1 2 -----X YONKERS INDUSTRIAL DEVELOPMENT AGENCY 3 BOARD MEETING 4 CITY HALL 5 470 Nepperhan Avenue 6 Yonkers, New York 10701 7 \_\_\_\_\_X 8 DATE: July 31, 2019 9 TIME: 9:13 A.M. 10 11 PRESENT: 12 MAYOR MIKE SPANO - CHAIRMAN WILSON KIMBALL - SECRETARY 13 MELISSA NACERINO - TREASURER CECILE SINGER - BOARD MEMBER 14 PETER KISCHAK - VICE CHAIRMAN HENRY DJONBALAJ 15 ROBERTO ESPIRITU 16 IDA STAFF 17 JAIME MCGILL - IDA EXECUTIVE DIRECTOR 18 MARY LYRAS - IDA/YEDC CHIEF FISCAL OFFICER 19 20 ALSO PRESENT: KARLY GROSZ, ESQ. - IDA COUNSEL 21 MICHAEL CURTI, ESQ. - HARRIS BEACH, PLLC 22 JAMES CILIBERTI - ACCOUNTANT 23 24 25

1

1	PROCEEDINGS
2	MAYOR SPANO: Good morning.
3	Mary.
4	MS. LYRAS: Mayor Spano?
5	MAYOR SPANO: Here.
6	MS. LYRAS: Peter Kischak?
7	MR. KISCHAK: Here.
8	MS. LYRAS: Cecile Singer?
9	MS. SINGER: Here.
10	MS. LYRAS: Wilson Kimball?
11	MS. KIMBALL: Here.
12	MS. LYRAS: Roberto Espiritu?
13	MR. ESPIRITU: Here.
14	MS. LYRAS: Melissa Nacerino?
15	MS. NACERINO: Here.
16	MS. LYRAS: Henry Djonbalaj?
17	MR. DJONBALAJ: Here.
18	MS. LYRAS: We have a quorum.
19	MAYOR SPANO: Thank you. Good
20	morning, everyone. Everyone has the
21	minutes for the May 7th meeting in
22	front of them.
23	Are there any questions? If
24	there are no questions, Wilson made a
25	motion that we accept it.

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1	PROCEEDINGS
2	MS. SINGER: Second.
3	MAYOR SPANO: Cecile has
4	seconded that motion. All in favor?
5	(Chorus of ayes.)
6	MAYOR SPANO: Any negatives?
7	The item is passed.
8	Mary number 3.
9	MS. LYRAS: Yes. For the
10	months of April, May and June the
11	agency received a total of 2,623,000
12	in agency fees, closing on Mill Creek
13	and Extell.
14	Our cash on hand as of June
15	30th is \$5.1 million, and we have our
16	accountant on hand if anyone has any
17	questions.
18	MAYOR SPANO: Okay. Are there
19	any questions? None. Cecile made a
20	motion that we except the financials.
21	Seconded by Melissa.
22	All in favor?
23	(Chorus of ayes.)
24	MAYOR SPANO: Any negatives?
25	The item is passed. Jamie.

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1	PROCEEDINGS
2	MS. McGILL: Resolutions for
3	consideration:
4	The first resolution is a final
5	resolution authorizing financial
6	assistance to Erin Construction and
7	Development Company also known as
8	9-11 Riverdale Avenue.
9	We have counsel on hand, Mike
10	Curti.
11	MR. CURTI: Good morning, Mayor
12	Spano and members of the board,
13	Michael Curti from Harris Beach,
14	PLLC.
15	This is a final resolution for
16	authorizing financial assistance for
17	our construction development at 9-11
18	Riverdale Avenue.
19	This project consists of 29
20	rental units; 21, one bedrooms; 2,
21	two bedrooms and six studios.
22	There will also be a commercial
23	realty component about 2,150 square
24	feet in the amount of sales tax of
25	approximately \$228,000.

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1	PROCEEDINGS
2	MS. McGILL: We want to go
3	through our analysis.
4	So, we procured a third party
5	analysis by Camoin Associates on the
6	benefits being requested by this 29
7	unit residential project located at
8	9-11 Riverdale.
9	This project will include mixed
10	use commercial ground floor space.
11	The summary shows that both the
12	direct and indirect economic activity
13	generated as a result of the
14	construction, new tenant spending and
15	job creation all have a positive
16	financial impact on the City's
17	revenues.
18	This project is directly
19	creating on site, four full-time
20	jobs, ten part-time jobs, all
21	estimated to be sourced within the
22	immediate local labor area.
23	Spending from new tenant
24	households is projected to produce
25	over \$800,000 in new annual sales

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1	PROCEEDINGS
2	within the City. Additionally, this
3	new household spending is projected
4	to stimulate the creation of an
5	additional 8 local jobs.
6	Additionally, the construction
7	phase of this project has its own
8	spillover effect creating a two-year
9	increase in local sales by way of
10	procurement of construction materials
11	and construction job spending.
12	This project requested a 30
13	year PILOT. We analyzed that request
14	as well as a more abbreviated term.
15	The determination was that a
16	more conservative 10-year PILOT still
17	allows the project to be viable and
18	meet benchmark returns.
19	This vacant parcel currently
20	generates approximately \$10,000 in
21	property taxes.
22	Upon completion of the project
23	PILOT revenues will increase to
24	approximately \$50,000 annually and
25	steadily increasing to \$132,000 at

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1	PROCEEDINGS
2	the end of the 10-year PILOT term.
3	The PILOT will generate an
4	estimated \$700,000 in additional
5	property tax revenues for the City.
6	Considering all the major
7	community benefits, quality life
8	impact and economic impacts that this
9	\$6.5 million investment brings to the
10	City, the recommendation is to
11	approve the project at a 10-year
12	PILOT.
13	MAYOR SPANO: Any questions?
14	MR. KISCHAK: I just want to
15	say I'm happy to hear it's a 10-year
16	PILOT; not a 30-year PILOT.
17	MAYOR SPANO: Good job, by the
18	way. By having that third party
19	assessment helps us out a lot. It's
20	something we haven't normally done,
21	and now, we do it that can help
22	us with the tax breaks.
23	Are there any questions?
24	Wilson made a motion we accept.
25	Seconded by Cecile.

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1	PROCEEDINGS
2	All in favor?
3	(Chorus of ayes.)
4	MAYOR SPANO: Any negatives?
5	The item is passed.
6	MS. McGILL: The next item is a
7	resolution authorizing sales tax
8	exemption benefit for Oz Moving &
9	Storage, LLC.
10	MR. CURTI: Thank you, again.
11	This is a resolution authorizing
12	sales tax exemption benefits for Oz
13	Moving & Storage. The benefit is
14	approximately \$133,000 based on sales
15	tax relief of \$1.5 million.
16	Oz Moving & Storage is located
17	right near these offices. They came
18	to this board back in 2014 to seek
19	financial assistance for relocating
20	some of their operations here to
21	Yonkers. What they are willing to do
22	now is they are looking to
23	consolidate all their operations here
24	in Yonkers. Right now they are
25	located in the Bronx. That would

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1	PROCEEDINGS
2	bring a relocation of approximately
3	one hundred jobs and there's also a
4	commitment by the company to hire 50
5	new employees within the next five
6	years.
7	The renovation that they are
8	doing at the site include office
9	upgrades, sprinklers and some HVAC
10	work, as well.
11	MS. SINGER: This is a company
12	we've given benefits to over a long
13	period of time. They have been back
14	here a number of times.
15	So, are we able to check on
16	what they are doing and make sure
17	that all of the commitments are as
18	they say?
19	MR. CURTI: Yes. So, as you
20	know the agency through the ST65
21	process works with the company on an
22	ongoing basis after the board acts to
23	make sure that the sales tax is
24	appropriately allocated.
25	MS. SINGER: As I said, it's a

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1	PROCEEDINGS
2	long-term commitment that we've made
3	to them and it's one that's
4	recurrent.
5	MR. CURTI: Yes, but I would
6	note that it is a retention project,
7	and the company has committed to
8	growing within our City and is making
9	the commitment to Yonkers.
10	MS. SINGER: Right, and how
11	many square feet will they have in
12	the City?
13	MR. CURTI: I think 155,000
14	square feet.
15	MS. SINGER: Thank you.
16	MR. CURTI: You're welcome.
17	MS. McGILL: We should note the
18	result of better job numbers. They
19	originally said 150 jobs and they
20	currently have 200 jobs.
21	MAYOR SPANO: Any other
22	questions? Wilson made a motion.
23	Seconded by Cecile. All in favor?
24	(Chorus of ayes.)
25	MAYOR SPANO: Any negatives?

1	PROCEEDINGS
2	The item is passed.
3	MS. McGILL: The next item is
4	an inducement resolution for Yonkers
5	Contracting Company at 969A Midland
6	Avenue, Harris Beach, Mike Curti.
7	MR. CURTI: Thank you, very
8	much. This is an inducement
9	resolution for Yonkers Contracting
10	Company. Yonkers Contracting has
11	been doing business for many, many
12	years dating back to 1945.
13	On their corporate headquarters
14	site they are looking to make some
15	modifications to the existing
16	building. There's a few There's
17	four, small metal buildings that are
18	mostly used for office space and also
19	maintenance space. They're looking
20	to rehabilitate and reconstruct those
21	spaces.
22	It's a relatively modest
23	project. I believe the project costs
24	are a little bit south of the \$2
25	million mark.

1	PROCEEDINGS
2	Mr. Veneruso is here to present
3	on this portion of the project.
4	MR. VENERUSO: Thank you, Mr.
5	Curti. My name is James Veneruso,
6	Veneruso, Curto, Schwartz & Curto.
7	I'm here on behalf of Yonkers
8	Property Management, Inc., which is a
9	subsidiary of Yonkers Contracting.
10	As Michael mentioned Yonkers
11	Contracting has been in the City of
12	Yonkers since 1946 and a prominent
13	company in this community. They have
14	been involved in the community. It's
15	family owned since the founding of
16	the company.
17	This project, as he mentioned,
18	is a modest project. There was an
19	adjacent building in very poor
20	condition. This will be a new
21	building to house administrative
22	offices and some storage, and we are
23	here to answer any questions.
24	I would like to point out that
25	Mr. Grey Petrillo is here today. He

1	PROCEEDINGS
2	is the vice president of real estate,
3	also a director of the company, as
4	well as Paul Conley. Paul Conley is
5	the CFO of Yonkers Contracting.
6	We would be happy to entertain
7	questions.
8	MAYOR SPANO: Are there any
9	questions?
10	MS. SINGER: It should be noted
11	on the record that Carl Petrillo was
12	once a member of the IDA.
13	MR. CURTI: James, thank you.
14	MAYOR SPANO: Any other
15	questions? I hear no questions.
16	Wilson has made a motion. Seconded
17	by Melissa. All in favor?
18	(Chorus of ayes.)
19	MAYOR SPANO: Any negatives?
20	The item is passed.
21	Thank you.
22	MS. McGILL: The next item is
23	an inducement resolution, Maple
24	Realty Management, LLC at 987 Central
25	Park Avenue.

1	PROCEEDINGS
2	MR. CURTI: Good morning,
3	again. This is an inducement
4	resolution for Maple Realty
5	Management, LLC located at 987
6	Central Park Avenue.
7	Some of you may be familiar
8	with this site. It was formerly a
9	southwestern restaurant on Central
10	Park Avenue called Cactus Jacks.
11	It's been vacant for many, many
12	years, and quite frankly up until
13	very recently it was deteriorating
14	and a blight on the Central Park
15	Avenue corridor where it's located.
16	The building has been taken
17	down, and there has been preliminary
18	approval from the zoning board.
19	I believe the applicant is
20	looking to put a Dunkin Donuts
21	franchise at that location. The
22	project costs are approximately \$1.4
23	million. Mr. Veneruso is here to
24	speak on the project.
25	MR. VENERUSO: Mr. Curti has

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1	PROCEEDINGS
2	done an excellent job in describing
3	the project. So, I'll be brief.
4	As he mentioned, the building
5	was dilapidated, an eyesore for many
6	years.
7	There's a tremendous volume of
8	traffic that goes by that area.
9	The building has been taken
10	down. The company which owns it,
11	Maple Realty, is an affiliate of
12	Yonkers Contracting.
13	So, the plan is to build the
14	building for a Dunkin Donuts
15	facility. It will clear up that
16	area.
17	Again, it's been an eyesore for
18	many, many years. It's just been
19	we have approvals, both zoning and
20	planning.
21	MS. NACERINO: Is there a
22	Dunkin Donuts located that the Shell
23	station next door?
24	MS. KIMBALL: There's not. It
25	changed. I go there everyday on my

1	PROCEEDINGS
2	way home from the gym. So, I know
3	it's like an American Heritage or
4	something and serve yourself, that
5	kind of thing.
6	There was a Dunkin Donuts I'd
7	say maybe about six months ago.
8	MAYOR SPANO: Any other
9	questions? Thank you.
10	They are a number of iconic
11	eyesores that have been around town
12	for a long time. We're starting to
13	see them all drop by the wayside.
14	Ashburton Avenue comes to mind.
15	That was one of them; this is the
16	other. So, I'm glad to see that
17	that's going to finally get resolved.
18	Are there any other questions?
19	Cecile made a motion. Seconded by
20	Wilson. All in favor?
21	(Chorus of ayes.)
22	MAYOR SPANO: Any negatives?
23	The item is passed.
24	MS. McGILL: The next item is a
25	resolution approving management

1	PROCEEDINGS
2	services for Yonkers Larkin Garage
3	with YIDA.
4	MR. CURTI: Good morning,
5	again. This is a resolution
6	authorizing the IDA to enter in to an
7	agreement with the Yonkers Larkin
8	Garage, Inc. Corporation that was
9	created to facilitate the
10	construction of the Larkin Garage on
11	Nepperhan Avenue back in 2011.
12	The new market type credit
13	structure as you may know collapsed
14	very recently. I believe it
15	collapsed last year, the end of the
16	period which the tax credits were
17	offered.
18	When that happened the
19	structure was transferred from NDC,
20	which is National Development Council,
21	over to a new board that the Mayor
22	has selected.
23	That board has reached out to
24	the IDA to ask us to perform the
25	management services that NDC was

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1	PROCEEDINGS
2	handling before. So, the IDA will be
3	receiving \$40,000, up to \$40,000 each
4	year to be management consultant.
5	The structure is appropriate
6	because it compensates the time of
7	the IDA and the staff that will be
8	working towards these efforts.
9	MS. KIMBALL: Isn't that
10	slightly in mind with what NDC was
11	also earning in connection?
12	MR. CURTI: That's correct.
13	MS. KIMBALL: It's actually
14	less, right? Wasn't it \$50,000 that
15	they were earning?
16	MR. CURTI: Yes. So, we are
17	providing values to the corporation.
18	MS. KIMBALL: Thank you.
19	MAYOR SPANO: Any other
20	questions? Henry made a motion.
21	Seconded by Pete.
22	All in favor?
23	(Chorus of ayes.)
24	MAYOR SPANO: Any negatives?
25	The item is passed. Are there any

1	PROCEEDINGS
2	legal updates?
3	MS. GROSZ: No legal updates.
4	MAYOR SPANO: Any other
5	business before us today?
6	Thank you, everybody. Melissa
7	makes a motion to adjourn. Seconded
8	by Roberto. All in favor?
9	(Chorus of ayes.)
10	MAYOR SPANO: Okay.
11	(Whereupon, at 9:27 A.M. the
12	above matter concluded.)
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1	PROCEEDINGS
2	CERTIFICATE
3	
4	STATE OF NEW YORK )
5	: SS.: County of putnam )
6	
7	I, MADELINE IOVINO, a Notary Public
8	for and within the State of New York, do
9	hereby certify:
10	That the above is a correct
11	transcription of my stenographic notes.
12	I further certify that I am not
13	related to any of the parties to this
14	action by blood or by marriage and that I
15	am in no way interested in the outcome of
16	this matter.
17	IN WITNESS WHEREOF, I have hereunto
18	set my hand this 15th day of August 2019.
19	
20	Madeline Devisio
21	MADELINE IOVINO
22	MADELINE IOVINO
23	
24	
25	

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