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TOWN OF BROOKHAVEN

LOCAL DEVELOPMENT CORPORATION

-----X

BOARD MEETING

HELD IN PERSON & VIA ZOOM VIDEOCONFERENCE

-----X

August 17th, 2022

12:33 p.m.

TRANSCRIPT OF PROCEEDINGS

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MEMBERS :

FREDERICK C. BRAUN III

MARTIN G. CALLAHAN III

FELIX J. GRUCCI, JR.

GARY POLLAKUSKY

ANN-MARIE SCHEIDT

FRANK C. TROTTA

ALSO PRESENT :

LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER

LORI J. LaPONTE, CHIEF FINANCIAL OFFICER

ANNETTE EADERESTO, COUNSEL

BARRY CARRIGAN, COUNSEL

JOCELYN LINSE, EXECUTIVE ASSISTANT

AMY ILLARDO, DIRECTOR OF MARKETING

TERRI ALKON, ADMINISTRATIVE ASSISTANT

JOHN LaMURA, DEPUTY DIRECTOR

* * *

1 MR. BRAUN: Now we move into the
2 Local Development Corporation meeting. It's
3 Wednesday, August 17th. It is 12:33. All of the
4 board members are here. Mr. Callahan,
5 Ms. Scheidt, Mr. Trotta, Mr. Braun, and on Zoom,
6 Mr. Grucci and Mr. Pollakusky. A quorum is
7 present.

8 The minutes of our meeting of
9 July 19th, 2022 have been sent to everyone.

10 Do I have a motion to accept?

11 MR. TROTTA: Motion, Frank Trotta.

12 MR. BRAUN: Thank you.

13 MS. SCHEIDT: Second, Ann-Marie
14 Scheidt.

15 MR. BRAUN: Beautiful. Questions?

16 (No response.)

17 MR. BRAUN: Hearing none, on the
18 vote:

19 Mr. Callahan?

20 MR. CALLAHAN: Yes.

21 MR. BRAUN: Ms. Scheidt?

22 MS. SCHEIDT: Yes.

23 MR. BRAUN: Mr. Trotta?

24 MR. TROTTA: Yes.

25 MR. BRAUN: Mr. Grucci?

1 MR. GRUCCI: Yes.

2 MR. BRAUN: Mr. Pollakusky?

3 MR. POLLAKUSKY: Yes.

4 MR. BRAUN: Braun votes yes and
5 the motion is accepted.

6 Lori, I turn it over to you.

7 MS. LaPONTE: Okay. Included in
8 your package is the year-to-date budget, first
9 section, for June 2022 in comparison to the pro
10 rata of the budget for those six months. During
11 the month, we had no activity, as far as revenue,
12 other than investment earnings. The rest of our
13 expenses are recurring costs that we
14 just allocate throughout the year, so everything
15 is in line. Although, year to date, we're still
16 in the red \$40,000. We're ahead of the budget,
17 which has year-to-date in the red for \$52,000,
18 approximately.

19 The one thing I did want to mention,
20 you will see, actually, next month in July that we
21 did receive the money for one of the projects that
22 owed us back admin fees for \$7,000. So that's
23 really the only thing that we expect for the LDC.

24 Questions?

25 MR. BRAUN: I just would point out,

1 that was something we picked up in the UOC's
2 report, so we responded to them. We did say that
3 it hadn't been collected.

4 MR. CALLAHAN: (Inaudible.)

5 MS. LaPONTE: Yes. So -- and then
6 while on that, I do want to mention that. So we
7 did receive that formal report from the State on
8 July 15th, and we have 90 days to respond by
9 October 15th. Lisa and I -- well, Lisa, more, is
10 ahead of schedule and our response is pretty much
11 ready to send out. But we're just -- continue
12 tweaking that.

13 MR. BRAUN: Did they -- did they
14 publish our response --

15 MS. MULLIGAN: They're -- they --

16 MR. BRAUN: -- in the report?

17 MS. MULLIGAN: In the final report,
18 our response that we already sent to them was
19 published in it and now we have to send them the
20 next step as a corrective actions measure. I don't
21 believe those get published.

22 MS. LaPONTE: I haven't seen that.
23 The last thing I want to mention, as far as the
24 LDC goes, is that all payroll taxes have been paid
25 within -- in accordance with all federal and state

1 guidelines. All regulatory reports have been
2 filed in a timely fashion. All state regulatory
3 payments have been made in accordance with state
4 guidelines in a timely fashion -- information for
5 that.

6 Any questions?

7 MR. BRAUN: Anything else for Lori?

8 MS. SCHEIDT: Another sterling
9 report.

10 MR. BRAUN: Motion to accept the
11 report.

12 MS. SCHEIDT: So moved, Ann-Marie
13 Scheidt.

14 MR. BRAUN: Is there a second?

15 MR. CALLAHAN: Second, Martin
16 Callahan.

17 MR. BRAUN: Thank you, Mr. Callahan.

18 On the vote:

19 Mr. Callahan?

20 MR. CALLAHAN: Yes.

21 MR. BRAUN: Ms. Scheidt?

22 MS. SCHEIDT: Yes.

23 MR. BRAUN: Mr. Trotta?

24 MR. TROTТА: Yes.

25 MR. BRAUN: Mr. Grucci?

1 MR. GRUCCI: Yes.

2 MR. BRAUN: Mr. Pollakusky?

3 MR. POLLAKUSKY: Yes.

4 MR. BRAUN: Braun votes yes.

5 The financial report has been approved.

6 MS. MULLIGAN: We have a couple of
7 resolutions on the agenda. The first is for
8 hybrid meetings. We had a public hearing today.
9 There was no participation and no comment and
10 basically what this public -- what this public
11 hearing allows us to do is -- when we pass this
12 resolution -- it allows us to have four members of
13 our board in person.

14 By having four members of our board
15 in person, it allows us to have other members join
16 electronically, through Zoom or -- or another
17 videoconferencing option. And our -- one of the
18 things that we have to do is to define
19 "extraordinary circumstances." So what we define
20 them as -- and the extraordinary circumstances are
21 what allow you to join by Zoom.

22 So you can Zoom or electric -- or
23 videoconference if you have a disability, an
24 illness, you're quarantining, you have caregiver
25 responsibilities, you're out of the state or any

1 other significant or unexpected factor that's
2 approved by the board chair. So those -- those
3 are the reasons why you don't have to be here.
4 But you can join from -- through the Zoom.

5 MR. BRAUN: But we need a minium of
6 four people?

7 MS. MULLIGAN: We must have four in
8 person.

9 MR. TROTTA: And that's -- that's
10 the legislation that says "four in person"?

11 MS. MULLIGAN: Yes, uh-hum. It's
12 just a --

13 MS. LaPONTE: Quorum.

14 MS. MULLIGAN: It's like a quorum in
15 person.

16 MR. TROTTA: Okay.

17 MS. MULLIGAN: Which translates
18 to --

19 MR. TROTTA: Okay.

20 MS. MULLIGAN: Does anyone have any
21 questions on that?

22 Make a motion?

23 MR. BRAUN: Do you need a motion?
24
25

1 MR. TROTTA: Frank Trotta.

2 MR. BRAUN: Thank you.

3 MS. SCHEIDT: Second, Ann-Marie

4 Scheidt.

5 MR. BRAUN: Thank you.

6 MS. SCHEIDT: Next time.

7 MS. MULLIGAN: Excellent.

8 MS. SCHEIDT: Yeah.

9 MR. BRAUN: On the vote:

10 Mr. Pollakusky?

11 MR. POLLAKUSKY: Yes.

12 MR. BRAUN: Grucci?

13 MR. GRUCCI: Yes.

14 MR. BRAUN: Trotta?

15 MR. TROTTA: Yes.

16 MR. BRAUN: Ms. Scheidt?

17 MS. SCHEIDT: Yes.

18 MR. BRAUN: Mr. Callahan?

19 MR. CALLAHAN: Yes.

20 MR. BRAUN: Braun votes yes. Motion

21 carries.

22 MS. MULLIGAN: So the next two

23 resolutions on the agenda are the result of the

24 letter that I received recently. Lenore Paprocky

25 had to resign from our board. She asked me to

1 express her appreciation to everybody. She --
2 she -- she found herself in a situation that she
3 couldn't stay on, but she really did enjoy her
4 time here.

5 And as a result of Lenore stepping
6 off the board, we have an open position, which is
7 being worked on. And we also have to change our
8 resolution that lists our slate of officers. We
9 need to remove Lenore's name from that -- that
10 resolution.

11 So can I have a motion?

12 MR. CALLAHAN: Martin Callahan, so
13 moved.

14 MR. TROTTA: Second, Frank Trotta.

15 MR. BRAUN: Thank you. And --

16 MR. TROTTA: Sorry.

17 MR. BRAUN: -- what happened, the
18 organization she was working for was acquired and
19 the acquirer said that any employee was not
20 allowed to have an outside position, paid or
21 unpaid, with a political connection. So she was
22 appointed by the board. She had to resign from --
23 any other --

24 MS. SCHEIDT: Tell her we're sorry
25 it went this way.

1 MR. BRAUN: Do we have it?

2 MS. MULLIGAN: Yes.

3 MR. BRAUN: There's a resolution on
4 the table.

5 Mr. Callahan?

6 MR. CALLAHAN: Yes.

7 MR. BRAUN: Ms. Scheidt?

8 MS. SCHEIDT: Yes.

9 MR. BRAUN: Ms. Trotta?

10 MR. TROTTA: Yes.

11 MR. BRAUN: Mr. Pollakusky?

12 MR. POLLAKUSKY: Yes.

13 MR. BRAUN: Mr. Grucci?

14 MR. GRUCCI: Yes.

15 MR. BRAUN: Braun votes yes. That
16 motion carries.

17 MS. MULLIGAN: The next resolution
18 is -- is the same thing. Lenore is listed on our
19 audit, governance and finance committees, so we need
20 a resolution to remove her from those committees
21 as well.

22 MS. SCHEIDT: Moved, Ann-Marie
23 Scheidt.

24 MR. CALLAHAN: Second, Martin
25 Callahan.

1 MR. BRAUN: On the vote:

2 Mr. Callahan?

3 MR. CALLAHAN: Yes.

4 MR. BRAUN: Ann-Marie?

5 MS. SCHEIDT: Yes.

6 MR. BRAUN: Mr. Trotta?

7 MR. TROTТА: Yes.

8 MR. BRAUN: Mr. Grucci?

9 MR. GRUCCI: Yes.

10 MR. BRAUN: Pollakusky?

11 MR. POLLAKUSKY: Yes.

12 MR. BRAUN: Braun votes yes. That
13 motion carries.

14 MS. MULLIGAN: Okay. We only have a
15 few more items. So -- so the board member listed
16 just that Lenore put in her resignation.

17 Fred, do you want to talk about the
18 board assessments?

19 MR. BRAUN: Sure. The same three
20 general items come up at the yearly -- when we do these a
ssessments.

21 One -- I think people don't have a true feeling as
22 to whether or not we're serving the community the
23 way we should be.

24 And that gets us to the question of:

25 What is the community? Who do we represent?

1 I think primarily commercial investor. Although,
2 those organizations also have employees, salaries
3 of those employees spend through the community
4 and the resulting multiplier effect.

5 MS. MULLIGAN: (Inaudible).

6 MR. BRAUN: Right. Not-for-profit
7 of the LDC.

8 MS. MULLIGAN: Not-for-profit of the
9 LDC.

10 MR. BRAUN: But the same questions
11 came up. And I don't -- I don't know how to
12 answer that question any differently. Everybody's
13 got thoughts on it. I saw you've sent your
14 comments. We do a wonderful job with what we do.
15 I'm not sure how far down our responsibilities go
16 as it relates to -- employees.

17 MR. GRUCCI: Fred, I'm sorry, you
18 broke up a little bit. I'm not following the
19 conversation. What was the point of the
20 conversation?

21 MR. BRAUN: I said related to the
22 board assessments and the comments in three areas
23 that were -- they focused on, and one was whether
24 we are serving the community to the best that we
25 can, and I guess that gets to what the definition

1 of the "community" is. Is it -- I'm talking about
2 the LDC, but now the same applies for the IDA, as
3 to: What is the community? You know, does it
4 include, you know, the mom-and-pop stores?
5 Probably not. But I think other people have
6 opinions about that, or even all the employees of
7 the, you know, 100 projects that we have active
8 right now.

9 I think we do a good job.

10 MR. TROTТА: I think we do a great
11 job, but I -- I, you know, I'm one of those
12 people, you know, that, you know, maybe it isn't
13 our responsibility but I'm not totally clear on
14 it, maybe. With regard to surveying the area, the
15 industrial part. The -- you know, the building, I
16 mean, what we're doing, we're doing great at.
17 When we get to a lower level of, you know, I don't
18 know if it's a helping hand that we can offer in a
19 better way, but you know, I always feel that, you
20 know some nature -- small businesses could
21 certainly use a hand from us, and we have a lot of
22 tools. Whether it -- whether we're doing it or
23 not or whether it's our responsibility or not, I'm
24 not sure. But that's where I get, when I fill
25 that out that's what you're hearing from me.

1 MR. BRAUN: I think that's come out
2 loud and clear about PPP loans.

3 MR. TROTTA: Yes. Yes.

4 MR. BRAUN: -- whether -- we had
5 that discussion --

6 MR. TROTTA: Yeah.

7 MR. BRAUN: -- as to whether or not
8 we should be doing that.

9 MR. TROTTA: Right.

10 MR. BRAUN: And my individual
11 opinion was that there are other organizations
12 around that are better served -- serve that
13 population better than us trying to reinvent the wheel to
14 come up with a loan program here.

15 MR. TROTTA: Right. Yeah.

16 MR. BRAUN: And administer that
17 same loan. I don't think there's a black and
18 white answer to this question.

19 MR. TROTTA: No. I just feel that,
20 you know, there's a lot of businesses in
21 Brookhaven town, you know, that -- that could
22 benefit by us in a lot of different ways. And,
23 you know, whether it's our -- our -- our charge to
24 do that, I'm not totally sure.

25 But, you know, in my heart, I wish

1 it was or we could be doing a better job than
2 helping small businesses survive through bad
3 times, becoming aware of things that they might
4 not be aware of that they could take advantage of
5 to help their businesses, their employees.

6 Again, it may not be our charge, so,
7 you know, you know, I'm not saying I'm not
8 (Inaudible). But that's where you get my reaction
9 from it.

10 MR. BRAUN: Right.

11 MR. TROTTA: And I don't know how
12 anybody else feels, but that's, you know --

13 MR. BRAUN: Well, a tremendous
14 amount of PPP loans have been made over the past
15 two years. Unfortunately, it's been -- if you
16 read the paper -- not unexpectedly, you know, the
17 amount of fraud.

18 MR. TROTTA: Oh, yeah.

19 MR. BRAUN: I understand that the
20 Inspector Generals --

21 MR. TROTTA: Yeah.

22 MR. BRAUN: -- are having a lot of
23 fun going through all of those businesses.

24 MR. TROTTA: Yeah. You know for the
25 real businesses that, you know, that benefited

1 from the PPP, it was a life preserver --

2 MR. BRAUN: No question.

3 MR. TROTTA: -- to get through the
4 roughest of days.

5 MR. BRAUN: So I don't even know how
6 to answer. But it's something we could do --

7 MR. TROTTA: Yeah. And I'd like to
8 discuss it, and, you know, see if there's any
9 opportunities there.

10 MR. BRAUN: A second area of
11 concern.

12 MS. SCHEIDT: Could I just comment
13 on that?

14 MR. BRAUN: Sure.

15 MR. POLLAKUSKY: I have a --

16 MS. SCHEIDT: I sort of think a
17 lot -- in two ways, and because we feel we deal
18 with this with our economic development programs
19 at the University. We don't create jobs. Companies
20 create jobs. They create jobs that hire people.
21 We help them to do that and that's what this
22 agency does. We don't create jobs either. We
23 help the companies who create jobs. And one of
24 the ways that -- that we can look at it is that
25 they tend to be -- they're often larger companies.

1 And so one of the ones that -- you will get the
2 jobs is, yeah, they hire people. So those are
3 some economists call them direct jobs and then all
4 of those people go out and shop with the
5 mom-and-pops.

6 And that's called "induced" or
7 something or other. Although I'm not sure of
8 exactly what the term is. But, in any case, the
9 fact that there are large and medium-sized dogs out there
10 that are ahiring people also means that there are
11 people with money in their pockets who go and
12 spend it primarily -- especially during COVID --
13 in local businesses.

14 MR. BRAUN: Yup.

15 MS. SCHEIDT: And that's kind of --
16 those are the kind of tools that we have.

17 MR. TROTTA: But somebody may not be
18 aware of that. I mean, you know, sometimes,
19 whether it be, I guess, you know, individuals
20 gravitate towards government to get re- -- you
21 know, to find out what -- what might or might not
22 be available and -- and so that's where we're kind
23 of, sort of, coming into the picture. You know --

24 MS. SCHEIDT: And it's not just --

25 MR. TROTTA: I just feel that.

1 MS. SCHEIDT: It's not just us.

2 MR. TROTTA: Yeah. There's a lot of
3 tools out there.

4 MS. SCHEIDT: Right. It's other --
5 it's other programs in the town --

6 MR. TROTTA: But, you know --

7 MS. SCHEIDT: -- who make businesses
8 aware of --

9 MR. POLLAKUSKY: Can I jump in?
10 Because the economic development department is no
11 longer, is there any possibility, Fred, of a
12 committee, like our Finance Committee, Audit
13 Committee, is there a possibility and is there
14 precedent across any other IDAs to have, you know,
15 to have a small business focus?

16 MR. BRAUN: The answer is "yes." I
17 can't speak specifically to any other IDAs
18 upstate. But there are several -- there are
19 several that got money many, many years ago for
20 revolving loan funds, which continue and have
21 expanded as those loans were paid back.

22 There are opportunities. Some of
23 those IDAs are considerably larger, in terms of
24 their employees, board members, and everything
25 else, and they can -- they can run it a little bit

1 differently than we do.

2 MR. POLLAKUSKY: Well, we -- we had
3 voted a few years back on a marketing budget that
4 we never, you know -- we never reacted to or --
5 or --

6 MR. BRAUN: (Inaudible).

7 MR. POLLAKUSKY: That being said.
8 You know, the -- I mean, there -- there are
9 pockets that we could tap into if we -- you know,
10 if we chose as a board to, you know, to add that
11 focus. You know, Frank, what do you think about
12 an idea of a committee that dealt with the small
13 businesses in that way?

14 MR. TROTTA: Yeah. I mean, that
15 might -- that might be an answer. I think -- you
16 know, one of the things Fred just brought up is
17 there's other examples of other IDAs doing things.
18 And maybe, you know, if we had a conversation
19 about some other things, maybe that -- the end
20 result of that kind of conversation might come out
21 to be a committee.

22 MR. POLLAKUSKY: Right.

23 MR. TROTTA: But, you know, I think
24 we've got to look at what -- what we can do and
25 then, you know, so, maybe we can gather some

1 information and, you know --

2 MS. MULLIGAN: And keep in mind,
3 that we're in the LDC right now, so although this
4 is a completely appropriate conversation for the
5 LDC, it would be focused more so on
6 not-for-profits, workforce development, that kind
7 of --

8 MR. TROTTA: Yeah.

9 MS. MULLIGAN: -- avenue through the
10 LDC. A little bit different than the IDA. But
11 not -- not a bad place to have a conversation. I
12 just want to point that out to everybody.

13 MR. TROTTA: Yeah.

14 MR. BRAUN: I appreciate every bank,
15 you know, has small business units that work with
16 the SBA. The credit union, as we're finding out,
17 does the same thing. And then there's New York
18 Business Development Corporation --

19 MR. TROTTA: Right.

20 MR. BRAUN: -- which I did some work
21 with --

22 MR. TROTTA: Yes.

23 MR. BRAUN: -- that's doing the same
24 thing.

25 MR. TROTTA: Yeah.

1 MR. BRAUN: So these are experienced
2 organizations with a much better handle on that,
3 and we're trying to start from scratch.

4 MR. TROTTA: No. No. I mean -- you
5 know what, I've always been one of these people
6 that, you know, I never liked -- I like to
7 replicate what someone else is doing, not just
8 create something just because. You know, so if
9 you -- if you kind of look at what's -- what's
10 being done in other places, look at what tools we
11 have in our community to use, just the ones, you
12 know, similar to what we just talked about, maybe
13 there's something there that we, as an
14 organization, can do to bring that all together.
15 Or not, you know, but you need explore it, and
16 then you find out, you know, the other thing.

17 MS. SCHEIDT: Fred just pointed
18 to -- to entities that provide loan funds. In
19 addition to that, this small business development
20 center provides absolutely no cost advisory
21 service.

22 MS. MULLIGAN: We send people there
23 all the time.

24 MS. SCHEIDT: And they're half
25 existing small businesses, half entrepreneurs, and

1 their counselors work with those -- with the
2 commercial lenders as well as guarantors. And
3 they have an excellent record for helping people
4 get to the point where they're bankable, which is
5 not the kind of service that we would be in a
6 position --

7 MR. TROTTA: No. And, again, we
8 don't want to duplicate what somebody else is
9 doing. But we can be a conduit to -- to bring it
10 together and point people in the direction.
11 Because while there's all these tools out there,
12 you know, I don't know, I'm in a small business
13 and, you know, I talk to a lot of other small
14 business people. And you-all may think that, you
15 know, because you know about the -- you know,
16 these loan sources and you may know about these
17 counseling sources. I can tell you that small
18 businesses do not know what's available. Now, you
19 can say it's their own fault, but they're out
20 there trying to make a living. Keep their
21 employees in check, you know, and -- and employed
22 and to keep their business together in these hard
23 times.

24 So what I'm saying is, there are
25 sources out there. We don't have to replicate

1 those sources, but just being a conduit, to maybe
2 bring them together might be a good mission to
3 start with small business as opposed to, you know,
4 marketing. I know we do some seminars and things
5 like that. We work with chambers and that, but
6 maybe we can think of a -- you know, a -- another
7 way to be able to get that information and to let
8 them know that that stuff is available -- or at
9 least work in the direction of small businesses.

10 MR. BRAUN: Gary.

11 MR. TROTTA: Gary.

12 MR. POLLAKUSKY: Guys. Guys.

13 You know, we work with Discover Long
14 Island, and one of the -- you know, one of the
15 conversations we had way back when as we were
16 embarking on, you know, on adding dollars for
17 marketing and to attract businesses to our area
18 was, you know, how would we do that with video.
19 How would we do that with, you know, with some of
20 the -- the difference social media out there.

21 Well, I mean, in that same, you
22 know, in that same flavor as -- as what Frank is
23 talking about, to be a conduit, we need to really
24 be able to, you know, to -- to not just attract
25 people here and, you know, spend dollars in

1 marketing, but we need to also be a resource
2 available.

3 So I -- I do think that, you know,
4 as we keep talking about this, that, perhaps, a
5 committee that focuses on, you know, on small
6 business -- you know, on small business in general
7 would, you know, would be helpful, because we can
8 put some dollars to that to attract, you know,
9 businesses just to be -- become aware of our
10 services as well as, perhaps, services that we
11 don't offer, and, you know, we can redirect them.

12 MS. MULLIGAN: Two things I just
13 want to make sure everybody's aware of: We
14 routinely --

15 MS. SCHEIDT: Yeah.

16 MS. MULLIGAN: Granted, it's only
17 the people who think to call us. So it's a --

18 MR. TROTTA: But that's --

19 MS. MULLIGAN: I get it. Totally, I
20 get it. But anybody who calls us, we get them in
21 touch with all of the -- the services that are out
22 there. We give them a laundry list of -- if you
23 need help with this, you should reach out to them.
24 If you're thinking about this, you should consider
25 that. The other thing I want to make sure

1 everybody knows is that Amy and I have been
2 spending a -- a decent amount of time working with
3 the incubators. Fred -- Fred, too.

4 MR. TROTTA: Yup.

5 MS. MULLIGAN: We've done a whole
6 bunch of tours. We've been out. I don't know if
7 any of you saw that there was an accident at the
8 Calverton incubator.

9 MR. TROTTA: Yes.

10 MS. MULLIGAN: We got a phone call
11 right away to try to help them find some space,
12 which is not the easiest thing in the world for
13 food manufacturers, but we've been working with
14 all of them. When we went and started looking at
15 them a little bit more carefully, I sent in an
16 e-mail to all the attorneys.

17 And I said, Our systems are not set
18 up to help the real small guys. If you don't
19 need -- I'm going to throw out a number -- 10,000
20 square feet of space, it doesn't make sense to
21 come through us. It could -- it could vary. It
22 could be less. It could be more, but a lot of
23 times, it's not going to make sense to come
24 through us. So I had a lot of conversations with
25 our attorneys to see if there was a way to set up

1 a small business program. And the truth of the
2 matter is, the IDA is not set up for that. It
3 just -- it doesn't really -- we're jamming a small
4 peg in a round hole. It doesn't really work.
5 That's not to say that there isn't a potential
6 program out there.

7 e But it -- and appropriate that we are in th
8 LDC is -- it's probably going to end up being an
9 LDC program.

10 MR. TROTTA: Right.

11 MS. MULLIGAN: Not an IDA program.
12 Because the IDA has a -- has a --

13 MR. TROTTA: Different focus.

14 MS. MULLIGAN: -- has a focus.

15 MR. TROTTA: Yeah.

16 MS. MULLIGAN: -- and does what the
17 IDA does. The LDC -- and Barry -- you can chime
18 in if you -- if you disagree. But the IDA -- the
19 LDC has a broader focus and we could do workforce
20 development. It's -- it's a -- it's a heavy lift,
21 but I think a committee -- so we're not spending,
22 you know, hours of -- of the board's meeting
23 talking about this, might be an appropriate way to
24 pick through it and figure out what really does
25 make sense.

1 MR. TROTTA: And I want to be clear,
2 I mean, I know what Ann-Marie's organization
3 does -- over at Stony Brook does. I know the
4 Farmingdale Program -- and Ann-Marie, I'm saying
5 that, you know, I know that -- what you guys do at
6 Stony Brook and -- and over at Farmingdale and --
7 you know, they do a great job. My point was a lot
8 of small people may not know about that.

9 So part of what, you know, we might
10 be able to do is -- as -- as, you know, was just
11 said, is direct more people in those directions to
12 the resources, but you know, it's something that
13 we -- it's something we'll discuss and, you know,
14 not get overcrazy about it. But, you know, I
15 think if -- if we could add that to our repertoire
16 as something to help smaller businesses, I think
17 we'd be doing a good thing for the community.

18 MR. BRAUN: Lisa and I will put our
19 heads together.

20 MR. TROTTA: Yeah.

21 MR. BRAUN: Along with Amy and
22 everybody else.

23 MR. TROTTA: Yes.

24 MR. BRAUN: And see if we can't come
25 back with some suggestions.

1 MR. TROTTA: Yeah, and then we can
2 talk about it.

3 MR. BRAUN: The other thing -- two
4 things: One, education. We throw a lot of
5 things at you, articles. I'm not sure what more
6 you want. And I'm not sure whose comment it
7 was -- Specific, it was a while ago.

8 MR. TROTTA: You can't credit me
9 with that one.

10 MR. BRAUN: Okay.

11 (Laughing.)

12 MR. BRAUN: You think we need some
13 more. We want some more.

14 MR. TROTTA: Yeah. Yeah.

15 MR. BRAUN: Just let us -- let us
16 know and we'll try and get you in the right
17 direction. We send out as much as we possibly
18 can, based on what we see come from other organizations
19 like us.

20 MR. TROTTA: Yeah. I mean, that's,
21 you know --

22 MR. BRAUN: And the last -- and the
23 last one is marketing. This started two or three or
24 four years ago, and I remember it very distinctly.
25 It was to set aside of a -- a pool of \$250,000

1 with a very specific focus of attracting companies
2 from Connecticut, New Jersey, and, you know, the
3 City. And there's yet to be any company that was
4 ever located on Long Island that has come from
5 Connecticut and New Jersey. We just don't have
6 the -- the land as they do upstate and it works
7 very well upstate, to be able to attract those
8 kind of companies.

9 I continue to believe that marketing
10 campaign is focused on Queens and Brooklyn and
11 maybe New York City.

12 MR. TROTTA: Yes.

13 MR. BRAUN: You know, it's --
14 everybody pushes east. I've seen that a number of
15 times. I still think that's a better way to go
16 than to try and just, you know, shotgun the whole
17 area.

18 MS. SCHEIDT: Absolutely endorse
19 that for one of the things that is -- our
20 incubator program is start-ups find it's too
21 expensive to start up in New York City and they
22 come out to us from -- from Manhattan, from
23 Brooklyn because they're -- and -- and they know
24 that if they get started here, that's where
25 there's space to grow, here in Brookhaven.

1 MR. BRAUN: Assuming you open the
2 third building. That would be nice.

3 MS. SCHEIDT: You don't know how
4 painful that is for me.

5 MR. BRAUN: No response to our
6 letter, by the way, zero.

7 MS. SCHEIDT: You and me are not the
8 only one who have not received responses from that
9 service. One year not being reported and then
10 another situation there is a (Inaudible)
11 difference (Inaudible).

12 MS. MULLIGAN: Do we have anything
13 else on the board assessments?

14 MR. TROTTA: -- the discussion.

15 MR. BRAUN: We need to establish our
16 date for September.

17 MS. MULLIGAN: Yes. That's the last
18 item on the agenda. At our last meeting, we
19 discussed September 27th at, you know, like a
20 12:30 start. The governor just extended the
21 emergency, but it only goes through September,
22 what'd I say, 12th?

23 MS. LaPONTE: Twelfth, which is a
24 Monday. So that's -- that doesn't really help us
25 with the 27th, but now we have the option, as long

1 as we have a quorum in person and that gives
2 anyone else who has an extraordinary circumstance
3 the option to join electronically.

4 MR. TROTTA: September 27th?

5 MS. MULLIGAN: September 27th? Or
6 we could just move the meeting.

7 MR. BRAUN: If we've got to do the
8 28th, it would be an early meeting.

9 MR. TROTTA: What time would the
10 meeting be?

11 MR. BRAUN: The 27th, we can do it
12 the same time.

13 MS. SCHEIDT: What same time? Is
14 that 12:00.

15 MS. MULLIGAN: Noon. Twelve --
16 12:30.

17 MR. TROTTA: I have to be physically
18 in -- in -- at another meeting at 4:00 that day.

19 MR. BRAUN: We'll get you to it.

20 MR. TROTTA: So if you could get me
21 out that day at like 3:30.

22 MR. CALLAHAN: It's been on the
23 calendar already; correct? You guys set this in
24 January.

25 MS. MULLIGAN: Well, we -- no. It's

1 not -- it's not --

2 VOICE: No. It's not --

3 September 27th, you're talking about?

4 MS. MULLIGAN: Yes.

5 MS. LaPONTE: We didn't. No. We
6 have it down for the 28th.

7 MR. BRAUN: 28th.

8 MS. MULLIGAN: Well, so it was in
9 for the 28th and then last meeting, we talked about
10 moving it to the 27th.

11 MS. LaPONTE: Right.

12 MS. MULLIGAN: So --

13 MR. CALLAHAN: Only because --

14 MR. TROTTA: The 28th I'm out of town.

15 MS. MULLIGAN: Yeah.

16 MR. GRUCCI: Are we moving the
17 meeting from the 28th to the 27th?

18 MS. LaPONTE: Yes.

19 MS. MULLIGAN: I think we're
20 discussing.

21 MR. BRAUN: Yes, Felix.

22 MS. SCHEIDT: And still at 9:00 a.m.?

23 MS. EADERESTO: No. At 12:00.

24 MR. TROTTA: 12:00.

25 MS. MULLIGAN: 12:00.

1 MS. SCHEIDT: Okay.

2 MR. TROTTA: We can't do 9:00 and we
3 can't do earlier?

4 MR. BRAUN: I'm always available
5 earlier.

6 MS. LaPONTE: 12:30. Okay.

7 MS. SCHEIDT: 12:30.

8 MR. BRAUN: 12:30.

9 MS. MULLIGAN: Okay.

10 MR. GRUCCI: What was the time on --
11 on the 27th?

12 MR. BRAUN: 12:30, Felix.

13 MR. GRUCCI: Thank you.

14 MR. BRAUN: All right. If there's
15 nothing further...

16 MS. MULLIGAN: We need a resolution.

17 MR. TROTTA: So that is the 27th.

18 MS. MULLIGAN: At 12:30.

19 MR. TROTTA: 12:30 on the 27th,
20 September.

21 MR. BRAUN: We need a resolution to
22 that effect?

23 MR. POLLAKUSKY: So moved, Gary.

24 MR. BRAUN: Thank you.

25 MS. MULLIGAN: Thank you, Gary.

1 MR. BRAUN: Second?

2 MR. CALLAHAN: I'll second it, make
3 it easy.

4 MR. BRAUN: There you go. Now on
5 the vote.

6 Mr. Callahan?

7 MR. CALLAHAN: Yes.

8 MR. BRAUN: Ms. Scheidt?

9 MS. SCHEIDT: Yes.

10 MR. BRAUN: Mr. Trotta?

11 MR. TROTTA: Yes.

12 MR. BRAUN: Mr. Grucci?

13 MR. GRUCCI: Yes.

14 MR. BRAUN: Mr. Pollakusky?

15 MR. POLLAKUSKY: Yes.

16 MR. BRAUN: Mr. Braun votes yes. We
17 are adjourned.

18 MS. MULLIGAN: Okay. Thank you
19 everybody.

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21 (Time noted: 1:02 p.m.)

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\$250000 29:25	acquirer 10:19	along 28:21	appreciation 10:1	available 18:22 23:18 24:8 25:2 34:4 (5)
\$40000 4:16	across 19:14	already 5:18 32:23	appropriate 21:4 27:7,23	avenue 21:9
\$52000 4:17	actions 5:20	also 2:9 10:7 13:2 18:10 25:1 (5)	approved 7:5 8:2	aware 16:3,4 18:18 19:8 25:9,13 (6)
\$7000 4:22	active 14:7	although 4:15 13:1 18:7 21:3 (4)	approximately 4:18	away 26:11
& 6	activity 4:11	always 14:19 22:5 34:4	are 3:4 4:13 7:20 8:3 9:23 13:24 15:11,12 16:22 18:2,9,10,10,16 19:18,18,22,23 20:8 22:1 23:24 25:21 26:17 27:7 31:7 33:16 35:17 (27)	back 4:22 19:21 20:3 24:15 28:25 (5)
12th 31:22	actually 4:20	am 33:22	area 14:14 17:10 24:17 30:17 (4)	bad 16:2 21:11
15th 5:8,9	add 20:10 28:15	amount 16:14,17 26:2	areas 13:22	bank 21:14
17th 10 3:3	adding 24:16	amy 2:15 26:1 28:21	around 15:12	bankable 23:4
19th 3:9	addition 22:19	annette 2:12	articles 29:5	barry 2:13 27:17
27th 31:19,25 32:4,5,11 33:3,10,17 34:11,17,19 (11)	adjourned 35:17	annmarie 2:6 3:13 6:12 9:3 11:22 12:4 28:4 (7)	aside 29:25	based 29:18
28th 32:8 33:6,7,9,14,17 (6)	admin 4:22	annmarie's 28:2	asked 9:25	basically 7:10
able 24:7,24 28:10 30:7 (4)	administer 15:16	another 6:8 7:16 24:6 31:10 32:18 (5)	assessments 12:18,20 13:22 31:13 (4)	beautiful 3:15
about 12:17 14:1,6 15:2 20:11,19 22:12 23:15,16 24:23 25:4,24 27:23 28:8,14 29:2 33:3,9 (18)	administrative 2:16	answer 13:12 15:18 17:6 19:16 20:15 (5)	assistant 2:14,16	because 17:17 19:10 22:8 23:11,15 25:7 27:12 30:23 33:13 (9)
above 36:12	advantage 16:4	anybody 16:12 25:20	attorneys 26:16,25	become 25:9
absolutely 22:20 30:18	advisory 22:20	anything 6:7 31:12	attract 24:17,24 25:8 30:7 (4)	becoming 16:3
accept 3:10 6:10	again 16:6 23:7	anyone 8:20 32:2	attracting 30:1	being 10:7 20:7 22:10 24:1 27:8 31:9 (6)
accepted 4:5	agency 17:22	applies 14:2	audit 11:19 19:12	believe 5:21 30:9
accident 26:7	agenda 7:7 9:23 31:18	appointed 10:22	august 10 3:3	benefit 15:22
accordance 5:25 6:3	ago 19:19 29:7,24	appreciate 21:14		benefited 16:25
acquired 10:18	ahead 4:16 5:10			best 13:24
	ahiring 18:10			better 14:19
	alkon 2:16			
	allocate 4:14			
	allow 7:21			
	allowed 10:20			
	allows 7:11,12,15			

<p>15:12,13 16:1 22:2 30:15 (6)</p> <p>bit 13:18 19:25 21:10 26:15 (4)</p> <p>black 15:17</p> <p>board 5 3:4 7:13,14 8:2 9:25 10:6,22 12:15,18 13:22 19:24 20:10 31:13 (14)</p> <p>board's 27:22</p> <p>braun 2:2 3:1,5,1 2,15,17,21,23,25 4:2,4,4,25 5:13,16 6:7,10,14,17,21,23 ,25 7:2,4,4 8:5,23 9:2,5,9,12,14,16,1 8,20,20 10:15,17 1 1:1,3,7,9,11,13,15, 15 12:1,4,6,8,10,1 2,12,19 13:6,10,21 15:1,4,7,10,16 16:10,13,19,22 17:2,5,10,14 18:14 19:16 20:6 21:14,20,23 22:1 24:10 28:18,21,24 29:3,10,12,15,22 30:13 31:1,5,15 32:7,11,19 33:7,21 34:4,8,12,14,21,24 35:1,4,8,10,12,14, 16,16 (109)</p> <p>bring 22:14 23:9 24:2</p> <p>broader 27:19</p> <p>broke 13:18</p> <p>brook 28:3,6</p> <p>brookhaven 1 15:21 30:25</p> <p>brooklyn 30:10,23</p>	<p>brought 20:16</p> <p>budget 4:8,10,16 20:3 (4)</p> <p>building 14:15 31:2</p> <p>bunch 26:6</p> <p>business 19:15 21:15,18 22:19 23:12,14,22 24:3 25:6,6 27:1 (11)</p> <p>businesses 14:20 15:20 16:2,5,23,25 18:13 19:7 20:13 22:25 23:18 24:9,17 25:9 28:16 (15)</p> <p>c 2:2,7</p> <p>calendar 32:23</p> <p>call 18:3 25:17 26:10</p> <p>callahan 2:3 3:4,19,20 5:4 6:15,16,17,19,20 9:18,19 10:12,12 11:5,6,24,25 12:2,3 32:22 33:13 35:2,6,7 (25)</p> <p>called 18:6</p> <p>calls 25:20</p> <p>calverton 26:8</p> <p>came 13:11</p> <p>campaign 30:10</p> <p>can 7:22 8:4 10:11 13:25 14:18 17:24 19:9,25,25 20:24,25 22:14 23:9,17,19 24:6</p>	<p>25:7,11 27:17 29:1,18 32:11 (22)</p> <p>can't 19:17 28:24 29:8 34:2,3 (5)</p> <p>carefully 26:15</p> <p>caregiver 7:24</p> <p>carries 9:21 11:16 12:13</p> <p>carrigan 2:13</p> <p>case 18:8</p> <p>center 22:20</p> <p>certainly 14:21</p> <p>certificate 36:10</p> <p>certify 36:12</p> <p>chair 8:2</p> <p>chambers 24:5</p> <p>change 10:7</p> <p>charge 15:23 16:6</p> <p>check 23:21</p> <p>chief 2:10,11</p> <p>chime 27:17</p> <p>chose 20:10</p> <p>circumstance 32:2</p> <p>circumstances 7:19,20</p> <p>city 30:3,11,21</p> <p>clear 14:13 15:2 28:1</p>	<p>collected 5:3</p> <p>come 12:20 15:1,14 20:20 26:21,23 28:24 29:18 30:4,22 (10)</p> <p>coming 18:23</p> <p>comment 7:9 17:12 29:6</p> <p>comments 13:14,22</p> <p>commercial 13:1 23:2</p> <p>committee 19:12,12,13 20:12,21 25:5 27:21 (7)</p> <p>committees 11:19,20</p> <p>community 12:22,25 13:3,24 14:1,3 22:11 28:17 (8)</p> <p>companies 17:19,23,25 30:1,8 (5)</p> <p>company 30:3</p> <p>comparison 4:9</p> <p>completely 21:4</p> <p>concern 17:11</p> <p>conduit 23:9 24:1,23</p> <p>connecticut 30:2,5</p> <p>connection 10:21</p> <p>consider 25:24</p>	<p>considerably 19:23</p> <p>continue 5:11 19:20 30:9</p> <p>conversation 13:19,20 20:18,20 21:4,11 (6)</p> <p>conversations 24:15 26:24</p> <p>corporation 2 3:2 21:18</p> <p>correct 32:23 36:13</p> <p>corrective 5:20</p> <p>cost 22:20</p> <p>costs 4:13</p> <p>could 14:20 15:21 16:1,4 17:6,12 20:9 26:21,21,22,22 27:19 28:15 32:6,20 (15)</p> <p>couldn't 10:3</p> <p>counsel 2:12,13</p> <p>counseling 23:17</p> <p>counselors 23:1</p> <p>couple 7:6</p> <p>covid 18:12</p> <p>crawford 36:11,21</p> <p>create 17:19,20,20,22,23 22:8 (6)</p> <p>credit 21:16 29:8</p>
---	---	--	--	--

<p>date 4:15 31:16</p> <p>day 32:18,21</p> <p>days 5:8 17:4</p> <p>deal 17:17</p> <p>dealt 20:12</p> <p>decent 26:2</p> <p>define 7:18,19</p> <p>definition 13:25</p> <p>department 19:10</p> <p>deputy 2:17</p> <p>development 2 3:2 17:18 19:10 21:6,18 22:19 27:20 (8)</p> <p>didn't 33:5</p> <p>difference 24:20 31:11</p> <p>different 15:22 21:10 27:13</p> <p>differently 13:12 20:1</p> <p>direcotr 2:15</p> <p>direct 18:3 28:11</p> <p>direction 23:10 24:9 29:17</p> <p>directions 28:11</p> <p>director 2:17</p> <p>disability 7:23</p> <p>disagree 27:18</p> <p>discover 24:13</p>	<p>discuss 17:8 28:13</p> <p>discussed 31:19</p> <p>discussing 33:20</p> <p>discussion 15:5 31:14</p> <p>distinctly 29:24</p> <p>does 8:20 14:3 17:22 21:17 27:16,17,24 28:3,3 (9)</p> <p>doesn't 26:20 27:3,4 31:24 (4)</p> <p>dogs 18:9</p> <p>doing 14:16,16,22 15:8 16:1 20:17 21:23 22:7 23:9 28:17 (10)</p> <p>dollars 24:16,25 25:8</p> <p>done 22:10 26:5</p> <p>down 13:15 33:6</p> <p>duplicate 23:8</p> <p>during 4:10 18:12</p> <p>eaderesto 2:12 33:23</p> <p>earlier 34:3,5</p> <p>early 32:8</p> <p>earnings 4:12</p> <p>easiest 26:12</p> <p>east 30:14</p>	<p>easy 35:3</p> <p>economic 17:18 19:10</p> <p>economists 18:3</p> <p>education 29:4</p> <p>effect 13:4 34:22</p> <p>either 17:22</p> <p>electric 7:22</p> <p>electronically 7:16 32:3</p> <p>else 6:7 16:12 19:25 22:7 23:8 28:22 31:13 32:2 (8)</p> <p>email 26:16</p> <p>embarking 24:16</p> <p>emergency 31:21</p> <p>employed 23:21</p> <p>employee 10:19</p> <p>employees 13:2,3,16 14:6 16:5 19:24 23:21 (7)</p> <p>end 20:19 27:8</p> <p>endorse 30:18</p> <p>enjoy 10:3</p> <p>entities 22:18</p> <p>entrepreneurs 22:25</p> <p>especially 18:12</p> <p>establish 31:15</p>	<p>even 14:6 17:5</p> <p>ever 30:4</p> <p>every 21:14</p> <p>everybody 10:1 21:12 26:1 28:22 30:14 35:19 (6)</p> <p>everybody's 13:12 25:13</p> <p>everyone 3:9</p> <p>everything 4:14 19:24</p> <p>exactly 18:8</p> <p>examples 20:17</p> <p>excellent 9:7 23:3</p> <p>executive 2:10,14</p> <p>existing 22:25</p> <p>expanded 19:21</p> <p>expect 4:23</p> <p>expenses 4:13</p> <p>expensive 30:21</p> <p>experienced 22:1</p> <p>explore 22:15</p> <p>express 10:1</p> <p>extended 31:20</p> <p>extraordinary 7:19,20 32:2</p> <p>fact 18:9</p> <p>factor 8:1</p> <p>far 4:11 5:23 13:15</p>	<p>farmingdale 28:4,6</p> <p>fashion 6:2,4</p> <p>fault 23:19</p> <p>federal 5:25</p> <p>feel 14:19 15:19 17:17 18:25 (4)</p> <p>feeling 12:21</p> <p>feels 16:12</p> <p>fees 4:22</p> <p>feet 26:20</p> <p>felix 2:4 33:21 34:12</p> <p>few 12:15 20:3</p> <p>figure 27:24</p> <p>filed 6:2</p> <p>fill 14:24</p> <p>final 5:17</p> <p>finance 11:19 19:12</p> <p>financial 2:11 7:5</p> <p>find 18:21 22:16 26:11 30:20 (4)</p> <p>finding 21:16</p> <p>first 4:8 7:7</p> <p>flavor 24:22</p> <p>focus 19:15 20:11 27:13,14,19 30:1 (6)</p> <p>focused 13:23 21:5 30:10</p>
--	---	---	---	--

focuses 25:5	give 25:22	hadn't 5:3	hire 17:20 18:2	individual 15:10
following 13:18	gives 32:1	half 22:24,25	hole 27:4	individuals 18:19
food 26:13	go 13:15 18:4,11 30:15 35:4 (5)	hand 14:18,21	hours 27:22	induced 18:6
formal 5:7	goes 5:24 31:21	handle 22:2	how 13:11,15 16:11 17:5 24:18,19 31:3 (7)	industrial 14:15
found 10:2	going 16:23 26:19,23 27:8 (4)	happened 10:17	hybrid 7:8	information 6:4 21:1 24:7
four 7:12,14 8:6,7,10 29:24 (6)	good 14:9 24:2 28:17	hard 23:22	i'd 17:7	inspector 16:20
frank 2:7 3:11 9:1 10:14 20:11 24:22 (6)	got 13:13 19:19 20:24 26:10 32:7 (5)	has 4:17 7:5 21:15 27:12,12,14,19 30:4 32:2 (9)	i'll 35:2	into 3:1 18:23 20:9
fraud 16:17	governance 11:19	haven't 5:22	i'm 13:15,17,18 14:1,11,13,23 15:24 16:7,7 18:7 23:12,24 26:19 28:4 29:5,6 33:14 34:4 (19)	investment 4:12
fred 12:17 13:17 19:11 20:16 22:17 26:3,3 (7)	government 18:20	having 7:14 16:22	i've 22:5 30:14	investor 13:1
frederick 2:2	governor 31:20	heads 28:19	ida 14:2 21:10 27:2,11,12,17,18 (7)	is 3:3,6 4:5,8,15 5:9,10,24 6:14 7:7,11,18 10:6 11:18,18,18 12:25 14:1,1,3 17:24 18:2,8 19:10,11,13,13,16 20:16 21:4 22:7 23:4,8,24 24:8,22 26:1,12 27:2,2,8 28:10,11 29:23 30:10,19,20 31:4,10,23 32:13 34:17 36:12 (53)
fun 16:23	granted 25:16	hearing 3:17 7:8,11 14:25 (4)	ideas 19:14,17,23 20:17 (4)	island 24:14 30:4
funds 19:20 22:18	gravitate 18:20	heart 15:25	idea 20:12	isn't 14:12 27:5
further 34:15	great 14:10,16 28:7	heavy 27:20	iii 2:2,3	item 31:18
g 2:3	grow 30:25	held 6	illardo 2:15	items 12:15,20
gary 2:5 24:10,11 34:23,25 (5)	grucci 2:4 3:6,25 4:1 6:25 7:1 9:12,13 11:13,14 12:8,9 13:17 33:16 34:10,13 35:12,13 (18)	help 16:5 17:21,23 25:23 26:11,18 28:16 31:24 (8)	illness 7:24	j 2:4,11
gather 20:25	guarantors 23:2	helpful 25:7	inaudible 5:4 13:5 16:8 20:6 31:10,11 (6)	jamming 27:3
general 12:20 25:6	guess 13:25 18:19	helping 14:18 16:2 23:3	include 14:4	january 32:24
generals 16:20	guidelines 6:1,4	her 10:1,3,24 11:20 12:16 (5)	included 4:7	jersey 30:2,5
get 5:21 14:17,24 16:8 17:3 18:1,20 23:4 24:7 25:19,20,20 28:14 29:16 30:24 32:19,20 (17)	guys 24:12,12 26:18 28:5 32:23 (5)	here 3:4 8:3 10:4 15:14 24:25 30:24,25 (7)	incubator 26:8 30:20	job 13:14 14:9,11 16:1 28:7 (5)
gets 12:24 13:25		hereby 36:12	incubators 26:3	
		herself 10:2		

<p>jobs 17:19,20,20,22,23 18:2,3 (7)</p> <p>jocelyn 2:14</p> <p>john 2:17</p> <p>join 7:15,21 8:4 32:3 (4)</p> <p>jr 2:4</p> <p>july 3:9 4:20 5:8</p> <p>jump 19:9</p> <p>june 4:9</p> <p>just 4:14,25 5:11 8:12 12:16 15:19 17:12 18:24,25 19:1 20:16 21:12 22:7,8,11,12,17 24:1,24 25:9,12 27:3 28:10 29:15 30:5,16 31:20 32:6 (28)</p> <p>keep 21:2 23:20,22 25:4 (4)</p> <p>kind 18:15,16,22 20:20 21:6 22:9 23:5 30:8 (8)</p> <p>know 13:11 14:3, 4,7,11,12,12,15,17 ,18,19,20 15:20,21,23,25 16: 7,7,11,12,16,24,25 17:5,8 18:18,19,21,23 19:6,14 20:4,8,9,1 0,11,16,18,23,25 21:1,15 22:5,6,8,12,15,16 23:12,12,13,15,15, 15,16,18,21 24:3,4 ,6,8,13,14,16,18,1 9,22,24,25 25:3,5,6,7,8,11 26:6 27:22 28:2,3,</p>	<p>5,5,7,8,9,10,12,13, 14 29:16,21 30:2,13,16,23 31:3,19 (96)</p> <p>knows 26:1</p> <p>lamura 2:17</p> <p>land 30:6</p> <p>laponte 2:11 4:7 5:5,22 8:13 31:23 33:5,11,18 34:6 (10)</p> <p>large 18:9</p> <p>larger 17:25 19:23</p> <p>last 5:23 29:22,23 31:17,18 33:9 (6)</p> <p>laughing 29:11</p> <p>laundry 25:22</p> <p>ldc 4:23 5:24 13:7,9 14:2 21:3,5,10 27:8,9,17,19 (12)</p> <p>least 24:9</p> <p>legislation 8:10</p> <p>lenders 23:2</p> <p>lenore 9:24 10:5 11:18 12:16 (4)</p> <p>lenore's 10:9</p> <p>less 26:22</p> <p>let 24:7 29:15,15</p> <p>letter 9:24 31:6</p> <p>level 14:17</p> <p>life 17:1</p>	<p>lift 27:20</p> <p>like 8:14 17:7 19:12 22:6 24:5 29:19 31:19 32:21 (8)</p> <p>liked 22:6</p> <p>line 4:15</p> <p>linse 2:14</p> <p>lisa 2:10 5:9,9 28:18 (4)</p> <p>list 25:22</p> <p>listed 11:18 12:15</p> <p>lists 10:8</p> <p>little 13:18 19:25 21:10 26:15 (4)</p> <p>living 23:20</p> <p>loan 15:14,17 19:20 22:18 23:16 (5)</p> <p>loans 15:2 16:14 19:21</p> <p>local 2 3:2 18:13</p> <p>located 30:4</p> <p>long 24:13 30:4 31:25</p> <p>longer 19:11</p> <p>look 17:24 20:24 22:9,10 (4)</p> <p>looking 26:14</p> <p>lori 2:11 4:6 6:7</p> <p>lot 14:21 15:20,22 16:22</p>	<p>17:17 19:2 23:13 26:22,24 28:7 29:4 (11)</p> <p>loud 15:2</p> <p>lower 14:17</p> <p>made 6:3 16:14</p> <p>make 8:22 19:7 23:20 25:13,25 26:20,23 27:25 35:2 (9)</p> <p>manhattan 30:22</p> <p>manufacturers 26:13</p> <p>many 19:19,19</p> <p>marketing 2:15 20:3 24:4,17 25:1 29:23 30:9 (7)</p> <p>martin 2:3 6:15 10:12 11:24 (4)</p> <p>matter 27:2</p> <p>may 16:6 18:17 23:14,16 28:8 (5)</p> <p>maybe 14:12,14 20:18,19,25 22:12 24:1,6 30:11 (9)</p> <p>me 9:25 14:25 29:8 31:4,7 32:20 (6)</p> <p>mean 14:16 18:18 20:8,14 22:4 24:21 28:2 29:20 (8)</p> <p>means 18:10</p> <p>measure 5:20</p> <p>media 24:20</p>	<p>mediumsized 18:9</p> <p>meeting 5 3:2,8 27:22 31:18 32:6,8,10,18 33:9,17 (11)</p> <p>meetings 7:8</p> <p>member 12:15</p> <p>members 2:1 3:4 7:12,14,15 19:24 (6)</p> <p>mention 4:19 5:6,23</p> <p>mg 2:10</p> <p>might 16:3 18:21,21 20:15,15,20 24:2 27:23 28:9 (9)</p> <p>mind 21:2</p> <p>minium 8:5</p> <p>minutes 3:8</p> <p>mission 24:2</p> <p>momandpop 14:4</p> <p>momandpops 18:5</p> <p>monday 31:24</p> <p>money 4:21 18:11 19:19</p> <p>month 4:11,20</p> <p>months 4:10</p> <p>more 5:9 12:15 21:5 26:15,22 28:11 29:5,13,13 (9)</p>
--	--	---	---	--

<p>motion 3:10,11 4:5 6:10 8:22,23 9:20 10:11 11:16 12:13 (10)</p> <p>move 3:1 32:6</p> <p>moved 6:12 10:13 11:22 34:23 (4)</p> <p>moving 33:10,16</p> <p>ms 3:5,13,21,22 4:7 5:5,15,17,22 6:8,12,21,22 7:6 8:7,11,13,14,17,20 9:3,6,7,8,16,17,22 10:24 11:2,7,8,9,17,22 12:5,14 13:5,8 17:12,16 18:15,24 19:1,4,7 21:2,9 22:17,22,24 25:12,15,16,19 26:5,10 27:11,14,16 30:18 31:3,7,12,17,23 32:5,13,15,25 33:4 ,5,8,11,12,15,18,1 9,22,23,25 34:1,6, 7,9,16,18,25 35:8,9,18 (90)</p> <p>much 5:10 22:2 29:17</p> <p>mulligan 2:10 5:15,17 7:6 8:7,11,14,17,20 9:7,22 11:2,17 12:14 13:5,8 21:2,9 22:22 25:12,16,19 26:5,10 27:11,14,16 31:12,17 32:5,15,25 33:4,8,12,15,19,25 34:9,16,18,25 35:18 (43)</p> <p>multiplier 13:4</p>	<p>must 8:7</p> <p>my 15:10,25 16:8 28:7 36:13 (5)</p> <p>name 10:9</p> <p>nature 14:20</p> <p>need 8:5,23 10:9 11:19 22:15 24:23 25:1,23 26:19 29:12 31:15 34:16,21 (13)</p> <p>never 20:4,4 22:6</p> <p>new 21:17 30:2,5,11,21 (5)</p> <p>next 4:20 5:20 9:6,22 11:17 (5)</p> <p>nice 31:2</p> <p>no 3:16 4:11 7:9,9 15:19 17:2 19:10 22:4,4,20 23:7 31:5 32:25 33:2,5,23 (16)</p> <p>none 3:17</p> <p>noon 32:15</p> <p>noted 35:21</p> <p>notes 36:13</p> <p>notforprofit 13:6,8</p> <p>notforprofits 21:6</p> <p>nothing 34:15</p> <p>now 3:1 5:19 14:2,8 21:3 23:18 31:25 35:4 (8)</p> <p>number 26:19 30:14</p>	<p>october 5:9</p> <p>off 10:6</p> <p>offer 14:18 25:11</p> <p>officer 2:10,11</p> <p>officers 10:8</p> <p>often 17:25</p> <p>oh 16:18</p> <p>one 4:19,21 7:17 12:21 13:23 14:11 17:23 18:1 20:16 22:5 24:14,14 29:4,9,23 30:19 31:8,9 (18)</p> <p>ones 18:1 22:11</p> <p>only 4:23 12:14 25:16 31:8,21 33:13 (6)</p> <p>open 10:6 31:1</p> <p>opinion 15:11</p> <p>opinions 14:6</p> <p>opportunities 17:9 19:22</p> <p>opposed 24:3</p> <p>option 7:17 31:25 32:3</p> <p>organization 10:18 22:14 28:2</p> <p>organizations 13:2 15:11 22:2 29:18 (4)</p> <p>other 4:12 7:15 8:1 10:23 14:5 15:11 18:7 19:4,5,14,17 20:17,17,19</p>	<p>22:10,16 23:13 25:25 29:3,18 (20)</p> <p>our 3:8 4:12 5:10,14,18 7:13,14,17 9:25 10:7,8 11:18 13:15 14:13,23 15:23,23,23 16:6 17:18 19:12 22:11 24:17 25:9 26:17,25 28:15,18 30:19 31:5,15,18 (32)</p> <p>out 4:25 5:11 7:25 14:25 15:1 18:4,9,21 19:3 20:20 21:12,16 22:16 23:11,19,25 24:20 25:21,23 26:6,19 27:6,24 29:17 30:22 32:21 33:14 (27)</p> <p>outside 10:20</p> <p>over 4:6 16:14 28:3,6 (4)</p> <p>overcrazy 28:14</p> <p>owed 4:22</p> <p>own 23:19</p> <p>package 4:8</p> <p>paid 5:24 10:20 19:21</p> <p>painful 31:4</p> <p>paper 16:16</p> <p>paprocky 9:24</p> <p>part 14:15 28:9</p> <p>participation 7:9</p> <p>pass 7:11</p>	<p>past 16:14</p> <p>payments 6:3</p> <p>payroll 5:24</p> <p>peg 27:4</p> <p>people 8:6 12:21 14:5,12 17:20 18:2,4,10,11 22:5,22 23:3,10,14 24:25 25:17 28:8,11 (18)</p> <p>perhaps 25:4,10</p> <p>person 6 7:13,15 8:8,10,15 32:1 (7)</p> <p>phone 26:10</p> <p>physically 32:17</p> <p>pick 27:24</p> <p>picked 5:1</p> <p>picture 18:23</p> <p>place 21:11</p> <p>places 22:10</p> <p>pm 11 35:21</p> <p>pockets 18:11 20:9</p> <p>point 4:25 13:19 21:12 23:4,10 28:7 (6)</p> <p>pointed 22:17</p> <p>political 10:21</p> <p>pollakusky 2:5 3:6 4:2,3 7:2,3 9:10,11 11:11,12 12:10,11 17:15 19:9 20:2,7,22 24:12 34:23</p>
--	---	--	---	--

35:14,15 (21)	publish 5:14	recently 9:24	resolutions 7:7 9:23	salaries 13:2
pool 29:25	published 5:19,21	record 23:3	resource 25:1	same 11:18 12:19 13:10 14:2 15:17 21:17,23 24:21,22 32:12,13 (11)
population 15:13	pushes 30:14	recurring 4:13	resources 28:12	saw 13:13 26:7
position 10:6,20 23:6	put 12:16 25:8 28:18	red 4:16,17	respond 5:8	saw 13:13 26:7
possibility 19:11,13	quarantining 7:24	redirect 25:11	responded 5:2	say 5:2 23:19 27:5 31:22 (4)
possibly 29:17	queens 30:10	regard 14:14	response 3:16 5:10,14,18 31:5 (5)	saying 16:7 23:24 28:4
potential 27:5	question 12:24 13:12 15:18 17:2 (4)	regulatory 6:1,2	responses 31:8	says 8:10
ppp 15:2 16:14 17:1	questions 3:15 4:24 6:6 8:21 13:10 (5)	reinvent 15:13	responsibilities 7:25 13:15	sba 21:16
precedent 19:14	quorum 3:6 8:13,14 32:1 (4)	related 13:21	responsibility 14:13,23	schedule 5:10
present 2:9 3:7	rata 4:10	relates 13:16	rest 4:12	scheidt 2:6 3:5,13,14,21,22 6:8,12,13,21,22 9:3,4,6,8,16,17 10:24 11:7,8,22,23 12:5 17:12,16 18:15,24 19:1,4,7 22:17,24 25:15 30:18 31:3,7 32:13 33:22 34:1,7 35:8,9 (42)
preserver 17:1	reach 25:23	remember 29:24	result 9:23 10:5 20:20	scratch 22:3
pretty 5:10	reacted 20:4	remove 10:9 11:20	resulting 13:4	second 3:13 6:14,15 9:3 10:14 11:24 17:10 35:1,2 (9)
primarily 13:1 18:12	reaction 16:8	repertoire 28:15	revenue 4:11	section 4:9
pro 4:9	read 16:16	replicate 22:7 23:25	revolving 19:20	see 4:20 17:8 26:25 28:24 29:18 (5)
probably 14:5 27:8	ready 5:11	report 5:2,7,16,17 6:9,11 7:5 (7)	right 13:6 14:8 15:9,15 16:10 19:4 20:22 21:3,19 26:11 27:10 29:16 33:11 34:14 (14)	seen 5:22 30:14
proceedings 15	real 16:25 26:18	reported 31:9	roughest 17:4	seminars 24:4
program 15:14 27:1,6,9,11 28:4 30:20 (7)	really 4:23 10:3 24:23 27:3,4,24 31:24 (7)	reporter 36:12	round 27:4	send 5:11,19 22:22 29:17 (4)
programs 17:18 19:5	reasons 8:3	reporternotary 36:10	routinely 25:14	
projects 4:21 14:7	receive 4:21 5:7	reports 6:1	run 19:25	
provide 22:18	received 9:24 31:8	represent 12:25	said 10:19 13:21 20:7 26:17 28:11 (5)	
provides 22:20		resign 9:25 10:22		
public 7:8,10,10 36:10 (4)		resignation 12:16		
		resolution 7:12 10:8,10 11:3,17,20 34:16,21 (8)		

<p>sense 26:20,23 27:25</p> <p>sent 3:9 5:18 13:13 26:15 (4)</p> <p>september 31:16,19,21 32:4,5 33:3 34:20 (7)</p> <p>serve 15:12</p> <p>served 15:12</p> <p>service 22:21 23:5 31:9</p> <p>services 25:10,10,21</p> <p>serving 12:22 13:24</p> <p>set 26:17,25 27:2 29:25 32:23 (5)</p> <p>several 19:18,19</p> <p>she 9:25 10:1,2,2, 2,3,18,21,22 (9)</p> <p>shop 18:4</p> <p>shorthand 36:10</p> <p>shotgun 30:16</p> <p>should 12:23 15:8 25:23,24 (4)</p> <p>significant 8:1</p> <p>similar 22:12</p> <p>situation 10:2 31:10</p> <p>six 4:10</p> <p>slate 10:8</p> <p>small 14:20 16:2 19:15 20:12 21:15</p>	<p>22:19,25 23:12,13,17 24:3,9 25:5,6 26:18 27:1,3 28:8 (18)</p> <p>smaller 28:16</p> <p>so 4:14,22 5:2,5,6 6:12 7:19,22 8:2 9:22 10:11,12,21 11:19 12:15,15 16:6 17:5 18:1,2,22 20:25 21:3,5 22:1,8 23:24 25:3,17 26:24 27:21 28:9 31:24 32:20 33:8,12 34:17,23 (38)</p> <p>social 24:20</p> <p>some 14:20 18:3 19:22 20:19,25 21:20 24:4,19 25:8 26:11 28:25 29:12,13 (13)</p> <p>somebody 18:17 23:8</p> <p>someone 22:7</p> <p>something 5:1 17:6 18:7 22:8,13 28:12,13,16 (8)</p> <p>sometimes 18:18</p> <p>sorry 10:16,24 13:17</p> <p>sort 17:16 18:23</p> <p>sources 23:16,17,25 24:1 (4)</p> <p>space 26:11,20 30:25</p> <p>speak 19:17</p>	<p>specific 29:7 30:1</p> <p>specifically 19:17</p> <p>spend 13:3 18:12 24:25</p> <p>spending 26:2 27:21</p> <p>square 26:20</p> <p>start 22:3 24:3 30:21 31:20 (4)</p> <p>started 26:14 29:23 30:24</p> <p>startups 30:20</p> <p>state 5:7,25 6:2,3 7:25 (5)</p> <p>stay 10:3</p> <p>stenographic 36:11,13</p> <p>step 5:20</p> <p>stepping 10:5</p> <p>sterling 6:8</p> <p>still 4:15 30:15 33:22</p> <p>stony 28:3,6</p> <p>stores 14:4</p> <p>stuff 24:8</p> <p>suggestions 28:25</p> <p>sure 12:19 13:15 14:24 15:24 17:14 18:7 25:13,25 29:5,6 (10)</p> <p>surveying 14:14</p>	<p>survive 16:2</p> <p>sydney 36:11,21</p> <p>systems 26:17</p> <p>table 11:4</p> <p>take 16:4</p> <p>talk 12:17 23:13 29:2</p> <p>talked 22:12 33:9</p> <p>talking 14:1 24:23 25:4 27:23 33:3 (5)</p> <p>tap 20:9</p> <p>taxes 5:24</p> <p>tell 10:24 23:17</p> <p>tend 17:25</p> <p>term 18:8</p> <p>terms 19:23</p> <p>terri 2:16</p> <p>than 4:12 15:13 16:1 20:1 21:10 30:16 (6)</p> <p>thank 3:12 6:17 9:2,5 10:15 34:13,24,25 35:18 (9)</p> <p>their 16:5,5 18:11 19:24 23:1,19,20,22 (8)</p> <p>them 5:2,18,19 7:20 17:21 18:3 24:2,8 25:11,20,22,23 26:11,14,15 (15)</p> <p>there's 11:3</p>	<p>15:17,20 17:8 19:2 20:17 21:17 22:13 23:11 30:3,25 34:14 (12)</p> <p>these 12:20 22:1,5 23:11,16,16,22 (7)</p> <p>they're 5:15 17:25 22:24 23:4,19 30:23 (6)</p> <p>thing 4:19,23 5:23 11:18 21:17,24 22:16 25:25 26:12 28:17 29:3 (11)</p> <p>things 7:18 16:3 20:16,17,19 24:4 25:12 29:4,5 30:19 (10)</p> <p>think 12:21 13:1 14:5,9,10 15:1,17 17:16 20:11,15,23 23:14 24:6 25:3,17 27:21 28:15,16 29:12 30:15 33:19 (21)</p> <p>thinking 25:24</p> <p>third 31:2</p> <p>those 4:10 5:21 8:2,2 11:20 13:2,3 14:11 16:23 18:2,4,16 19:21,23 23:1 24:1 28:11 30:7 (18)</p> <p>thoughts 13:13</p> <p>three 12:19 13:22 29:23</p> <p>through 7:16 8:4 13:3 16:2,23 17:3 21:9 26:21,24 27:24 31:21 (11)</p>
--	---	---	---	--

<p>throughout 4:14</p> <p>throw 26:19 29:4</p> <p>time 9:6 10:4 22:23 26:2 32:9,12,13 34:10 35:21 (9)</p> <p>timely 6:2,4</p> <p>times 16:3 23:23 26:23 30:15 (4)</p> <p>today 7:8</p> <p>together 22:14 23:10,22 24:2 28:19 (5)</p> <p>too 26:3 30:20</p> <p>tools 14:22 18:16 19:3 22:10 23:11 (5)</p> <p>totally 14:13 15:24 25:19</p> <p>touch 25:21</p> <p>tours 26:6</p> <p>towards 18:20</p> <p>town 1 15:21 19:5 33:14 (4)</p> <p>transcript 15 36:13</p> <p>translates 8:17</p> <p>tremendous 16:13</p> <p>trotta 2:7 3:5,11,11,23,24 6:23,24 8:9,16,19 9:1,1,14,15 10:14,14,16 11:9,10 12:6,7 14:10</p>	<p>15:3,6,9,15,19 16:11,18,21,24 17:3,7 18:17,25 19:2,6 20:14,23 21:8,13,19,22,25 22:4 23:7 24:11 25:18 26:4,9 27:10,13,15 28:1,20,23 29:1,8,14,20 30:12 31:14 32:4,9,17,20 33:14,24 34:2,17,19 35:10,11 (74)</p> <p>true 12:21</p> <p>truth 27:1</p> <p>try 26:11 29:16 30:16</p> <p>trying 15:13 22:3 23:20</p> <p>turn 4:6</p> <p>tweaking 5:12</p> <p>twelfth 31:23</p> <p>twelve 32:15</p> <p>two 9:22 16:15 17:17 25:12 29:3,23 (6)</p> <p>uhhum 8:11</p> <p>understand 16:19</p> <p>unexpected 8:1</p> <p>unexpectedly 16:16</p> <p>unfortunately 16:15</p> <p>union 21:16</p> <p>units 21:15</p>	<p>university 17:19</p> <p>unpaid 10:21</p> <p>uoc's 5:1</p> <p>up 5:1 12:20 13:11,18 15:14 20:16 26:18,25 27:2,8 30:21 (11)</p> <p>upstate 19:18 30:6,7</p> <p>us 4:22 7:11,12,15 12:24 14:21 15:13,22 19:1 25:17,20 26:21,24 29:15,15,19 30:22 31:24 (18)</p> <p>use 14:21 22:11</p> <p>vary 26:21</p> <p>very 29:24 30:1,7</p> <p>via 6</p> <p>video 24:18</p> <p>v</p> <p>ideoconference 6 7:23</p> <p>videoconferencin g 7:17</p> <p>voice 33:2</p> <p>vote 3:18 6:18 9:9 12:1 35:5 (5)</p> <p>voted 20:3</p> <p>votes 4:4 7:4 9:20 11:15 12:12 35:16 (6)</p> <p>want 4:19 5:6,23 12:17 21:12 23:8 25:13,25 28:1</p>	<p>29:6,13 (11)</p> <p>way 10:25 12:23 14:19 20:13 24:7,15 26:25 27:23 30:15 31:6 (10)</p> <p>ways 15:22 17:17,24</p> <p>we'd 28:17</p> <p>we'll 28:13 29:16 32:19</p> <p>we're 4:15,16 5:11 10:24 12:22 14:16,16,22 18:22 21:3,16 22:3 27:3,21 33:19 (15)</p> <p>we've 20:24 26:5,6,13 32:7 (5)</p> <p>wednesday 3:3</p> <p>well 5:9 11:21 16:13 20:2 23:2 24:21 25:10 30:7 32:25 33:8 (10)</p> <p>went 10:25 26:14</p> <p>what 7:10,10,19,21 10:17 12:25 13:14,19,25 14:3,16,25 17:21 18:8,21,21 20:11,24,24 22:5,7,10,12 23:8,24 24:22 27:16,24 28:2,5,9 29:5,18 32:9,13 34:10 (36)</p> <p>what'd 31:22</p> <p>what's 22:9,9 23:18</p> <p>wheel 15:13</p>	<p>when 7:11 12:20 14:17,24 24:15 26:14 (6)</p> <p>where 14:24 16:8 18:22 23:4 30:24 (5)</p> <p>whether 12:22 13:23 14:22,22,23 15:4,7,23 18:19 (9)</p> <p>which 4:17 8:17 10:6 19:20 21:20 23:4 26:12 31:23 (8)</p> <p>while 5:6 23:11 29:7</p> <p>white 15:18</p> <p>who 12:25 17:23 18:11 19:7 25:17,20 31:8 32:2 (8)</p> <p>whole 26:5 30:16</p> <p>whose 29:6</p> <p>why 8:3</p> <p>will 4:20 18:1 28:18</p> <p>wish 15:25</p> <p>within 5:25</p> <p>wonderful 13:14</p> <p>work 21:15,20 23:1 24:5,9,13 27:4 (7)</p> <p>worked 10:7</p> <p>workforce 21:6 27:19</p> <p>working 10:18</p>
---	--	---	---	--

<p>26:2,13</p> <p>works 30:6</p> <p>world 26:12</p> <p>would 4:25 21:5 23:5 24:18,19 25:7,7 31:2 32:8,9 (10)</p> <p>x 3,8</p> <p>yeah 9:8 15:6,15 16:18,21,24 17:7 18:2 19:2 20:14 21:8,13,25 25:15 27:15 28:20 29:1,14,14,20 33:15 (21)</p> <p>year 4:14,15 31:9</p> <p>yearly 12:20</p> <p>years 16:15 19:19 20:3 29:24 (4)</p> <p>yeartodate 4:8,17</p> <p>yes 3:20,22,24 4:1,3,4 5:5 6:20,22,24 7:1,3,4 8:11 9:11,13,15,17 ,19,20 11:2,6,8,10, 12,14,15 12:3,5,7,9,11,12 15:3,3 19:16 21:22 26:9 28:23 30:12 31:17 33:4,18,21 35:7,9,11,13,15,16 (50)</p> <p>yet 30:3</p> <p>york 21:17 30:11,21</p> <p>you're 7:24,25 14:25 25:24 33:3</p>	<p>(5)</p> <p>you've 13:13</p> <p>youall 23:14</p> <p>your 4:8 13:13</p> <p>yup 18:14 26:4</p> <p>zero 31:6</p> <p>zoom 6 3:5 7:16,21,22 8:4 (6)</p> <p>330 32:21</p> <p>400 32:18</p> <p>900 33:22 34:2</p> <p>1200 32:14 33:23,24,25 (4)</p> <p>1230 31:20 32:16 34:6,7,8,12,18,19 (8)</p> <p>1233 11 3:3</p> <p>2022 10 3:9 4:9</p> <p>10000 26:19</p>			
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