

Town of Brookhaven

**Local Development Corporation**

MEETING AGENDA

**Tuesday, September 27, 2022 at 12:30 PM**

1. ROLL CALL

2. MINUTES

August 17, 2022

3. CFO'S REPORT

Actual vs. Budget Report – July 31, 2022

Insurance

Timely Payments

Budget

Shared Services Agreement

4. RESOLUTIONS

Slate of Officers

Governance, Audit & Finance Committees

Mather Hospital

5. CEO'S REPORT

Board Member

Job Creation Numbers

OSC Audit

Corrective Action Plan

*The next LDC meeting is scheduled for Wednesday, October 26, 2022.*

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TOWN OF BROOKHAVEN

LOCAL DEVELOPMENT CORPORATION

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BOARD MEETING

HELD IN PERSON & VIA ZOOM VIDEOCONFERENCE

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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  
s assessments.

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. TROTTA: 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. TROTТА: 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. TROTТА: 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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September 20, 2022

*By email and overnight mail*

Mr. Frederick C. Braun III  
Town of Brookhaven  
Local Development Corporation  
One Independence Hill  
Farmingville, NY 11738

Re: Town of Brookhaven Local Development Corporation  
Revenue Bonds, Series 2012A  
(John T. Mather Memorial Hospital of Port Jefferson, New York, Inc. Project)  
(the “Series 2012 Bonds”)

and

Revenue Bonds, Series 2013B  
(John T. Mather Memorial Hospital Project)  
(the “Series 2013 Bonds” and together with the Series 2012 Bonds, the “Bonds”)

Dear Mr. Braun:

On behalf of John T. Mather Memorial Hospital of Port Jefferson, New York (the “Hospital”), I request that the Town of Brookhaven Local Development Corporation (the “LDC”) consider and approve at its upcoming meeting on September 27 an amendment to the Bond Purchase and Loan Agreement dated as of November 1, 2012 (the “Loan Agreement”) among the LDC, the Hospital and Manufacturers and Traders Trust Company (as successor by merger to People’s United Bank, National Association) (the “Bank”).

The Loan Agreement pertains to the Series 2012 Bonds referenced above, all of which – along with the Series 2013 Bonds – are held by the Bank, as bondholder. Together with other representatives of the Hospital, I have had discussions with the Bank regarding the proposed amendment (the “Amendment”) and similar amendments to other documents relating to the Bonds to which the LDC is not a party. We have been informed that the Bank has received verbal approval internally for the Amendment and the related amendments and is in the process of documenting this approval.

The purpose of the Amendment to the Loan Agreement is twofold. First, it would revise the definition of Debt Service Coverage Ratio. Under the current definition, the requirement that the Hospital purchase all of the Series 2013 Bonds in a scheduled mandatory tender on August 1, 2023 requires that all of the debt represented by these Bonds be classified as current debt under



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Town of Brookhaven Local Development Corporation  
September 20, 2022  
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generally accepted accounting principles. The Amendment would revise the definition so that only the scheduled sinking fund installment on the Series 2013 Bonds payable within twelve months would be treated as current. A few other changes would also be made to this definition. The Bank has approved this clarification.

Second, the Amendment would waive compliance by the Hospital with the covenant in Section 7.15(c) of the Agreement that the Hospital will not, without the prior written consent of the Bank, “(ii) incur any ‘accumulated funding deficiency’ (as defined in Section 302 of ERISA), whether or not waived”. The Amendment would further waive any default or Event of Default under the Agreement that may occur or has occurred at any time through the maturity date of the Bonds relating to the covenant in Section 7.15(c). The Hospital has had an “accumulated funding deficiency” since before the date the Series 2012 Bonds were issued. It appears that there was an oversight in adding this covenant to the Agreement. The deficiency is substantially less now than it was in 2012. As noted above, the Bank has received verbal approval internally for this waiver and is in the process of documenting its internal approval.

The Hospital also requests that the LDC authorize the execution and delivery by the LDC of any and all satisfaction and termination documents relating to the Series 2012 Bonds when these Bonds are paid on the maturity date of December 1, 2022 or sooner if prepaid by optional redemption.

The other documents that the Hospital wishes to amend with the approval of the Bank are the two Continuing Covenants Agreements, one for the Series 2012 Bonds and one for the Series 2013 Bonds, and the Supplemental Indentures entered into pursuant to the Hospital’s Master Trust Indenture. These amendments will similarly address the issue with respect to the Debt Service Coverage Ratio and certain ERISA matters. As noted, the LDC is not party to the Continuing Covenants Agreements or the Supplemental Indentures.

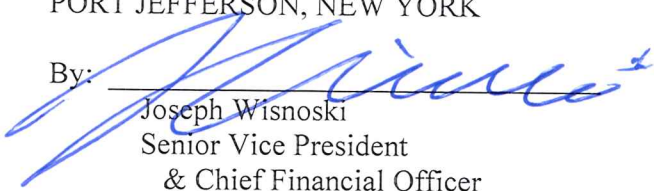
If you have any questions, you can reach me at (631) 476-2785 or [jwisnoski@northwell.edu](mailto:jwisnoski@northwell.edu). Dennett Law Offices, P.C. is serving as counsel to the Hospital for this matter. Kevin Downes at Dennett Law can be reached at (516) 504-1400 or [kdownes@dennettlaw.com](mailto:kdownes@dennettlaw.com).

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Town of Brookhaven Local Development Corporation  
September 20, 2022  
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Thank you for your assistance.

JOHN T. MATHER MEMORIAL HOSPITAL OF  
PORT JEFFERSON, NEW YORK

By: \_\_\_\_\_

  
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Senior Vice President  
& Chief Financial Officer

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