



**INDUSTRIAL DEVELOPMENT AGENCY
REGULAR MEETING
THURSDAY, JANUARY 20, 2022 – 9:00 A.M.
254 S. MAIN ST., SUITE 410, NEW CITY, NY 10956
ZOOM VIDEO CONFERENCE
MEETING I.D.: 840 4893 9599
PASSCODE: 683189**

Members Present: Eric Dranoff, Howard Hellman, Tim Riley, Peggy Zugibe, Raj Amar

Staff: Steven Porath, Executive Director; Lisa Santiago, Administrator

IDA Counsels: Lino Sciarretta, Esq.; Brian Quinn, Esq.; Ron Grosser, Esq.; Dan Birmingham, Esq.

Guests:

Asahi Depository, LLC - Joe Nuebling, Ikuya Hirabayashi, Chris Warner
TRHV, LLC – Alex Glasscock: CEO, John Eastman, Michael Klein: Counsel
Morgan Stanley Services Group – Terence Avella, Douglas Wenger, Andrew Cook, Judith Garner, Gopika Parikh
Montebello Gateway, LLC – Paul Baum

Noting that sufficient advance public notice had been given and there being a quorum present, the regular meeting of the Rockland County Industrial Development Agency was called to order at 9:03 a.m. by Chair Dranoff.

Roll Call:

Present: Eric Dranoff, Howard Hellman, Tim Riley, Peggy Zugibe, Raj Amar

Call to Order

Eric Dranoff

Action Items

- 1) Inducement Resolution: Asahi Depository, LLC
 - a) S Porath provided an overview of the project. He explained that they are looking to expand their business of housing and distributing metals. They also have plans to install automated storage and retrieval system and an order fulfillment system. New investment into the existing building. They are looking for sales tax and a PILOT (PAYMENT IN LIEU OF TAX).
 - b) Joe Nuebling – Gave a brief description and discussed that they are looking for storage close to NYC. They will have 14 employees and are looking to be operational in August. He discussed their other locations that they have throughout the country and Canada and explained that they would like to have this location close to NYC.
 - c) Members asked several questions including from Chair Dranoff who asked if there have been any discussions of a PILOT. S. Porath said typically they do not meet with municipalities until induced by the board.
 - i) With no further discussion, a motion to approve the resolution was made by Raj Amar, seconded by Peggy Zugibe. All in favor. Motion passed, 5-0

- 2) Inducement Resolution: TRHV, LLC
 - a) S Porath provided an overview of the project. He explained the Ranch is a wellness retreat. They have a location in Malibu and want to bring the signature program focusing on health, wellness, and a plant-based diet to the east coast. They will offer daily fitness, hiking, massages, and a plant-based diet, as well as room accommodations. They are looking for sales tax, mortgage tax and a PILOT for a property in Sloatsburg that is not currently on the tax role.
 - b) Alex Glasscock (CEO of The Ranch) stated that the ranch is a fitness wellness program where up to 25 guests come to the weeklong program to lose weight, learn about nutrition, and get more fit. Guests come from all over the world, many from the West coast and Northeast. They are looking to bring it close to the Northeast. We would be buying a portion of their parcel, about 160 acres. They are intending to create a 3–4-night program. He discussed renovations to ramp up the property.
 - c) Members asked several questions including Chair Dranoff about the approach for the PILOT. S. Porath stated that we had started the process and hoped to arrange a meeting shortly. Board member Hellman asked how many employees and A. Glasscock (CEO) confirmed 50 full-time and 50 part-time employees. Board member Hellman asked if any of the employees will be living at the facility. A. Glasscock replied that the director of operations will live there on a cottage and 2 staff members will stay overnight. Board member Riley asked how many guests? A. Glasscock replied that 30 guests at a time will be at that property. S. Porath asked if it is a year-round operation. The site will be year-round and that they will add additional indoor activities if outdoor weather is not cooperative.
 - i) With no further discussion, a motion to approve the resolution was made by Howard Hellman, seconded by Raj Amar. All in favor. Motion passed, 5-0

- 3) Inducement Resolution: Morgan Stanley Service Group
 - a) S Porath provided an overview of the project. He explained that Morgan Stanley is seeking to establish an additional data center site to provide support for its core business services and upgrade hardware and software capabilities.
 - b) Anthony Jones – Executive Director of MS data center team. He explained it will host 20-25 MS personnel. MS needs data center capacity in the NYC/NJ area. They searched out 17 sites. They narrowed it down to 6 sites. He noted that the majority of the personnel will be new hires.
 - c) Members asked several questions including Chair Dranoff that asked about employees and Anthony explained that there will be both MS and 3rd party employees. Board member Riley asked about the completion date. Anthony answered that they are planning to start construction in the summer and that the project is planned to be complete by late 2022. Board member Riley also asked about generators and if there will be additional space available for other tenants or expansion. Anthony responded that the landlord would provide the generators and in the lease agreement there must be additional space that MS can expand to if necessary.
 - i) With no further discussion, a motion to approve the resolution was made by Raj Amar, seconded by Howard Hellman. All in favor. Motion passed, 5-0

- 4) Inducement Resolution: Montebello Gateway, LLC
 - a) S Porath provided an overview of the project. Explained that it is a real estate development that will develop a building designed for office and medical use in the Village of Montebello. They are looking for sales tax, mortgage tax and PILOT.
 - b) Paul Baum – The project is a 3-story building with half office and half medical building. Members asked several questions including from board member Hellman who confirmed the specific location with Paul. He also asked how far away from site plan approval is the applicant? Paul responded that they have approvals from the board and are waiting for them to be signed.
 - i) With no further discussion, a motion to approve the resolution was made by Tim Riley, seconded by Peggy Zugibe. All in favor. Motion passed, 5-0

New Business

- 1) None

Old Business

- 1) Labor/Prevailing Wage Update.
 - a) Board members continued discussion of amending the Agency's local labor policy
 - b) Tim Riley noted that labor policies that requires local worker residency are established throughout NYS. Tim suggested that the Agency create a draft local labor policy that defines residency requirements. He explained that it is important that we put provisions in place to make sure that all the workers are local to the Hudson Valley. Chair Dranoff suggested we still contact the AG/comptroller and try to get a definitive answer a State legal opinion. Counsel Sciarretta stated that

he has started inquiries re: this matter with the AG/ comptroller and will provide a response to the board accordingly. Chairman Dranoff suggested looking into the state's procurement requirements, as well. He asked Porath to have a draft policy prepared for review for the next board meeting.

Treasurer's Report

- 1) December Financial Report
 - a. The board reviewed the financial report.

Minutes of the meeting were read by L. Santiago and approved by members.

- i. With no further discussion, a motion to approve the financial report was made by Howard Hellman and seconded by p. Zugibe. All in favor. Motion passed, 4-0.

Meeting Adjourned at 10:10