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NASSAU COUNTY LEGISLATURE

RICHARD NICOLELLO
PRESIDING OFFICER

LEGISLATIVE SESSION

County Executive and Legislative Building
1550 Franklin Avenue
Mineola, New York

Tuesday November 27, 2018
2:18 P.M.

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2 A P P E A R A N C E S:

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4 LEGISLATOR RICHARD J. NICOLELLO

5 Presiding Officer

6 9th Legislative District

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8 LEGISLATOR DENISE FORD

9 Alternate Presiding Officer

10 4th Legislative District

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12 LEGISLATOR KEVAN ABRAHAMS

13 Minority Leader

14 1st Legislative District

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16 LEGISLATOR SIELA BYNOE

17 2nd Legislative District

18

19 LEGISLATOR CARRIE SOLAGES

20 3rd Legislative District

21

22 LEGISLATOR DEBRA MULE

23 5th Legislative District

24

25

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2 LEGISLATOR C. WILLIAM GAYLOR III

3 6th Legislative District

4

5 LEGISLATOR VINCENT T. MUSCARELLA

6 8th Legislative District

7

8 LEGISLATOR ELLEN BIRNBAUM

9 10th Legislative District

10

11 LEGISLATOR DELIA DERIGGI-WHITTON

12 11th Legislative District

13

14 LEGISLATOR THOMAS MCKEVITT

15 13th Legislative District

16

17 LEGISLATOR LAURA SCHAEFER

18 14th Legislative District

19

20 LEGISLATOR JOHN FERRETTI, JR.

21 15th Legislative District

22

23 LEGISLATOR ANDREW DRUCKER

24 16th Legislative District

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2 LEGISLATOR ROSE WALKER

3 17th Legislative District

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5 LEGISLATOR JOSHUA LAFAZAN

6 18th Legislative District

7

8 LEGISLATOR STEVEN RHOADS

9 19th Legislative District

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11 MICHAEL PULITZER

12 Clerk of the Legislature

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2 LEGISLATOR NICOLELLO: Legislator
3 Gaylor would you lead us in the pledge.

4 (Whereupon Pledge of Allegiance was
5 recited.)

6 LEGISLATOR NICOLELLO: Thank you
7 Legislator Gaylor. Thank you all for
8 attending today's hearing. This is quite a
9 turnout on a Tuesday afternoon. Demonstrates
10 the interest that there is in this county, in
11 our region for this project and why we should
12 go about this in a very deliberate, very
13 thoughtful way as to evaluate the proposed
14 partnership agreement.

15 I would like to thank everyone for
16 attending today's hearing. Real briefly, I'm
17 not going to have an elaborate opening
18 statement, I know you want to hear from the
19 interested parties as soon as possible, but we
20 will receive testimony from Brooklyn Sports
21 Entertainment as well as RXR about their
22 partnership agreement, about their ideas and
23 concepts for what can be done on the Coliseum
24 property. Then we will have a presentation by
25 the administration as to the process that has

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2 been followed and we will then open it up to
3 public comment.

4 There are some major stakeholders
5 from our county and from our region. If
6 anyone is under time constraints and needs to
7 go ahead of a particular segment please let us
8 know. We will try to accommodate your
9 schedule. I have at least one request to go
10 directly after BSE and RXR.

11 Having said that, I will turn it
12 over to our Minority Leader Kevan Abrahams if
13 he has an opening statement.

14 LEGISLATOR ABRAHAMS: Thank you
15 Presiding Officer and welcome. By the
16 outpouring of people that we see out here this
17 is a great first start to get a greater
18 understanding of what exactly will be
19 occurring at the Nassau Hub. I do want to
20 take the opportunity to thank the county
21 executive for putting this to the forefront
22 and getting us to this point. I think many of
23 us who have been around for the last 20, 30,
24 40 years have heard about the Hub development
25 for quite some time. We've been through the

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2 Wangs as well as the referendums, eventually
3 to the Ratners and now with RXR. But we are
4 at this point. I do believe that is a great
5 opportunity for to us get a greater
6 understanding on how we will be able to move
7 forward. And I would thank the county
8 executive for that.

9 I would like to take the
10 opportunity to thank the Presiding Officer for
11 scheduling the hearing so the public can have
12 a great opportunity to understand the
13 project.

14 Obviously I want to take the
15 opportunity to thank RXR for taking the
16 leadership roll in being here today, as well
17 as with BSE and Brett Yormark for their role
18 in developing the Coliseum as well as RXR's
19 plans to develop the surrounding land.

20 I want to take the opportunity, I
21 know there is going to be a presentation,
22 obviously there are many components to this
23 particular proposal, but we want to make sure
24 there is no community that's left behind. I
25 see the level of folks in the audience that

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2 represent labor, and from our standpoint it's
3 extremely important that this project not just
4 be a beacon of light for the Nassau Hub but be
5 an opportunity for many of us, whether in
6 labor or part of a larger community, or
7 residents or fire districts, library districts
8 have an opportunity to grow in this as well.

9 That's why it's so important that
10 we are able to discuss at some point during
11 this hearing the confines and structure of a
12 project labor agreement as well as a community
13 benefits agreement, so that we ensure that the
14 communities that are surrounding, as well as
15 in this area, are benefiting from this project
16 in its entirety as well.

17 Also, I just want to take the
18 opportunity in full disclosure to take an
19 opportunity as something that's personal to
20 me. As many of you probably already know, I
21 am a steward and an employee of the Northwell
22 Health System. I want to make sure that it's
23 well known as the discussions occur between
24 RXR and Northwell I did not take part in any
25 of those discussions and as those discussions

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2 arise where the county will take part in them
3 I will be recusing myself from those
4 discussions. From that standpoint, I wanted
5 to make sure everybody has that full
6 disclosure in the public notice as well and
7 thank you Presiding Officer for the
8 opportunity to present this to the public.

9 LEGISLATOR NICOLELLO: Thank you
10 very much. Turn it over now to Mr. Brett
11 Yormark and Scott Rechler for their
12 presentation.

13 MR. YORMARK: Thank you Rich and
14 everyone for being here today. It's an
15 exciting time for all of Long Island. Today
16 you will hear our vision regarding the future
17 of the Hub. I want to reiterate, and I've
18 said this before, this will continue to be a
19 transparent process and we welcome all key
20 stakeholder comments. In fact, my colleagues
21 have spent the better part of the last few
22 months meeting with 50 plus key stakeholders
23 throughout the community and it has been
24 extremely helpful to have that engagement and
25 cooperation from so many of you that are here

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2 today.

3 As you know, I'm the CEO of BSE
4 Global. BSE oversees sport teams and venues
5 throughout the tri-state area, inclusive of
6 the Brooklyn Nets, Long Island Nets, the
7 business operations of the New York Long
8 Islanders as well as Barclay's Center the
9 Coliseum, Webster Hall and the downtown
10 Paramount in Brooklyn.

11 Since we reopened the Coliseum in
12 April of 2017 I think it's fair to say we have
13 reintroduced the world of entertainment to
14 Long Island. However, that was only part of
15 the mission. The real prize here is
16 development of the Hub.

17 Today you will hear our collective
18 vision for what that development looks like,
19 and I think it's important to state that many
20 of you in the room have been here since the
21 beginning. As I see it, we have one last
22 great moment, one great last chance to get it
23 right. You will hear from my partner, Scott
24 Rechler, on why we are going to get it right
25 for Long Island and we are very excited to do

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2 so.

3 Before I give you a bit of an
4 overview of the Coliseum I would like everyone
5 to look at quick video we prepared which
6 highlights not only where we've been but most
7 importantly where we are going. Let's take a
8 look.

9 Thank you. So I'm going to kick
10 things off today just to give everybody an
11 overview of where we've been with the Coliseum
12 the last 18 months and then obviously invite
13 Scott to take us through our collective vision
14 for development at the Hub.

15 First and foremost, I want to
16 remind everyone that the Coliseum renovation
17 was a privately-funded endeavor to the tune of
18 about \$180 million plus. And I'm proud to say
19 in the first 18 months we truly recreated and
20 reimaged what people remember of the
21 Coliseum. We've staged over 300 events.
22 We've hosted over a million people through our
23 doors and we've welcome over 22 Grammy
24 awarding-winning artists. During that time
25 every quarter since we've opened we have

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2 ranked number one in North America for mid
3 size venues in both Poll Star and Billboard
4 Magazine.

5 From where I sit, I'm happy but I'm
6 not satisfied. In many respects we're just
7 getting started and the best is yet to come
8 when you think about the Coliseum.

9 As far as the guest experience
10 certainly something that me and my team are
11 very proud of. We've put over 1200 people
12 back to work when we opened up the Coliseum in
13 April of 2017. All of them have been on
14 boarded and trained by Disney Institute,
15 providing an incredible experience for
16 customers here throughout Long Island. We
17 have infused the Long Island Taste, which is
18 our culinary offering. It's made up of over
19 40 partners right here from Long Island, both
20 suppliers and restaurateurs.

21 One of the things that's not
22 mentioned on this slide that we take very
23 seriously everyday given the world we live in
24 is security. Most recently we made a major
25 investment in bringing on board a 38 year

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2 veteran of the NYPD, a former chief, to
3 oversee security at all BSE Global venues,
4 including the Coliseum. The impetus is on us
5 to make sure we provide a safe, friendly and
6 fun environment and we are committed to do
7 so. So ladies and gentlemen, Steven please
8 step up, Steven Powers, the new vice-president
9 of security for BSE Global who spent 38 years
10 as a member of the NYPD and a very
11 accomplished officer. Steven, thank you.

12 Also members of my team that I
13 would like to acknowledge that have done a
14 terrific job since we opened the Coliseum is
15 Mr. Alton Bird, who is our vice president of
16 Long Island Nets. Nick Verowick, who heads up
17 our programing efforts and takes all the
18 credit for the great content we have brought
19 bring here to Long Island.

20 Matt Felker, the former GM of NYCB
21 Live home of the Nassau Veterans Memorial
22 Coliseum. And the new general manager, Joe
23 Zino, who was born and raised here, grew up
24 going to the Coliseum and was a ten year plus
25 employee of the Coliseum before the

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2 renovation. He's now been able to realize his
3 dream as the new general manager of the
4 Coliseum. Joe please stand up also and thank
5 you guys for all your hard work. Let's give
6 them a big hand.

7 On to the programing efforts. I am
8 candidly quite thrilled with the events we've
9 been able to stage at the Coliseum. From
10 where I sit it's all about volume and variety
11 and providing everyone throughout the
12 community with something they can enjoy. From
13 combat sports to college basketball to family
14 entertainment to music, there's something for
15 everyone at the Coliseum. It's not just about
16 what's indoors though. In many respects it's
17 what's going on outdoors. We've been able to
18 program the exterior of the building with the
19 Empire State Fair as well as SERP. We're also
20 taking full advantage of the 60,000 square
21 foot X Hall at the Coliseum hosting over 75
22 events.

23 Our core tenants at the Coliseum,
24 obviously the Long Island Nets, who have
25 become a fabric of the community given the

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2 commitment that Alton and his team have
3 certainly made. We will be announcing another
4 tenant in the coming month that will call the
5 Coliseum home. And obviously I'm thrilled and
6 happy to have played a role in bringing your
7 Islanders back to the Coliseum. The first of
8 21 home games that will be staged this
9 Saturday night. So, for all of you here that
10 have played a role in bringing the Islanders
11 back to the Coliseum where they deserve to be
12 I want to thank you for all your efforts and
13 we're looking forward to hosting incredible
14 NHL now and into the future.

15 Communities are also something that
16 we care about and obviously something you will
17 hear more about with Scott here in a moment.
18 NYCB Lives Cares is our umbrella of community
19 outreach platform. It's defined in a couple
20 of ways. What we do for veterans, arts and
21 education and health and wellness. Our health
22 and wellness initiative has been spearheaded
23 by Alton and Long Island Nets. Since they've
24 called Long Island home they have done over
25 200 community events, they've hosted over 40

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2 free clinics and they do quite a few mentoring
3 programs for students throughout the
4 communities.

5 We're just getting started with our
6 outreach program under NYCB Cares. I'm a firm
7 believer in community relations is truly about
8 how people feel about you and our goal is to
9 get everyone to engage with us and to feel
10 really good about the things we are doing in
11 the community.

12 The things I have addressed over
13 the last couple of minutes are great and
14 obviously we are making a difference today.
15 But for me it's also about how do we create a
16 sustainable foundation for the Coliseum well
17 into the future. I would like to address that
18 here for a moment. There are a couple of
19 things we certainly have been working on and
20 are committed to in order to make sure that
21 happens.

22 First and foremost, long-term
23 partners. Our programing partners. The Live
24 Nations, the AEGs, the Feld Entertainments.
25 These are partners we have been working with

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2 for many years and will continue long into the
3 future.

4 Crossbooking is something that I
5 spoke about six or seven years ago when I was
6 right in this room. How we would create
7 synergy between Barclay and Coliseum and that
8 has come to fruition. In many cases what you
9 see in Brooklyn on a Thursday night you see
10 here in Long Island on a Friday night. That
11 will continue long into the future.

12 Ownership, which is represented
13 today by Maureen Hanlon, the president of
14 Onexim Sports Entertainment. Maureen if you
15 could please stand up for a moment. Please
16 acknowledge Maureen.

17 Ownership continues to make
18 investment in making sure that the Coliseum is
19 a viable and dynamic venue. We have invested
20 in Webster Hall. We about to complete a
21 reservation there. We have invested in the
22 downtown Paramount. Those will serve as
23 feeder systems to both Barclay's and the
24 Coliseum. Our goal here is to connect with
25 artists early and often in their careers and

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2 make sure they aspire to play Long Island and
3 Brooklyn.

4 Our competitive cost structure. As
5 many of you know, the only way that
6 entertainers are making money today is if they
7 tour. We need to have a competitive cost
8 structure in order for that to happen and we
9 do thanks to the collective efforts of many of
10 those people in the room here today as well as
11 my staff.

12 Our exhibition hall is a big
13 differentiator. There's more companies that
14 need big spaces here in Long Island and we are
15 able to afford them that opportunity with the
16 60,000 square feet that exists at the
17 Coliseum. Our calendar flexibility provides
18 us an opportunity to truly be opportunistic to
19 bring the biggest and best events here. We've
20 established a US and UK advisory board made up
21 of 50 of some of the top sports entertainment
22 executives in the world. All challenged and
23 engaged in curating content for Brooklyn and
24 Long Island.

25 We have made sizeable investments

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2 in tent pole events like the New York Open.
3 Which is the only indoor tennis tournament in
4 the nation. Which will come here again for
5 the second time in February right here in Long
6 Island. We also have the Longines Masters
7 which will come this April. These are
8 examples of events that we co-own and that
9 we're bringing to Long Island exclusively.

10 The Long Island Nets as they grow
11 so does their presence in the community and in
12 our building.

13 We have a right size capacity.
14 People ask me all the time Brett, why isn't
15 the building 17 or 18,000. The really clear
16 answer is there are very few artists today
17 that can sell 17 or 18,000 tickets on a
18 regular basis. We've right-sized between 14
19 and 15,000, which gives us a competitive
20 advantage going after those artists. And our
21 Los Angeles office has played a critical role
22 in driving content to Long Island. That
23 office was opened shortly before we made our
24 commitment to Long Island on recreating the
25 Coliseum and it's been very fruitful in

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2 bringing great events.

3 All of these things I've outlined
4 truly matter. But the most significant thing
5 is the development at the Hub. That will be
6 the impetus for future growth and a
7 sustainable and dynamic environment in Long
8 Island. I would like to speak to that for a
9 moment before Scott takes the mic and speaks
10 to our collective vision.

11 First and foremost, I want to make
12 it crystal clear, it was always our intent to
13 exercise our rights under the lease. We did
14 not do that in the first 18 months because we
15 needed to define the Coliseum and do it the
16 right way. It was always thought that
17 development around the Coliseum would be phase
18 two. We took that responsibility very
19 seriously and we went through a very
20 exhaustive search locally, regionally and
21 nationally to bring the best developer right
22 here to Long Island and we did that with Scott
23 Rechler and RXR. In fact, we put a criteria
24 together that we need to check the box and
25 Scott and his company checked all of them.

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2 Just to go through a couple of them.

3 We needed a developer that had
4 comprehensive capabilities. They know office
5 space. They know housing. They know hotel,
6 entertainment, retail and we were able to
7 check the box with RXR. We needed someone
8 that could execute. Because at the end of the
9 day vision is wonderful. But if you can't
10 execute that vision vision means nothing.
11 Scott has shown time and time again his
12 ability to execute.

13 We needed a partner that truly had
14 the financial wherewithal to take on a project
15 of this size and we found that in RXR and
16 Scott Rechler. We also needed a partner that
17 could afford us the opportunity to continue to
18 run the Coliseum at the highest level. In
19 order to do that we needed replacement parking
20 so that when we are building the vertical
21 parking we will not lose a beat. We were able
22 to find that with RXR.

23 As I got to know Scott and his team
24 I realized his senior management team, they
25 have all been a part of some of the biggest

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2 placemaking entertainment communities
3 throughout the tri-state area. There was no
4 decision to be made. Scott was the clear
5 favorite, and I'm honored to be here sitting
6 next to him and giving him the mic in a
7 moment.

8 I would like to walk you guys
9 through one last thing. The vote that we are
10 asking for next month is really about kicking
11 off the development process. It will be one
12 that will be truly transparent. We will be in
13 front of many of you time and time again
14 seeking your approval, seeking your engagement
15 and guidance. And then ultimately, when we
16 have a final plan we will seek legislative
17 approval.

18 I want to thank all of you for
19 being here today. I'm honored to be here.
20 Honored to be part of this project. With
21 that, Scott, go ahead my friend.

22 MR. RECHLER: He charges me up
23 every time. I'm like give me the ball coach.
24 Thank you.

25 I appreciate the opportunity to be

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2 here today. I appreciate actually the
3 opportunity. I had the chance to speak with
4 many of you or most of you with Brett over the
5 last couple of months to start sharing our
6 vision and get your feedback. As we go
7 through our presentation today you will have
8 the benefit of noting that a lot of your
9 feedback has already been incorporated into
10 our commentary and that is the process that we
11 intend on following as we go forward.

12 I appreciate the Presiding Officer
13 setting up this special hearing because in the
14 basis of this transparency we'd like to be
15 able to start sharing our current vision and
16 start encouraging that feedback.

17 The Minority Leader made a comment
18 in the beginning, I just want to take a step
19 back. We've all been through this movie
20 before. We've all come here and talked about
21 or seen people come and talk about
22 redeveloping the Coliseum site. I would like
23 to share with you why this time is different.
24 Why this time we are actually ultimately going
25 to get this done. It's really four

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2 fundamental reasons in the mix.

3 First is you have the two most
4 vested partners that are committed to the
5 success of the Coliseum. Obviously you just
6 heard from Brett and how BSE and their
7 commitment to what they've done in renovating
8 the Coliseum and the capital they invested is
9 critical. And with RXR, we own 2,000,000
10 square feet of office space around the
11 Coliseum. We are the largest owner and
12 developer in all of Nassau County. For us
13 this isn't just about success on the site.
14 This is about the success that this site
15 brings to Nassau County and Long Island. And
16 we are here for the long run. We aren't here
17 to make a quick buck and quick development.
18 We are here for the long run, long time
19 vitality of Long Island and this site.

20 The second reason is one of the
21 reasons that past projects have failed is that
22 they've been tied to actual rebuilding or
23 renovating the Coliseum. So when you go back
24 to the Lighthouse Project one reason that it
25 required the level of density it required was

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2 you ultimately needed to build more to raise
3 three to \$400 million to renovate that
4 Coliseum. BSE has renovated the Coliseum and
5 has proven and validated that it can function
6 as an effective venue even without having the
7 Islanders there full time. So that's off the
8 table.

9 The third reason was to actually be
10 able to unlock the value of the parking lot,
11 the 60 acres of parking, you actually needed
12 to build parking garages. Any development you
13 did required the capital to build those
14 parking garages. Today the state has already
15 set aside and the legislature has approved \$85
16 million to build the parking that's required
17 to go and move forward and take away the
18 problem of not having parking garages on the
19 site.

20 The other piece of this is, this
21 relates to parking, how do you actually build
22 on the site and take away the parking and
23 still operate the Coliseum? By us partnering
24 with BSE, we are now able to provide our
25 parking at the Omni and the RXR Plaza to be

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2 able provide that additional parking so they
3 can continually operate and service the
4 customers while we are developing the site.
5 Not just the parking garages but frankly the
6 first phase of development.

7 Those are the four reasons that we
8 think this time is different and this time is
9 different for Long Island.

10 The last piece of this is, every
11 other time you've had to -- anyone who's gone
12 through this -- you've had to think about and
13 had the uncertainty of a very challenging, and
14 what has been a very challenging, zoning
15 process. This time the Town of Hempstead had
16 the foresight to go through a process and has
17 actually put forward a low density zoning plan
18 that's outstanding. As we approach, this
19 we've made the determination that we are going
20 to approach this within the four corners of
21 the spirit of that low density zoning plan
22 that doesn't require us to get a rezoning of
23 the site and that we are going to work with
24 the town to expedite this as quickly as
25 possible. That takes away another barrier for

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2 this moving forward.

3 So, it is time today to start this
4 process of finally converting those 60 acres
5 of barren parking lots to a dynamic downtown
6 for all of us in Long Island.

7 As you think through Long Island as
8 we go forward we are the oldest suburbs and
9 we've had some great prosperity. But we
10 rested on our laurels for too long. It's time
11 we need to stop playing from the 20th Century
12 playbook that worked for us for generations in
13 the past and start competing for the 21st
14 Century.

15 And in the 21st Century the number
16 one most important ingredient for companies
17 and communities alike is talent. You think
18 about what's happening and you talk to CEOs
19 around the country and they're thinking about
20 where they're going to relocate they are
21 looking for people that have the talent to
22 enable them to be competitive in the 21st
23 Century. Literally, when I sit with them they
24 actually will look at zip codes to see where
25 those talent pools are and where they're

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2 trending. When they have looked at Long
3 Island compared to other markets, even within
4 our region, we are not faring well in that
5 analysis.

6 So if we can turn that around and
7 start bringing the talent to Long Island, the
8 young professionals, the mature professionals,
9 the people with the technical skills to
10 succeed, that ultimately will attract
11 companies to Long Island. What it does is
12 create a self-reinforcing cycle. Because the
13 more companies come the more talent's
14 attracted to be here. The more talent that's
15 here the more companies want to be here.

16 We've already seen that today. We
17 have seen that today with even the plan, even
18 putting forward a plan and a vision and a
19 process for the Hub we've seen Northwell, the
20 employer in out county, come forward and say
21 hey, we want to be part of this and we're
22 going to put forward a plan to do a 225,000
23 square foot innovation center because we
24 believe we are starting something special and
25 we want to be part of that.

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2 As we go forward and think through
3 the vision now for a moment. For us it's
4 creating a new dynamic. Live, work, play,
5 innovation district in the heart of Nassau
6 County. It consists of the following things
7 that are consistent with the zoning. 600,000
8 square feet of life sciences. 200,000 square
9 feet of destination entertainment retail.
10 Five hundred units of multifamily
11 residential. Hotels, we have two of them in
12 our plans. Public open space in the mix
13 throughout the whole project.

14 I want to take a second and put
15 this in perspective in terms of scale. So
16 when I say 600,000 square feet of office
17 space, as a comparison RXR Plaza, which is
18 right across the street is 1.1 million square
19 feet. When we talk 200,000 of retail, as a
20 comparison, the Galleria at Westbury is over
21 330,000 square foot. And Roosevelt Mall is
22 2.4 million square feet.

23 As a comparison, when we talk about
24 500 units of residential, our project in Glen
25 Cove that we are building is 1100 units of

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2 residential. If you look at Pilgrim State
3 it's 9,000 units of residential.

4 I share these comparisons with you
5 to highlight that the proportionality of this
6 project relative to the size of the site is a
7 reasonable scale. And so as we go forward
8 through the process it will enable us to look
9 at the environmental work that's been done and
10 the impact in consideration of the scale of
11 what this project is.

12 We also have addressed transit and
13 connectivity. We're going to talk about our
14 bus rapid transit plans and some thoughts that
15 we have on what we have micro commuting and
16 micro busing to Mineola, Westbury and
17 Hempstead. As well as parking. We talked
18 about the garages right now. There's a plan
19 for about 6200 spaces but that might change as
20 the uses changes. Clearly we want ultimately
21 this downtown to be pedestrian friendly. The
22 thought process is to put the parking on the
23 perimeter of the site so people park their car
24 and walk through the downtown to energize
25 that.

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2 I would like to show some
3 renderings. I will say it over and over
4 again, these all conceptual. These renderings
5 and site plans I'm going to show you are
6 conceptual. They are put out there to provoke
7 thought as works in progress by us. But as we
8 speak to stakeholders and members of the
9 community our objective is to change these
10 site plans. What you see today may not be
11 what you see tomorrow. So I put that out as a
12 precursor for all of them.

13 As you see on this site plan here
14 again, active streetscapes, mixed use
15 buildings, a lot of lush green and people
16 places. It's not only a place for people to
17 live and work but a destination for all of
18 Long Island and those who are around Long
19 Island, around New York or visiting New York
20 that they ultimately to go. We want this to
21 be a destination for anyone in the New York
22 area wanting to attend. I heard you.

23 So another rendering you can see
24 it's a place we also want to gather. We want
25 this to be where Long Island is ultimately

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2 saying when you get up in the morning let's go
3 to the Hub today. Let's spend the day at the
4 Hub. Let this be our downtown.

5 Then some aerials we put together
6 relative to the site plan. This should give
7 you again a sense of the low density, walkable
8 downtown feel that we envision for the site.
9 Again, you can see it's proportionately
10 consistent with the surrounding community but
11 substantial enough to serve as true downtown.
12 That's the balance. The proportion to be
13 consistent with the community but substantial
14 enough to really have the scale and a feel for
15 downtown. That's what we sought to do.

16 Here's another rendering and I
17 think again it gives you a sense of the
18 vibrancy and activity of the site. To me, our
19 success will be measured and then when we look
20 back on this no one will ever remember that
21 this was once 60 acres of barren parking lot.
22 They will think of this as Long Island's
23 downtown.

24 If turn to the next one. One of
25 the critical pieces of the site for us was the

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2 innovation anchor. If you look at the shaded
3 area at the top corner of this slide you will
4 see it. As I mentioned earlier, for us to
5 compete in the 21st Century we must have been
6 to Long Island's rich history of innovation.
7 So we are thrilled that we were able to
8 announce this morning an agreement with
9 Northwell Health to serve as the anchor tenant
10 of the Hub and their new innovation center and
11 some details surrounding that.

12 As everyone knows, I mentioned,
13 Northwell largest employee in New York and a
14 group that has spent a lot of time focused on
15 this area and has a great affiliation with
16 Hofstra, with the Zucker School of Medicine,
17 with the nursing school. A very natural place
18 for them to ultimately go. You will see on
19 the slide itself we have two different plans.
20 The one on the bottom sort of the nestles the
21 building in the corner as to where that would
22 be. Right now we are pursuing up to 225,000
23 square feet. Include lab space, functions
24 needed to support clinical and medical
25 research activities. Facilities that can

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2 accommodate a rang of exhibition, education,
3 training and conference activities.

4 The center will also not only
5 compliment the ground breaking research that's
6 being done at Northwell, Cold Spring Harbor,
7 Hofstra University, but also help train the
8 next generation of experts in the growing
9 field of life sciences where Long Island is
10 really distinguishing themselves as a regional
11 leader.

12 We envision this innovation center
13 to also offer educational programs. That's
14 something we heard a lot of feedback from our
15 stakeholders. People in elementary school, K
16 through 12, college students, to stimulate
17 interest in STEM careers or employment within
18 the health care, including building technical
19 skills for job training, coding and other
20 skill sets.

21 We are going to move now to the
22 next level, which is really talking about our
23 entertainment, retail program which is shaded
24 in pink. You can see it sort of borders the
25 perimeter around the Coliseum and helps form

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2 that sense of downtown. Instead of big box
3 retail store or large indoor mall, we are
4 envisioning experiential retail program to
5 truly make this site a live, work, play
6 community. There will be something for
7 everyone. Less about shopping and more about
8 experience itself. An immersive, actively
9 curated experience. It will be a community
10 destination serving as a venue for culture
11 events, engaging activities and community
12 gatherings. It's creating a sense of place.
13 It will be about service, personal engagement
14 and opportunities to energize the community at
15 large.

16 Going to a store should be like
17 going on vacation. We're taking away a memory
18 because you're touched by an emotion you want
19 to revisit. You're not serving a person who
20 needs an item. You're serving a person who
21 craves an experience. We are going to do by
22 creating interactive engaging retail programs,
23 food halls, restaurants that highlight the
24 best foods and beverages from Long Island and
25 a true taste of the best of what is New York.

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2 To develop the program we've spent
3 a lot of time not only talking to stakeholders
4 locally but we've been going around the
5 country looking at some of the best sport
6 entertainment venues and how they programed
7 them and what they've learned in trying to
8 take their best ideas and incorporate it
9 here.

10 One concept that we've been playing
11 with is we call Long Island Fame. Which we
12 would be able to create an entertainment venue
13 about, 50 to 60,000 square feet, where we have
14 concerts, sporting events that would actually
15 flow out into the outdoor programing where it
16 would be the place for destination. And we
17 would ask the sons and daughters that made
18 their success from Long Island, whether that's
19 in the acting, in the musical careers or
20 sports, to come back and be a part of that.
21 So you saw a lot of those faces in the video
22 that Brett put forward before. We want those
23 people to show up at Long Island Fame, and be
24 part of this community and give back to this
25 community and have it be sporadic. That no

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2 one even knows when they are going to show up
3 there.

4 So there's a large sporting game
5 and the Islanders are playing the Stanley Cup
6 someplace they're there and they're there by
7 former Islanders that live on Long Island.
8 Really create that sense of community.

9 Same thing when we have activities
10 that are happening around the country, the
11 world. If Long Islanders want to gather as a
12 community to be a part of that, to watch it
13 together, to build the energy together and
14 that sense of us being one, for example,
15 watching the World Cup, maybe one day the
16 Giants or Jets will be in the Super Bowl again
17 and we can all go down there and watch that
18 together. I hope I can see that. The
19 Olympics. Celebrate the New Year together.
20 These are just a concept where we would
21 continually program the indoor and outdoor
22 space to be the place to go if you're part of
23 Long Island and Long Island's community.
24 Shifting now to the residential.
25 As I mentioned there are 500 units of

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2 residential that we are planning here. You
3 can see it's yellow and underneath the
4 residences, which you can't see, it's actually
5 wrapped with life-style retail, restaurants,
6 coffee shops et cetera. And underneath that
7 is parking that will be self park with one set
8 of level below grade and one level of parking
9 above grade.

10 But when you really think about
11 what we are trying to solve on this
12 residential is we're trying to solve one of
13 Long Island's largest challenges in my
14 opinion, which is we don't have affordable
15 housing for the young professionals. And
16 frankly, I don't think we have affordable
17 housing for the maturing professionals that
18 have worked hard on Long Island, they're not
19 at a point where they can afford a home or
20 afford market rents. But they're also not at
21 a point where they are being supported by
22 public support. Sort of that missing middle
23 that I think is a gap in places like Long
24 Island and frankly a lot of the suburban
25 markets in the New York area.

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2 So our hope is to try to create
3 housing that addresses that. If you think
4 about the stats and look at them, millennials
5 as an example, they can't afford current
6 housing on Long Island and there's a lack of
7 options. So they leave and look else where.
8 Forty-one percent of the young adults are
9 living with relatives right now be it with
10 their parents or other relatives. Seventy-one
11 percent of young adults say they are thinking
12 about leaving Long Island because they can't
13 find affordable housing. We have to solve
14 that problem.

15 Same thing with empty nesters.
16 Empty nesters sell their home, they have a
17 home, they're lonely, they're by themselves,
18 it's a financial burden. They want a
19 different quality of life. We have to solve
20 that problem. And our hope is to actually try
21 to pose different projects here, different
22 types of products that actually do solve that
23 problem.

24 Two areas that we're focused on.
25 One is we call millennial housing. Millennial

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2 housing, if you think about it, is an
3 apartment that has multiple bedrooms that are
4 rented to multiple people. It's where you can
5 bring roommates together that are committed
6 but in a friction-free way.

7 Today, as an example, my kids when
8 they rent an apartment and they rent a one
9 bedroom that they all can afford together they
10 put fake walls up and break laws and have one
11 bedroom and it's very uncomfortable. This is
12 actually making something that is done
13 efficiently and effectively.

14 So you basically build a suite,
15 multiple bedrooms, multiple roommates. Maybe
16 there's four roommates per suite. You have a
17 pod to get into your room. A fob to get into
18 your room so it locks. The door locks. A
19 bathroom that you share by yourself. You have
20 a common area that you share with your
21 roommate. They come furnished. We clean them
22 once a week. In the kitchen everyone gets
23 their own cabinet with a different lock to
24 it. You don't have to worry about your
25 roommate stealing your food.

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2 When you go do the math the cost of
3 that is 30 percent less than if someone was
4 renting a studio apartment. So they're
5 getting a higher quality of life, a higher
6 quality of apartment, a fully engaged
7 amenitized product for 30 percent less than
8 they would have had otherwise. I believe
9 there will be a lot of young professionals, 20
10 to 30, that would find it very compelling to
11 fill a void in their life.

12 The second is next gen housing. As
13 you think about it and you read the stories
14 and time and time again you hear about the
15 kids living in finished basements, finished
16 attics, over the garage or the parents are in
17 Florida and they come back and move in with
18 the kids. As you get to the next generation
19 is there a way to solve that problem? The
20 model that we're focused on is creating a unit
21 that actually has a studio apartment attached
22 to it with a separate entrance.

23 So if you're a parent, you can
24 actually rent an apartment that then when your
25 child stays with you they can actually be in

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2 that studio that's attached to that
3 apartment. So you're together but separated.
4 It's more cost efficient and it's a better
5 quality of life that solves that problem. So
6 those are two examples that we are working on
7 right now relative to the housing side.

8 Just moving on. As you see through
9 the program, in the purple here what you will
10 see is the two hotels right now that we are
11 proposing. And again, this is all a vision
12 that might shift. But number three, which is
13 a garage behind that, we would be wrapping
14 that garage with a limited service hotel. And
15 to the north you will see another hotel which
16 will be maybe more a luxury style hotel so
17 that when people come to Long Island they want
18 a luxury place to have an event or stay that
19 would be the location that they would go.

20 We also have a transit hub as you
21 see the central transit hub, the black line by
22 the hotel. That's an area where the transit
23 hub will have the BRT, ride share services or
24 micro bus services such as the programs we are
25 working on with Ford called Chariot where they

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2 have customized commutes for 14 people rather
3 than large buses to get to the train
4 stations.

5 A key for us as we've go through
6 this process and frankly as we've gone through
7 this process in many different venues has been
8 the concept of engaging with the community and
9 working collaboratively. In building these
10 types of projects, building it is just part of
11 it. Really what you want them to do is
12 ultimately be an economic generator for the
13 community during construction and following
14 construction. As we've worked on these
15 projects in our other markets in Westchester
16 and Connecticut and other places, we have gone
17 out of our way to engage early with the
18 community so that the local community actually
19 starts seeing the benefits from this.

20 For example, during construction in
21 our projects in Westchester, a year before we
22 even began construction we began construction
23 job training programs. And we actually align
24 ourselves with social service firms to help us
25 to work with finding people either at the

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2 schools or at different programs where they
3 are looking for jobs that can help us help
4 them get through this process. We get them
5 OSHA certified. We then hold job fairs for
6 them. Bring all our contractors in and let
7 them go through the process of ultimately
8 deciding who to hire. Because of that, the
9 majority of the people that we have working on
10 our projects are from that market or the
11 surrounding neighborhood of that marketplace.

12 Same thing as we think through the
13 local community. Many times you hear new
14 development happens and the local businesses,
15 the small businesses, get pushed out. What we
16 want to do is get ahead of that and try to
17 embrace that early and work with the small
18 businesses to be able to actually serve the
19 new cliental and the expanded business
20 opportunity that exists. So we've partnered
21 with a group called TAP, which are former
22 consultants that actually work with each of
23 these individual businesses helping them
24 evolve their business model for what's going
25 to be versus what was in that market place.

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2 That's something that we would do here.

3 Finally, job training as we go
4 forward. The retail alone, because it is
5 entertainment experiential retail, is
6 something that's going to be a real value
7 added type service. We would actually have
8 the type of customer service training that
9 Brett spoke about with Disney Institute
10 brought in so that people from the community
11 can be prepared to service our retail. We
12 estimate that retail alone will be 1500 people
13 that will work in that retail. Northwell, as
14 I mentioned, as part of their programing,
15 plans on doing job training. Trust me, they
16 are having a hard time hiring people with the
17 skills. So they are going to go out and train
18 people from our local community to be ready
19 for those types of jobs. So focusing on the
20 job training for the site and also it being a
21 beacon for job training that can taken
22 elsewhere is key.

23 And finally, internships for the
24 people that are in high school so they can
25 actually start working commercially on the

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2 site, in our buildings, in the companies and
3 have role models and path forwards as we go
4 forward. All concepts that we have heard
5 about as we have been out talking to
6 stakeholders.

7 Again, continuing on the commitment
8 to community engagement. One of the big
9 things for us is we are not in a place where
10 we say here's the plan, take it or leave it.
11 As you have seen in past, plans that have put
12 forward that has been the failure. We're
13 saying here's what we're thinking about. Tell
14 us what you're thinking about. Let us engage
15 with you and be in a situation to take the
16 feedback and all have a sense of ownership and
17 make sure all voices are heard. Even if we
18 can't take all those comments be part of what
19 the ultimate plan is. To date we've met with
20 over 50 members of the Nassau County
21 community. We had meetings this morning. We
22 will have meetings tomorrow and we will have
23 meetings as we continue through this process
24 of getting input from each of the different
25 stakeholders.

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2 I want to say one thing that comes
3 to the community and I think the Minority
4 Leader said this, is ensuring the community
5 benefits program is developed properly. I
6 think there will be a number of them here.
7 And for us, the best way you can develop a
8 community benefits program here is actually
9 spending the time listening to the
10 stakeholders and understanding what's needed
11 and targeting the services and dollars to
12 that.

13 So what we are going to be
14 proposing is that we come back to the
15 legislature on a regular basis, and frankly
16 even set up an advisory committee, a CBA
17 advisory committees, where you can have
18 members of the legislature and other
19 stakeholders sit on and share with you the
20 feedback we are hearing to ultimately craft
21 the right CBA agreement. This way it's
22 something we are all proud of at the end of
23 the day.

24 I will say to you there clearly
25 will be an economic benefit from this

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2 project. If you think about right now the
3 Coliseum itself is throwing off about \$4
4 million of revenue to the county. I will
5 assure you that through the taxes, the sales,
6 the agreement that we pay made with the county
7 in terms of paying rent payments or sales
8 payment, sales taxes, real estate taxes, we
9 will be funding multiples of that number to
10 Nassau County when we are all said and done.
11 So there will be a tremendous amount of
12 economic benefits and targeted community
13 benefit programs as we go forward and we will
14 get that done.

15 Same thing with organized labor.
16 Again, the Minority Leader brought that up,
17 and we've had a number of discussions with
18 Long Island building trades and I think they
19 have been very constructive and productive
20 discussions and we have agreed to work
21 together to put together a PLA before we
22 actually move forward with this. I look
23 forward to working with them all on trying to
24 create the right PLA. So thank you for that.

25 As we move forward, Brett stated

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2 it, this is really today we are here to seek
3 approval for a process. We are here to seek
4 approval for a process that when you vote in
5 December you are voting on giving us the
6 ability to continue engaging the stakeholders,
7 to be in a situation over the next 24 to 36
8 months we can get that CBA done, get that PLA
9 done, we can work closely with the Town of
10 Hempstead and go through their approval
11 process, diligently, expeditiously hopefully,
12 and be at a point that we then come forward
13 with a package that also includes what the
14 economic arrangement is with the county.

15 Ultimately that's what you are
16 going to vote on. You are going to vote on
17 when we figure out all these pieces you're
18 going to have the ability to say we like it or
19 we don't like it. And you have our commitment
20 that we're not just going to come back to you
21 in the end we'll be back on a regular basis.
22 If you'd like for us to be back once a
23 quarter, once every six months, you tell us
24 what that is. We have no problem coming back
25 and providing regular updates to the

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2 legislature so that there is a clear path as
3 to where we stand on these different issues
4 and there's continued dialogue as we continue
5 that process.

6 So with that, I appreciate the time
7 and look forward to any questions that anyone
8 might have.

9 LEGISLATOR NICOLELLO: Thank you
10 Brett. Thank you Scott for your
11 presentations. Thank you both. You have been
12 available. You met with the legislators. You
13 have been forthcoming in terms of the plans
14 and especially Brett since the beginning of
15 the year.

16 My first question is this. We have
17 been -- you've provided us with conceptual
18 ideas about what might go on to the property.
19 As you said, the only thing that's going to be
20 before us next month is lease agreement and
21 the development plan agreement. So we're not
22 approving anything in any way, shape or form
23 the actual product of this partnership. I'm
24 going to confirm with you, I think we are
25 going to insist this be in the lease,

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2 ultimately the Nassau County Legislature will
3 have the final say of what will come out of
4 this process. We will have to approve
5 whatever the final plan is in terms of what's
6 going on that property.

7 MR. RECHLER: That's absolutely
8 confirmed. Again, I reiterate that we want to
9 be proactive in the dialogue. So we will be
10 glad to come back in front of the legislature
11 either regularly preplanned or as requested.

12 LEGISLATOR NICOLELLO: It's a
13 good idea that you put forward in terms of
14 having an advisory counsel and having
15 legislators and other stakeholders involved
16 all the way through this process. We will
17 follow-up on that.

18 Brett, you described the processes
19 that you went through to find a partner and
20 you indicated that the search -- that RXR
21 checked off all the boxes. I can understand
22 why. A major player. The location of its
23 other properties, with the parking during
24 construction. But my question is, when you
25 were doing the search did you let the

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2 administration know? Because at the same time
3 it appears the administration was going out
4 with the request for express of interest. So
5 I'm a little confused about the process.

6 MR. YORMARK: I think it's fair
7 to say that the county executive's office had
8 to have a backup plan just in case. We live
9 in a life that's unpredictable. But I can
10 state it again and I will state it very
11 clearly. We had every intention to move
12 forward and create value around the Coliseum
13 not only for us but obviously for the key
14 stakeholders here in the community. The
15 county had to do what they had to do because
16 of the unpredictable nature of what happens
17 obviously in business, and they know, like we
18 know, how important the development of the Hub
19 is. I guess in some respects we went down
20 parallel paths. But it was always our intent
21 to exercise our rights in our lease.

22 LEGISLATOR NICOLELLO: What drove
23 this in how we arrived at this development
24 plan agreement was not this request for
25 express of interest, that was a parallel

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2 track?

3 MR. YORMARK: Yes.

4 LEGISLATOR NICOLELLO: My
5 question Brett is, can you develop this
6 project, make it financially feasible and
7 comply with the town zoning requirements?
8 Taking away the cost of redeveloping the
9 Coliseum et cetera. Is it reasonably possible
10 to do this within the town zoning
11 requirements?

12 MR. RECHLER: I believe it is
13 from the work we've done. And again to
14 reiterate the points, by now the Coliseum
15 being renovated, by having the funding from
16 the state for the parking, and I think having
17 a plan in place as to what the zoning would
18 permit, enables us to evaluate that and also
19 realizing we can put something that's
20 proportional consistent with the community but
21 at the same time is substantial enough to
22 create that sense of downtown and place that
23 we are seeking to create.

24 LEGISLATOR NICOLELLO: You
25 mentioned the economic impacts that will

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2 benefit the county going forward with
3 development of this property. Certainly
4 that's something that we look forward to as
5 well as some of facts that after all these
6 years and decades that this property will be
7 developed and see its full use and have a
8 destination place for Nassau residents. But
9 the development also includes impacts on local
10 infrastructure. Roads, sewage, services,
11 police, fire. Are you committed to assisting
12 or to defraying some of those costs for our
13 local municipalities and towns? Obviously the
14 county and school district.

15 MR. RECHLER: That's a very good
16 point. That's why I think this is a good
17 process and why I noted that we need to figure
18 out the CBA when we have better visibility.
19 Because part of what we're going to do in the
20 opening of this is work off of the
21 environmental impact studies that the Town of
22 Hempstead did when they did their and have
23 used that as a starting point to further do
24 studies as to where there would be impacts
25 from this development.

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2 That's one of the ingredients.

3 What do we need to do to mitigate some of the
4 impacts from this development in terms of
5 cost? That also will be part of the puzzle to
6 say sit down negotiate with the county what is
7 the price that we're paying for the land. So
8 this all comes together. What is the value,
9 what is the size of the CBA. By having
10 greater visibility ultimately of what we're
11 ultimately going to build and the issues
12 created by what we're building and the costs
13 surrounding that enables us to sit down and
14 have a holistic conversation about all the
15 different elements.

16 LEGISLATOR NICOLELLO: I agreed
17 with before when you mentioned that the town
18 zoning, putting in place that zoning, I think
19 is very helpful to developers to do the
20 legwork which they did over the course of
21 months to come up with the zoning for the
22 area.

23 The project labor agreement you
24 mentioned. RXR is committed to having a
25 project labor agreement for the development of

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2 this property. Does that include both
3 commercial and residential?

4 MR. RECHLER: We have been
5 working with the Long Island Business Trade as
6 I mentioned and I think we are both committed
7 to roll up our sleeves and get a PLA done that
8 makes this a viable project.

9 LEGISLATOR NICOLELLO: That
10 really isn't a definitive answer.

11 MR. RECHLER: I will ensure you
12 that we are going to work in a very
13 collaborative way and I think that people will
14 feel good about the PLA when we're done.

15 LEGISLATOR NICOLELLO: I can tell
16 you this, when it comes back to the
17 legislature ultimately, when this property is
18 ready to be developed, I think there's a
19 number of us most of us, if not all of us,
20 will insist upon PLAs.

21 MR. RECHLER: I'm starting the
22 process assuming we're going to have a PLA.

23 LEGISLATOR NICOLELLO: The other
24 economic impact is our workers basically.
25 Having local unionized workers on this project

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2 has a tremendous impact for our economy.

3 They're making money. They're spending

4 money. They are the backbone of our

5 communities. So we want to support them.

6 One more question before I turn it

7 over to some of my colleagues. The rapid

8 transit component. Some of the communities in

9 Nassau County will be a little bit concerned

10 about having this travel through their,

11 whatever it is that you develop, through the

12 neighborhoods. So I would ask again for you

13 to work with the communities. I know you have

14 already met with the village of Mineola. But

15 I think you should also meet with the village

16 of Garden City because they are concerned as

17 well. I think the concept of a dedicated

18 rapid transit, as you mentioned the buses, I

19 think that has the ability to be a low impact

20 on the community. People might not even see

21 it. But we are concerned if these are going

22 through residential neighborhoods.

23 MR. RECHLER: That's a fair

24 point. It's our intention to meet with all of

25 the local communities to try at least mitigate

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2 it.

3 LEGISLATOR NICOLELLO: Alternate
4 Deputy Presiding Officer Ford.

5 LEGISLATOR FORD: Thank you very
6 much. Thank you very much for your
7 presentation. Sorry, I wasn't here last week
8 when you came to meet with the legislators. I
9 guess for me my one question that I have, and
10 I don't know if this was discussed when you
11 met with the other legislators is, Mr. Ratner,
12 who currently I guess owns or is in operation
13 of the Nassau Coliseum, is he involved with
14 this at all or just the two of you?

15 MR. YORMARK: No. Bruce Ratner
16 is no longer really involved. We will be
17 putting forth in the amendment to our lease a
18 change of control.

19 LEGISLATOR FORD: He's agreeable
20 to this?

21 MR. YORMARK: Yes, he is.
22 Candidly, and I do care a lot about Bruce, but
23 he's not been part of the operation since day
24 one. It's been myself and my staff based on
25 the direction of Onexim. So nothing will

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2 change materially other than a piece of paper.

3 LEGISLATOR FORD: Perfect. I
4 guess in this day and age when we see these
5 developments coming one of the biggest issues
6 that a lot of residents seem to have is when
7 developers come and ask for PILOT agreements
8 and any type of tax abatements. My question
9 to you is, are you going to seek any type of
10 tax relief in order to develop this property?

11 MR. RECHLER: I addressed this
12 when I met with all of the members. I want to
13 address it again. What we have found to build
14 affordable multifamily product is that there
15 needs to be some relief from taxes. What's
16 important here is there are no taxes being
17 generated on this site right now. We are
18 going to be paying meaningful taxes. The
19 question is for certain uses to be able to
20 provide the affordability for example for
21 housing, millennial housing, when we say
22 affordable meaning they're not necessarily
23 traditional affordable, but affordable for
24 young professionals and maturing professionals
25 that I discussed, we have found you need some

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2 level of tax subsidy to be able to do that.
3 We will look at the economics but what we have
4 seen in other parts of Long Island is we've
5 had to address that.

6 LEGISLATOR FORD: So that then as
7 I said I wasn't here last week. So in regard
8 then when you say the PILOT then would be
9 applied to the housing component not to the
10 retail or commercial component?

11 MR. RECHLER: Again, I think
12 that's the premise. But we will look at this
13 holistically together and be fully transparent
14 but that is the objective.

15 LEGISLATOR FORD: We are going to
16 look at it because it really will be a big
17 consideration in regard to like moving this
18 forward. I do want to reiterate what the
19 Presiding Officer and Minority Leader had said
20 even with the PLA. I know you said you were
21 working with the unions in trying to achieve
22 some sort of a PLA. But I do want to
23 reiterate that it should be in place prior to
24 you coming back to us for any type of
25 legislative approval.

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2 MR. RECHLER: You have my
3 commitment to that that it will be in place.

4 LEGISLATOR FORD: Both commercial
5 and the housing, especially in consideration
6 that if you're looking for any type of tax
7 abatement which will, as you said, you are
8 going to generate taxes, and I'm familiar with
9 PILOTs, I'm familiar with development and the
10 benefits and what taxes and other type of
11 revenue that you can bring. But it will also
12 be a decrease in taxes that we are collecting
13 for the residents throughout Nassau County.

14 My feeling is that considering any
15 type of PILOT, then in order for any
16 development to be able to achieve any type of
17 abatement, a PLA, and it should be our union
18 workers and the residents here in Nassau
19 County that work on these projects and are
20 guaranteed to make a living here because they
21 are going to have to pay the taxes that are
22 missing because of the PILOT. I do once again
23 want to urge you on that.

24 In regard to the Town of Hempstead,
25 and I like your idea with the housing, I

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2 always have a problem with -- I'd like to know
3 what you anticipate the rents to be in your
4 housing for our young people? Do you have any
5 idea?

6 MR. RECHLER: I don't have a
7 specific number. As I mentioned, when we
8 looked at this model in other market places,
9 for example, the millennial housing has
10 resulted in a cost that's 30 percent less than
11 what a traditional studio apartment would be.
12 Again, this is the process that we are going
13 to go through and we will have the ability to
14 ultimately to see what that number comes out
15 to be.

16 LEGISLATOR FORD: With the Town
17 of Hempstead with their zoning laws in regard
18 to rental apartments and even homes, do they
19 allow multiple people to live in an
20 apartment? I don't live in the Town of
21 Hempstead. I live in the city of Long Beach.
22 I know we have a requirement in the city that
23 only two nonrelated people basically can live
24 in an apartment. That you can't all of a
25 sudden have four people living in an

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2 apartment, even if it's three bedrooms, if
3 they're not related. Do you know offhand?
4 Because you had indicated that the idea of
5 these apartments would be that it would be
6 everyone would have their own bedroom, share
7 the common areas. Almost I guess like a
8 dormitory type of thing. I just want to know
9 is that permitted by the Town of Hempstead?

10 MR. RECHLER: I would have to
11 check into that. We have had a meeting with
12 the Town of Hempstead and laid out our
13 thoughts and they have engaged with us in a
14 productive way to start having discussions.
15 So we are going to go through this. This is
16 all a work in progress. This is what I think
17 makes this process a valuable process is we
18 are putting out ideas. We are going to get
19 feedback from those ideas. We're going to see
20 what the economics around those ideas are.
21 What the limitations around those ideas are.
22 And then we will come back with new ideas.
23 These are our current thinking. But to your
24 point, if in the Town of Hempstead says this
25 is not something we are supportive of then we

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2 will have to change our thinking. That's a
3 fair point.

4 LEGISLATOR FORD: You want to
5 move this forward. You don't want this to be
6 a last minute glitch.

7 MR. RECHLER: But that may not be
8 a zoning issue as much as -- one way or
9 another the Town of Hempstead is going to have
10 to evaluate this project and make a series of
11 approvals on it. Where that would fall into
12 it I'm not sure. That's a similar situation
13 in New York City that you describe.

14 LEGISLATOR FORD: You said that
15 it's going to be multiphase development. So I
16 guess Northwell you are intending they are
17 going to be the anchor tenant. From what I
18 gather there has been money already allocated
19 for Northwell originally a couple of years. I
20 think they were granted maybe \$50 million to
21 build at the Hub. But they decided not to.
22 They took \$30 million to expand whatever they
23 had in Manhasset. Basically there's still \$20
24 million that Northwell can use at the Hub.

25 Based on the newest report today

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2 they would be eligible for state funding for
3 whatever project they will do, is it possible
4 that Northwell can build on the portion of the
5 property that you had indicated in your
6 diagram, the thought I'm just saying, maybe
7 the corner or whatever you want to do, that at
8 the same time that you build the housing so
9 that when Northwell and Sloan Kettering and
10 everybody else is finished in that aspect of
11 it that we automatically have the housing?

12 MR. RECHLER: That's a good
13 statement. I should have mentioned. I
14 apologize. The current thinking on a phase
15 one per se would be the parking garages, the
16 Northwell innovation center. Half of the
17 housing that's closest to where the Coliseum
18 is and the entertainment retail. So that when
19 phase one is done you feel like you have the
20 substance of that downtown. Then as that's
21 absorbed we can go to a phase two and expand
22 out that downtown.

23 LEGISLATOR FORD: Thank you very
24 much for clarifying for that. That really is
25 big. Thank you very much for that.

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2 LEGISLATOR NICOLELLO: Legislator
3 Schaefer.

4 LEGISLATOR SCHAEFER: Thank you.
5 Good afternoon. Thank you for your very
6 comprehensive presentation. I just have a
7 couple of questions. You had mentioned
8 earlier you were going to work off the town's
9 EIS that they had already completed based on I
10 guess on their zoning change. Was their
11 environmental impact statement only based on
12 the housing that they had there or
13 contemplated any future --

14 MR. RECHLER: Their zoning was
15 meant to be flexible and meant for it to be a
16 submission of a plan that then would be put
17 forward. So, as I said, they did an
18 environmental impact study when they put that
19 forward, that flexible plan forward, which
20 included 500 units of housing. But the reason
21 I said it is a starting point, the good news
22 is they have done the baseline work. Anything
23 that we're doing that would be different we
24 would have to study the additional impacts and
25 what mitigants we might need to address those

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2 additional impacts.

3 LEGISLATOR SCHAEFER: I know you
4 are still looking into it, but along the lines
5 of what Legislator Ford was saying. The
6 zoning I guess in the town I think is capped
7 at 500 units. But the millennial or
8 dormitory-type housing seems like it brings in
9 more people. That's just something that's in
10 the back of my mind as well. Does that bring
11 in more people than would normally be
12 anticipated in a one or two bedroom?

13 MR. RECHLER: Again, it's also
14 the type of people. If you listen to both
15 housing products for example they're very
16 likely to have school age children. Very
17 likely to have a house that is of a couple
18 that are living together. A married couple.
19 In the millennial housing very unlikely that
20 any of those bedrooms are ever rented to a
21 couple because they want privacy. Usually
22 there's three or four people in there and
23 there's a couple it's two. So it's maybe one
24 or two more people as an example. But I think
25 this is exactly the type of stuff that we are

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2 going to study and have the dialogue with the
3 town and other stakeholders.

4 LEGISLATOR SCHAEFER: Is your
5 goal to seek a type of housing that minimizes
6 impact on the school district or just kind of
7 open to it?

8 MR. RECHLER: That is our goal.
9 I met with the Uniondale School District. I
10 met with Dr. Lloyd and the school board and we
11 assured him that A, that's our objective is to
12 do that because we think what we are targeting
13 are not people that necessarily would have
14 school children.

15 But B, if there were we would
16 provide an offset for those costs. And one of
17 the things we've done in other projects we
18 have a look back. So if the study that we put
19 forward and they put forward are different, it
20 turns out more kids end up going to the school
21 from the community than we anticipated then we
22 make them whole on a real time basis for that.

23 LEGISLATOR SCHAEFER: I brought
24 this up last time, last week, but I was just
25 curious when you started speaking about the

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2 micro busing I think it was called. Do you
3 have any sense of any cost differential
4 between a plan like that as opposed to one set
5 bus route that's going from one place to
6 another or two buses? Doing like you said a
7 van or some sort of transportation that can
8 carry maybe 14 people. Is there a vast
9 difference or it's hard to say at this point?

10 MR. RECHLER: What we have seen
11 in the markets we've done it has not been that
12 vast a difference. The question is how much
13 of that shifts over time and dramatically in
14 suburban market to date. But when you weigh
15 in the convenience the customization to be
16 able to get picked up without many stops to
17 the train station or paying for parking and
18 having to mitigate the parking at the train
19 station that's another factor we think will
20 work effectively for people.

21 LEGISLATOR SCHAEFER: I'm glad
22 that you said you were going to be seeking to
23 meet with the. My district surrounds to an
24 extent.

25 My last question, you had mentioned

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2 something about advisory counsel. Is that
3 something you have already in place? Is that
4 relative to this project specifically?

5 MR. RECHLER: So, this project
6 based on some of the establishing an advisory
7 committee that we can then as we go through it
8 talk community benefits agreement and other
9 agreements that we can get the input. That's
10 what I was putting forward as a suggestion.

11 LEGISLATOR SCHAEFER: When are
12 you looking to put that together?

13 MR. RECHLER: Assuming that you
14 as a body vote to move forward in December we
15 can incorporate codify that as an arrangement
16 as well.

17 LEGISLATOR SCHAEFER: Thank you
18 all.

19 LEGISLATOR NICOLELLO: Legislator
20 Rhoads.

21 LEGISLATOR RHOADS: Good
22 afternoon. Thank you so much for being here.
23 A very informative presentation. Obviously
24 what we are doing with the Hub has been a
25 topic of conversation for the last 25 years.

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2 Certainly long before I joined the
3 legislature. And it appears as though we are
4 finally making substantial progress towards
5 that end. Obviously as Newsday reported today
6 this is the single largest tract of
7 developable land in Nassau County. We want to
8 make sure we do this in a deliberative way.
9 We want to make sure we do it once. We want
10 to make sure we do it right. Please don't
11 imply from any of my questions my lack of
12 interest or lack of support in the proposal
13 but I need to nail down a couple of loose
14 ends.

15 First question I had is with
16 respect to the various entities that are
17 involved. That can you for my benefit run
18 through exactly who the ultimate partners are
19 going to be in this and how we plan to achieve
20 that process?

21 MR. YORMARK: From our
22 perspective Onexim will be obviously party to
23 the lease. We are putting forth in our
24 amendment request for change of control from
25 Mr. Ratner. We effectively have been

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2 operating, managing since we opened. So it's
3 not a material change. It's more of a paper
4 change than anything else. Then obviously
5 RXR.

6 MR. RECHLER: From our side RXR
7 would be the development partner and work in
8 conjunction with BSE as our partner. And
9 again, as was mentioned, we have been going
10 around the country and meeting with other
11 owners of large entertainment districts that
12 have an arena. There's a tremendous amount of
13 synergy in the programing and activation of
14 the site with the activities that are taking
15 place at the Coliseum and what's going to
16 happen around the Coliseum in the
17 entertainment, retail and in the open space.
18 So we would work hand and hand as partners in
19 that process.

20 LEGISLATOR RHOADS: When do we
21 anticipate the sign off from Forest City
22 Ratner from taking place, do we know?

23 MR. YORMARK: We are prepared to
24 move forward once the amendment is approved
25 that we are putting forth on the change of

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2 control.

3 LEGISLATOR RHOADS: His
4 relinquishment of control does it have any
5 timetable?

6 MR. YORMARK: We are ready to
7 move forward. He has approved that from our
8 end. Now we are putting it forth for your
9 approval.

10 LEGISLATOR RHOADS: Can you walk
11 me through what you anticipate the plan being
12 moving forward? In other words, now we've
13 crossed this hurdle. We have, hopefully after
14 our legislative meeting in December, we have
15 at least an approval from the legislature as
16 far as an overall concept. How do we move
17 from concept to shovels in the ground?

18 MR. RECHLER: A couple of things
19 we would do. The first and most important,
20 which we have already begun but formally
21 begin, engaging with the Town of Hempstead and
22 developing a plan with them that is responsive
23 to their needs based on what we are seeking to
24 develop. But at the same time work with them
25 hopefully to be able to expedite that quickly.

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2 LEGISLATOR RHOADS: If I could
3 chime in with one question because I may
4 forget it by the time we get through it. With
5 respect to the Town of Hempstead, do we know
6 whatever is planned on being placed on the
7 Coliseum property at this point meets the
8 zoning restrictions of the Town of Hempstead
9 already or is this a situation where you
10 anticipate having to go back to the board of
11 zoning appeals?

12 MR. RECHLER: We do not
13 anticipate needing to get any zoning changes.
14 We do need to get approvals from the Town of
15 Hempstead. And if you look at the zoning that
16 they put forward, which I said I commend them
17 for taking this step and putting this out
18 there and encourage other municipalities, I
19 think it's a good way encourage the right type
20 of development in their markets, they left it
21 flexible. So now we have a starting point and
22 framework as to what their expectations are.
23 But there are parts that ultimately though you
24 will put a plan forward, a master plan,
25 holistically and then they will seek to

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2 approve that. But it's not a zoning change.

3 LEGISLATOR RHOADS: I appreciate
4 you answering that question. I'm sorry to
5 interrupt your chain of thought.

6 MR. RECHLER: While we are doing
7 that, simultaneously there will be a filing
8 with the state which has the \$85 million of
9 funding for the garage and any funding for
10 Northwell, the innovation center, that would
11 be committed to make sure that will be
12 released as part of this development.

13 At the same time, we will be
14 meeting with stakeholders, continuing to meet
15 with stakeholders, which will inform the
16 evolution of our master plan and the uses on
17 our master plan and what that might look
18 like. And obviously that includes the
19 legislature and your feedback. And that will
20 also form the framework of what a CBA and
21 labor agreement would ultimately be. We will
22 do all that simultaneously.

23 That's why I made the suggestion
24 and recommendation that we would be open to
25 come back regularly to report because it is a

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2 process. As you said, it's very high profile,
3 an important piece of property, an important
4 economic generator for the future of Nassau
5 County. We will be willing to come back on a
6 regular basis and provide updates as to the
7 status of those discussions on all those
8 different areas.

9 LEGISLATOR RHOADS: Obviously
10 there's no crystal ball. You can't see into
11 the future. What do you anticipate as you sit
12 here today the time frame being?

13 MR. RECHLER: I would ideally
14 hope that within 18 months we can be through
15 the process. Which I think is a reasonable
16 time frame. I think an outside time frame
17 would be 24 months. But I think 18 months
18 would be a reasonable time frame for us to be
19 able to work with the town since they have
20 done so much work already that we are building
21 off of. As long as we do our job of
22 communicating effectively with all the
23 stakeholders then I think be in the spot where
24 we actually put a shovel in the ground.

25 LEGISLATOR RHOADS: I do notice

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2 in the agreement itself that there is a
3 provision for bringing on additional
4 partners. Obviously much of the county's
5 consideration, legislature's consideration of
6 this particular proposal has to do with who we
7 are doing business with as alluded to before.
8 Both of your companies have tremendous
9 reputations. I do note that the lease does
10 give you the ability to bring on additional
11 partners that will not come back to the
12 legislature according to the terms of this
13 agreement. What types of partners do you
14 anticipate bringing on board? What's your
15 process for determining who you do business
16 with?

17 MR. RECHLER: There could be
18 partners for different parts of the project.
19 Take life sciences as an example. With
20 Northwell coming you find that technology and
21 life science companies they tend to want to
22 cluster. We may find ourselves with a firm
23 that specializes in building out life science
24 properties and incubating life science
25 companies. So that may be a partner we bring

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2 forward to compliment the project.

3 There may be something similar like
4 that on the hotels. That we might decide
5 rather than building the hotel ourselves
6 someone with expertise on a particular type of
7 hotel and synergies that we might want then
8 bring them on as a partner.

9 There could be a retail
10 entertainment concept that we think would be
11 creative to the plan with someone who has
12 unique expertise that we might bring on as a
13 partner. In that, they could be coming in as
14 a partner just specifically for that one piece
15 of the project. Or we may say that piece is
16 too integrated into what we are trying to do
17 so for alignment purposes we may seek to bring
18 someone in as a percentage of the overall
19 partnership so that we are all aligned. A lot
20 of this -- to really make this work you need
21 all the pieces to work in sync.

22 If the entertainment isn't driving
23 people there on a regular basis you need to
24 change it. It needs to be successful. You
25 can't look at that economically in isolation.

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2 If the hotel is not performing, you don't have
3 a hotel that's functioning that's not going to
4 be good for the overall project. That's when
5 you have these big master mix used
6 developments they are too integrated to not
7 have say over each of those different pieces
8 in some way or some alignment that whoever has
9 ownership in them cares about the success of
10 the overall vision for the project as a whole.

11 MR. YORMARK: Just to be clear,
12 Scott will be the master developer. Is the
13 master developer. I think that's the comfort
14 level that hopefully you will be able to
15 appreciate.

16 LEGISLATOR RHOADS: I know we
17 have a general idea of what we anticipate the
18 different uses of the property being. My
19 concern is if at some point in time, obviously
20 we are considering and agreeing to a
21 particular agreement now trying to look
22 perspective into the future about potential
23 issues that may arise. If a particular use or
24 a particular company with which Scott you
25 elect to do business is inconsistent with the

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2 needs or wants of the county is there a
3 vehicle for us to be able to raise an
4 objection?

5 MR. RECHLER: As we committed to
6 the Presiding Officer, that before we would be
7 moving forward on any of us, when we figure
8 out what we are fully going to build, what the
9 understanding and arrangement with the county
10 will be, what the CBA will be, what the labor
11 agreement will be, you will have ultimately
12 the ability to vote yea or nay on that. That
13 will include and we will commit to include
14 when we put that forward, if we are bringing
15 any partners in that we've identified at that
16 time to include that as well for you to be
17 able to have that transparency in making that
18 decision.

19 LEGISLATOR RHOADS: I guess my
20 concern is looking into the future, let's
21 assume everything is approved, everything is
22 built, at some point in time a particular use
23 for the property just isn't working and you
24 decide to change gears. At any point in time
25 do you have to come back?

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2 MR. RECHLER: I think on a use we
3 probably would have to come back. On a use I
4 that would be the case. A partner may be
5 different, right, because we may decide to
6 bring in a partner for the hotels three years
7 into because we think we're not doing as good
8 a job of managing it as someone else could
9 do. I think that's where it gets
10 complicated. If we are going to change the
11 use my guess is anything that's not approved
12 by the town we would have to come back to the
13 town and probably the county as well.

14 LEGISLATOR RHOADS: I meant, for
15 example, a hotel on a particular piece of
16 property 20 years in the hotel concept simply
17 isn't working. Too much competition in the
18 market. You can't fill your space and you
19 decide you're going to scrap the idea of
20 having a hotel on the property entirely and
21 put in a water park or put in a night club or
22 whatever it is you want to do. Is there an
23 opportunity to come back?

24 MR. RECHLER: We are ultimately
25 going to get something approved by the town.

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2 As long as we are in compliance of what we get
3 approved with the town, we're going to need
4 flexibility to operate within those
5 parameters. To the extent we start doing
6 things that are inconsistent with that I think
7 it would be legitimate we come back here as
8 well.

9 LEGISLATOR RHOADS: It would as
10 long as the town signs off on it we should be
11 okay. If the town doesn't then you have an
12 issue to come back to the legislature on use.
13 I appreciate that.

14 I know again there's only a general
15 concept and one of the concerns has been
16 raised, and I believe Legislator Ford alluded
17 to it, with respect to the rapid transit
18 plan. The rapid bus plan. One of the
19 concerns obviously is that we have absolutely
20 no idea, I don't know even know if you know at
21 this point, what that rapid transit plan
22 entails, where those bus routes would run,
23 through what communities. Do you have any
24 idea at present?

25 MR. RECHLER: In the studies that

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2 were done in the past around the Hub there
3 have been some routes that have been
4 developed. We've looked at some of them and
5 they are out there publicly that you can see
6 in terms of different ways they can run. We
7 will be coming back and when we do come back
8 we will have identified where any of the rapid
9 transit routes will be so you have the benefit
10 of seeing that before you approve it.

11 LEGISLATOR RHOADS: When you come
12 back to the legislature in 18 months we will
13 have that?

14 MR. RECHLER: Absolutely. As the
15 Presiding Officer said, we've already started
16 to speak to stakeholders and we will continue
17 to speak to stakeholders and municipalities
18 and get as much of that feedback as possible.

19 LEGISLATOR RHOADS: Thank you.
20 Presiding Officer I would yield the balance.

21 LEGISLATOR NICOLELLO: Legislator
22 Walker.

23 LEGISLATOR WALKER: I just have
24 two questions and I apologize too, I was not
25 here last week. But I know you said the

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2 Coliseum has been approximately 180 million on
3 that project, correct?

4 MR. YORMARK: That is correct.

5 LEGISLATOR WALKER: What is the
6 expected cost of this development?

7 MR. RECHLER: Again, rough
8 numbers, \$1.5 billion.

9 LEGISLATOR WALKER: My other
10 question was, how many construction jobs do we
11 anticipate?

12 MR. RECHLER: A lot.

13 LEGISLATOR WALKER: We like a
14 lot.

15 MR. RECHLER: I don't have the
16 number in front of me but it's going to be a
17 lot. And it's going to be a lot of years.

18 LEGISLATOR WALKER: Which I know
19 that makes labor and all of us very happy
20 too. Thank you.

21 MR. RECHLER: Makes me happy too.

22 LEGISLATOR NICOLELLO: Legislator
23 Gaylor.

24 LEGISLATOR GAYLOR: Thank you
25 Mr. Presiding Officer. I just have a few

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2 questions following up on Legislator Rhoads'
3 questions concerning the rapid transit. Has
4 there been any consideration for a light rail
5 from Garden City into the Coliseum area as
6 there was an existing rail line and that
7 already exists?

8 MR. RECHLER: I mentioned earlier
9 our focus on micro transit and micro bus
10 routes. As you study the evolution of public
11 transit it's moving more in that direction.
12 More customizable micro routes versus rail and
13 others both as affordability and an
14 experiential for the consumer. At the end of
15 the day a better product. Particularly for
16 something like this where we have multiple
17 train stations that could be viable. Whether
18 that's thinking about Hempstead, Westbury or
19 Mineola. So you can have those bus routes go
20 to each of those.

21 LEGISLATOR GAYLOR: I understand
22 the concept. Which kind of leaves me to ask a
23 couple of more questions. How do you get
24 people from Freeport to the Hub? How do you
25 get people from anywhere on the South Shore to

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2 the Hub? There's no direct lines to Mineola
3 or Garden City or Carle Place or these train
4 stations. So you expect the people on the
5 South Shore to transit into Jamaica and then
6 back to the Hub or do you propose these micro
7 lines will be running all over the county?

8 MR. RECHLER: I can envision
9 there being a situation where there are micro
10 transit lines not necessarily run by us. But
11 I know talking to public transit people that
12 is becoming something more customary. And if
13 there are destinations that there are frequent
14 visitors coming to the Hub we would do that.

15 The other thing which I want to
16 point out which I think is key is because of
17 the amount of parking that we are building
18 on-site to accommodate events at the Coliseum,
19 when there aren't events at the Coliseum there
20 will be a tremendous amount of excess
21 parking. So if people drive they're not going
22 to be in the situation where they're not going
23 to find a place to park. They will be able to
24 park. Then it's being designed so that once
25 they park they get to spend the entire day at

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2 the Hub enjoying different activities, going
3 to movies, having a nice meal, spending time
4 outside with their family. Then at the end of
5 the day getting back in their car. That's
6 part of what the concept is to making this
7 walkable downtown.

8 LEGISLATOR GAYLOR: This excess
9 parking that you have are you going to charge
10 for it? Because there's been a backlash of
11 complaint of the high cost to park right now
12 at the Coliseum. So how is this all factored
13 in with the cost of parking in the future at
14 the Hub?

15 MR. RECHLER: We haven't yet
16 evaluated that.

17 LEGISLATOR GAYLOR: I talked to a
18 few millenials, not Josh, he's not here, but a
19 few others in my district. Most millenials
20 are looking to get out of the dorm style
21 setting by the time they become a junior,
22 definitely by a senior in college. What you
23 are proposing now is to put them back into a
24 similar type of environment that they really
25 don't want to be in. What is the basis or the

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2 impetus for you coming up with this idea of
3 millennial housing? Where is it right now?

4 MR. RECHLER: It's been
5 successful throughout the United States. In
6 areas like from Pittsburgh to Long Island City
7 to California. And again, we are not putting,
8 it's an alternative. If people don't want to
9 live there they don't have to live there. I
10 will tell you from someone in the business
11 that builds multifamily, we see a lot of our
12 one bedroom apartments converted illegally to
13 four bedroom apartments by people putting up
14 temporary walls, sharing one bathroom, not
15 being equipped for that. The theory here is
16 if people are doing this today in a way that's
17 not the most comfortable and the most
18 effective way can we create a product that
19 addresses it from the beginning and gives them
20 that and provides them at cost differential of
21 30 percent than renting a studio. If they
22 don't want to do it then obviously they don't
23 have to but that's the product that we think
24 would make sense.

25 LEGISLATOR GAYLOR: If you make

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2 your application to the Town of Hempstead for,
3 in effect, single resident kind of occupancies
4 is what you're asking for, which is for the
5 most part prohibited throughout most of Nassau
6 County and almost every village in the county,
7 in the town, and you're granted that approval
8 and you later determine it's not a profitable
9 housing proposal, I would imagine you'd have
10 to go back and ask for Town of Hempstead
11 approval to rezone it again.

12 MR. RECHLER: As I said, the
13 question that Legislator Ford made is
14 correct. We need to work with the Town of
15 Hempstead and we will do that. If this is not
16 a product that the Town of Hempstead is
17 comfortable with or stakeholders don't think
18 we will work go back to the drawing board and
19 come up with a product that does work.

20 LEGISLATOR GAYLOR: And then you
21 will come back to the legislature to seek
22 further approval?

23 MR. RECHLER: Yes.

24 LEGISLATOR GAYLOR: I've had some
25 experience since I been a legislator with

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2 PILOTs and the detrimental impact that they
3 have to the community. I'm referring
4 specifically to the Green Acres' PILOT and the
5 way that was handled at all levels of
6 government let's just say. PILOTs really are
7 the product of a negotiation between you and
8 an IDA that operates under state law that has
9 very little or that we have very little, in
10 fact we have no control or influence over.
11 PILOT payments would have a huge impact for
12 maybe one school district here, Uniondale I
13 would think and with the rest of the county
14 and the rest of the residents would have to
15 pick up the slack.

16 In your testimony I believe you
17 said you needed to get a PILOT for the housing
18 component in particular. What specifically is
19 driving you to seek a PILOT or seek an IDA
20 approval and get a PILOT as it relates to
21 solely the housing component?

22 MR. RECHLER: First let me
23 clarify a couple of things. You mentioned
24 Green Acres. Legislator Ford made the point
25 she had seen this too. Right now we have a

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2 site that for more than 40 years hasn't thrown
3 off any taxes. Whatever we build we will
4 throw off a tremendous amount of taxes off of
5 this site. So now what we're speaking about
6 is what's the level of those taxes? Is it \$10
7 million a year, \$15 million a year, is it \$20
8 million a year? I don't know the number. But
9 what our experience has been to date, and
10 again it t may be different for this project
11 depending on all the factors we're talking
12 about, the community benefits agreement, what
13 our deal with the county is et cetera, that
14 when you build multiple family that you try to
15 bring it at an affordable price point it's
16 challenging for them to pay full boat of real
17 estate taxes. That being said, if we can do
18 it we will do it. But the end result product
19 is that the county is going to get an
20 abundance, and the school district, of
21 additional tax revenue than otherwise would
22 get.

23 LEGISLATOR GAYLOR: But if there
24 is no tax revenue is what I'm saying by virtue
25 of whatever you negotiate with the IDA it's a

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2 payment in lieu of taxes.

3 MR. RECHLER: You can still
4 distribute the payment as if to the same
5 stakeholders that would have gotten the
6 taxes. Let's take Uniondale School District.
7 Uniondale School District right now is not
8 getting tax revenue from the 60 acres of
9 parking lot in Nassau County. I assure you
10 that when we are done they will get
11 substantial tax revenue from the 60 acres
12 parking lot of the Coliseum. Whether there is
13 a PILOT for a portion of it they will still
14 get a segmentation as to what that is
15 depending on what percentage of the PILOT. If
16 they were going to get 100 percent of today of
17 nothing they're getting nothing. If they're
18 getting 100 percent of a million dollars
19 they're getting a million dollars. If they're
20 getting 70 percent of a million dollars
21 they're getting \$700,000. They are always
22 better.

23 Again, this is all about finding
24 ways to make this economical and create a
25 product that people can afford to live in.

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2 The easy thing for me to do is to say no PILOT
3 and worry about it later. I'm being
4 transparent and telling you what my experience
5 has been and we'll share it. These are all
6 trade-offs that we are all going to have to
7 make all relative to all different pieces of
8 the pie.

9 LEGISLATOR GAYLOR: I'm thinking
10 that PILOTs don't really benefit the county.
11 Benefits the school district.

12 MR. RECHLER: Benefits the
13 county.

14 LEGISLATOR GAYLOR: Smaller
15 portion.

16 MR. RECHLER: Whatever you would
17 have gotten in taxes if there is a discount
18 that was created from the PILOT then you will
19 get the discounted proportion. Whatever that
20 portion is. In fairness again, our hope is to
21 be transparent and share this with you as we
22 go through the process and we will share the
23 details rather than talking in theory.

24 LEGISLATOR GAYLOR: My colleague
25 is whispering in my ear. He mentions that

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2 you've come here seeking, possibly going to
3 seek a PILOT or you intend to, whereas there
4 may be other developers that don't want to
5 seek a PILOT, would be willing to do the same
6 project or one very similar. But that's
7 really not currently before us.

8 MR. RECHLER: Again, we are going
9 to look at all of this. There's a lot of
10 pieces on the table. We have a deal with
11 Nassau County. We have a community benefits
12 agreement. We have labor agreements. We have
13 what are we building on this site. What are
14 the implications in terms of the impact that
15 need to be addressed for what we are building
16 on the site in terms of addressing those
17 impacts. At the end of the day what are the
18 real estate tax revenues that are being
19 generating and could there be for certain
20 parts of this subsidies to make it
21 successful.

22 LEGISLATOR GAYLOR: At the same
23 time you come before us asking or indicating
24 you're going to be seeking tax relief and the
25 rest of the county residents --

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2 MR. RECHLER: Just to clarify. I
3 didn't say I'm going to.

4 LEGISLATOR GAYLOR: Seriously
5 considering.

6 MR. RECHLER: I'm sharing with
7 you my experience that is out there. But
8 remember, whatever this is we are creating
9 more taxes. Right now this is going to be a
10 big net benefit for Nassau County, for the
11 school and town by the taxes that we are going
12 to be creating here. I don't want to get lost
13 in this. As I said I will come back to the
14 county and to the extent that the county, when
15 we have all of the pieces together, is
16 uncomfortable with the part of it that's when
17 we will have that dialogue.

18 LEGISLATOR GAYLOR: I just want
19 you to be cognizant of the fact that the
20 residents of Nassau County, many of them, 25
21 percent and more, have received tax impact
22 notices indicating their taxes are going up at
23 a time where you're coming before us
24 indicating or suggesting you may be seeking
25 tax relief. That seems to be a little bit of

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2 an unfair balance.

3 MR. RECHLER: The other balance
4 of this is we've got 40 percent of the people
5 that are 25 years or older living in someone's
6 basement because they can't afford to live in
7 Long Island. And we have 70 percent of young
8 people saying they are going to move off of
9 Long Island because they can't afford to live
10 on Long Island. You are the elected
11 officials. You will have the ability to make
12 these decisions. Everything has a trade-off.
13 I'm just being realistic.

14 LEGISLATOR GAYLOR: I appreciate
15 your optimism. Thank you very much.

16 LEGISLATOR FORD: Legislator
17 McKevitt.

18 LEGISLATOR MCKEVITT: I'm just
19 curious here. I know I'm going to ask a very
20 broad and vague question but do you have an
21 idea when this is all done as to how many
22 employees you're going to have working at the
23 site at one time? I understand there will be
24 times where there will be events at the
25 Coliseum, there won't be. But when this is

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2 all come and down, whether it's through
3 Northwell or through the retail or through the
4 office, is there any range or do you know if
5 there is a time you will be able to give us a
6 range as to how many people will be working at
7 that site?

8 Good question. We obviously know
9 with the Coliseum. As I mentioned, from our
10 experience, from having conversations with
11 others with experience on the entertainment
12 retail destination that we are contemplating,
13 that will be 1500 people. Obviously with the
14 innovation zone and office space another
15 600,000 square feet of space that would be
16 filled. The hotel. The people working at the
17 multi family. A big number. We will come
18 back to you as we frame that out and have some
19 specific details of that.

20 LEGISLATOR MCKEVITT: You will
21 estimate once you deal with the Northwell part
22 of the component as to whether how much
23 additional square footage of general office
24 space will be available as well. Again, I
25 don't expect you to have the answer today but

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2 sometime in a few months be able to have some
3 more specifics as to what those numbers will
4 be.

5 MR. RECHLER: Correct.

6 LEGISLATOR FORD: Legislator
7 Ferretti.

8 LEGISLATOR FERRETTI: Thank you
9 Legislator Ford. And thank you gentlemen for
10 your presentation.

11 Going back to the millennial units,
12 the millennial housing that you're proposing.
13 We're talking about a unit that would have
14 multiple bedrooms, so multiple millennials
15 let's say that are not related and share a
16 kitchen, bathroom et cetera. I guess this is
17 a zoning question for the Town of Hempstead.
18 What constitutes a unit? If you have three or
19 four different millennial families for a better
20 use of word living with one common kitchen is
21 that one unit or would that constitute three
22 or four units?

23 MR. RECHLER: Where we've looked
24 at doing this before in Long Island City and
25 Brooklyn and other areas it's considered one

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2 unit. I think it was a good point that
3 Legislator Ford made that we have to sit down
4 with the town and we will go through that
5 process with them. Obviously if each of those
6 bedrooms are considered a unit the economics
7 don't work to make it affordable. So then we
8 would shift gears and not build that type of
9 housing.

10 LEGISLATOR FERRETTI: This type
11 of housing we're calling it millennial
12 housing. But how do we ensure or how will you
13 ensure that it's actually millennials that are
14 occupying these units? Would there be some
15 sort of age restriction? If so, what happens
16 when that millennial reaches a certain age? Do
17 you kick them out?

18 MR. RECHLER: It's a good
19 question. There are different ways to
20 approach that. There haven't been traditional
21 age limits but there's been other qualifiers.
22 We will work with the Town of Hempstead and we
23 will share that with you as we come forward.

24 LEGISLATOR FERRETTI: It's great
25 that we are calling it millennial housing but

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2 I'm not really sure from a legal standpoint.

3 MR. RECHLER: We have to protect
4 that for sure.

5 LEGISLATOR FERRETTI: My last
6 question, I don't see any plan on the sketches
7 and the site plan, what is, if any, plan for
8 environmental, solar panels and green energy
9 initiatives in this plan? Is there a plan in
10 place? Will there be solar?

11 MR. RECHLER: We pride ourselves,
12 BSE prides itself on energy conservation. Our
13 objective, even though we haven't work out the
14 plan yet, to make this a truly 21st Century
15 development with the type of energy
16 conservation materials and products that are
17 available. And we're doing this through all
18 of our buildings that we own today. Using
19 machine learning and other tools to minimize
20 energy usage.

21 LEGISLATOR FERRETTI: It's fair
22 to say when details come out there will be a
23 plan for green energy initiatives?

24 MR. RECHLER: Yes.

25 LEGISLATOR FERRETTI: My last

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2 question, if you were to seek IDA assistance
3 would you commit to seeking that from the
4 county IDA or would you also be looking at the
5 Town of Hempstead IDA as a possibility?

6 MR. RECHLER: I haven't given
7 that thought. We can have that conversation
8 as this progresses.

9 LEGISLATOR FERRETTI: Thank you.

10 LEGISLATOR FORD: I just want to
11 make one quick comment. It's unfortunate for
12 you that PILOTS have become a toxic topic in
13 many communities. We are preparing you.

14 MR. RECHLER: I appreciate that.
15 I have gotten some of that hint beforehand.

16 LEGISLATOR FORD: I appreciate
17 your honesty and your transparency.

18 Legislator Abrahams.

19 LEGISLATOR ABRAHAMS: Thank you
20 Alternate Deputy Presiding Officer Ford. How
21 are you guys?

22 MR. RECHLER: We are going to
23 give you a subsidy in the CBA for air
24 conditioning in here.

25 LEGISLATOR ABRAHAMS: I want to

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2 thank you again for taking the opportunity for
3 being a part of this hearing today. I just
4 have some questions. I think my colleagues
5 covered a lot of the site development that's
6 going to be occurring at the Nassau Hub.
7 Obviously I'm not going to spend too much time
8 talking a little bit about the site because I
9 think you will have an opportunity to reach
10 out to stakeholders and then come back to the
11 county on what it's going to look like. I
12 think it's going to be difficult for you to
13 answer how many jobs or things of that nature
14 that are going to be there.

15 I do embrace the fact that you are
16 willing to come back to the legislature, and
17 if the county executive and the Presiding
18 Officer would indulge us, I would love to
19 bring you back quarterly to give us update on
20 the process as well. Monthly reports,
21 anything of that nature so we can have a
22 greater context of what actually what is
23 occurring in real time and not waiting for it
24 until the development agreement is proposed.

25 You also mentioned a couple of

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2 things in regards to the community advisory
3 committee as it pertains to the community
4 benefits agreement. I encourage that. I
5 think I would love to be able to work with my
6 colleagues here on both sides of the aisle to
7 ensure that the advisory committee is
8 comprehensive and one that represents all of
9 the communities as well as the surrounding
10 communities.

11 I would also ask you to commit to
12 us today to schedule community meetings
13 throughout the Uniondale, East Meadow,
14 Westbury, Mineola, Garden City, Hempstead
15 areas as well. Not the meetings that you are
16 meeting with community stakeholders. I'm
17 talking about so regular folks, many of them
18 here today, have an opportunity to participate
19 that couldn't participate here at 2 o'clock
20 today.

21 MR. RECHLER: That's a good
22 suggestion and we will do that.

23 LEGISLATOR ABRAHAMS: I just want
24 to talk a little bit about the PLA and the CBA
25 if you don't mind. I will start with the

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2 PLA. I know you have been developing projects
3 for quite some time. Can you give us the
4 municipalities where you have been able to
5 execute a project labor agreement?

6 MR. RECHLER: Not off the top of
7 my head but I can get you that.

8 LEGISLATOR ABRAHAMS: Just give
9 me one.

10 MR. RECHLER: Generally we've
11 negotiated directly with labor and haven't had
12 project labor agreements. I think we've done
13 them in Manhattan, in the city before. But
14 most of our projects haven't required a PLA.
15 We just sit down and had direct conversations
16 with labor.

17 LEGISLATOR ABRAHAMS: In these
18 other municipalities like in Manhattan where
19 you had these agreements but they weren't
20 technically project labor agreements, were
21 there agreements that were inclusive of all
22 labor or did they carve out certain portions
23 of labor? Did they have different rates for
24 certain portions of labor? I'm trying to
25 figure out what exactly --

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2 MR. RECHLER: It's fair to say
3 that if you take, for example, our projects
4 where we have done all labor. The only time
5 where we wouldn't have union labor on the
6 project is if they didn't have the capacity to
7 get something done. Example, we are
8 renovating a pier in Manhattan, Pier 57.
9 Google is going in there for 400,000 square
10 feet. A public park with two acres. It's a
11 public property. So obviously similar to
12 this. We would expect to use 100 percent
13 union. To remove certain types of paint from
14 the steel, steel like made for bridges, there
15 is no union labor that could be done. So as
16 example, there was a case where we had to
17 bring nonunion labor in in that instance to
18 address that issue.

19 LEGISLATOR ABRAHAMS: That sounds
20 like a very unique type of matter. I would
21 beg the question to labor to see if they were
22 actually able to do that. But I guess what
23 I'm asking is, generally when you look at some
24 of the building trades, plumbers,
25 electricians, carpenters, we don't envision

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2 any of them being carved out of this
3 particular --

4 MR. RECHLER: You speak to labor
5 as well and I've had these candid
6 conversations and they've had them with me.
7 Labor is going through it's own evolution over
8 the last few years of realizing that if we
9 were to be able to hire locally, hire
10 diversity and have the skill set with each of
11 the trades it requires them to start training
12 and working more collaboratively with the
13 developer and setting different types of
14 pricing levels within their scales. Not just
15 apprentices but others. There is a
16 progressive movement of labor right now that
17 are trying to embrace how do we now transition
18 to be able to be a value added partner to be
19 able to do 100 percent of projects.

20 I will say to you again, candid
21 transparent, and I would imagine a number of
22 my friends in labor that have been out there
23 would tell you there's been periods of time
24 where there haven't been enough people in
25 labor trained in jobs so that we are not

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2 hiring locally, not hiring with diversity.
3 That I would speak to a member of labor and
4 say I need to hire locally. And locally for
5 them is bringing people in from Connecticut
6 that's not local.

7 The objective is to find a balance
8 with labor to achieve those factors. The way
9 you do it, and I've had conversations with
10 Matty from labor, is early in the game develop
11 a game plan, work collaboratively, work on
12 training programs, figure out what the goals
13 are and come up with a robust agreement that
14 addresses those issues. I don't mean to be so
15 technical but there isn't an easy answer to
16 the question because it is a complex
17 question. You are seeing this all over the
18 New York region right now because there is a
19 realization that there needs to be adapting in
20 partnership form.

21 LEGISLATOR ABRAHAMS: I hear what
22 you're saying and obviously as those
23 agreements get hammered out, assuming this
24 moves through the legislature next month,
25 obviously we look forward to seeing those

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2 agreements come to fruition.

3 You have committed plenty of times,
4 Scott, that you are committed to this project
5 and committed to providing a PLA and doing a
6 PLA for this project. However, the master
7 agreement that's currently before us has no
8 reference to a PLA. Would you object to the
9 fact that if the legislature, in its confines
10 with the county executive, pursued language
11 that included a PLA in the master agreement
12 that's going to be voted by December 17th?

13 MR. RECHLER: Again, I would
14 prefer to actually give you the final vote and
15 decide whether or not you want to vote on it
16 but I'd rather have a PLA negotiated and put
17 that forward.

18 LEGISLATOR ABRAHAMS: I'm not
19 talking about a PLA that's agreed to with
20 yourselves and the building trades and
21 Mr. Aracich. What I'm talking about is
22 language that indicates --

23 MR. RECHLER: There will be some
24 PLA?

25 LEGISLATOR ABRAHAMS: Some PLA.

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2 MR. RECHLER: I think we can come
3 with some language that there will be some PLA
4 in place. I just don't want it to be a form
5 PLA.

6 LEGISLATOR ABRAHAMS: I mean,
7 look, I will let Matty talk a little bit in
8 regards to whether or not he's able to
9 accomplish a form PLA in the next three
10 weeks. But I want to make it very clear from
11 the outset that this legislature, and I think
12 the Presiding Officer said it best earlier
13 today as well, that this legislature will not
14 accept anything less. So to make sure that
15 all sides have a level playing field of
16 understanding, I think it would be prudent for
17 the legislature to adopt an agreement that
18 includes language that references a PLA.

19 MR. RECHLER: I have no problem
20 adopting language that says that it includes a
21 PLA just not the language of the PLA.

22 LEGISLATOR ABRAHAMS: I
23 understand. I will let you and Mr. Aracich
24 hammer that out.

25 I just want to dive into and wrap

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2 up my questions with regard to the community
3 benefits agreement. I know you've worked on
4 several different projects all in different
5 capacities and different levels. Can you give
6 me some insight on some of the community
7 benefits agreements that you've accomplished
8 in some of your other developments and what
9 did they include? What kind of details did
10 the include?

11 MR. RECHLER: Again, I gave some
12 examples. But like in New Rochelle where our
13 community benefits agreements talk about the
14 percentage of people that are working on the
15 projects are hired from the local community
16 and neighboring community. Talks about
17 providing community centers in New Rochelle
18 for example where we had modified an old
19 cinema. Made that open to the public.
20 Obviously support for the school districts
21 we've done historically. Then obviously any
22 adjustments and mitigants in terms of public
23 works that needs to be done either with roads
24 or other safety are part of that PLA at the
25 end of it as well.

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2 That's really my point. The most
3 effective CBAs are the ones that really
4 identify specifically what we are trying to
5 achieve and having them comprehensively laid
6 out with all the stakeholders and that will be
7 most impactful to the community.

8 LEGISLATOR ABRAHAMS: I agree.
9 By no stretch of the imagination would I ever
10 anticipate us having all those ideas with
11 regard to a community benefits agreement done
12 by the 17th. I think there are ideas and I
13 think you've talked about many of them whether
14 it's use of green technology, which I believe
15 Legislator Ferretti talked about, making sure
16 that there is affordable housing component, as
17 well as an apprenticeship program that works
18 with the unions. This is all I believe tied
19 into a CBA which is inclusive. I just asked
20 the question because obviously -- the size of
21 the New Rochelle project just give me an idea
22 of how much the value is.

23 MR. RECHLER: It's probably
24 double the size of this project. Four million
25 square feet.

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2 LEGISLATOR ABRAHAMS: I meant the
3 size of the value.

4 MR. RECHLER: Off the top of my
5 head probably two and a half billion dollar
6 project. Again, for New Rochelle as an
7 example we are the master developer of
8 downtown New Rochelle. Which gives us the
9 ability to develop ten million square feet
10 plus all the municipal land. There's four
11 million square feet of municipal land which we
12 are in the process of developing. We're
13 finishing up our first phase and beginning our
14 second phase.

15 In doing that, similar to this
16 process, we were chosen as master developer.
17 Then we took a 12 month period of time to
18 negotiate what that agreement would look like
19 and what the community benefits agreements
20 would be, what the level of affordable housing
21 would be. Frankly even of a PILOT program
22 would be. I know it's a dirty word here right
23 now. What that PILOT program would be. And
24 we brought that back to the city government
25 and the city government approved that

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2 unanimously. It's actually not too different
3 than the model we are following today which is
4 that we spent, in that case, a year talking to
5 stakeholders, getting all their feedback,
6 refining all those plans and then putting it
7 back forward with the governing body to
8 approve it. And that's really what we are
9 seeking to do here.

10 LEGISLATOR ABRAHAMS: Just go
11 back to the numbers. It was a two and a half
12 billion dollar development in New Rochelle?

13 MR. RECHLER: I don't know the
14 exact number. It's not one development it's
15 multiphases. It's larger than what we are
16 building here.

17 LEGISLATOR ABRAHAMS: I'm not
18 going to hold you to the number.

19 MR. RECHLER: Much larger than we
20 are building here.

21 LEGISLATOR ABRAHAMS: That I
22 understand. So the community benefits
23 agreement, its value in conjunction to whether
24 this number is two billion dollars, two and a
25 half billion dollars or more, what was the

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2 value of the community benefits agreement?

3 MR. RECHLER: There's no
4 indicative value that I recall. It lays out
5 what we need to do relative to affordable
6 housing. In terms of jobs.

7 LEGISLATOR ABRAHAMS: That
8 development is not done yet? It's ongoing?

9 MR. RECHLER: Yes.

10 LEGISLATOR ABRAHAMS: So
11 obviously you talked about a community center,
12 school district benefits.

13 MR. RECHLER: Again,
14 interestingly right. Going to my point before
15 that everything ties together. If you provide
16 for example more community centers in that
17 case you get more development rights. It's a
18 very dynamic model. Same thing on PILOTS. If
19 you do things with a certain level of
20 affordability you get more PILOTS. But it
21 took a year of going through hearing the
22 stakeholders and finding the balance.

23 In the way that we would envision
24 doing this there's no simple number, and I've
25 had this conversation in past with you where

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2 you can say this is the number that's going to
3 be allocated to a CBA.

4 LEGISLATOR ABRAHAMS: I agree
5 with you that there is no simple number but
6 there is a formula. So when we look at this
7 process and we are looking at a one and a half
8 billion dollar project, I wouldn't anticipate
9 you can go give me a number today because
10 there are many other economic factors. You
11 have discuss what you're going to pay to the
12 county in terms of rent. You're going to have
13 to discuss what you're going to pay to the
14 school district if we are going to engage in
15 taxes going to school districts and towns and
16 other municipalities. You have to engage in
17 other variables in regards to a project labor
18 agreement. I totally understand why that
19 number is difficult for you. I think if we
20 are engaged in this process of trying to make
21 sure we're doing our due diligence because
22 really this process in terms of this master
23 agreement is developing the framework.

24 The site plan -- obviously you're
25 going to have to go to the town and I believe

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2 you're going to have to come back to us in
3 regards to that. But really getting an idea
4 of the framework in terms of how the community
5 benefits agreement will work, how the project
6 labor agreement will work, whether or not it's
7 in the plan, I think to me that's part of the
8 framework. So what I would like to have a
9 better understanding of is all these things
10 sound great, but how do they materialize and
11 how do we ensure that there are no gaps in it
12 materializing?

13 MR. RECHLER: A couple of things
14 to answer. After our last meeting I asked my
15 team to go out and see if they could find me a
16 CBA that had a model like you described in
17 Nassau County and Suffolk County and we did
18 not find one. If you have one I would be
19 curious to see it that had this, quote
20 unquote, formula.

21 LEGISLATOR ABRAHAMS: It's funny
22 you mention that because the agreements I have
23 read the formula seems to be pretty
24 straightforward. One of the community
25 benefits that I was able to read that I have

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2 was tied to Yankee Stadium being built. I
3 don't know if you're familiar with that
4 community benefits agreement.

5 MR. RECHLER: I'm not. I'm
6 saying Nassau County. Do you have an example
7 in Nassau County of one?

8 LEGISLATOR ABRAHAMS: Nassau
9 County hasn't had a development of this size.

10 MR. RECHLER: There have been
11 developments. Even Suffolk County I haven't
12 been able to find. I'm trying to --

13 LEGISLATOR ABRAHAMS: Are you
14 telling me there's been a development of this
15 size in Nassau County?

16 MR. RECHLER: I have been trying
17 to find an example. To your point, this is
18 process. It's about figuring out the
19 process. I'd rather not try to pretend I
20 understand it because we are going to be
21 constructive. My proposal for a process,
22 which you may not agree with, my proposal for
23 the process is we set up this advisory board
24 that comes together. We meet with
25 stakeholders. As we are flushing this out by

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2 the time we come forward for a vote you will
3 have been part of developing a robust CBA
4 program which I think everyone will either be
5 comfortable with not.

6 LEGISLATOR ABRAHAMS: I'm glad to
7 hear that's going to take place. That's not
8 what I'm talking about. I think what we have
9 to talk about now is understanding what the
10 framework is, and I think the framework right
11 now is a little loose. I don't have any idea
12 of the framework.

13 MR. RECHLER: I don't have any
14 idea of the framework of the project right
15 now. I don't know what I'm paying the county.

16 LEGISLATOR ABRAHAMS: You do know
17 that the project size is upwards of 1.5
18 billion.

19 MR. RECHLER: I don't know that.
20 I've estimated that.

21 LEGISLATOR ABRAHAMS: You're
22 trying to tell me we can estimate that but we
23 cannot estimate a community benefits
24 agreement?

25 MR. RECHLER: Correct.

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2 LEGISLATOR ABRAHAMS: I don't
3 think that's true. That doesn't make much
4 sense. Because honestly, I think we should be
5 able to have an idea of what that agreement
6 will look like in its framework today.

7 MR. RECHLER: In all due respect
8 I have not been involved in a process at this
9 early stage --

10 LEGISLATOR ABRAHAMS: Scott,
11 saying with all due respect, but you're
12 developing a project in New Rochelle currently
13 right now and you want this legislative body
14 to believe that in that development, which you
15 are undertaking, that you've talked about
16 doing hiring in the community, a community
17 center, school district benefits, that you
18 have no idea what that community benefits
19 agreement is going to cost? You really want
20 us to believe that? Or at the same time
21 believe that --

22 MR. RECHLER: I'm glad to lay out
23 for you the areas that we are going to talk
24 about. We are having a debate of something
25 that we both agree on. I'm fundamentally for

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2 a community benefits agreement. I'm
3 fundamentally for gearing dollars and benefits
4 from this project to make the community more
5 vibrant and be in a situation where it's an
6 economic generator and lift up people for
7 opportunities. We've talked about so many
8 different things with so many different
9 stakeholders. We've talked about being in a
10 situation where we create apprenticeships not
11 just on the job but in our office buildings,
12 which is what some of the school districts
13 have said that are out there. What are all
14 the menu of all alternatives? Let's develop
15 the menu. This is to me framework of an
16 economic discussion.

17 LEGISLATOR ABRAHAMS: We develop
18 the menu obviously after we approve the master
19 agreement. What I'm trying to say is that the
20 master agreement is absent of any substantive
21 language that talks about how the community
22 benefit agreement gets done. There's no
23 monitoring mentioned in that agreement.
24 There's not even an advisory committee that
25 you talked about.

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2 MR. RECHLER: I'm agreeing to put
3 one in. This is based on our feedback. In
4 fairness, to your point, this agreement
5 doesn't even talk about what we're paying the
6 county. The whole point of the agreement is
7 to be a starting point to understand the
8 project, what's important to the stakeholders,
9 what's the viability and identifying all the
10 different agreements that need to be done.
11 It's a beginning. What I'm proposing, based
12 on your feedback, which I thought was
13 legitimate feedback, which was don't come back
14 to us the day of a vote and put in front of us
15 a community benefits agreement and a project
16 labor agreement and say vote yea or nay.
17 That's not what you're interested in. I think
18 that's legitimate.

19 The legitimate thing is as we go
20 through this process we will update you,
21 create this advisory committee which you can
22 have members engaged in, will update the
23 legislature on a regular basis and there will
24 be a real path forward that we will see. If
25 we are falling off of line you will have the

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2 conversation with us collectively or if we are
3 seeing an issue we will have a conversation.
4 But we are not going to wait until the end. I
5 think that's legitimate.

6 LEGISLATOR ABRAHAMS: I
7 appreciate that. Look, I'm not going to
8 belabor anymore. But the bottom line, I think
9 it comes off that if you're doing this
10 development in New Rochelle and you can't give
11 this legislative body any idea how much that
12 community benefits agreement will be, and
13 that's an ongoing project, I'm concerned that
14 this community benefits agreement, which has
15 many, many surrounding communities that are
16 going to be impacted by this project in a
17 positive but also as a traffic potentially in
18 a negative way. From that standpoint to not
19 give us an idea of what the size of that
20 agreement would look like to me seems a bit
21 disingenuous.

22 MR. RECHLER: I respectfully
23 disagree. Even with New Rochelle I can
24 probably go out and calculate on the project
25 we're building right now what that cost is.

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2 But there are variables. That's what makes it
3 an impact community benefits agreement. As
4 you are going through a multiphase project how
5 much affordable housing do you want to have?
6 How much of a school supplement support do you
7 want to have? How many programs do you want
8 to include? I'm open to having the dialogue
9 proactively with you.

10 LEGISLATOR ABRAHAMS: Thank you.

11 LEGISLATOR NICOLELLO: Legislator
12 Bynoe. Legislator DeRiggi-Whitton.

13 LEGISLATOR DERIGGI-WHITTON:
14 Thank you. Just regarding labor, just to save
15 you some time Scott, there are specific parts
16 of the lease that have to be addressed
17 including 4.1(c), 8.6 and 8.7. We really are
18 going to be requested that these explicitly
19 state that the union will be used to cover all
20 new proposed construction in these areas. So,
21 this is project that's going to be scrutinized
22 and we have a copy of the lease, it's not that
23 hard, but these are the three areas that we
24 really want to see that change.

25 The wording right now on page six

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2 says the tenant in good faith using
3 commercially reasonable efforts shall reach
4 an agreement with the union. So that's not
5 the type of wording that we want. We want,
6 especially in these areas, to be very
7 specific. Okay?

8 MR. RECHLER: I think the
9 intention is to establish a new agreements for
10 what we are doing not living off that old
11 lease. I appreciate that.

12 LEGISLATOR DERIGGI-WHITTON: But
13 we know what these stand for as far as the new
14 construction, so, one way or another these
15 components have to be addressed specifically
16 before we vote on the lease. Okay?

17 I know we mentioned this in private
18 but just on the record, are you seeking to
19 look for any type of bond that the county
20 would be paying for for this development?

21 MR. RECHLER: I am not, no.

22 LEGISLATOR DERIGGI-WHITTON: Are
23 you planning on using the EB5 funding?

24 MR. RECHLER: We have not
25 considered it at this time.

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2 LEGISLATOR DERIGGI-WHITTON: I
3 have a concern also, which I experienced as a
4 counselwoman in Glen Cove, there's a huge
5 hotel right here, the Marriott, and I haven't
6 seen a specific study but from what I
7 understand there is availability on a normal
8 basis. I would like to get that before the
9 next meeting. The capacity is there for most
10 events. When you build these other two hotels
11 are you anticipating -- what are the rooms
12 going to look like? Are they each going to
13 have like a kitchen in them?

14 MR. RECHLER: We haven't yet done
15 the work to determine what they would be.

16 LEGISLATOR DERIGGI-WHITTON: We
17 were concerned about that in Glen Cove because
18 we were concerned should you not need a hotel,
19 which you might not with the huge Marriott
20 right there, that these could later be
21 converted into apartments.

22 MR. RECHLER: I think that's a
23 fair concern that we would address by
24 prohibiting that if that was the case and
25 there are -- that's something we can be clear

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2 on.

3 As it relates to the hotel, we are
4 going to be meeting with the new owners of the
5 Marriott next week.

6 LEGISLATOR DERIGGI-WHITTON:

7 They're here today.

8 MR. RECHLER: I met with them
9 earlier as well. Again, if we don't believe
10 there's the capacity for a hotel and the
11 different types of hotels then we're not going
12 to be building a hotel. What you have found
13 is just again in other projects is there's
14 different types of hotels that meet different
15 needs. There's limited service type hotels.
16 There's full service type hotels. There's
17 luxury brand hotels. And even if you ask
18 Marriott, Starwood, they'll put those hotels
19 all on the same size. Because in many cases
20 people have different price points, different
21 expectations as to what they want to achieve.
22 We haven't gotten to that yet but we will go
23 through that process.

24 LEGISLATOR DERIGGI-WHITTON:

25 Honestly, I think the Marriott is pretty

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2 accommodating to a lot of different levels.
3 You can get a low end hotel room or get a
4 suite. Just from the outside it appears that
5 they will probably match most of your needs.
6 And my main concern again is once you have a
7 failed hotel I know that sometimes the hope is
8 to change them into small apartments and we
9 were concerned about that in Glen Cove. And I
10 also have that same concern here. There might
11 be a way of if we say there's no kitchens in
12 the rooms to avoid it. But I think that's
13 something again, I appreciate you saying that,
14 that's something I'm concerned about.

15 MR. RECHLER: That's a fair
16 point. We will study the hotel, the market,
17 the depth as we go through the process with
18 the Town of Hempstead.

19 LEGISLATOR DERIGGI-WHITTON: I
20 know my colleagues are going to mention the
21 PILOTS. As Legislator Ford mentioned, we are
22 all concerned with them. From what I
23 understand, the county attorney stated that
24 even though the county owns the property the
25 portion of your development that will be

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2 retail will not be subject to a PILOT; is that
3 correct?

4 MR. RECHLER: The county attorney
5 said that?

6 LEGISLATOR DERIGGI-WHITTON: It
7 will be taxable.

8 MR. RECHLER: Almost all of our
9 project will be taxable. The question is when
10 we come back if there's a point that maybe
11 needs some subsidy of some tax.

12 LEGISLATOR DERIGGI-WHITTON: As
13 far as the apartments go, are they going to be
14 listed as almost a prefab type building or is
15 it the type of construction that is done
16 on-site?

17 MR. RECHLER: Most of the time
18 these apartments are done on-site. But we can
19 look at both. Again, we haven't done the
20 homework. This may be a situation where
21 there's different construction strategy that
22 could be followed.

23 LEGISLATOR DERIGGI-WHITTON:
24 Thank you.

25 LEGISLATOR NICOLELLO: Legislator

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2 Bynoe.

3 LEGISLATOR BYNOE: Thank you
4 Presiding Officer. Good evening. First, I
5 would like to thank you and Brett and your
6 teams for meeting with me privately and then
7 with the caucus and your presentations have
8 been very thorough. I appreciate that. I
9 want to talk specifically at this point I'm
10 going to start out with PILOTs. And so it's
11 been mentioned earlier by my colleagues around
12 the need for a PILOT. Or the concern that you
13 would express the need for a PILOT. I'm going
14 to echo their sentiments and their concern and
15 I'm going to say as an operator of public
16 housing and low income tax credit in my other
17 life I do know it's real. In many cases we
18 are going to need that offset. We are trying
19 to manage and operate these housing
20 developments based on low income rents, rents
21 that are sometimes based on income and AMIs
22 that are really generating a lower rent.

23 In this particular case I do have a
24 concern because there will be retail space
25 that will be built out on the bottom and the

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2 landlord of the rental units will also be the
3 landlord of those retail spaces. It's my
4 opinion and my suggestion further to you is
5 that you build out those spaces so that they
6 can offset the lower income that you might
7 generate from the rentals. The low income or
8 affordable rental units. Typically we don't
9 have the benefit of having that offset to
10 supplement the rental revenue. In this
11 particular case your intention is to build out
12 a space that does that.

13 I would caution at a time when we
14 are going to see our local economy be in flux
15 based on the SALT maximum write-offs and this
16 county is currently undertaking a reassessment
17 which will have some flux in how people are
18 currently charged and taxed that that has to
19 be considered. I think that PILOTS have not
20 been a welcoming conversation in many
21 communities and I think it's going to be a
22 tougher conversation as you move forward. So
23 I caution you about considering a PILOT in
24 this particular case.

25 The other thing I wanted to talk

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2 about is community benefits. I echo also the
3 sentiments of the Minority Leader regarding
4 the need to kind of see something formalized
5 in way of saying that there will be a CBA and
6 in good effort and good faith you will work
7 toward establishing a CBA. It's been my
8 experience since a legislator, I joined
9 Legislator Kevan Abrahams on the steps of this
10 legislative building with the residents of
11 Uniondale lobbying for and advocating for a
12 PILOT when we were doing the buildout for the
13 Coliseum and the answer was no.

14 With that being said, there is some
15 level of I guess angst and concern that we
16 will get what we need for our residents here
17 in Uniondale.

18 So, one of the things I would like
19 you to consider when you talk about community
20 benefits is the emergency services. Currently
21 the Uniondale Fire Department is not servicing
22 the Roosevelt Field area or the Westbury
23 Galleria although they sit in the Uniondale
24 Fire District. Westbury is currently serving
25 them. So there should be potentially some

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2 level of investment based on a community
3 benefit agreement to ensure that Uniondale or
4 Westbury or whoever it is is going to be able
5 to provide the level of services that's needed
6 there.

7 In addition to that, EMS services I
8 understand that currently, which was shocking
9 to me, that the Nassau Coliseum, that is
10 sitting on land that is owned by Nassau
11 County, is outsourcing their ambulance
12 service, EMS service. As this comes back into
13 the fold within the leadership and under the
14 governance of the Town of Hempstead I know
15 that the retail and the residential should
16 fall under Nassau County's ambulance service.
17 And I'd like Nassau Coliseum to consider
18 following suit so it's not a disjointed
19 service on that one plot of land.

20 Also community benefits agreement.
21 We've talked a lot about jobs and maybe some
22 investment in the infrastructure of the local
23 area. I would also like us to see us do some
24 work, we most certainly want to make sure the
25 PLA language is included as Minority Leader

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2 has spoken to, but I also want to make sure
3 that our service disabled veterans and our
4 minority women business owned enterprises are
5 also considered as part of that community
6 benefit agreement. It's essential that we do
7 so. The county has in many ways attempted to
8 ensure that that's a reality and I think this
9 is a perfect opportunity to do so.

10 MR. RECHLER: I completely agree.

11 LEGISLATOR BYNOE: One other
12 thing, I want to talk a little bit and I've
13 talked to you about this before, I definitely
14 want to see a tourist attraction. Some level
15 of a tourist attraction there. I believe that
16 we will be reliant on the local economy if
17 we're not driving folks from -- that are
18 visiting New York City here. People that are
19 visiting the Hamptons here. I believe that we
20 would only bolster our economy and the
21 reliance would be then not so heavily on our
22 local residents.

23 The other thing is, as we consider
24 that, local tourism, and Scott, I know you
25 were in Dubai, I was in Dubai this year, we

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2 talked about how they really built out their
3 retail space and how they have included
4 residential and the like. One of the things I
5 do see that they did there they had a little
6 hub station, mini bus depot station where the
7 local hotels could have little shuttles that
8 come there and drop off people. And that
9 would not only ensure that our local tourism
10 is healthy for those hotels that are not
11 on-site, it would also make sure that we have
12 some, again, driving some revenue there. I'd
13 hope we consider that as well.

14 MR. RECHLER: I think that's a
15 good point. We actually have planned in our
16 transit plan to have a little drop off place
17 for that as well. To your point, having the
18 third track would also encourage rail from the
19 city out here for people as well. Which would
20 be obviously helpful.

21 LEGISLATOR BYNOE: We did talk
22 about the third track. I encourage you to
23 consider Westbury and that's going to be
24 essential, and this was one point I didn't
25 make before, is because when we are doing

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2 reverse commute, when you're getting people
3 coming from east why have them go to Mineola
4 when they can just stop there.

5 MR. RECHLER: That's one of the
6 advantages of having those micro bus routes is
7 that you can go to multiple locations.

8 LEGISLATOR BYNOE: Indeed. I've
9 done a lot of scribbling here and I think I
10 covered just about everything I wanted to.
11 Thank you for continuing to hear us and to
12 incorporate some of our suggestions into your
13 plan.

14 LEGISLATOR NICOLELLO: Legislator
15 Birnbaum, Drucker, Lafazan and Mule in that
16 order.

17 LEGISLATOR BIRNBAUM: I will try
18 to make it brief because I think you have been
19 very thorough. And I to thank you Brett and
20 Scott for your presentation. I want to hear a
21 little more about community involvement
22 because you mentioned you will engage the
23 community. Have you had meetings so far?
24 What is the schedule?

25 MR. RECHLER: We've had 50

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2 meetings with different stakeholders.

3 LEGISLATOR BIRNBAUM:

4 Stakeholders meaning members of the
5 community?

6 MR. RECHLER: Meaning either
7 community groups, Uniondale groups, school
8 districts. But I think as was suggested by
9 the Minority Leader, I believe it was him,
10 that we broaden this to actually have also
11 public meetings that we can share some of our
12 plans. I think that makes a lot of sense
13 too. Particularly as we start getting our
14 plans better formed. And this is built into
15 the way we plan on approaching this is to
16 having a continuum of community meetings and
17 engagement. Then as we think about the
18 community benefits agreement engaging with the
19 community as to where we can be most impactful
20 and they can be most impactful working with
21 us.

22 As we've had conversations with the
23 school district and they've raised concerns
24 and a desires to for example for their
25 students to have internships. So we actually

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2 sourced out a program, another social service
3 program, that's being done in Brooklyn that we
4 think can be adaptable to Uniondale where high
5 school students can actually start interning
6 one day a week and having a program to sort of
7 see where the opportunities are in
8 environments that otherwise wouldn't be and
9 have role models that otherwise wouldn't
10 have. So we are trying to engage all those
11 different types of feedback.

12 LEGISLATOR BIRNBAUM: I want to
13 echo what my colleague Siela Bynoe said I too
14 believe this Hub needs some kind of main
15 attraction to draw people to this area. Even
16 other Long Islanders. Other people in Nassau
17 County who wouldn't normally just go to retail
18 shopping because they might just as easily
19 easy stay at home to shop.

20 MR. YORMARK: I can assure you
21 it's not going to be traditional retail. It's
22 got to be very destinational and dynamic and
23 different and unique and really special to
24 Long Island. That's the vision that we share
25 with Scott and we're going to be very

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2 thoughtful with the process. And obviously we
3 welcome your feedback because this is very
4 important to us. It really truly makes it a
5 dynamic placemaking environment if we get the
6 retail right.

7 LEGISLATOR BIRNBAUM: Great.

8 LEGISLATOR DRUCKER: Gentlemen, I
9 echo my colleagues and thank you for your
10 presentation. It's very exciting for someone
11 who's lived here my whole life the fact that
12 we've got to this point today is really
13 whetting our appetite quite a bit. We've
14 waited a long time to get to this point. We
15 are excited but we do have to do our due
16 diligence in all respects as you know and you
17 guys have to do it as well.

18 Scott, I will give you a chance to
19 get some water. I will ask Brett a couple of
20 questions. You mentioned that obviously RXR
21 fits the bill and checked off all the boxes
22 for you guys. Can you tell us in the interest
23 of transparency what other entities responded
24 to the RFEI and who they were?

25 MR. YORMARK: I don't know who

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2 responded to RFEI.

3 LEGISLATOR DRUCKER: You
4 mentioned some of the criteria, the boxes that
5 you were looking for. But it seems to me that
6 there are a lot of developers on Long Island
7 who fit the bill in some of those
8 experience-related matters and comprehensive
9 projects here on Long Island. Maybe not to
10 the extent of this one but there are a number
11 of other builders that I'm aware of too.

12 MR. YORMARK: By the way, I
13 wanted to say I didn't disparage any
14 developers or for that matter even say that
15 there weren't other developers that were well
16 qualified. What I said is we went for the
17 best. We have one chance to do it.

18 LEGISLATOR DRUCKER: Can you say
19 what makes them the best?

20 MR. YORMARK: For many of the
21 reasons I said before, starting with the fact
22 that their senior management team has been
23 part of some of the biggest and most profound
24 placemaking entertainment communities in this
25 city. When you think of Citi Field, Yankee

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2 Stadium and Barclays Center and many others.
3 When you think of the replacement parking that
4 is necessary to be expeditious because we have
5 to move and execute quickly as possible to get
6 the Hub developed. That was a major factor.

7 Obviously the financial wherewithal
8 to take on a billion five project is
9 critical. Scott has shown that he can do big
10 projects and has the financial wherewithal to
11 execute them.

12 LEGISLATOR DRUCKER: Would you
13 say the parking situation really put them over
14 the top?

15 MR. YORMARK: I wouldn't say that
16 anything in particular. I said it's all about
17 the combination that when you bundle up all
18 the great things he and his team are doing
19 they were to us the clear favorite. And they
20 shared a collective vision that we have for
21 the site. Which is obviously very important.

22 LEGISLATOR DRUCKER: Back to you
23 Scott. There's been a lot of questions today
24 from my colleagues on the PLA. When you met
25 with us in the caucus gentlemen, Scott, you

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2 indicated, at least intimated, that there
3 might be a lower residential wage rate for the
4 residential portions of the contract. Can you
5 expand on that?

6 MR. RECHLER: Again, as I've
7 said, I've had conversations with labor about
8 this is that there's been an evolution about
9 how labor has recognized to be able to
10 effectively bring on different members at
11 different levels, at different wages levels,
12 to be able to bring on projects affordably.
13 From my conversations with the members of the
14 labor here, I've seen a very progressive
15 constructive approach of trying to think them
16 through so that you are in a situation where
17 you can actually deliver products at a price
18 they're economically viable.

19 There's a realization by all of us
20 at the end of the day if you can't make a
21 project economically viable then you have no
22 jobs. Forget talking about what level of
23 wages we are discussing. We are discussing
24 zero. What I have found so far is that I have
25 a partner in labor that is also realistic and

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2 pragmatic and wants to get this done and has
3 some new tools in their tool chest and new
4 ways of looking at things that where going to
5 look at to be able to find ways to bring this
6 forward at the right price.

7 LEGISLATOR DRUCKER: That's
8 developer speak that's not labor speaking in
9 terms --

10 MR. RECHLER: I'm the one in the
11 chair today.

12 LEGISLATOR DRUCKER: I
13 understand. But you're not hearing those
14 sentiments from labor that they recognize that
15 in the residential component of the project
16 there might be a variation.

17 MR. RECHLER: I'm hearing from
18 labor today. And again, not just here but on
19 other projects I'm working on. I won't say
20 all labor but I would say the members of labor
21 that I've spoke to about this project have a
22 very progressive, pragmatic view of a
23 realization that just like I need to change my
24 company and everyone needs to change how we do
25 things, that for them to be competitive and

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2 enable progress to occur that we have to be
3 more innovative than we may have been before.

4 Just as I mentioned earlier I think
5 it was to the Minority Leader's comments. If
6 there's a shortage of labor locally because
7 people aren't trained then they may have to go
8 out on the markets. If they can actually
9 start training people locally at a different
10 level and a different price point then that
11 makes sense. So there are models and I'm sure
12 they'd be glad to share it with you that
13 they've actually implemented where they bring
14 on different price points, different levels of
15 training that ultimately maybe they then carry
16 on in the union or maybe they don't carry on
17 in the union depending on how things progress
18 with them.

19 LEGISLATOR DRUCKER: What you're
20 saying then in your conversations with labor
21 here you've concluded that they are aware that
22 there could be a variation in the wage scale
23 for the residential component?

24 MR. RECHLER: I don't want to
25 just say the residential. What I concluded in

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2 my conversation with labor here in the Long
3 Island business trades and Matty and others,
4 not just here elsewhere, is that there's a
5 realization that to be able to hire locally,
6 hire with diversity, bring in projects at the
7 right economics that a project can actually
8 move forward, that there are other scales and
9 other tools they are starting to use. And
10 then there are other subsidies that they are
11 able to bring through their unions that they
12 bring to the projects. We are going to work
13 with them to do that, and I think I have a
14 high degree of confidence that we are going to
15 be successful based on my conversations with
16 them.

17 LEGISLATOR DRUCKER: Would you
18 say then that -- first of all, you're not
19 planning on excluding any of the building
20 trades; is that correct? In your
21 conversations you are not excluding any of
22 trades? Something you said bothered me a
23 little bit and you talked about the Manhattan
24 project and the Pier 52 or whatever.

25 MR. RECHLER: 57.

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2 LEGISLATOR DRUCKER: That certain
3 unions, labor unions may not be equipped to
4 handle certain aspects. I have to believe
5 that every aspect of this project, every labor
6 union on Long Island would be able to handle
7 it. Would you agree with that statement?

8 MR. RECHLER: I would agree with
9 that statement with one caveat. No one loves
10 caveats. The caveat is that we got to be able
11 to make sure they have enough people locally
12 that work here that can provide diversity --
13 good. Guys, I want to do this PLA. I want to
14 do this union. But we're going to work
15 together. That's the way we do this.

16 LEGISLATOR DRUCKER: In your
17 other projects on Long Island, Glen Cove in
18 particular, can you pin down or define for me
19 what you, Scott Rechler, consider affordable
20 when you talk about affordable housing?

21 MR. RECHLER: We have different
22 arrangements. Glen Cove I think it's 65
23 percent of AMI. I think that's what that is
24 in Glen Cove is what the affordable housing
25 is. But each area calls for a different

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2 number. Maybe it was 65 or 85 percent. I
3 don't remember exactly. I can get you the
4 number. But that's the number for affordable
5 housing.

6 LEGISLATOR DRUCKER: So there is
7 a formula for here, for this project?

8 MR. RECHLER: 60 percent to 130
9 percent of AMI is a formula that was agreed
10 to.

11 LEGISLATOR DRUCKER: Would be
12 this project.

13 MR. RECHLER: That was Glen
14 Cove. The formula, I think the zoning here is
15 I think 120 percent AMI.

16 LEGISLATOR DRUCKER: This would
17 all be part of the framework that needs to be
18 culled a little bit?

19 MR. RECHLER: Correct.

20 LEGISLATOR DRUCKER: You talked
21 about options that if the so-called millennial
22 housing is not acceptable to the Town of
23 Hempstead. I have some experience with this
24 too. When you are changing the density of
25 housing, whether it's a one bedroom or two

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2 bedroom and now you're making it a four
3 bedroom that's generally a problem with most
4 municipalities. If that does become a problem
5 with the Town of Hempstead what other vision
6 do you have to secure or attract this
7 millennial housing in an affordable way? Now
8 your profit margin becomes different when you
9 can only have two bedrooms occupied as opposed
10 to four.

11 MR. RECHLER: There's a mix of
12 studios, one bedrooms, two bedrooms that would
13 be more of a traditional housing, multifamily
14 housing that we would put forward. Again, we
15 will work with the Town of Hempstead and see
16 where they come out. As I said earlier,
17 because they're traditionally not couples or
18 families the bedrooms don't necessarily
19 result, equate to the number of people.
20 That's been part of the model when other
21 people have done this before. So if you have
22 one bedroom to a couple that's two people.
23 You get a three bed millennial housing that's
24 three people.

25 LEGISLATOR DRUCKER: We just have

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2 a vested interest here to see that our
3 colleague Josh Lafazan gets to move out of his
4 parents' basement into regular housing. Thank
5 you guys very much.

6 LEGISLATOR LAFAZAN: Thank you
7 Presiding Officer. That is a true statement.

8 Good evening Mr. Rechler and Mr.
9 Yormark and to all my friends in labor here
10 today.

11 This redevelopment process began in
12 2004. I was ten years old. It's been 14
13 years and here again we find ourselves where
14 rather than serving as the epicenter of our
15 county, a place where commerce and
16 entertainment and culture can intersect the
17 Hub remains a mostly vacant area of squandered
18 opportunity. Developing the Hub correctly and
19 smartly has the potential to anchor Nassau
20 County's millennial generation right here.

21 I speak today as the voice for
22 Nassau County's next generation. Nassau
23 County's youths are leaving in droves and I'm
24 sick and tired of seeing millennials leave Long
25 Island. It's not rocket science as to why

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2 they're leaving. They need a place to stay,
3 they need a place to play and they need a
4 place to work. And that is why it is crucial
5 we employ some long-term vision here.

6 I sent a letter to my constituents
7 yesterday in which I articulated that I would
8 be inclined to vote for this item if RXR would
9 support my following two proposals.

10 My first proposal is to build micro
11 apartments at the Hub modeled for millenials
12 Mr. Rechler, I cannot be more excited with
13 what you have shown me today. Instead of
14 conventional apartments, millenials
15 desperately want and need to build these micro
16 apartments for young people in the mold of we
17 live communities with smaller units along side
18 communal spaces and amenities. At a time when
19 40 percent of millenials are living with
20 relatives, I being one of them, the demand for
21 affordable next generation housing is
22 obvious. And this type of co-living space,
23 which is attractive to millenials and has
24 achieved success, it's a proven concept in New
25 York City, it can and will work at the Hub

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2 here in Nassau County.

3 Speak to any young person, the
4 biggest barrier for millenials staying in
5 Nassau County is the burden of housing costs.
6 When we anchor our young people here we will
7 breathe economic life into our industries
8 while maintaining an attractive workforce for
9 our companies.

10 And I've lived in this type of
11 co-living space myself. As a graduate student
12 at Harvard in 2017 my apartment was around 400
13 square feet. Yet it was an attractive
14 opportunity and it felt palatial because I was
15 living on my own. As the sole millenial on
16 this dais I have firsthand understanding of
17 the difficulty in finding affordable next
18 generation housing and nobody is committed
19 more to this concept than I am. From your
20 presentation I'm proud to say I'm in strong,
21 vehement support of your millenial housing
22 opportunities.

23 And most importantly, I thank you
24 for helping to make this specific millenial
25 dream that we can stay right here in the only

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2 place we've ever called home hopefully become
3 a reality.

4 But my question here for your first
5 proposal is this. Will RXR commit to a plan
6 where 50 percent of these housing units be
7 designated as affordable housing? We know
8 that the plot only has 500 units. We want to
9 maximize it. Will you commit to at least half
10 of the units being millennial housing?

11 MR. RECHLER: Again, we are
12 proposing this and I appreciate your
13 commentary. That was very well-articulated
14 and I obviously fully agree. But we are
15 subject to the Town of Hempstead. What I will
16 commit to is we are going to be proposing to
17 the Town of Hempstead this plan and work to
18 try to achieve, which right now contemplates
19 half of it being the millennial housing.

20 LEGISLATOR LAFAZAN: Obviously
21 you can't control things that are out of your
22 direct control but 50 percent is the plan?

23 MR. RECHLER: That's correct.

24 LEGISLATOR LAFAZAN: Thank you
25 very much sir. That's music to my ears.

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2 The second proposal in regard to
3 the Hub is to push for a new discounted LIRR
4 fare for millenials. For millenials across
5 this county a major drawback of moving back
6 home to Long Island after college is the high
7 cost of transportation. And a great deal of
8 these young people who live on Long Island and
9 work in New York City, almost all millenials
10 say that it is not affordable to pay hundreds
11 of dollars for a monthly LIRR pass while also
12 contributing hundreds of dollars to a student
13 loan repayment.

14 Most alarmingly, they say that it
15 is the cost of the LIRR ticket that is pushing
16 them to move permanently to New York City
17 where they choose to shoulder a pricier
18 apartment with a \$2.75 Metrocard swipe.

19 So my idea is very simple. Let's
20 give these young people who choose to live in
21 Nassau County and work in Manhattan a
22 discounted LIRR ticket. This would be a
23 simple yet effective way to make Nassau County
24 a far more attractive place for 18 to 29 year
25 olds to live. And in relation to the Hub

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2 specifically an affordable LIRR pass could
3 allow millenials to live in these millenial
4 housing, allow millenials to live in these
5 micro apartments and work in Manhattan and as
6 BRT, or bus rapid transit, would already be
7 set up to shuttle residents from the Hub to
8 the Mineola or the Carle Place train
9 stations. Young people would absolutely take
10 advantage of this service. This discounted
11 pass would also enable college students and
12 millenials across Nassau County to explore the
13 burgeoning work and recreational opportunities
14 at the Hub spearheaded by BSE Global.

15 So my question here is this to both
16 of you gentlemen. Will RXR and BSE Global
17 through your efforts and through your
18 expertise commit to helping move this proposal
19 forward, which I believe is germane not just
20 to the success of the Hub but to the overall
21 prosperity and future of Nassau County?

22 MR. RECHLER: I appreciate the
23 question. From my standpoint, I'm a board
24 member of the MTA and I formally recuse myself
25 with the MTA of anything to do with them

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2 related to this project. But I would
3 encourage you to actually come to an MTA board
4 meeting, and I think now is the time to do it
5 because they are having discussions about
6 fares and make that point to the board. I
7 think it's worth making.

8 MR. YORMARK: Josh, on behalf of
9 BSE Global and the Coliseum, of course we
10 would work together on ways we can make it
11 better. Kind of from that perspective. No
12 guarantees. I'm not signing up to underwrite
13 the discount myself. But working together and
14 moving this forward absolutely.

15 LEGISLATOR LAFAZAN: I appreciate
16 that and I thank you both for your time. I
17 just want to state for the record this is not
18 applicable to the two of you but as a whole in
19 Nassau County's history taking action to
20 retain our next generation has to and must
21 immediately replace empty rhetoric. That is
22 why I strongly support a Hub project which
23 incorporates these two crucial proposals that
24 I put forward and contains a truly bold vision
25 to make the Hub the transformational and

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2 noteworthy project that it must become.

3 So, I thank you from the bottom of
4 my heart again for pushing to make this
5 housing dream a reality. If I didn't have to
6 live in my district I'd sign up to live there
7 tomorrow as Legislator Drucker noted. I wish
8 you to best in your endeavor. Thank you
9 both.

10 LEGISLATOR MULE: The last one of
11 the legislators. Thank you so much gentlemen
12 for your presentation. As has been stated
13 before, we have one chance to do this right.
14 It's critically important that we take this
15 opportunity and run with it in the best way
16 possible for all the stakeholders. I'm
17 cautiously optimistic that stake we will get it
18 done this time.

19 Most of my colleagues asked my
20 questions already but that has led to a couple
21 of follow-up questions which I will say now.
22 You said that ground breaking can happen
23 within 18 to 24 months, correct?

24 MR. RECHLER: That's the hope.

25 LEGISLATOR MULE: Then how long

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2 do you see between that and the end of the
3 project?

4 MR. RECHLER: Again, right now
5 we're thinking about it in multiple phases.
6 If we broke ground, I would say breaking
7 ground for phase one probably another 24
8 months before we deliver phase one. Then if
9 the markets continue to warrant it then
10 probably another two or three years to bring
11 out the balance.

12 LEGISLATOR MULE: The next gen
13 housing concept that you talked about is that
14 included in this project?

15 MR. RECHLER: Yes, it is.

16 LEGISLATOR MULE: That is single
17 family housing?

18 MR. RECHLER: Multifamily still.
19 Think about it as an apartment that has a
20 little studio next to it. Almost a one
21 bedroom that's also sort of a two bedroom but
22 there's a little bit of privacy for your child
23 that's living with you. Instead of living in
24 the basement they have a little bit of their
25 own privacy attached to that.

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2 LEGISLATOR MULE: In talking
3 about transportation, I understand that Scott
4 you can't talk to the MTA, but have there been
5 discussions with the MTA and with NICE in
6 terms of coordinating transportation? I know
7 you talked about your own solutions for
8 transportation. But has there been any
9 coordination?

10 MR. RECHLER: Our teams will be
11 coordinating with NICE through this process
12 but there hasn't been yet.

13 LEGISLATOR MULE: One of the
14 questions was about partners. Legislator
15 Rhoads brought that up and you talked about
16 that you might use partners with life science
17 buildings or hotels or something like that.
18 Will they be required to adhere to the PLAs
19 that we talked about?

20 MR. RECHLER: Again, we were
21 giving examples as to where we might use
22 partners. We haven't yet contemplated doing
23 that. I was trying to answer the question
24 with examples. But if we did they would be
25 subject to all the requirements.

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2 LEGISLATOR MULE: Any --

3 MR. RECHLER: Any partner would
4 be subject to the same requirements that we
5 would be subject to.

6 LEGISLATOR MULE: Then my final
7 question is, Legislator Bynoe brought up about
8 MWBEs. What are your goals with regard to
9 that and how would you meet those goals?

10 MR. RECHLER: Again, we will be
11 establishing those goals as part of this
12 process as we're going through developing the
13 community benefits agreement. And the theory
14 here is to work locally, work with the labor
15 and try to figure out the most effective way
16 to create meaningful jobs, diversity, across
17 the board. So we will put together a program
18 that we think is something that is tangible
19 and will be able to track the results and real
20 targets to it.

21 LEGISLATOR MULE: Just my final
22 comment. My daughter lives in one of those
23 apartments in Manhattan that you've talked
24 about where it's four separate girls that they
25 each have their own bedroom.

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2 MR. RECHLER: The fake walls or
3 the real walls?

4 LEGISLATOR MULE: She actually
5 has a fake wall. A real wall would be
6 better. She loves it. All her friends live
7 like that and that is truly the way that that
8 generation is living. It makes a lot of sense
9 to me that you are actually trying to develop
10 something like that with real walls. Sounds
11 great.

12 MR. RECHLER: Thank you. I
13 appreciate it.

14 LEGISLATOR NICOLELLO: This
15 project has been 20 years in the making. I'm
16 beginning to feel like this hearing is going
17 to last that long. First of all, thank you
18 Scott and thank you Brett for your
19 presentations. This is the beginning of a
20 long, long dialogue and process and we
21 appreciate it and we look forward to working
22 with you.

23 The next scheduled speaker is the
24 administration. So what we've decided to do,
25 since we have a large stack of speakers,

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2 people who are interested in speaking is to go
3 to public comment. This item is on the
4 calendar for committees on Monday, the full
5 legislative on the 17th, so we will have ample
6 opportunity time to hear from the
7 administration and ask them our questions.
8 But in the mean time, we have a ton of people
9 who have been waiting patiently and I want to
10 start calling them up. Just ask you to try to
11 abide as much as you can by the time limit so
12 we can get everyone up in a timely fashion.
13 You gentlemen can stay right there. If you
14 want to move also.

15 First speaker is Matty Aracich from
16 Nassau Suffolk Building Trades Counsel.

17 MR. ARACICH: Good evening. My
18 name is Matthew Aracich. I am the president
19 of the Building Construction Trades Counsel.
20 I represent 60,000 members of Nassau and
21 Suffolk County. I want to thank you all for
22 your support. First off with Presiding
23 Officer and with respect to also Kevan
24 Abrahams and to the balance of the counsel.
25 What you have shown here today is that you are

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2 definitely aligned with labor. That is
3 something that's been a long time coming and
4 quite frankly we appreciate it. What I'm
5 going to ask here is for everybody in the
6 audience to give them a round of applause.

7 As stated for the record, my name
8 is Matthew Aracich and I am the president of
9 the Building and Construction Trades Counsel
10 of Nassau and Suffolk Counties. I rise in
11 support of this amendment pertaining to the
12 Nassau Hub that would permit partnership of
13 RXR and BSE Global to move forward in
14 developing an acceptable proposal designed to
15 advance the interests of Nassau County and
16 attain site approval from the Town of
17 Hempstead.

18 Our members who are in attendance,
19 I brought along a little bit of family and
20 friends, are just a small portion of the
21 60,000 proud men and women who I have the
22 honor of representing. Each of these
23 tradesmen and tradeswomen are part of a team
24 who consistently deliver projects on time and
25 on budget, which has earned us the reputation

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2 for exhibiting value on display every day.

3 The Building Trades Counsel of
4 Nassau and Suffolk Counties and the Veterans
5 Coliseum have shared a long and distinguished
6 history. Our most recent encounter involved
7 our members renovating the Nassau Coliseum
8 during the years 2015 and 2016. The project
9 was completed by utilizing a workforce
10 comprised of 100 percent building trades
11 unions. These renovations resuscitated a
12 dying structure and today it is an
13 architecturally striking facility.

14 However, aside from its beauty, the
15 most noticeable attribute is the fact that all
16 Long Islanders can have pleasure from a wide
17 array of events hosted there. This Saturday,
18 December 1st, the Islanders make their long
19 anticipated return to the Nassau Coliseum. So
20 now it's only fitting that we focus and shifts
21 to reveal the untapped potential of the
22 parking area surrounding the Coliseum.

23 A short time ago, I met with Scott
24 Rechler at the Long Island Association's event
25 held at the Nassau Coliseum after listening to

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2 his joint presentation with BSE Global and the
3 Nassau Hub. Immediately upon conclusion of
4 the event I approached him to discuss his
5 assertion on RXR's goals regarding community
6 involvement. I questioned him in a very
7 direct manner on his plan to recruit using
8 local hiring policies. His immediate response
9 was that's what we need from you and your
10 affiliates. Instantaneously, the conversation
11 switched from a position of concern to a
12 position of collaboration.

13 Soon afterward, I met with Mr.
14 Rechler and his team at the RXR headquarters
15 to discuss the development of the Hub. We
16 engaged in a conversation about the scope of
17 the project and how to manage our expectations
18 which would construct this project under the
19 terms of a project labor agreement without the
20 need to carve out a residential component of
21 the project. It was certainly the beginning
22 of a meaningful dialogue and I appreciate his
23 openness and his concerns that he brought to
24 my attention. We ended the meeting with a
25 mutual understanding that it is up to each of

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2 us to ensure that this process is a success.

3 I am elated to see that a project labor
4 agreement was included in today's
5 presentation.

6 I am confident that with the
7 support we have from County Executive Curran,
8 all of you in the legislature, Supervisor
9 Gillen and the Hempstead Town Council, RXR
10 Realty, BSE Global, the building trades
11 affiliates and most importantly the community,
12 we will develop the finest approach to make
13 this project become a reality.

14 In order to get there, success
15 requires many partners and it starts with each
16 of you casting your first vote. Without your
17 approval of the development agreement plan any
18 development at the Hub cannot be achieved.
19 Your approval allows BSE and RXR the time to
20 fully develop their proposal, including
21 negotiating the economics and metrics with the
22 county, a meaningful community benefit
23 agreement and entering into a process of
24 securing a PLA with the Building Trades
25 Council.

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2 But the process necessary to
3 complete this feat, you must take the
4 amendments up in December and pass each of the
5 three components before advancing to the next
6 step.

7 The Building Trades Council
8 enthusiastically asks you all to do that. We
9 cannot afford to let this transformative
10 opportunity of a generation slip through our
11 fingers.

12 Sincerely, Matthew Aracich,
13 representing the trades.

14 Aside from that letter there are
15 some comments. The comments that I have are
16 you guys held him to the fire. Everything you
17 asked was in position of saying that labor is
18 first and that you want to make the community
19 and that Hub a reality. To make it successful
20 I believe that we can do that and I assume
21 that even through my skills and through
22 Scott's skills we can get to the place we need
23 to be. There is an open dialogue there. I
24 can speak his language and he understands
25 our's. So more than anything, when the

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2 communication is ongoing and there is no
3 breakdown there is no other output except
4 success. So thank you. I appreciate it.

5 LEGISLATOR NICOLELLO: Thank you
6 very much Matthew. If you want to present
7 that letter to the clerk we can make it part
8 of the record.

9 Kevin Law, president of the Long
10 Island Association.

11 MR. LAW: Thank you Presiding
12 Officer. Kevin Law president and CEO of the
13 Long Island Association, Melville, New York.

14 Members of the legislature, given
15 the time and the temperature I will speak for
16 less than one minute and hopefully set the
17 tone for the rest of the speakers. I
18 encourage you to allow the process to go
19 forward. I've been working and advocating for
20 the redevelopment of the Hub for the past
21 decade with the last two administrations and
22 now with the current administration. I've
23 never been more impressed with BSE Global, RXR
24 and now you added Northwell. I really think
25 it's a dream team. I'm optimistic something

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2 can get done. I believe you have all raised a
3 lot of legitimate interests and concerns. Let
4 the process go forward. Approve the
5 amendment. Let them work on the detailed
6 plans. Let them work on the agreements that
7 you have been asking questions about. You get
8 other bites at the apple. The town will get
9 other bites at the apple. Let's move the
10 project forward. It's our last best chance to
11 do so. Thank you very much.

12 LEGISLATOR NICOLELLO: Thank you
13 Mr. Law. David Kapell from Nassau Hub
14 Coalition and The Rausch Foundation.

15 MR. KAPELL: Good evening. My
16 name is Dave Kapell and I'm the executive
17 director of the Nassau Hub Coalition.
18 Presiding Officer Nicolello and members of the
19 legislature, thank you for the opportunity to
20 address you this evening. We are an
21 island-wide group representing business,
22 labor, academic and research institutions,
23 not-for-profit organizations and individuals
24 who believe that proper development of the
25 Nassau Hub is the key to positioning Long

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2 Island as a competitive corridor of
3 innovation.

4 To do so, we have to have the kind
5 of live, work, play environment that appeals
6 to the young people who are our future.

7 In a report issued last year the
8 Long Island index found that the development
9 of an innovation district at the Hub would
10 position Nassau competitively to attract
11 hi-tech and biotech firms. But this requires
12 the right kind of walkable community to
13 attract the needed talent.

14 The proposal before you from BSE
15 Global and RXR offers just the right mix of
16 housing, retail, entertainment, open space and
17 economic development to create a vibrant
18 innovation district that will put people to
19 work in good jobs and produce crucial new
20 sales and property tax revenues to reduce the
21 burden on Nassau and Hempstead taxpayers.

22 I would like to present for entry
23 into the record the following letters of
24 support. Gene Bernstein, chairman of
25 Northville Industries. Anne Brigis, president

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2 of the YMCA of Long Island. Ernest Canadeo,
3 president of EGC Group. Bob Catell, former
4 chairman of Long Island Association. Bob
5 Coughlan, principal of Tritec Real Estate
6 Company. Esther of Fortunoff Jewelry.
7 Richard Humann, President and CEO, H2M
8 Architects and Engineers. Justin Micari, a
9 young person making a life on Long Island.
10 Joseph Manfre, a Nassau property owner.
11 Charles Prizzi, vice president for
12 Development, Government and Community
13 Relations at Cold Spring Harbor Lab. And
14 Joseph Troiano, former mayor of the Village of
15 Stewart Manor.

16 With nearly 20 years of failed
17 attempts at redevelopment, the Hub has become
18 a symbol of dysfunction and wasted
19 opportunity. But the good news is that you
20 are presented today with a perfect opportunity
21 to turn this into a major success story for
22 Nassau and Long Island. I urge you to grab
23 the brass ring and approve the proposed lease
24 amendment. Thank you.

25 LEGISLATOR NICOLELLO: Thank you

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2 Mr. Kapell. Mark Herbst from the Long Island
3 Contractors Association.

4 MR. LANSBURY: Unfortunately Mr.
5 Herbst had to leave. My name is Seth
6 Lansbury. I'm reading this statement on his
7 behalf. Presiding Officer Nicoletto, members
8 of the Nassau County legislature. Again, my
9 is Seth Lansbury and I'm reading a statement
10 on behalf of Mark Herbst, the executive
11 director of Long Island Contractors
12 Association.

13 We appreciate the opportunity to
14 share with you our organization's full support
15 of the proposal before you to develop the
16 property known as the Nassau Hub.

17 The Long Island Contractors
18 Association represents the interests of Long
19 Island's premier heavy construction general
20 contractors, subcontractors, suppliers and
21 industry supporters. Our industry's focus is
22 primarily on building and maintaining our
23 region's vital infrastructure; its highways,
24 bridges and transit systems as well as
25 utilities, water quality and waste water

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2 systems as well as other public works. We
3 carry sense of pride that many of LICA's 170
4 member firms are multigenerational,
5 family-owned businesses that are located on
6 Long Island who continue to work and employ
7 neighbors in our community. We anxiously look
8 forward to building the Nassau Hub.

9 Situated on part of the land of the
10 former Mitchel Field Air Force Base, which was
11 decommissioned in 1961, the Nassau Hub
12 property has been subject to multiple
13 proposals over the decades, all of which were
14 rejected. We hope this time will be
15 different.

16 The focal point of the property is
17 the recently refurbished Nassau Veterans
18 Memorial Coliseum, where the roads surrounding
19 it bear the names of pioneers who helped
20 establish Long Islander as the cradle of
21 aviation. The heavy construction industry of
22 Long Island hopes today's leaders will summon
23 the same courage of past pioneers and move
24 forward with this important project, and
25 others like it, to grow our region's economic

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2 base.

3 Charles Lindbergh Boulevard, which
4 runs along the northern boundary of the
5 Coliseum, was named for the famous aviator who
6 flew the Spirit of St. Louis on the first solo
7 trans-Atlantic flight from nearby Roosevelt
8 Field to Paris, France. On the western end,
9 the road intersects with Quentin Roosevelt
10 Boulevard, a tribute to the daredevil fighter
11 pilot and youngest son of President Theodore
12 Roosevelt, who was the only son of a U.S.
13 President ever to die in battle.

14 The eastern perimeter of the
15 property is bounded by James Doolittle
16 Boulevard, named for the Medal of Honor Air
17 Force general who led the first aerial attack
18 on the Japanese mainland during World War II,
19 and who later led the speed tests and
20 development of navigation equipment at Mitchel
21 Field.

22 Opposite the south entrance of the
23 Coliseum is Glenn Curtiss Boulevard, which
24 commemorates the aviation and motorcycle
25 pioneer whose engine manufacturing founded the

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2 U.S. aircraft industry.

3 Finally, Earle Ovington Boulevard,
4 which runs along the Nassau Hub's western
5 side, pays homage to the notable aviator who,
6 among other accomplishments, flew the first
7 official airmail delivery under the aegis of
8 the United States Post Office Department from
9 Garden City to the Mineola post office on
10 September 23, 1911. The six mile flight took
11 six minutes at an altitude of 500 feet.
12 Reportedly, Ovington threw the mail sack over
13 the cockpit only to have the bag break when it
14 hit the ground. But true to the postal
15 service mantra, all mail was recovered and
16 eventually delivered.

17 Past proposals for the Nassau Hub
18 may have been tossed over the side, but now is
19 the time to recover those dreams and finally
20 deliver on behalf of the Long Island
21 community.

22 The member firms and our labor
23 partners of the Long Island Contractors
24 Association stand ready to deliver. We are
25 ready to build. We are ready to assist our

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2 public and private officials to create new
3 destinations for new businesses, new
4 technologies, new entertainment attractions,
5 new restaurants and new living accommodations
6 for our young and professional people.

7 We encourage you to display the
8 same courage and vision of the past pioneers
9 whose names surround the Nassau Hub. This is
10 the time to move forward. This is the time to
11 support this project. Your decision will be
12 part of the legacy. Who knows, perhaps some
13 day you may find yourself traveling on a new
14 roadway in the Nassau Hub named after you.
15 Thank you.

16 LEGISLATOR NICOLELLO: Mitch
17 Pally from the Long Island Builders Institute.

18 MS. SOLOMAN: I'm not Mitchell
19 Pally but he in his stead asked me to read his
20 statement. I'm going to read it as he wrote
21 it.

22 My name is Mitch Pally and I am the
23 chief executive officer of the Long Island
24 Builders Institute, the largest residential
25 home building trade association in New York

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2 State. LIBI is very please to be here today
3 to express its strong support for the request
4 of RXR and BSE to finally develop the concrete
5 around the Nassau Veterans Memorial Coliseum
6 at the Nassau Hub.

7 After many years, after many stops
8 and starts and after much deliberation, a
9 development team has come together which can
10 now provide Nassau County and all of Long
11 Island with the multifaceted development which
12 is appropriate for the most important piece of
13 property in Nassau County. It's not just the
14 development team which we support. Clearly
15 based upon their track records both RXR and
16 BSE are ready, willing and able to finance and
17 construct the new development.

18 It is also the plan to be
19 developed, a multifaceted project which
20 includes the Coliseum itself, new and
21 innovative research and development space to
22 include medical and technology companies,
23 experiential retail to compliment the Coliseum
24 and the surrounding areas of both Hofstra
25 University and Museum Row and 500 housing

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2 units to bring families and individuals into
3 the area. It is a world class plan, bringing
4 together all of the development options for
5 the 21st Century into a world class
6 development in a Long Island which is ready
7 for this new type of development.

8 It is time for all of us to come
9 together and make this project happen now.
10 Now is the time for the state of New York to
11 provide the funds promised. It is the time
12 for Nassau County to make the property
13 available through this legislative body and it
14 is time for the Town of Hempstead to ensure
15 that the development happens in an efficient
16 and timely manner. It is also time for the
17 developers to work with all of the parties and
18 stakeholders involved and make this an area
19 which we can all be proud of.

20 The Long Island Builders Institute
21 firmly believes that this is the team and this
22 is the plan and now is the time. We urge
23 legislative approval as quickly as possible.

24 LEGISLATOR NICOLELLO: Eric
25 Alexander, Vision Long Island.

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2 MR. ALEXANDER: Thank you
3 Presiding Officer, members of the board.
4 Great hearing so far today and we heard quite
5 a lot of dialogue with Scott Rechler and his
6 team. Very excited. There's a group, we have
7 been involved in trying to see the Lighthouse
8 project originally in some form of
9 redevelopment of the Hub for many years. And
10 it seems like the stars are aligned. I'm
11 really glad with the collaborative spirit in
12 the room with both of the developers the
13 legislature and the audience. That's
14 exciting.

15 Number one, we praise the county
16 for doing an RFEI and opening up the process
17 and moving through the style with the
18 legislature in a collaborative corrective way.

19 Number two, what we do want to see
20 and we always want to see development on Long
21 Island is best from the bottom up not from the
22 top down. While it's important to talk about
23 this is a regional project, it's most
24 important to hear from the neighbors in the
25 community who are most impacted. I know that

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2 was referenced by Minority Leader Kevan
3 Abrahams and Mr. Rechler himself about
4 reaching out to the communities. Those
5 communities Uniondale, Westbury, Salisbury,
6 Hempstead, East Meadow and Garden City are all
7 mostly impacted by any form of development.
8 We do want to see that outreach occurring. I
9 know some folks were here from the Uniondale
10 community land trust and GUAAC and also some
11 folks from Hempstead and we have been in touch
12 with folks from East Meadow. We know there is
13 a lot of interest in outreach as we move
14 forward. I know there will be future
15 meetings. We're going to cosponsor one. We
16 are excited to see this level of interest come
17 back.

18 So with that, the most important
19 thing that I think I know moving forward in
20 mix used vision that certainly Mr. Rechler
21 knows how to do and has done successfully in
22 other places. The town code is very deficient
23 in the design details of creating a real
24 place. It needs to be factored into the
25 discussions of economics, whether it be a CBA

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2 or PLA, is the reality of the yield and the
3 reality of some shifts that need to happen in
4 the town code. It could be done by variance
5 without opening SEQRA and taking two years.
6 Insuring that the Town of Hempstead is at the
7 table. I know Erin King-Sweeney had a great
8 meeting with Mr. Rechler and I know there's
9 going to be flexibility on the town side. But
10 also there needs to be that dialogue to make
11 sure that realistically -- right now the code
12 is designed it would create an outlet mall
13 form or look like Selden or Earle Ovington
14 Boulevard as it exists today, a racetrack type
15 design as opposed to a walkable design where
16 you're walking three or four miles an hour
17 walking as opposed to design for 35 to 45
18 miles and hour driving. Those design details
19 are setback for all those things. I know
20 those are town issues. I want the county to
21 be sober that work needs to be done at the
22 town level but to really make this the
23 signature place that we all want to see.

24 I think that everyone is going to
25 work together in a collaborative fashion

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2 here. Everyone we spoke to wants to see
3 something move forward and certainly the
4 support of our organization is there. Thanks
5 for asking the hard questions. This style of
6 bringing everything out upfront is so great.
7 I'm happy. Thank you.

8 LEGISLATOR NICOLELLO: Thank you
9 Eric. John Dreber, Rausch Foundation.
10 Melissa Connelly from Hofstra University.

11 MS. CONNELLY: Thank you
12 Presiding Officer, legislators. My name is
13 Melissa Connelly. I'm the vice president for
14 university relations at Hofstra. I appear
15 today on behalf of President Rabinowitz, who
16 wanted me to convey his regrets he was unable
17 to be here to personally convey his support
18 for RXR and BSE and this project. I'm here to
19 formally submit a letter of support on behalf
20 of Hofstra. If I could briefly summarize the
21 university's position. I characterize it as
22 complete support of this team and this
23 concept. We believe it is the right concept
24 at the right time and the right place.

25 At Hofstra, as everybody has

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2 already said, long advocated for the
3 development of this area. But this proposal
4 we think is the best opportunity and the most
5 real opportunity we've had. And now with the
6 proposal of the innovation center from our
7 partners at Northwell Health and the synergies
8 that that brings with our medical school and
9 other health-related institutions, we are
10 especially optimistic about the future of the
11 area.

12 This area is so central to the life
13 of our county and the thousands of college
14 students that live right around it. Young
15 people who need walkable development in the
16 area, but also the center of Nassau County and
17 the opportunity to be a downtown. Our
18 students, the entire area deserve a vibrant
19 innovation hub.

20 While we understand that this
21 process can be complex and complicated, we
22 join everyone so far today it's our hope that
23 we can come together through conversation and
24 dialogue, as Mr. Rechler has already said, to
25 make this vision a reality for the good of all

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2 of us.

3 On behalf of Hofstra I want to
4 thank all of you here today and I want to
5 thank RXR and BSE for giving us the
6 opportunity to speak in support of this
7 project.

8 LEGISLATOR NICOLELLO: Thank you
9 Melissa. Paule Pachter, Long Island Cares.

10 MR. PACHTER: Thank you for this
11 opportunity to address the members of the
12 legislature in support of the proposal
13 presented by RXR Developers and BSE Global to
14 reimagine the property surrounding the Nassau
15 Veterans Memorial Coliseum. More commonly
16 referred to as the Hub.

17 I'm sure that some of you are
18 wondering why the regional food bank is taking
19 a position on the development project. It's
20 actually the type of issue that those of us
21 working with people in need should be
22 concerned about. Our work at Long Island
23 Cares is much more diverse than the provision
24 of emergency food to feed the 272,000 of our
25 neighbors in need. Our work has always been

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2 about what we can do as a humanitarian
3 organization and as a region to lift people up
4 and improve their opportunities to become more
5 self sufficient.

6 I believe that the current proposal
7 by RXR and BSE Global can achieve the
8 objective of lifting our region and many of
9 its residents up both culturally and
10 economically. As part of the proposal the
11 developers have committed to creating good
12 paying jobs for many Long Islanders who remain
13 underemployed. They've identified core groups
14 of veterans, minorities and other populations
15 that will benefit from the jobs in the
16 construction trades, entertainment, retail
17 industry, health care and other areas that are
18 an integral part of this major project.

19 The creation of good paying jobs is
20 an important part of our mission because it
21 allows people to move out of poverty and
22 improve the quality of life for themselves and
23 their families.

24 The RXR and BSE Global project also
25 touches upon a major obstacle for young people

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2 and families in Nassau County and that is the
3 limited availability of affordable housing.
4 There are too many young people between the
5 ages of 21 and 34 who can't afford to move out
6 of their family home and are living in
7 basement apartments. Young people who are
8 working and attending college are buried under
9 debt for their foreseeable futures in Nassau
10 County. To be asked to spend upwards of 50
11 percent of their income on housing is
12 unrealistic and unconscionable. The housing
13 component within this proposal I believe
14 recognizes this reality and takes a
15 significant first step in developing real
16 workforce housing for our young residents.

17 For decades the Nassau Hub has
18 served as a political albatross, dividing our
19 residents. It's divided local government,
20 civic organizations and it's catering to the
21 nimbyism that often defines our region. Our
22 region has changed. Our residents have
23 changed. Our economics have changed, and as
24 you saw recently, our politics have changed.
25 It's time we looked towards our future and the

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2 needs of our changing demographics. I
3 encourage you to support the RXR and BSE
4 Global proposal to develop the property
5 surrounding the Coliseum through a bold vision
6 of not who we are but what we can be.

7 LEGISLATOR NICOLELLO: Thank you
8 Mr. Pachter. Tony Macagnone, Oyster Bay
9 councilman and for the New England Counsel of
10 Carpenters.

11 MR. MACAGNONE: Thank you
12 Presiding Officer, legislators. I know your
13 pain sitting up there so I will be very
14 brief. I represent 2500 union carpenters that
15 live in Nassau County. We are one of the
16 unions that Mr. Rechler spoke about that
17 realizes economic times call for economic
18 changes and we look forward to working with
19 him on this project. Look forward to working
20 on a PLA.

21 I've been around quite a few
22 years. My daughters going places. Well, I
23 remember they were all psyched about the Hub
24 and Islanders staying here and everything
25 else. Unfortunately, both of them moved off

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2 of Long Island to cheaper housing, better
3 opportunities. That wouldn't have happened if
4 this project went through. I'm hoping that
5 this project gets moved through the process
6 quickly, thoroughly and we are looking forward
7 to building it in the future. Thank you very
8 much and have a good evening.

9 LEGISLATOR NICOLELLO: Lisa Tyson
10 from the Long Island Progressive Coalition.

11 MS. TYSON: Good evening. My
12 name is Lisa Tyson, director of the Long
13 Island Progressive Coalition. We are a
14 multi-issue grassroots citizen-run
15 organization. We have been around for 40
16 years. When I was on my way here, I'm in my
17 office and I need a pad. I happen to pick the
18 Lighthouse at Long Island pad. Literally from
19 like 15 years ago. We wanted this project to
20 go forward. We had a big campaign Hire Me at
21 the Lighthouse. The concept was, let's look
22 at the two square miles around the Hub and
23 have preferential hiring for the communities
24 around there.

25 We also engaged with the county

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2 executive and Charles Wang to make sure that
3 there was affordable housing on the site. At
4 the time it was a challenge to keep it on the
5 site to be honest. Back then it was hard to
6 get affordable housing. Now it's already
7 there. You want it, which is awesome, but we
8 want to make it's good affordable housing.
9 Tiered income levels, not just at the highest
10 120 percent and under. You want to make sure
11 there's all levels of income.

12 We do want this project to move
13 forward. We think it's a great opportunity
14 for Long Island. We think that the labor
15 pieces we heard today it has to be done right
16 with labor. It has to have labor building
17 it. It has to have labor after it's built
18 too. Because we have to have the paying jobs
19 long term for everyone in the community to be
20 able to sustain our communities.

21 I live seven minutes away. My
22 mother just moved two minutes away actually.
23 The community wants this. We've always driven
24 past it ever since the last project died and
25 it's sad. You can't even look at the parking

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2 lot. The community is in support. So we want
3 you to go forward today. We do think there
4 has to be a really important public
5 transportation component. What we are hearing
6 sounds in the right direction. We want to
7 really hear the plans. The linkages. How is
8 it going to work? What makes sense? And
9 we're going to tinker in the future as find
10 changes that need to happen.

11 I love the concept of the CBA
12 board. I think this is how we find
13 innovation. And the concept about housing,
14 which I've never personally thought about, my
15 organization, about this cohousing for young
16 people is really interesting.

17 We also want to look at other
18 things. Like for us we are a working on
19 worker ownership. Converting existing
20 businesses on Long Island into worker owned
21 businesses. Forty-seven percent of small
22 businesses on Long Island are closing in the
23 next ten years. Let's use the Hub as an
24 opportunity to fix many problems. Let's lift
25 many boats with this. We say go forward but

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2 keep the community involved and let's do it
3 this time.

4 LEGISLATOR NICOLELLO: Thank you
5 Ms. Tyson. Margo Cargill, Uniondale Chamber
6 of Commerce. Devera Lynn from United Way.

7 MS. LYNN: Good evening. My name
8 is Devera Lynn. I'm here on behalf of Theresa
9 Agnonte, president and CEO of United Way of
10 Long Island. United Way of Long Island is a
11 not-for-profit Long Island focused
12 organization. With that said, the projects
13 and special events that we partner on with BSE
14 has been very much in line with our mission.
15 As well as critical to the impact that it
16 makes on our neighbors and communities.

17 BSE gave United Way and our veteran
18 partners a very, very warm welcome when
19 inviting over 100 veterans and their families
20 to the open house of the Nassau Veterans
21 Memorial Coliseum. This special treatment
22 they received that was something that many of
23 the veterans spoke about, spoke highly of, and
24 especially with the keeping of veterans front
25 and center in the namesake.

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2 BSE also recently invited United
3 Way to host a special evening, Mission United
4 Night, during a Nets game that focused on our
5 heroes. It also gave us the platform to
6 recognize corporations, labor unions and
7 individuals in the community who are leading
8 supporters of the program that help the men
9 and women who have served our country.

10 On another occasion we were offered
11 an opportunity to raise awareness in the venue
12 about Project Warmth. This is a United Way's
13 emergency fuel fund, which is so critical to
14 our residents, especially at this time of the
15 year. With the growth of the Hub we would
16 certainly see even more awareness raising
17 opportunities.

18 Regarding education, BSE has
19 definitely made a tremendous impact on United
20 Way Stuff of Us Program. For ten years this
21 program has been providing children with much
22 needed school supplies as they enter the new
23 school year.

24 What has changed dramatically over
25 the past two years since we partnered with BSE

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2 is our footprint has grown exponentially,
3 especially in Nassau County. This has given
4 us much broader stroke to program, especially
5 in Nassau County. What they did is it gave us
6 an opportunity to arrange site drops
7 throughout the county bringing inclusion to
8 many corporations, small businesses, libraries
9 and community centers. Ultimately five new
10 school districts received thousands of school
11 supplies due to this incredible undertaking.

12 Lastly, several of United Way's
13 Youth Built Students they're 18 to 24 years
14 old seeking new career paths and how to really
15 get over challenges they've had. They visited
16 the venues to discuss careers. This
17 interaction is truly an exclusive hands on
18 education for the students. They learned
19 about all of the aspects of what goes on
20 behind the scenes of the venue. And there are
21 many pathways that can take them to a career
22 with BSE or labor unions connected with the
23 organization.

24 We also have another program that's
25 billed and both of these opportunities for

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2 youth and veterans would give them an
3 incredible and superior opportunities in their
4 career paths. We continue to look forward to
5 growing our partnership. Thank you.

6 LEGISLATOR NICOLELLO: Thank
7 you. Michael Raniere on behalf of the
8 Uniondale Union Free School District.

9 MR. RANIERE: Good evening. My
10 name is Michael Raniere from the law firm
11 Ingerman and Smith. We serve as counsel to
12 the Uniondale School Union Free School
13 District in which the Nassau Hub is located.
14 Our client has asked me to be here to make
15 some very brief comments.

16 The school district has raised some
17 concerns about the project and these concerns
18 are articulated in the rider to the county
19 executive and to the minority leader. The
20 concerns related to traffic, enrollment,
21 PILOTS, all of which have been raised by
22 members of the legislature today. The school
23 district to date has already been engaged in
24 discussion with the developers to alleviate
25 these concerns. The district appreciates Mr.

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2 Rechler's statements regarding the look-back
3 with regard to the number of students and the
4 ability to make the district whole for any
5 additional students. As well as the ability
6 to work together to develop certain
7 internships for students.

8 The school district would seek to
9 continue to be part of those conversations
10 regarding any community benefits and also with
11 regard to any PILOTs being sought by the
12 developer with regard to this project.

13 The school district wishes to
14 maintain a positive relationship in the event
15 that the legislature approves this project and
16 wishes to continue any meaningful
17 conversations we can have with the developer.
18 Thank you.

19 LEGISLATOR FORD: Thank you.
20 John Burke, Jr.

21 MR. BURKE: My name is John
22 Burke. I'm the general counsel at the Dedario
23 and Company, which is one of the largest
24 private employers here on Long Island. I'm
25 here today to express the Dedario's support

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2 for the passage of the first phase of this
3 development. In keeping with the spirit I
4 have remarks for this legislature. I will try
5 to be shorter than I originally intended. I
6 just want to let the legislature know about
7 one experience that we've undergone that will
8 hopefully impact your consideration of this
9 measure.

10 Several years ago Dedario
11 determined that we needed to hire additional
12 executives as well as creative and marketing
13 personnel to enable our company to further
14 compete and grow in an evolving marketplace.
15 However, recruiting individuals to come to
16 Long Island was a challenge. On occasion, but
17 certainly more often than we would like to
18 hear, some candidates, who either declined
19 interview requests or job offers, cited the
20 absence of the amenities laid out in this
21 proposal as reasons why they didn't want to
22 relocate here.

23 Eventually, after hearing the
24 messages shared by these candidates, we
25 decided to open a creative office in

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2 Brooklyn. Dedario has spent hundreds of
3 thousands of dollars on the build out of this
4 space and the payment of rent for this
5 Brooklyn office. At this time we can only
6 wonder how this money could have been invested
7 if we didn't have to establish an office in
8 Brooklyn to attract young professionals who
9 want to live and work in an area with access
10 to entertainment, restaurants and retail all
11 within walking distance of one another.

12 Simply stated, we want to let this
13 body know that the absence of 21st Century
14 communities here on Long Island does serve as
15 an obstacle to recruiting individuals to work
16 here. We respect this body's role in
17 oversight and due diligence of what's going
18 on, as well as that in the Town of Hempstead.

19 But I just would like to share a
20 quote from Benjamin Franklin which says,
21 Without continual growth and progress words
22 such as improvement, achievement and success
23 have no meaning.

24 If our region is to grow, progress
25 and achieve or reach its full potential,

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2 proposals such as this need to be considered
3 and embraced by both the public and private
4 sector. With that, we would just urge this
5 body to approve the proposed amendment. I
6 thank you for your time and wish you all a
7 happy holiday.

8 LEGISLATOR FORD: Thank you very
9 much sir. Andrew Parton. How about Robert
10 Albat. John Culbertson.

11 MR. CULBERTSON: Good evening.
12 It's been a long time. I appreciate your
13 stamina. But in honor of Kevin and his quick
14 one minute I'm going to read this piece I put
15 together. My name is John Culbertson. My
16 company is I Plan Access. It's a Long Island
17 technology consultant company currently
18 working with Intel. It's a hi-tech company
19 located in the center of Excellence Wireless
20 and Information Technology located in Stony
21 Brook's Technology Park. I'm also a founding
22 board member of the Long Island Software and
23 Technology Network. Otherwise known as
24 LISTNET.

25 As a Long Island businessman, I

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2 realize a need for our county to continue to
3 modernize or be passed by other communities
4 that have a greater vision to do so. The
5 Nassau Hub, with the leadership of RXR Realty,
6 deserves our support in moving their proposed
7 Nassau Hub development project. They
8 demonstrated their value just today in
9 Newsday's announcement that Northwell Health
10 will be an anchor tenant in the Hub.

11 Over the years I have watched RXR,
12 whether it be Reckson or RXR Realty, shape the
13 development of the business community. The
14 Route 110 corridor benefitted from their
15 insight and vision in the modernization of the
16 telecom space by active participation in fiber
17 optic delivery networks. These networks,
18 originally supplying broadband services into
19 the Reckson facilities, had the multiplier
20 effect of creating fiber optic networks for
21 the whole 110 corridor community. I know
22 because I represented two of those carriers.

23 The future is smart growth, smart
24 towns and smart streets. I'm confident that a
25 Nassau County Hub leadership team will create

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2 new jobs and bring new technology to the
3 surrounding community as they did in the past
4 and retained the young professionals and
5 families so critical to Long Island's growth
6 and its ability to remain economically
7 competitive. Once again I really do support
8 the project and its total team.

9 LEGISLATOR NICOLELLO: Thank
10 you. John Gerard Short.

11 MR. SHORT: Good evening. John
12 Short lifetime resident of Nassau County. I
13 own a construction management firm. I started
14 with Northwell Health when they were North
15 Shore University Hospital. One hospital.
16 They are a first class act, as is Scott and
17 his team. I'm very impressed with what I
18 heard today. The last time I came to a
19 legislative meeting it was all gray hair and
20 no women and I love the fresh blood. But
21 where's the young whippersnapper from Harvard
22 over there? I mean, he's the one that should
23 be out here. You guys should be taking a nap,
24 right?

25 The county is in great shape and

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2 it's headed in the right direction. It's
3 awesome. I'm really proud of that. My father
4 would be proud because he was involved in
5 government when he used to bring me to these
6 meetings. I was just want to do some numbers,
7 right.

8 The state is kicking in right now
9 \$125 million, right? And probably more by the
10 time Northwell is done with that. But where
11 is the state to correct our situation with the
12 plume? We all live here. I have a foundation
13 called Cure Mommy's Breast Cancer. Northwell
14 has made me a wealthy man and I will get a
15 piece of this project without a doubt.

16 I have a foundation. My wife was
17 diagnosed with breast cancer in 1997 at the
18 age of 33 years old. I was in the Bethpage
19 Water District. Now I moved to South
20 Farmingdale Water District. My wife died in
21 2003 at the age of 38. I had two little
22 babies. My daughter Nicole is 25 and just had
23 both breasts removed. Breast cancer. I have
24 a foundation that I have given over a million
25 dollars to patients and victims. It's called

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2 Cure Mommy's Breast Cancer. CUREMOMMY dot
3 org.

4 I have to stop granting money
5 because I've changed direction now. I'm
6 funding a lawsuit against the state, Grumman,
7 everybody involved over there. Last night I
8 met with a 20 year old kid from Bethpage and I
9 made the decision to come here today.
10 Although it may be a conflict of interest with
11 work it doesn't matter to me.

12 This is little sheet of paper. I
13 have been researching that plume for 20 and a
14 half years. Since 1997 when my wife was
15 diagnosed. She died on my chest 1:27 in the
16 morning. Last thing she said to me was I love
17 you. Last thing before that was "It's the
18 water Johnny."

19 Just recently came out, just
20 recently, radium. We all know what radium is,
21 right? Radioactive. Found in high levels
22 right underneath Grumman's property. Radon
23 was found in the closets of Bethpage schools.
24 Radon is the gas that comes when radium breaks
25 down. It's odorless and colorless. The

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2 second leading cause of lung cancer in the
3 United States.

4 Just recently they found 1.4
5 dioxins. New chemical. Known as a likely
6 human carcinogen. The EPA has found levels 25
7 times greater than the health advisory limit.
8 What else is under the water? Ten years ago
9 it was TCE. That was the most dangerous thing
10 that they found. You guys got to do
11 something. You're elected officials. Go
12 after them or help me go after them. Because
13 I'm not going to tolerate it. I'll spend
14 every penny that I have now and I need your
15 help. Thank you.

16 LEGISLATOR NICOLELLO: Thank you
17 Mr. Short. Naveen Shah. There's also David
18 Fincannon. I don't know if both of you want
19 to come up.

20 MR. SHAH: I will let David speak
21 first and then I will take it over.

22 MR. FINCANNON: Good evening.
23 David Fincannon. Two weeks ago we closed on
24 the Marriott Uniondale hotel. We are the new
25 owners and we are excited to be part of the

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2 project. Over our last four to six months we
3 were really excited to read about the Hub and
4 today we see it coming to evolution and we
5 would like to be part of that project and help
6 with the creative.

7 But I wanted to share with you a
8 couple of data points about hotel development,
9 and we've got some really great plans to
10 improve the Marriott. Because over the years,
11 as all of you know, it struggled with its
12 identity and with the surrounding property.

13 So the Marriott today, the last two
14 years, we have about 75,000 vacant rooms. So
15 as you develop the project and you're talking
16 about other hotels we want to be a part of
17 that dialogue and make sure we have enough
18 demand so this hotel can be successful.

19 Over the two years, three hotels
20 have been developed in the marketplace that we
21 compete against. All good. We love the
22 competitive environment. But as you're
23 planning and looking through the project just
24 involve us. We have great plans and Mr. Shah
25 will talk about some of the things we will

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2 work for.

3 I will be the asset manager if you
4 will. Marriott manages it. But we're going
5 to be guys developing the creative part and
6 moving this project forward. What we saw
7 today we're really excited about it. We are
8 supportive of the project. And we hope good
9 things happen from it as the new owners. Two
10 weeks old we don't know a lot yet but we're
11 learning.

12 One last comment. I'm proud to be
13 a US Army veteran. I'm glad that the Coliseum
14 is part of the veterans. We defended this
15 country. That's all I'm going to say.

16 MR. SHAH: I'm Naveen Shah. I'm
17 the CEO and president of Royal Blue
18 Hospitality which owns Marriott Uniondale. I
19 have been your tenant, I've been tenant of
20 Nassau County and I have been tenant of Scott
21 Rechler for last ten years. And what
22 remarkable job Mr. Rechler and RXR does it
23 I've yet to find it on Long Island. So I
24 appreciate their quality, their workmanship
25 and what they do for the community and the

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2 society.

3 Having said that, while I'm fully
4 supportive of Hub renovation, of the new Hub
5 creating, but we certainly do not want to be
6 creating a competition. I think the
7 legislature has to consider that there is a
8 Roosevelt Field, there's a Nassau college,
9 there's Marriott hotel. There are enough
10 recreation activities are in the area. So how
11 do we bring innovation? How do we bring
12 technology? How do we keep and retain the
13 jobs of Long Islanders in Long Island is all I
14 think we need to consider. Rather than 40
15 percent of the Long Island works in New York
16 City and create value for New York City and
17 Queens. Why can't we create this land as a
18 land of opportunity for the people as citizens
19 living in Long Island so that they work and
20 create value for Long Island. That is all I
21 would like to see.

22 Creating competition is not the way
23 to create a product. Complementing the
24 product is the way to go and that is what I
25 would like to share with you and Scott. And

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2 Scott has already offered to meet with him and
3 I would be happy to meet with him and discuss
4 any creative ideas. Thank you.

5 LEGISLATOR NICOLELLO: Thank you
6 Mr. Shah. Next speaker is Shaker Nelanuthala.

7 MR. NELANUTHALA: How are you?
8 Presiding Officer Nicolello, Minority Leader
9 Kevan Abrahams.

10 My name is Shaker Nelanuthala. I'm
11 a resident of Glen Cove. Actually Delia
12 DeRiggi-Whitton is our legislator and I'm
13 really proud of the kind of job she is doing
14 for Glen Cove as a legislator for the county.

15 I'm in support of this project.
16 Again, my concern always is like generation of
17 new kids what they are doing. My oldest son
18 after graduating from Stony Brook University
19 couldn't find anything here and moved to
20 Michigan. My youngest son this year could not
21 find anything after graduating from SUNY Old
22 Westbury, a computer science graduate, and
23 moved to New Jersey. We got to stop this
24 bleeding. We can't have kids moving out.
25 Otherwise you will end up being a society of

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2 AARP and nothing else.

3 On a different note, as it comes to
4 the development of the Hub, I would like to
5 say all plans are good. Now I want to address
6 trying to build a technology park. Why can't
7 that be part of the plan? Like, for example,
8 imagine if you could bring a Facebook or a
9 Google onto the island building really
10 something good here. Now that we have Amazon
11 in Long Island City there's so many ancillary
12 companies that will want to move to this
13 region to work with Amazon and they would need
14 a space. I would say ideally this would be a
15 place if you can create a technology park that
16 would actually solve some of the problems.

17 And again, housing is the issue.
18 We always talk about for the millenials. As
19 Josh clearly mentioned, the micro housing
20 concept, micro housing project concept, would
21 definitely work.

22 Again, I'm recommending, suggesting
23 that we look at technology park instead of
24 building hotels because we have enough hotels
25 there. In that space if you can do something

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2 else that would be of value. Thank you very
3 much.

4 LEGISLATOR NICOLELLO: Thank you
5 sir. Charlene Thompson, Village of Hempstead
6 Community Development Needs.

7 MS. THOMPSON: Good evening. I'm
8 Charlene Thompson. I'm commissioner of
9 Community Development for the incorporated
10 Village of Hempstead. And I would also like
11 to -- Jeannine Maynard of the Uniondale
12 Community Land Trust had to leave. So I'm
13 going to take a moment to speak on behalf of
14 her.

15 I'm actually a little bit
16 conflicted this evening because I serve on the
17 board of directors of the Uniondale Community
18 Land Trust. We are delighted and excited to
19 have this project come to fruition and we look
20 forward to working with you very closely as a
21 community stakeholder to make sure that we can
22 be an active partner in shaping in the
23 community benefits agreement and helping move
24 this project forward.

25 So now I'm going to shift my hat

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2 over to the Village of Hempstead as

3 commissioner of community development. As

4 some of you may or may not know, Mr. Rechler

5 is part of a master development team for the

6 revitalization of the Incorporated Village of

7 Hempstead. So I have concerns. I have

8 concerns that you've decided to shift your

9 focus and that will be to the detriment of the

10 Village of Hempstead. I want to offer on

11 behalf of myself and Mayor Ryan open

12 conversation to get us back to the table to

13 make sure we move those Hempstead projects

14 forward. I have been working very closely

15 with Sean McClean and Seth Pinsky as well to

16 get some of the underlying infrastructures

17 issues resolved. I'm happy to say we are

18 moving forward progressively on that. And we

19 want to make sure we get some of those other

20 development projects back on line. We need to

21 work with you very closely to make sure that

22 this revitalization is holistic and none of

23 our communities are let behind in the

24 process.

25 As we know, the Village of

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2 Hempstead historically has been a hub. All
3 major roads go through the Village of
4 Hempstead. We have a terminal of the Long
5 Island Railroad in the Hempstead terminal. We
6 have the Rosa Parks Intertransit Center where
7 19 bus routes terminate in the village. We
8 have a direct line running from the Hub. And
9 somebody mentioned the South Shore. We have
10 lines running from Freeport coming into
11 Hempstead. We want to make sure that they
12 stay a vital part of this conversation and as
13 they shape the plans going forward we want to
14 offer our support and our active involvement
15 and engagement in making sure it's a holistic
16 and regional approach to the process that none
17 of our communities are left behind. Thank
18 you.

19 LEGISLATOR NICOLELLO: Thank you
20 Ms. Thompson. Heidi Sanft.

21 MS. SANFT: My name is Heidi
22 Sanft. I'm the first vice president of the
23 Nostrand Garden Civic Association in
24 Uniondale. I'm also a member of GUAAC, which
25 stands for the Greater Uniondale Area Action

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2 Coalition.

3 Good evening once again. Thanks to
4 all for staying this late. I'm losing my
5 voice even though I just started speaking.

6 In an article in October 17th's
7 Newsday titled, quote, Optimistic That Hub
8 Will Happen, unquote. Mr. Rechler said,
9 quote, We are creating a village within a
10 downtown. Uniondale is currently known as,
11 quote, a global village. This is clearly
12 evidenced by signage throughout the
13 community.

14 The 98 page Long Island index
15 report calls the Nassau Hub, quote, the Nassau
16 Hub innovation district. Why not collaborate
17 with the leaders of Uniondale to make all of
18 Uniondale an innovation district? Why not
19 create a bridge into downtown Uniondale?
20 Uniondale Avenue is in fact the Gateway to the
21 Nassau Hub. Include your neighbors by making
22 everyone in Uniondale part of your vision,
23 Mr. Rechler. Invite us to be part of your
24 plan. Be proud of the name of the town where
25 you are going to be building. The name of

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2 that town, make no mistake, is Uniondale.

3 Starting now, we ask you to make a
4 statement that downtown Uniondale is part of
5 the Nassau Hub innovation district. You have
6 nothing to fear and everything to gain by
7 doing the right thing.

8 Based on your agreeing with the
9 above suggestions, I support the development
10 of the Hub. I know you are going to do a
11 great job. I read all about you. I know
12 where your parents are from. I know your
13 background. I know where you were born. I
14 know your drive. I know that you are really
15 smart and will do the right thing. Thank
16 you.

17 LEGISLATOR NICOLELLO: Thank
18 you. Pearl Jacobs, Nostrand Garden Civic
19 Association.

20 MS. JACOBS: Good evening. Pearl
21 Jacobs, president of the Nostrand Garden Civic
22 Association and member of the Greater
23 Uniondale Area Action Coalition.

24 Yesterday's article Northwell
25 Health to become anchor tenant for Nassau Hub

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2 no reference or mention was made of
3 Uniondale. The article stated that the
4 location of the Hub is in the proximity of
5 Hempstead Turnpike, Earle Ovington Boulevard
6 and the Meadowbrook Parkway.

7 As president of the Nostrand Garden
8 Civic Association and member of the Greater
9 Uniondale Area Action Coalition, our
10 collective community has led an active
11 campaign to retract any article or media
12 release that states that the Nassau Hub is
13 located at East Garden City, a fictitious
14 entity. Although yesterday's article did not
15 mention the fictitious entity of East Garden
16 City, it did not mention Uniondale either.
17 This exclusion demonstrates a lack of
18 recognition towards Uniondale as the host
19 community.

20 In years past the Nassau Veterans
21 Coliseum has always been recognized as being
22 located in Uniondale. Only in recent years
23 with the growing interest in the development
24 of this last open piece of open space in the
25 Nassau County has this area taken on the

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2 fictitious entity of East Garden city.

3 I, as well as many of the Uniondale
4 residents, are excited about this
5 transformation of the Hub and we support this
6 proposed development. The Uniondale community
7 respectfully requests the respect that it is
8 due by being recognized as the host
9 community. Everyone should know that the
10 Nassau Hub is located in Uniondale. Exclusion
11 is passe. It's 2018. The word is now
12 inclusion.

13 Additionally, it is the hope that a
14 fair and equitable CBA be established,
15 especially in regards to the host community.
16 The host community that assumes the majority
17 of the burdens on its roads, sewers, water and
18 taxes. Thank you very much.

19 LEGISLATOR NICOLELLO: Thank you
20 Pearl. Martha Ann Brady.

21 MS. BRADY: My name is Martha Ann
22 Brady, and I'm going to go back in history. I
23 lived in Uniondale many years and I will tell
24 you exactly how many later. We have a
25 document -- I am a member of GUAAC, Uniondale

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2 Community of Counsel of which I'm treasurer,
3 Uniondale Community Land Trust, of which I am
4 a board member, and other organizations in
5 Uniondale.

6 In 1917 New York State proclaimed
7 that Mitchel Field, with one L, named for
8 former mayor of New York City John Mitchel,
9 not Billy Mitchel, was all Uniondale.
10 Uniondale made the mistake when the active
11 Army Air Corp. base was closed in 1961 of
12 permitting certain entities to put Garden
13 City. Namely the carousel, the aviation
14 museum, the fire department museum, Nassau
15 Community College. They are all technically
16 Uniondale, and I would like to see that every
17 entity business that opens at the Hub be
18 labeled Uniondale. The post office may ask
19 because of the size of the businesses that
20 they have a specific post office box, 115
21 whatever, beyond 53 or under 53, to expedite
22 the mail.

23 I worked in Manhattan for many
24 years, 17 years, for the world's largest
25 market research corporation. And how you

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2 market stuff has an impact. And it is the
3 Nassau Veterans Memorial Coliseum and
4 everybody who leaves out the veterans memorial
5 and goes with the NYCB Live garbage is giving
6 the veterans a kick in the pants. A slap in
7 the face. Uniondale has a memorial to those
8 from Uniondale who died. David Nava, Walter
9 Owens, Jr. I knew those people. I am the
10 niece of an aunt and uncle who served during
11 World War II.

12 I worked in EAB before it was
13 Reckson Plaza. I worked there for 17 years.
14 My employer helped me go to Hofstra University
15 to graduate. I have lived in Uniondale.
16 Uniondale was built up post World War II of
17 veterans who were able to afford housing. I
18 have lived in my house for 42 years. I have
19 lived in Uniondale for 71 years. And
20 Uniondale is very close to my heart.

21 In 1853 I believe it is, New York
22 Times put an article in the paper that Turtle
23 Hook, the name of the town at that time, was
24 being changed to Union Dale. It was two words
25 at that part. Why? Because they were in

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2 commitment to the Union of United States of
3 America.

4 Let's not history hurt us again by
5 dropping the big part of the Nassau Veterans
6 Memorial Coliseum. If you say Coliseum okay.
7 But when you put Nassau in there you got to
8 say veterans memorial. Newsday and
9 Cablevision are two big offenders. Nassau
10 County has got to get after them.

11 I'm hoping, I like the sound of the
12 project. I met with Mr. Rechler's group over
13 at RXR last week and perhaps this next
14 generation part that you're looking for maybe
15 I'll switch residences from my street to your
16 street in Uniondale. Absolutely. Thank you.

17 LEGISLATOR NICOLELLO: Thank you
18 Ms. Brady. Paul E. Gibson, Uniondale
19 Community Land Trust. David Kilmnick.

20 MS. SOLOMAN: Jennifer Soloman
21 from Plainview.

22 MS. SOLOMAN: Hello. My name is
23 Jennifer Soloman. I'm a lifelong Long
24 Islander and I also belong to the ever evasive
25 and much talked about generation of

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2 millenials.

3 I have my own small business and my
4 husband, a transplant from Poughkeepsie, who
5 is an army vet and a Columbia MBA, commutes to
6 his job at a tech startup in New York City
7 daily. We have a ton of student debt, a
8 mortgage, two small daughters who my parents
9 watch twice a week at their home in
10 Plainview.

11 Some of this information about my
12 personal background my feel unnecessary but a
13 lot of the discussion today has been about
14 attracting and retaining young families, new
15 talent and growing professionals. And that's
16 who we are. Truth is we talk daily about
17 leaving Long Island.

18 The Nassau Hub offers solutions to
19 several of our complaints and I believe those
20 of our peers. First, it attracts more young
21 people like us and offers new opportunities
22 for us to build a community. It offers
23 affordable housing options. And while they
24 may not be right for me personally, they would
25 enable people like my younger brother to come

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2 back to Long Island.

3 It gives us new entertainment and
4 retail opportunities next to the Coliseum. So
5 that going to Disney on Ice for the 100th time
6 might feel a bit more suited to the whole
7 family. And if it attracts new young people
8 and fresh talent it's reasonable to believe
9 that innovative 21st Century companies will
10 come to Long Island, reinvigorating the
11 economy and creating new opportunities for my
12 husband to work locally and for my family to
13 thrive.

14 Outside of Long Island everywhere
15 we want to live is attached to a walkable
16 downtown. Many here have spoken about what
17 they think millenials want. But I am a
18 millenial and I'm telling you that these types
19 of social communities are very attractive to
20 us.

21 The debates around the Hub have
22 been going on for most of my life. I grew up
23 at events at the Coliseum, including the first
24 concert I ever went to. It doesn't take much
25 to see the potential of this site for the

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2 greater Long Island community. A community
3 that I love. I urge you to approve the
4 amendment and give this proposal a chance.
5 This is truly an opportunity to reimagine Long
6 Island and give mine and future generations a
7 chance to write our own stories here. Thank
8 you.

9 LEGISLATOR NICOLELLO: Thank you
10 Ms. Soloman. Jack McCloy.

11 MR. MCCLOY: Chairman Nicoletto,
12 members of the legislature. Jack McCloy,
13 resident of Baldwin and lifelong Long Island
14 resident.

15 First of all, I would like to say
16 that I'm so happy to see that things are
17 moving forward for the development of the Hub
18 area. I want to say that I think that BSE and
19 RXR are ideally qualified to handle this. And
20 I also want to say that I'm very happy that
21 Scott mentioned earlier that his presentation
22 is one that is subject to be modified based
23 upon needs, suggestions, comments.

24 What I would like to say is I think
25 that Ms. Bynoe's recommendation that an

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2 attraction needs to be built into the Hub more
3 so than what has been described so far. I
4 think Northwell, I think it was mentioned as
5 the anchor tenant, is not a good anchor tenant
6 for the Hub. The reason for that is anybody
7 working at Northwell or seeking the services
8 of Northwell is not likely to be going to the
9 Hub to take care of -- to explore the other
10 options that would be there. I think you're
11 right on Ms. Bynoe about saying that needs to
12 be looked at a little further.

13 I also wanted to say that
14 Legislator Gaylor's mention about a light rail
15 system would be ideal. Especially if there
16 are going to be residences included there
17 where mini buses will be picking up students
18 going back and forth to school. I think the
19 area will be congested. I think a light rail
20 system would help alleviate that. I don't
21 know if any of you have ever been to Detroit.
22 They have a system there called the Ring and
23 it circles the whole redevelopment area in
24 Detroit what has been revitalized just by
25 having that light rail system.

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2 Also in Montreal they have a rail
3 system that is mostly automated, where you
4 don't have to have people operating the units
5 and they actually run on tires in a trough.
6 It's not as noisy. It's quiet. It's
7 comfortable. And I think that maybe something
8 like that circling the Hub, bringing people to
9 different spots along the route might be
10 something that could be worked in.

11 I do want to also say that the
12 thought of incorporating a destination other
13 than Northwell, because we have Northwell, we
14 have Sloan Kettering, nobody is going to be
15 going to the Hub seeking services from those
16 institutions or if working at those
17 institutions are going to be patronizing the
18 other aspects of the Hub. I would like to see
19 if we can revisit that aspect and maybe modify
20 it to be a little bit more of an attraction.

21 LEGISLATOR NICOLELLO: Thank you
22 Mr. McCloy. Meta Mereday. Ms. Mereday, I
23 didn't see your note that you needed to speak
24 earlier. I would have pulled your slip
25 earlier. Sorry.

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2 MR. MEREDAY: I'm a regular. We
3 will hear about that later. Meta J. Mereday,
4 Baldwin resident.

5 I am equally excited but I guess as
6 was stated earlier I'm divided but excited
7 with regard to this project. I do appreciate
8 the sentiments of the resident who spoke about
9 this being the Nassau County Veterans Memorial
10 Coliseum. I concur particularly for those who
11 know me that most of the time when I'm
12 speaking I am speaking in reference to our
13 veterans. So I think that is very key that we
14 keep that in the loop considering if we
15 combine the 85,000 Nassau County veterans,
16 despite Newsday kind of shortlisting it at
17 50,000, we have 85,000 veterans in Nassau
18 County and 100,000 in Suffolk County,
19 according to the US census Long Island is
20 second only to San Diego in the percentage of
21 veterans in its population.

22 So I am concerned about what is
23 going to be in place for our veterans. Not
24 just as location to go on specific holidays
25 but for jobs, for contracting, for things of

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2 that nature. I'm hoping that we can move
3 forward. I've been very disappointed but I
4 have to remain hopeful considering I was
5 really the genesis in terms of then legislator
6 now County Executive Curran's veteran owned
7 business act that was implemented in 2016.
8 I've yet to see any benchmarks in the county.
9 I'm hoping that the Hub project will become
10 the actual benchmark and the leading figure
11 with regard to that as well.

12 If we look at the fact that Long
13 Island has 80 percent homeownership, while I
14 appreciate Legislator Lafazan's very emotional
15 pitch for millennial housing, let's not forget
16 the baby boomers. We are what is considered
17 the sandwich generation. We are in essence
18 supporting the efforts of many of the
19 millennials as well as supporting the efforts
20 of our World War II generation and that really
21 is the crux of Long Island.

22 I'm hoping that we can look at more
23 data as opposed to, you know, this
24 demonstrative sort of speak about what you
25 intend to do. Let's back this up with some

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2 numbers so we can talk about some true
3 benchmarks and look at some data and some
4 specifics to what the development can look
5 like.

6 In addition to be a 9-11 first
7 responder, I was also involved in the
8 development and the inclusion of diverse
9 minority women, veteran-owned businesses, in
10 the rebuild of lower Manhattan, the air train
11 project to JFK. So I don't just come here --
12 they may just think I come here for their
13 entertainment but I do come for reason and I'm
14 hoping that we can work together to move this
15 project forward for all of our residents.
16 Thank you. I will be back Presiding Officer.

17 LEGISLATOR NICOLELLO: Thank
18 you. That was our last slip. I want to thank
19 all the members of the public. Come on up.

20 MR. MAYERS: My names is Douglas
21 Mayers, the president of the
22 Freeport-Roosevelt NAACP and the Long Island
23 Caribbean-American Association.

24 I want to congratulate these
25 builders on this project. My only question

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2 here fellows, did any of you consider a
3 convention center for this project?
4 Convention center is very important in any
5 community. In any county. We travel a lot to
6 conventions over the years and I must tell you
7 a convention center plays a very important
8 roll. Last year I was at a convention and
9 where the hell it was, I think it was -- any
10 way -- Louisiana. I don't know if any of you
11 went to Louisiana but Louisiana have a
12 fantastic convention center. Every day it is
13 used by the car companies, by big companies
14 and I think if we only had that here on Long
15 Island, part of this project, we could do
16 wonders having a convention center on Long
17 Island believe you me.

18 Every other year we have a luncheon
19 here and we can't get space to seat them. A
20 thousand members where the NAACP is
21 concerned. Crest Hollow tried to put in a
22 thousand but no hotel around here on Long
23 Island could hold a thousand members. All
24 right. So consider that with your building.
25 Consider that.

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2 When Huntington House was in swing
3 Huntington House was the only area that we
4 could hold a luncheon for a thousand or more
5 people. Don't just build to build. Build to
6 accommodate the numbers. All right. I think
7 that would be good.

8 The housing. The NAACP is glad to
9 see somebody talking about affordable
10 housing. I will be back at the leg because we
11 have some property in Freeport, belongs to the
12 county on North Main Street in Freeport, the
13 old medical building. I got signs out there
14 calling for affordable housing. My legislator
15 is here, Ms. Mule is here, and she can tell
16 you about me. But we need more housing in
17 Nassau County. And I would like to see the
18 county do something with that property.

19 I understand someone approached the
20 county about a funeral home. We don't need
21 any more bloody funeral homes. We're not
22 dying bloody fast. I said to the mayor they
23 he will have to run a tractor over me for them
24 to build affordable housing on that property I
25 mean a build a funeral home. We need

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2 affordable housing.

3 I spoke to Kevan about it. We want
4 to see some affordable housing on North Main
5 Street and Freeport. Not only housing above,
6 stores below. Because the town has two pieces
7 of property next to it. So the county can ask
8 the town for that property to build out. You
9 can make a U-shape type building. Seniors and
10 young people housing. So, that's on the
11 agenda also.

12 But congratulation to you guys. I
13 will be there because I'm still a young man
14 and I'm a union man too and I'm also looking
15 for work. Thank you.

16 LEGISLATOR NICOLELLO: Thank you
17 Mr. Mayers. Is there anyone else that would
18 like to speak? Hearing none, we can conclude
19 things by saying obviously you have support
20 from the board section of stakeholders of this
21 county. You also have been doing your
22 homework. Groups that you are meeting with
23 which is very positive sign. There is
24 demonstrably from this audience tremendous
25 excitement to see this property developed. I

1 Full Leg - 11-27-18
2 think any of us who travel throughout the
3 metropolitan area, actually outside of
4 New York, we've seen these properties that are
5 underused, sometimes industrial, still become
6 destinations and we would be excited to be a
7 part of that process. We look forward to
8 working with you collaboratively and we thank
9 you for the presentation today.

10 (TIME NOTED: 6:20 P.M.)

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CERTIFICATION

I, FRANK GRAY, a Notary
Public in and for the State of New
York, do hereby certify:

THAT the foregoing is a true and
accurate transcript of my stenographic
notes.

IN WITNESS WHEREOF, I have
hereunto set my hand this 27th day of
November 2018

FRANK GRAY