently have employment staff there
25 but we think we'll be able to

1 PROCEEDINGS

2 increase our staff by 12 permanent
3 jobs to a total of 18 to 20.

4 You know, we are happy to
5 answer any questions. We have
6 already received zoning and planning
7 approval from-- and SEQRA approval
8 from the zoning and planning boards,
9 and the project is moving a close to
10 closing.

11 It will be financed with tax
12 exempt bonds and tax credits from HCR
13 and a couple of other, you know,
14 various subsidy funds from HCR and
15 from the county.

16 MS. KIMBALL: From the city,
17 right? We have \$160,000 in home
18 funds and Mr. Mayor, you already contributed
19 a million towards the rehab center
20 and the church.

21 MAYOR SPANO: Yes. Davis
22 Bacon, the federal program.

23 MR. GERMANSKY: That is not a
24 requirement.

25 MAYOR SPANO: It is not. So

1 PROCEEDINGS

2 what is your plan, then, are you
3 going to be using a PLA?

4 MR. GERMANSKY: I am sorry?

5 MAYOR SPANO: Are you going to
6 be using a Project Labor Agreement?

7 MR. GERMANSKY: Typically
8 affordable housing projects that are
9 financed by the state don't approve
10 that. The projects are just a little
11 too small. Typically a job like
12 this.

13 MAYOR SPANO: How much is this
14 project?

15 MR. GERMANSKY: Total
16 construction costs will be about 31.5
17 million.

18 MAYOR SPANO: How is this gas
19 moratorium going to affect you guys?

20 MR. GERMANSKY: We got our
21 applications in place. We've had
22 inspections with Con Ed to figure out
23 the T.O.E.'s for both buildings. We
24 are upgrading the community center.
25 We don't they we will have a problem.

1 PROCEEDINGS

2 We have already spoken to Con Ed and
3 they pretty much told us that since
4 our applications are in, it would
5 take a real failure by us to not get
6 our gas service.

7 MAYOR SPANO: How quickly are
8 you looking to go into the ground?

9 MR. GERMANSKY: We are looking
10 to close in June and start July with
11 an 18 month construction period.

12 For the residential building we
13 expect the community center to take a
14 little less than that, but we are
15 still ironing out the exact time with
16 the general contractor.

17 MR. KISCHAK: What would the
18 rental costs be?

19 MAYOR SPANO: Rental costs?

20 MR. GERMANSKY: The rental
21 costs? They will be in various
22 different levels. Thirty-seven of
23 the units are supportive for the
24 formerly homeless, so the tenants for
25 those units will be paying somewhere

1 PROCEEDINGS

2 between approximately 30 percent of
3 their AMI which is low, so some of
4 them will be \$200 a unit. Some of
5 them will be \$700 a unit.

6 The 50 percent AMI units will
7 be somewhere between \$1100 and \$1500,
8 but this building will have a rental
9 operating subsidy. It is a state
10 operating subsidy. It covers our
11 portion of the rents so that we can
12 get rents up to FMR so that we can on
13 more debt. It also will provide an
14 operating subsidy so that we provide
15 services and security for the
16 building.

17 MAYOR SPANO: I going to
18 recommend that we hold the project up
19 at least for the time being to give
20 WestHab a chance to meet with the
21 trades unions, to meet with Ed Doyle
22 because we have been encouraging the
23 developers to have this discussion
24 and try to come to an agreement with
25 the PLA and I don't get the

1 PROCEEDINGS

2 impression you have done that.

3 So the members will just-- we
4 can put it off and give you guys a
5 chance to try that, that would be, I
6 think, wise.

7 MR DRUMANSKY: Okay. I will
8 say the only thing is, we need to
9 have the IDA pilot in place before
10 June so we can close on the finances.

11 MAYOR SPANO: We have time. We
12 have time.

13 MR. KISCHAK: I am fine with
14 that.

15 MAYOR SPANO: So we are just
16 going to put item hold but thank you
17 for the presentation. It's a very
18 important project, very much support
19 the project. We want the project to
20 go forward. It is important for the
21 city because we are addressing a need
22 but we have been consistent with our
23 desire to have PLA's and just would
24 like you guys to make that effort.
25 Thank you.

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PROCEEDINGS

MS. MCGILL: The second item is an initial resolution for Erin Construction and Development, also known as 911 Riverdale Avenue. We have Alana from Erin Construction and Shawn Griffin from Harris Beach.

MR. GRIFFIN: Again, this is an initial resolution to give you a feel for the project. We would have a public hearing and come back for a final commitment, so we'll hear from the developer, but this again is a straight lease, so sales tax, mortgage tax and a pilot to be negotiated.

MS. SMITH: Good morning. My name is Alana Smith I am with Erin Construction and Development. I am the chief operating officer and technical lead on the development for this project, 9-11 Riverdale Avenue.

9-11 Riverdale Avenue is located in Getty Square between Hudson and Main Street. It is

1 PROCEEDINGS

2 currently a vacant lot, .008 of an
3 acre -- .08 of an acre and has been
4 vacant for some time.

5 We have recently gone through
6 our approval process with Planning
7 and we are very eager to keep moving
8 forward so thank you very much for
9 having me today.

10 So just to give you a brief
11 overview of the project, once
12 complete, we'll have 29 apartments.
13 We will have two two-bedrooms, 21 one
14 bedrooms and two studios. Six
15 studios, excuse me. We'll also have
16 one area within the building, about
17 800 square feet that will be
18 available to all tenants to use as
19 community space. We'll also have
20 about 800 square feet on the roof
21 that will be open to the tenants to
22 lounge, to relax, take in views of
23 the Hudson River.

24 In the basement we will have
25 parking-- excuse me, bike storage and

1 PROCEEDINGS

2 washer/dryer units for the tenants
3 use.

4 We envision moving forward with
5 our construction financing, hopefully
6 have a closing in May. We are
7 looking to work with Community
8 Preservation Corporation that's been
9 a very big partner to us and a former
10 employer of my own.

11 We have escalated rents in the
12 building where we are not looking to
13 create a predominantly quote, unquote
14 an affordable building. One wants to
15 be realistic with the current market
16 area in Getty Square and I am quite
17 conservative in my underwriting when
18 I go through my functions. I want to
19 make sure that we are not taking on
20 too much debt, and I want to make
21 sure that we have enough to cover our
22 operating costs.

23 That being said, we look to
24 have a wide range of household
25 incomes in the building and have

1 PROCEEDINGS

2 therefore structured the rents to
3 reflect that. That's very important
4 to me, and in conversation with his
5 City Councilwoman Williams, she
6 talked to us about what she would
7 like to see in the ground floor
8 retail spaces which we'll have two,
9 approximately 2,150 in square footage
10 available, and I would like to do is
11 take on board her comments and
12 provide art for the children art
13 programing and hopefully a coffee
14 shop, a little cafe, something like
15 that.

16 Again, trying to be very
17 community minded, civic minded, I
18 don't want to bring something that
19 isn't wanted in the community. I am
20 also not looking to bring big box
21 retail or a chain store, very much
22 looking work locally.

23 Another thing about Erin
24 Construction and Development is that
25 we have been in business for about 25

1 PROCEEDINGS

2 years. Development, particularly new
3 construction, is something relatively
4 new. We have done some smaller scale
5 projects through the years, often
6 very low density, sometimes five or
7 six stories, and this is the first
8 that we have done new construction of
9 this size.

10 What is very important to us as
11 also contractors, is to make sure we
12 pull in local subcontractors, so what
13 we would like to do is make sure that
14 we recruit vigorously the MWBE
15 certified group as well as folks in
16 the Yonkers and greater Westchester
17 area.

18 Over time we created
19 partnerships with folks in the
20 neighborhood. We reached out, done
21 some good community recon and feel
22 good how this building will fit in.

23 We did recently receive just
24 last night City Council resolution
25 approval for a payment in lieu of

1 PROCEEDINGS

2 parking for this project because
3 we'll not have on-site parking.
4 We'll be making a payment to a fund
5 reserved strictly for parking in the
6 amount of \$945,000, and that parking
7 fee will be used to create more
8 parking in the immediate area once an
9 ideal location is found, and for that
10 I would like to open up the floor to
11 discussion.

12 MAYOR SPANO: Questions? What
13 is the total project budget?

14 MS. SMITH: Very important. We
15 anticipate 6.5 million total
16 development costs with the hard cost
17 at about 4.8 million.

18 MAYOR SPANO: It will be open
19 shop?

20 MS. SMITH: You mean in the
21 sense --

22 MAYOR SPANO: I know you said
23 you will have MWBEs, and have you
24 reached out to local trades?

25 MS. SMITH: Not yet. We

1 PROCEEDINGS

2 actually have a project currently in
3 Yonkers as contractors only that work
4 for housing groups, the Greyson
5 project, and we have done what we
6 could to get folks from Yonkers
7 specifically on board. That's always
8 our goal is to get folks locally
9 signed up as subcontractors.

10 MAYOR SPANO: All right. Any
11 other questions? We are encouraging,
12 as you can see very, very strongly,
13 that you meet with our trades people
14 in an attempt to try to iron out a
15 project labor agreement. You guys
16 haven't done that yet.

17 MS. SMITH: No, because we have
18 a bevy of subcontractors that we tend
19 to work with over and over again, so the
20 folks that have been working on this
21 particular project currently, we
22 would like to utilize their skills on
23 this deal as well, some of them
24 anyway.

25 MS. WILSON: Have you had a

1 PROCEEDINGS

2 chance to get your Con Ed work done?

3 MS. SMITH: Great question.

4 Yes. We are actually submitting to
5 Con Ed on Friday. We feel very good
6 about that. Based on feedback from
7 Con Ed, we shouldn't have any issues.
8 We should be okay.

9 MAYOR SPANO: Be consistent on
10 this one. I will recommend we hold
11 off a month to give you a chance to
12 at least have conversation and then
13 we'll review it again in a month.

14 MS. SMITH: Are there any
15 particular trades that you would like
16 me to reach out to?

17 MAYOR SPANO: Jaime will take
18 care of that with you.

19 MS. SMITH: Thank you.

20 MAYOR SPANO: It is an exciting
21 project, a wonderful project. We are
22 very happy with what you are doing
23 and we want to see it go through and
24 it is kind of borderline because you
25 are six million. Once you go over

1 PROCEEDINGS

2 the five million dollar mark we at
3 least like to give our local labor
4 guys a shot, all right?

5 MS. SMITH: Thank you very much
6 for your time.

7 MS. MCGILL: The next
8 resolution is an Initial resolution
9 for Parkledge Preservation LLC.
10 Shawn Griffin from Harris Beach.

11 MR. GRIFFIN: Parkledge, we
12 also have a representative to talk
13 and they are just going to give us
14 some background. This is just
15 initial, not approving anything. I
16 know we go to a public hearing.

17 MR. BORDAINICK: Thank you,
18 Shawn, thanks for having me here
19 today. I am co-founder and managing
20 partner of Hudson Valley Property
21 Group. We are a unique type of real
22 estate firm. We focus on the
23 acquisition and preservation of
24 affordable housing.

25 We consider our firm a triple

1 PROCEEDINGS

2 bottom line business. We are for
3 profit. We have a social mission and
4 we also believe strongly in utilizing
5 the latest in energy efficiency and
6 environmental sustainability when
7 feasible.

8 I grew up in the Hudson Valley,
9 Rockland County, and know Yonkers
10 well, and we built our firm in the
11 area and we preserve approximately
12 3500 apartment units and growing, and
13 we are excited to work on the
14 Parkledge project, and Parkledge is a
15 311 unit existing affordable housing
16 property in Yonkers.

17 We are in contract to acquire
18 and preserve the property and by
19 preserving it we will extend the
20 affordability, make sure it stays
21 quality affordable housing for years
22 to come.

23 We are going to be making an
24 approximately 4.9 million dollar
25 capital plan to improve on the

1 PROCEEDINGS

2 property. The capital plan will
3 include modernization, energy,
4 efficiency improvements and
5 improvements towards quality of life.

6 Some examples of some of the
7 work that we'll be doing will be
8 replacing the roof and insulation.
9 Some of the facade work will be
10 repaired. There will be elevator cab
11 upgrades. There will be several
12 water saving measures including low
13 flow toilets, aerators, kitchen and
14 bath sinks, new low flow shower
15 heads. There will lighting upgrades
16 and there will be security upgrades
17 as well.

18 We are moving along with the
19 project. We are targeting an April
20 closing, and we have-- the financing
21 is going to be from-- the equity is
22 coming from our own preservation
23 fund. We have a social impact pool
24 of capital to view projects like this
25 and this is something that is filling

1 PROCEEDINGS

2 the gap because in New York State
3 right now, the state is not
4 allocating bonds and credits to
5 preserve projects like this, so we
6 are filling in the void with this,
7 you know, with the social impact
8 preservation fund that we have
9 administered and that capital is
10 ready to go, and one of the
11 components that is a requirement for
12 us to get our debt in place is for,
13 you know, being able to work with the
14 IDA. There is an existing pilot and
15 we are looking to step into that and
16 that will be a part of our financing.

17 We are excited to be here and
18 look forward to working with you guys
19 in partnership on this project.

20 MR. GRIFFIN: What is
21 distinguishable in this case is, it
22 is a large purchase of an existing
23 facility. Everybody is aware where
24 Parkledge is. It is a pretty
25 pronounced building.

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2 MAYOR SPANO: Us old Yonkers
3 people, we call it the ramp.

4 MR. GRIFFIN: In terms of
5 magnitude, it is a relatively small
6 amount of new capital so not a lot of
7 labor components, quite frankly, to
8 break down, so that component, to
9 clean up some of the health and
10 safety items that he described, is
11 helpful for the building.

12 We have new ownership. That is
13 why the ownership is here to describe
14 themselves. They are looking for
15 consent to step into the shoes of the
16 existing transaction.

17 MS. KIMBALL: Have you talked to
18 anybody from the city or the traffic
19 engineer? Wasn't there a thought
20 that you had, Mayor, that you had
21 putting some kind of use to the
22 parking lot behind Parkledge?

23 MAYOR SPANO: What happened
24 was, we had, in an attempt to clear
25 up Yonkers Avenue, it actually worked

1 PROCEEDINGS

2 out really well for us. We had some
3 600 kids that get picked up right in
4 front of that building, so we made
5 available to park directly behind
6 your building and we had the kids
7 assembling there and then leaving.

8 Many of the kids that are part
9 of your building have to walk
10 completely around the building and
11 then down Yonkers Avenue to get in,
12 rather than just go through the back
13 where you guys have locked the gate
14 to the entrance of the building. It
15 is an actual ramp, if you know what I
16 am talking about, that goes into your
17 parking lot from the rear, and it
18 just seems to me that we attempted to
19 get the owners to open that up, would
20 make life a lot easier for the
21 residents there and safer for the
22 kids, frankly.

23 MR. BORDAINICK: I think it is
24 definitely worth kind of looking.
25 This is the first I am hearing this

1 PROCEEDINGS

2 and we are not the existing owners,
3 but we are in contact, obviously,
4 working with them, but getting more
5 color, I would like to understand
6 why, there could be other reasons
7 behind it, but yeah, if there is a
8 way to kind of improve safety--

9 MAYOR SPANO: There is -- you
10 know, you can have an arm, right, or
11 you can have a gate, a fence. It is
12 gated up, but my guess is kids can
13 easily walk right through.

14 MR. BORDAINICK: We would love
15 to learn more about it, get more
16 color on it and we'll definitely have
17 a follow-up conversation on that.

18 MAYOR SPANO: We have been
19 working on it for a while. If you
20 don't mind me saying it, with even
21 the new owners came in initially, the
22 ones you purchased from, we were
23 excited because it is a beautiful
24 building, has some of the best views
25 anywhere in town, and I thought some

1 PROCEEDINGS

2 of the work they did there in my
3 opinion was somewhat shabby, but
4 maybe with new ownership it won't be
5 that way.

6 MR. BORDAINICK: We come in and
7 we really, you know, we won't take on
8 a project if it won't go to the
9 standard that we have come to set for
10 our company, and we are proud, we are
11 happy to have you walk any one of our
12 properties. You will see that
13 standard and we expect it to be no
14 different.

15 MAYOR SPANO: That building has
16 the greatest potential, it really
17 does.

18 Any chance you guys want to buy
19 the property next door where the
20 rocks are falling down? It is for
21 sale. You guys should check it out.

22 MR. BORDAINICK: It is an
23 existing multi-family property?

24 MAYOR SPANO: There is your
25 lot. It is huge, as you know. It is

1 PROCEEDINGS

2 a big pile of rock. Somebody chipped
3 away the rock next door to this
4 property and they chipped it right up
5 against the house. The house is now
6 abandoned and the rocks have fallen
7 and it is for sale and I hear it is a
8 real good price. It could enhance
9 your property, in my opinion.

10 MR. BORDAINICK: Yes, we'll
11 look into that.

12 (Short pause.)

13 MAYOR SPANO: Any other
14 questions? Hearing no questions,
15 Pete, you want to make a motion?

16 MR. KISCHAK: I do.

17 MAYOR SPANO: Seconded by
18 Henry. All in favor?

19 (A chorus of ayes.)

20 MAYOR SPANO: Any negatives?
21 The item is passed.

22 MS. MCGILL: Next item up is an
23 initial resolution to approve the
24 Engagement of General Counsel to the
25 IDA. Shawn Griffin.

1 PROCEEDINGS

2 MR. GRIFFIN: This Board has
3 always met the legal requirements but
4 the soup du jour since the 10 years
5 is the state agency overseeing the
6 ABO, started throwing out these ideas
7 of best practices, and the trade
8 association IDA has been pushing the
9 concept of best practices. It is
10 above and beyond, and one of the
11 things above and beyond is that they
12 have the Board actually approve
13 contracts from time to time for
14 certain professionals, one injury
15 General Counsel, Karly, so that is
16 all we are doing today is, we are
17 taking the standard up above what is
18 legally required for best practices
19 and having the contract that is done
20 at a board session to be approved for
21 engagement by your General Counsel.

22 MAYOR SPANO: Any questions?
23 No. Henry made a motion, seconded by
24 Wilson. All in favor?

25 (A chorus of ayes.)

1 PROCEEDINGS

2 MAYOR SPANO: Any negatives?

3 The item is passed.

4 MS. MCGILL: The next item is a
5 resolution to approve the
6 distribution of funds for Yonkers
7 Arts Weekend Sponsorship in the
8 amount of \$5,000.

9 MR. GRIFFIN: The Board
10 approved this in the past. We
11 originally started doing this with
12 some dedicated funds but we found
13 this to be very impactful in terms of
14 enhancing that waterfront. Mary can
15 speak best to this or Wilson.

16 It is those types of impacts
17 that help the IDA find the next
18 project and develop more of the
19 waterfront, so I find it certainly
20 within your legal discretion to do
21 this. This is a resolution for the
22 Board to continue that sponsorship
23 this year for \$5,000.

24 MS. WILSON: So the annual
25 attendance is at Yonkers Arts Weekend

1 PROCEEDINGS

2 is about 10,000 people. We have been
3 going up incrementally since we
4 started. I think this is going to be
5 our sixth year.

6 We have added multiple venues,
7 and generally what happens as in this
8 year and in previous years, we pick
9 economic development sites like 86
10 Main that were vacant and we use them
11 as gallery space for the arts or for
12 performance, and so again this year
13 we are going to be using the new
14 renovated 86 Main. AMS is allowing
15 us to use the space that they
16 renovated as a way to thrive interest
17 in the different buildings and the
18 different vacant property both now,
19 in our downtown. It us on McLean
20 Avenue. It is on South Broadway and
21 it is up at Untermyer, so we are
22 really extending the Yonkers Arts
23 Weekend and drawing in more city
24 centers to our downtown and we are
25 using that to showcase vacant

1 PROCEEDINGS

2 property to people who come.

3 MAYOR SPANO: Let me just also
4 state for the record that Wilson
5 Kimball has done a great job bringing
6 the arts into the downtown which
7 really contributed to the overall
8 economic recovery of the community,
9 so thank you. Any other questions?

10 Wilson Kimball made a motion,
11 seconded by Henry. All in favor?

12 (A chorus of ayes.)

13 MAYOR SPANO: Any negatives?
14 The item is passed.

15 MS. MCGILL: Next resolution to
16 approve Third-Party Cost Benefit
17 Analysis.

18 MR. GRIFFIN: Your IDA statute
19 for a long time, since '97, we
20 complied with it, with the legal
21 requirements in the applications,
22 costs, benefits. Here is the job,
23 here is the investment, here is the
24 sales tax savings, et cetera.

25 So you have always met the

1 PROCEEDINGS

2 legal requirement, again kind of
3 takes you to the next level, the best
4 practice. We are looking at-- there
5 are several companies who perform
6 this cost benefit analysis. They are
7 not always cheap, so you haven't made
8 the decision on some of these
9 companies applying, so we are asking
10 for the right for staff to come in on
11 a project by project basis up to
12 \$15,000 to pay for one of these
13 studies so get much deeper detail in
14 terms of direct impacts so that we
15 can talk to you about it to justify
16 some of the projects.

17 We would then look to have the
18 project, when approved, reimburse
19 them, but there are going to be
20 instances where they incurred that
21 amount for a project and you decide
22 not to proceed, the company is
23 obviously not going to pay us in that
24 case, so we wanted to board approve
25 in advance, the ability on a project

1 PROCEEDINGS

2 where a project has spent up to
3 \$15,000, that is the maximum amount
4 of the consultants that we
5 interviewed so far.

6 What we will be looking for to
7 do two types of analysis, both cost
8 benefit and helping us kind of
9 justify where we go with the pilot,
10 and that kind of more and more deeper
11 background helps on the record. I
12 don't know if we'll do it for every
13 project but the idea is that we have
14 the ability to do it for every
15 project. A real small one probably
16 wouldn't bear that much burden, but a
17 lot of large ones, this is going to
18 be helpful.

19 MAYOR SPANO: The one that
20 comes is Extel. So Extel, we gave
21 them benefits and it was 20 million
22 dollars in benefits. Obviously the
23 cost benefit outweighed, you know,
24 the benefit that we gave them in
25 taxes. What we got in return

1 PROCEEDINGS

2 exceeded the defendant 20 million
3 dollars but we didn't have a report
4 or anything to show people that, so
5 the headline was, you know, we gave
6 it to them for 20 million dollars,
7 and the public needed the whole
8 story. This tool will give us the
9 ability to go back to the public and
10 say wait, while it is 20 million
11 dollars here, we are getting 38
12 million dollars in.

13 MS. WILSON: Public
14 improvements like the public
15 esplanade which is costing us 10
16 million at JFK and they are giving
17 twice the rent.

18 MAYOR SPANO: Right. I think it
19 is opening up things a little bit
20 more so the public has an
21 understanding why this group does
22 what it does.

23 Anyone make a motion? Wilson,
24 seconded by Henry. All in favor?

25 (A chorus of ayes.)

1 PROCEEDINGS

2 MAYOR SPANO: Any negatives?

3 Item is passed.

4 MS. MCGILL: Any new updates?

5 MR. GRIFFIN: This time we are
6 both just over in the project areas,
7 so I will just touch on those. The
8 Millcreek Main Water Agreement. We
9 are looked at it. It is not changing
10 any of your commitments but we are a
11 party to it so we are asking, making
12 the Board aware there is no further
13 commitments, no further benefits but
14 we are signing an amendment to that.
15 We are just waiting for the City
16 Engineering Department to sign off on
17 that.

18 The second is legal update is
19 St. Casimir. I think we all
20 remember that project, or those who
21 were on the Board when we approved
22 it, it is for elderly, it is
23 affordable. It was a nice rehab of a
24 burned out building, quite frankly,
25 and they've always struggled because

1 PROCEEDINGS

2 that particular critical population
3 has benefit needs.

4 They are doing a new borrowing
5 to do some upgrades, and we have a
6 pilot mortgage to make sure the pilot
7 always gets paid, but we subordinated
8 the lien in that mortgage but not the
9 right to get paid. That way it
10 mimics a tax lien.

11 So any time they put new
12 mortgages they will come and bug us
13 and say we will subordinate the lien
14 again to this new debt, but you still
15 get a priority right to pay every
16 year. If they don't pay us, we stick
17 them on the tax rolls and then are a
18 priority lien anyway, so those are
19 the cleanup items.

20 MAYOR SPANO: Anything else?

21 MS. GROSZ: No.

22 MAYOR SPANO: Any other
23 business?

24 MR. KISCHAK: Can we get
25 somebody to talk to Amazon?

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PROCEEDINGS

MAYOR SPANO: We should talk to Amazon. It is a very good suggestion. We have talked to them in the past. We just didn't have the square footage they wanted in one place nor do we have the acres they wanted in one place, but take another shot.

Anything else?

MS. WILSON: Motion to adjourn.

MAYOR SPANO: Motion to adjourn? Seconded by Pete. All in favor?

(A chorus of ayes.)

MAYOR SPANO: We are adjourned.

(Whereupon, at 9:35 A.M., the above matter concluded.)

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PROCEEDINGS

C E R T I F I C A T E

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

I, HOWARD BRESHIN, a Notary Public
for and within the State of New York, do
hereby certify:

That the above is a correct
transcription of my stenographic notes.

I further certify that I am not
related to any of the parties to this
action by blood or by marriage and that I
am in no way interested in the outcome of
this matter.

IN WITNESS WHEREOF, I have hereunto
set my hand this 2nd day of March 2019.



HOWARD BRESHIN

\$	5	advantage [1] - 8:23 aerators [1] - 25:13 affect [1] - 11:19 affordability [1] - 24:20 affordable [7] - 7:7, 11:8, 17:14, 23:24, 24:15, 24:21, 39:23 after [1] - 8:15 Again [2] - 15:8, 18:16 again [6] - 15:13, 21:19, 22:13, 34:12, 36:2, 40:14 against [1] - 31:5 agency [2] - 3:23, 32:5 agreement [2] - 13:24, 21:15 Agreement [2] - 11:6, 39:8 airtight [1] - 7:13 Alana [2] - 15:6, 15:18 alarms [1] - 8:5 All [9] - 2:23, 3:14, 4:24, 21:10, 31:18, 32:24, 35:11, 38:24, 41:13 all [11] - 2:20, 3:22, 6:2, 8:3, 8:15, 8:23, 16:18, 23:4, 32:16, 39:19 allocating [1] - 26:4 allowing [1] - 34:14 along [1] - 25:18 already [4] - 7:11, 10:6, 10:18, 12:2 also [12] - 5:9, 7:20, 8:17, 13:13, 15:4, 16:15, 16:19, 18:20, 19:11, 23:12, 24:4, 35:3 alternative [1] - 5:13 always [6] - 21:7, 32:3, 35:25, 36:7, 39:25, 40:7 am [12] - 6:8, 11:4, 14:13, 15:18, 15:19, 17:16, 18:19, 23:19, 28:16, 28:25, 42:12, 42:15 Amazon [2] - 40:25, 41:3 amendment [1] - 39:14 AMI [3] - 7:8, 13:3, 13:6 amount [5] - 20:6, 27:6, 33:8, 36:21, 37:3 AMS [4] - 3:24, 4:15, 4:19, 34:14 analysis [2] - 36:6, 37:7 Analysis [1] - 35:17 Andrew [1] - 6:7 annual [1] - 33:24 another [1] - 41:8 Another [1] - 18:23 answer [1] - 10:5 anticipate [1] - 20:15 Any [14] - 3:2, 3:11, 4:21, 21:10, 30:18, 31:13, 31:20, 32:22, 33:2, 35:9, 35:13, 39:2, 39:4, 40:22	any [8] - 3:10, 10:5, 22:7, 22:14, 30:11, 39:10, 40:11, 42:13 anybody [2] - 3:12, 27:18 anymore [1] - 5:20 Anyone [2] - 3:10, 4:22 Anyone [1] - 38:23 anything [2] - 23:15, 38:4 Anything [2] - 40:20, 41:10 anyway [2] - 21:24, 40:18 anywhere [1] - 29:25 apartment [1] - 24:12 apartments [1] - 16:12 applications [3] - 11:21, 12:4, 35:21 applying [1] - 36:9 approval [4] - 10:7, 16:6, 19:25 approve [6] - 11:9, 31:23, 32:12, 33:5, 35:16, 36:24 approved [5] - 4:12, 32:20, 33:10, 36:18, 39:21 approving [1] - 23:15 approximately [7] - 7:22, 9:14, 9:17, 13:2, 18:9, 24:11, 24:24 April [1] - 25:19 Are [2] - 11:5, 22:14 are [75] - 2:2, 2:20, 4:15, 5:5, 6:4, 6:19, 7:9, 8:2, 8:10, 8:11, 9:10, 9:11, 9:14, 9:15, 10:4, 11:2, 11:8, 11:10, 11:24, 12:4, 12:7, 12:9, 12:14, 12:23, 14:15, 14:21, 16:7, 17:6, 17:12, 17:19, 21:11, 22:4, 22:21, 22:22, 22:25, 23:13, 23:21, 24:2, 24:13, 24:17, 24:23, 25:18, 25:19, 26:6, 26:15, 26:17, 27:14, 28:8, 29:2, 29:3, 30:10, 30:20, 32:16, 34:13, 34:21, 34:24, 36:4, 36:5, 36:6, 36:9, 36:19, 38:11, 38:16, 39:5, 39:9, 39:10, 39:11, 39:14, 39:15, 40:4, 40:17, 40:18, 41:16 area [5] - 16:16, 17:16, 19:17, 20:8, 24:11 areas [1] - 39:6 arm [1] - 29:10 around [1] - 28:10 art [2] - 18:12 Arts [3] - 33:7, 33:25, 34:22 arts [3] - 8:11, 34:11, 35:6 as [18] - 3:7, 3:23, 4:3, 5:9, 15:5, 16:18, 19:10, 19:15, 21:3, 21:9, 21:12, 21:23, 25:17, 30:25, 34:7, 34:11
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