

**In The Matter Of:**  
*IDA - TOWN OF MONTGOMERY*

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*USEF SAILFISH, L.L.C.*  
*February 11, 2020*

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COVERING ALL UPSTATE NEW YORK

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STATE OF NEW YORK : COUNTY OF ORANGE  
TOWN OF MONTGOMERY INDUSTRIAL DEVELOPMENT AGENCY

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In the Matter of

USEF SAILFISH, L.L.C.

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CONTINUED PUBLIC HEARING

Date: February 11, 2020  
Time: 5:32 p.m. - 7:42 p.m.  
Place: Town of Montgomery  
Town Hall  
110 Bracken Road  
Montgomery, New York

BOARD MEMBERS: JEFFREY CRIST, Chairman  
MATTHEW P. STODDARD  
ROBERT SANTO  
EDWIN WILLIAMS  
STEPHEN RAINALDI  
JOHN MACIOCE

ALSO PRESENT: ROBERT McLAUGHLIN, ESQ.  
SUZANNE HADDEN

REPORTED BY: MICHELLE L. CONERO

NOTICE OF PUBLIC HEARING  
ON PROPOSED ASSIGNMENT APPLICATION  
FOR A PROJECT  
AND FINANCIAL ASSISTANCE PREVIOUSLY  
CONSIDERED AND APPROVED  
BY THE AGENCY  
RELATING THERETO

Notice is hereby given that a public hearing pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the "Act") will be held by the Town of Montgomery Industrial Development Agency (the "Agency") on the 6<sup>th</sup> day of January, 2020 at 5:30 o'clock p.m., local time, at the office of the Agency located at 110 Bracken Road in the Town of Montgomery, Orange County, New York in connection with the following matters:

USEF Sailfish, LLC, a Delaware limited liability company (the "Company"), has presented an assignment of the application previously submitted by Bluewater I, LLC (the "Assignment Application") to the Agency, a copy of which Assignment Application is on file at the office of the Agency, requesting that the Agency consider approval of the proposed assignment of the project (the "Project") for the benefit of the Company, said Project consisting of the following: (A) (1) the acquisition of an interest in an approximately 187 acre parcel of land located at NYS Route 17K and 747, AKA 635 International Drive in the Town of Montgomery, Orange County, New York (tax map numbers 31-1-64; 31-1-65.22; 31-1-70.2 and 31-1-89) (collectively the "Land"), (2) the construction on the Land of an approximately 1,010,880 square foot facility with related site work and exterior improvements (the "Facility"), and (3) the acquisition and installation therein and thereon of related fixtures, machinery, equipment and other personal property (collectively, the "Equipment"), all of the foregoing to constitute a warehouse/distribution facility (the Land, the Facility and the Equipment being collectively referred to as the "Project Facility"); (B) the assignment and granting of certain "financial assistance" (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the "Financial Assistance") all as approved by the Agency for the benefit of Bluewater I, LLC on November 12, 2019; and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person(s) or entities as may be designated by the Company and agreed upon by the Agency.

The Agency is considering whether (A) to undertake the Project, and (B) to provide to the Company certain exemptions from taxation with respect to the Project (as determined by the Agency on behalf of Bluewater I, LLC for the Project and Project Facility on November 12, 2019), including (1) exemption from mortgage recording taxes with respect to any documents, if any, recorded by the Agency with respect to the Project in the office of the County Clerk of Orange County, New York or elsewhere, (2) exemption from deed transfer taxes on any real estate transfers, if any, with respect to the Project, (3) exemption from sales taxes relating to the acquisition, construction, renovation and installation of the Project Facility, and (4) in the event that the Project Facility would be subject to real property taxation if owned by the Company but shall be deemed exempt from real property taxation due to the involvement of the Agency therewith, exemption from real property taxes (but not including special assessments and special ad valorem levies), if any, with respect to the Project Facility, subject to the obligation of the Company to make payments in lieu of taxes with respect to the Project Facility. If any portion of the Financial Assistance to be granted by the Agency with respect to the Project is not consistent with the Agency's uniform tax exemption policy, the Agency will follow the procedures for deviation from such policy set forth in Section 874(4) of the Act prior to granting such portion of the Financial Assistance.

If the Agency determines to proceed with the Project, the Project Facility will be acquired, constructed, reconstructed and installed by the Agency and will be leased (with an obligation to purchase) or sold by the Agency to the Company or its designee pursuant to a project agreement (the "Agreement") requiring that the Company or its designee make certain payments to the Agency.

The Agency will, at said time and place, hear all persons with views on either the location and/or nature of the proposed Project, or the Financial Assistance being contemplated by the Agency in connection with the proposed Project. A copy of the Assignment Application filed by the Company with the Agency with respect to the Project, including an analysis of the costs and benefits of the Project, is available for public inspection during business hours at the offices of the Agency. A transcript or summary report of the public hearing will be made available to the members of the Agency and posted to the Agency website – [www.montgomeryida.com](http://www.montgomeryida.com).

The Agency previously held the first public hearing on the proposed Project on February 12, 2019 for consideration under the application filed in December, 2018 by Bluewater I, LLC. Bluewater I, LLC and the Company have submitted the Assignment Application for the Project and Project Facility. The Agency has determined that the Assignment Application requires the holding of a public hearing pursuant to this notice.

Additional information can be obtained from, and written comments may be addressed to: Jeffrey D. Crist, Chairperson, Town of Montgomery Industrial Development Agency, 110 Bracken Road, Montgomery, New York 12549; Telephone: 845-457-2600.

Dated: December 13, 2019.

TOWN OF MONTGOMERY INDUSTRIAL  
DEVELOPMENT AGENCY

/s/ Jeffrey D. Crist, Chairperson

BY: \_\_\_\_\_  
Jeffrey D. Crist, Chairperson

1                   CHAIRMAN CRIST: Good afternoon,  
2                   everybody. I think there's a couple more seats up  
3                   front here. Maybe not too many. Welcome. We are  
4                   live-streaming this meeting, as all of our  
5                   meetings now. If for any reason you don't like  
6                   the way you look; Billy Iverson is right back  
7                   there, you can speak with him.

8                   I'd like to call the meeting to order  
9                   for February 11, 2020. I'm Jeffrey Crist,  
10                  Chairperson of the Montgomery IDA Board. I'd like  
11                  to introduce the Board Members present, which is  
12                  all but one of us, starting with John Macioce on  
13                  my right. Welcome, John. Ed Williams, my  
14                  immediate right. Back on the far left, Matt  
15                  Stoddard. Steve Rainaldi. Bob Santo. Thank you  
16                  all for being here. I apologize. At the first  
17                  part of the public hearing I neglected to  
18                  introduce our Secretary, Sue Hadden; and our  
19                  Counsel, Bob McLaughlin. Welcome everybody.

20                  The first item on tonight's agenda is a  
21                  continuation of the hearing for USEF Sailfish.  
22                  That hearing began last month on January 6th.

23                  I do have some opening remarks that, in  
24                  order to cover all the bases, I'll be reading  
25                  off. I'll go through those as quickly as

1 possible, and I'll ask for comments from the  
2 applicant and then open the comments up for the  
3 public hearing under some parameters which I'll  
4 go over in a moment.

5 As I mentioned, I'm Jeffrey Crist,  
6 Chairman of the Town of Montgomery IDA in  
7 connection with this project, subject being, as  
8 mentioned previously, USEF Sailfish.

9 For the record, relating to the  
10 involvement of the Agency with a project known as  
11 the proposed project for the benefit of the USEF  
12 Sailfish, LLC. As stated, this public hearing is  
13 a continuation of the public hearing held on  
14 January 6, 2020. At that public hearing, in  
15 addition to hearing from various elected  
16 officials or their representatives, as well as  
17 other officials serving the public in various  
18 capacities, almost twenty residents from the Town  
19 of Montgomery spoke and expressed their opinions,  
20 thoughts and concerns.

21 On behalf of all the Members of the  
22 Agency Board, we want to thank the public for  
23 their time in attending and for your input. Only  
24 with your input can we fully investigate and  
25 determine if requested financial assistance

1 should be considered. We recognize that the  
2 project under consideration is controversial. We  
3 appreciate the civility at the various meetings  
4 we have held with respect to this project and the  
5 respect that those in attendance have shown those  
6 who have commented.

7 By way of a reminder, the proposed  
8 project consists of the following: The  
9 acquisition of an interest in an approximately  
10 187-acre parcel of land located at New York State  
11 Route 17K and 747, also known as 635  
12 International Drive, in the Town of Montgomery,  
13 Orange County, New York, tax map numbers 31-1-64,  
14 65.22, 70.2, and 89, collectively known, after  
15 this, as the land; the construction on the land  
16 of an approximately 1,010,880 square foot  
17 facility with related site work and exterior  
18 improvements, now known as the facility in this  
19 document; and the acquisition and installation  
20 therein and thereon of related fixtures,  
21 machinery, equipment and other personal property,  
22 collectively known as the equipment, all of the  
23 foregoing to constitute a warehouse distribution  
24 facility. The land, the facility and the  
25 equipment being collectively referred to as the

1 project facility.

2 Next, the assignment and granting of  
3 certain financial assistance within the meaning  
4 of section 854(14) of the Act with respect to the  
5 foregoing, including potential exemptions from  
6 certain sales and use taxes, real estate property  
7 taxes, real estate transfer taxes and mortgage  
8 recording taxes, collectively considered  
9 financial assistance, all as approved by the  
10 Agency for the benefit of Bluewater I, LLC on  
11 November 12, 2019. And item C, the lease, with an  
12 obligation to purchase, or sale of the project  
13 facility to the company or such other persons or  
14 entities as may be designated by the company and  
15 agreed upon by the Agency.

16 As disclosed at the special meeting of  
17 the Agency held on December 3, 2019, and at the  
18 start of this public hearing held on January 6,  
19 2020, the company's predecessor, Bluewater I,  
20 LLC, assigned the application submitted to the  
21 Agency in January 2019 to the company. The  
22 company and the company's representatives  
23 discussed the assigned application at that time.  
24 After such disclosure, the Agency scheduled this  
25 public hearing pursuant to the Act as described



1 below. The Agency is considering whether, A, to  
2 undertake the project as assigned to the company;  
3 B, whether to provide to the company certain  
4 exemptions from taxation with respect to the  
5 project, as determined by the Agency on behalf of  
6 the company's predecessor, Bluewater I, LLC, for  
7 the project and project facility on November 12,  
8 2019, including, 1, exemption from mortgage  
9 recording taxes with respect to any documents, if  
10 any, recorded by the Agency with respect to the  
11 project in the Office of the Orange County Clerk  
12 of Orange County, New York or elsewhere; 2,  
13 exemption from deed transfer taxes on any real  
14 estate transfers, if any, with respect to the  
15 project; 3, exemption from sales tax related to  
16 the acquisition, construction, renovation and  
17 installation of the project facility; and 4, in  
18 the event that the project facility would be  
19 subject to real property taxation if owned by the  
20 company but shall be deemed exempt from real  
21 property taxation due to the involvement of the  
22 Agency therewith, exemption from real estate  
23 property taxes, but not including special  
24 assessments and special ad valorem levies, if  
25 any, with respect to the project facility,

1 subject to the obligation of the company to make  
2 payments in lieu of taxes with respect to the  
3 project facility. If any portion of the financial  
4 assistance to be granted by the Agency with  
5 respect to the project is not consistent with the  
6 Agency's uniform tax exemption policy, the Agency  
7 will follow the procedures for deviation from  
8 such policy as set forth in Section 874(4) of the  
9 Act prior to granting such portion of the  
10 financial assistance.

11 At the opening of this public hearing  
12 on January 6, 2020 I provided general information  
13 on the Agency's general authority and public  
14 purpose of this hearing. Those statements are in  
15 the written transcript of that January 6, 2020  
16 public hearing which is posted to the Agency's  
17 website, as well as recorded on video and  
18 archived by the Agency in accordance with New  
19 York State Law. Accordingly, I will incorporate  
20 those provisions and my statements by this  
21 reference but I will not repeat that general  
22 information today.

23 Written comments. The notice of this  
24 public hearing indicated the written comments  
25 could be addressed to myself, Jeffrey Crist,

1 Chairperson of the Agency. Written comments were  
2 received before January 6, 2020, and I noted  
3 those at the commencement of this public hearing  
4 on January 6, 2020.

5 In addition, since the start of the  
6 public hearing the following written comments  
7 have been received by the Agency. Counsel has  
8 advised that they should be read into the record.  
9 We have a considerable number. They include  
10 correspondence we received on January 6th after  
11 the beginning of the public hearing and my  
12 previous list of comments. Beverly Mertz --

13 Do I need to say the date on each one?

14 MR. McLAUGHLIN: You should.

15 CHAIRMAN CRIST: Okay. These are all  
16 January. The first one being an e-mail January 3,  
17 Nina Snyder. January 4th, Ceal Van Zandt.  
18 January 5th, Ursula Leitner. January 6th, John  
19 Xanthis. January 6th, Ginnie Osterhout. January  
20 6th -- actually, all the rest of this part of the  
21 list are January 6th. Brian Maher, Town of  
22 Montgomery Supervisor; Susan Cockburn, Christine  
23 Miele; Richard Bystrak; Beverly Mertz; another  
24 one, Cheri Zahakos; Fred Mertz; John Brown;  
25 Lerner Pavlick Realty, Barbara Lerner. That

1 completes the list of correspondence we received  
2 on January 6th, or just before, that weren't  
3 previously in the record. This next list is what  
4 we have received since that time. One on January  
5 6th, later that evening, Karina Tipton. And then  
6 going on to the next day, Fred Mertz, the 7th.  
7 Beverly Mertz, the 8th. Beverly Mertz, the 14th.  
8 Don Berger, the 23rd. Beverly Mertz, the 23rd.  
9 Walter Pahucki, the 23rd. Tim Mitchell, the 23rd.  
10 Beth Alexandria Hoffman, the 23rd. Nina Snyder,  
11 the 23rd. John Kitchenman, the 23rd. John Lown,  
12 the 23rd. Mike Bellarosa, the 23rd by e-mail  
13 which included another copy of the January 6th  
14 letter. Fred Mertz, the 23rd. Ceal Van Zandt,  
15 the 23rd. Ursula Leitner, the 23rd. Rich  
16 Steger, the 23rd. Barbara Lerner, the 24th. Don  
17 Berger, the 27th. Richard Bystrak, February 3rd.  
18 Residents Protecting Montgomery had a number of  
19 signatures yesterday, February 10th. And today  
20 we received a letter from the Valley Central  
21 School District signed by John Xanthis, the  
22 superintendent. That completes the list that I'm  
23 aware of to this time.

24 Sound good, Sue?

25 MS. HADDEN: Yes.

1                   CHAIRMAN CRIST: I will now introduce  
2 Don Chase of the company who will discuss further  
3 information regarding the project and project  
4 facility. Don

5                   MR. CHASE: Good evening, Chairman  
6 Crist and IDA Board Members. My name is Don  
7 Chase, partner and co-managing member of  
8 Bluewater Industrial Properties. We are the  
9 developer of Project Sailfish. I'm here tonight  
10 with Brad Griggs of Amazon and Luke Stephens with  
11 USAA, our partners in this project.

12                   Before I begin my remarks, I'd like to  
13 remind the Board of two things. Number one, on  
14 November 12, 2019 this Board approved a  
15 resolution providing financial assistance to  
16 Project Sailfish. In the original application  
17 submitted in January of 2019 we stated that this  
18 application would be assigned to the prospective  
19 and ownership entity of the project. We indicated  
20 that our financial partner is USAA Real Estate.  
21 USEF Sailfish is their property owner. Please  
22 keep these two things in mind as we hear the  
23 comments this evening.

24                   For the record I'd like to review some  
25 facts concerning the project and to offer some

1 additional information for clarification. We  
2 began our interaction with the Montgomery IDA in  
3 May of 2018. We met with then Chairman Ed Devitt,  
4 Board Member Rod Winchell, and the Executive  
5 Director Joe Joy for the purpose of discussing  
6 this potential project. At the time of that  
7 meeting we were contemplating a speculative  
8 project. We did not have a tenant in mind. The  
9 potential project was well received and given the  
10 beneficial economic impact. It was considered  
11 clearly eligible for project level 3 benefits  
12 under your uniform tax exemption policy. We  
13 continued that dialogue throughout the remainder  
14 of 2018. In the fall of 2018 we partnered with  
15 USAA Real Estate to negotiate a contingent  
16 agreement with Amazon to lease the to-be-built  
17 facility. This agreement was contingent on the  
18 potential financial incentives, the lease  
19 negotiations, as well as approvals for the  
20 project, among other things. The original  
21 application, as I mentioned, submitted in January  
22 of 2019 called for the assignment of the  
23 incentives to USAA Real Estate. On January 14,  
24 2019, at the IDA's regularly scheduled public  
25 meeting, I presented an overview of Project

1 Sailfish to the IDA Board. On February 12th of  
2 last year the IDA held a public hearing on the  
3 proposed financial assistance package. The public  
4 hearing was closed that evening and a decision on  
5 the financial assistance was duly postponed until  
6 the Planning Board could complete their SEQRA  
7 process for the project. We began meetings with  
8 the Town Board and the Planning Board in early  
9 2018 to discuss the project and establish the  
10 entitlement process. Throughout 2018 and 2019  
11 over forty public meetings and public hearings  
12 were held here, including the Town Board, the  
13 Planning Board, the ZBA, and you, the IDA. On  
14 September 24, 2019 the Planning Board completed  
15 its SEQRA process as lead agency by issuing a  
16 findings statement. On November 7, 2019 the Town  
17 Board voted to change the zoning on a portion of  
18 the property from IB to I-2, allowing for the  
19 approval of the development under the Planning  
20 Board's authority to grant site plan and SEUP  
21 approval. On November 12, 2019 you adopted the  
22 SEQRA findings statement and voted to approve the  
23 financial assistance package to Bluewater I, LLC  
24 as modified from your uniform tax exemption  
25 policy level 3 benefit, providing a 90 percent

1 tax abatement for the first five years versus a  
2 hundred percent tax abatement. On November 18,  
3 2019 the ZBA voted to approve the parking area  
4 variance for the space of the project. On  
5 November 25, 2019 the Planning Board voted to  
6 approve the site plan and SEUP. In short, over  
7 two years, culminating two-and-a-half months ago,  
8 this project has obtained all of its required  
9 approvals from the Town of Montgomery, including  
10 the financial assistance package from you, the  
11 IDA. We're simply here to assign the financial  
12 benefit to our partner, the landlord entity USAA  
13 -- USEF Sailfish, LLC, as highlighted in the  
14 original application.

15 As you know, since the public meeting  
16 on January 6th we have worked with the Town  
17 Supervisor and the Chair to respond to various  
18 public and Agency comments regarding the project  
19 and assignment application. Chief among these is  
20 the value of the financial incentive. The current  
21 approved PILOT, as I mentioned, provides for a 90  
22 percent abatement of real estate taxes in the  
23 first five years of the project. This deviation  
24 from the IDA's UTEP provides for an additional  
25 1,400,000, approximately, in PILOT payments to be



1 made during the first five years of the project  
2 to the local taxing jurisdictions. This deviation  
3 to the benefit of the community was negotiated  
4 after multiple conversations and meetings with  
5 the IDA Chair, the Valley Central School  
6 District, the Town, Amazon, and other local  
7 constituents.

8 The current proposed PILOT, a further  
9 deviation, has been offered by the project and  
10 further increased in favor of the local community  
11 in response to comments and further discussions  
12 over the past month. The result is now over  
13 2,700,000 in additional tax payments to the local  
14 taxing jurisdictions for the first five years of  
15 the project, doubling the previous deviation.  
16 Over the fifteen-year PILOT agreement, according  
17 to our estimates, the taxing jurisdictions would  
18 receive approximately \$26,000,000 in payments  
19 compared to approximately \$690,000 in tax payment  
20 over the same fifteen years if the project does  
21 not proceed. How the taxing jurisdictions decide  
22 to budget these funds is well within their  
23 discretion.

24 With respect to the application, I  
25 would like to correct several misunderstandings

1 for the record. In addressing these, I'd like the  
2 Board and the public to understand that at the  
3 time of the original application we had not yet  
4 begun to review the SEQRA process and we had not  
5 yet begun public hearings for the site plan and  
6 SEUP approval which produced several major  
7 changes in the plans for the project.

8 At the time of the application  
9 Bluewater had been working with the Town of  
10 Montgomery to adopt an approach for the  
11 wastewater treatment plant, very similar to what  
12 had been used on Neelytown Road decades ago. With  
13 sanitary sewer unavailable in the Town east of  
14 Bracken Road, the plan was for the wastewater  
15 treatment to be built initially in conjunction  
16 with the project and donated to the Town, and  
17 ultimately expanded to serve the Coldenham area.  
18 It was determined, through the forty plus public  
19 hearings as well as in comments from the Town's  
20 professionals, that the Town did not want to be  
21 compelled to take ownership of the wastewater  
22 treatment plant. Therefore we are only providing  
23 an offer of dedication per the conditions of the  
24 site plan approval. So the choice is left to the  
25 Town to take the plant at some point in the

1 future or never.

2 At the time of the original application  
3 we intended to remove the Haber house on  
4 International Boulevard, which is currently  
5 uninhabitable and suffers from years of neglect.  
6 However, during the review of the property, the  
7 New York State Historic Preservation Office, or  
8 SHPO, determined that the structure should be  
9 saved and moved to an alternate location on the  
10 site. We agree with that, and we are moving the  
11 Haber house slightly north and reconditioning it  
12 for future use.

13 I would also like to address the  
14 structure of the real estate ownership and how  
15 the IDA financial assistance passes through to  
16 Amazon, the ultimate beneficiary who is providing  
17 the 800 full-time equivalent jobs. In our letter  
18 of November -- excuse me, February 5th to the  
19 Board, we provided you an organizational chart  
20 which shows that bluewater 1, LLC, as I mentioned  
21 earlier, is our ownership entity. USEF Sailfish,  
22 LLC is USAA Real Estate's ownership entity. The  
23 IDA documents need to be done with the real  
24 estate entity. Bluewater Industrial Partners is  
25 the developer for the project. As is typical in

1 commercial real estate, we created the entity  
2 Bluewater I to purchase the land for Project  
3 Sailfish from the three landowners. We made our  
4 original application through Bluewater I, LLC.  
5 USAA Real Estate similarly, in its capacity as an  
6 institutional real estate investor, created its  
7 ownership entity, USEF Sailfish, LLC, to own the  
8 property and finance the development of the  
9 building. This is the assignee under the  
10 assignment application you're considering today.  
11 The partnership with USAA calls for the real  
12 estate to be transferred to USEF Sailfish, LLC  
13 and for Bluewater to remain as the developer of  
14 the project. USEF Sailfish, LLC will be  
15 responsible for the compliance with the IDA's  
16 local labor policy as well as complying with  
17 other provisions of the uniform tax exemption  
18 policy and resolution throughout the development  
19 of the project. USEF Sailfish, LLC, through its  
20 general contractor RC Anderson, will hire the 300  
21 to 400 local construction workers during the  
22 twelve plus month construction period. Amazon  
23 will lease the facility on a long-term basis from  
24 USEF Sailfish, LLC and will be hiring 800  
25 full-time equivalent employees. Through that

1           lease the financial assistance will move to them  
2           as the tenant, either through reduced  
3           construction costs initially or via reduced real  
4           estate taxes via the PILOT. These incentives are  
5           clearly material to their choice of location and  
6           are a definitive requirement to their locating in  
7           Montgomery.

8                        As a final note, to be consistent we  
9           did not make any material changes in the  
10          assignment application other than the name and  
11          the entity information. We regarded the official  
12          determinations, like the SEQRA findings statement  
13          and the change in the tax rate's PILOT structure,  
14          to apply automatically to the assignment of our  
15          original application and their related financial  
16          assistance awarded on November 12, 2019.

17                      I'm hopeful that my remarks today,  
18          those in the public hearing on January 6th, and  
19          our letters to the Board on January 13th and  
20          February 5th help to provide full understanding  
21          of the project.

22                      As I'm concluding my remarks, I'll ask  
23          Luke Stephens from USAA to provide a few brief  
24          remarks to the Board on their role, and then Brad  
25          Griggs with Amazon, giving their perspective of

1 the IDA incentive and what it means to them.

2 Thank you.

3 CHAIRMAN CRIST: Thanks, Don.

4 MR. STEPHENS: Good evening. My name  
5 is Luke Stephens, I work for USAA Real Estate.  
6 I've been actively working on this project for  
7 the last eighteen months.

8 I'd like to begin with reiterating our  
9 commitment to Project Sailfish, Bluewater and  
10 Amazon. We have actively worked on numerous  
11 projects with Amazon across the country. Similar  
12 to every real estate investment with our company,  
13 we've created an entity level LLC. USEF Sailfish,  
14 LLC.

15 USAA Real Estate exists to serve the  
16 military men and women and active members and  
17 nonactive members of the military. Our parent  
18 company, USAA, which is, as we all know, the  
19 insurance provider, we exist to help diversify  
20 their portfolio, and basically live to serve our  
21 military men and women in USAA.

22 I'd like to, in closing, reiterate that  
23 the incentives that are discussed tonight will be  
24 passed through to Amazon. I appreciate your  
25 time.

1                   CHAIRMAN CRIST: Thank you, Luke.

2                   MR. GRIGGS: Chairman Crist, IDA Board,  
3 Supervisor, Montgomery residents, thank you. My  
4 name is Brad Griggs, I'm a senior manager on the  
5 economic development team with Amazon. I cover  
6 primarily the northeast region. I want to thank  
7 you again for the time here this evening. We're  
8 happy to continue the discussion related to the  
9 proposed project at 635 International Drive.

10                   The project under consideration by  
11 Amazon is a non-sortable facility that would  
12 employ 800 full-time jobs with at least starting  
13 at \$15 an hour, comprehensive benefits. We, as a  
14 company, are -- starting at \$15 an hour. We, as a  
15 company, are customer focused. This facility  
16 would help to fulfill orders throughout North  
17 America. It is a key cog in our distribution and  
18 logistics network, and the IDA assistance is part  
19 of a material decision-making factor for our  
20 leadership to increase the number of active  
21 facilities to be able to fulfill our customer  
22 orders, provide great selection and competitive  
23 prices to our customer base throughout not just  
24 this area but all of North America. Amazon is  
25 also focused, not just on our customers, but

1 providing long-term relationships with the  
2 communities that we go into, providing  
3 significant employment opportunities, capital  
4 investment into the communities we go to, and  
5 long-term positive impacts through community  
6 engagement.

7 For our employees we offer programs  
8 like Career Choice which covers up to 95 percent  
9 of prepaid tuition for advancement degrees, or  
10 commercial licenses, or nursing programs to allow  
11 them to advance their careers, whether that is  
12 with Amazon or outside of the company in the  
13 future. We hire currently 21,000 veterans and  
14 military spouses with the goal to reach 25,000 by  
15 the end of 2021. We have a commitment to up-skill  
16 over 100,000 of our employees by 2025, backed by  
17 a \$700,000,000 investment in our employees. So  
18 the folks that would be hired in this facility  
19 would be eligible to be up-skilled through that  
20 process.

21 For the communities that we go into,  
22 beyond our own employees each facility is  
23 empowered to engage with the community. Some of  
24 the standard programs that we offer throughout  
25 our logistics network are things like Amazon



1 Future Engineers, which is a four-part childhood  
2 to career program which increases computer  
3 science access in underserved and under-  
4 represented communities. We focus on elementary  
5 schools, high schools, scholarships, internships  
6 and robotics grants to those schools and  
7 communities, thereby increasing computer science  
8 access throughout the communities that we enter.

9 Additionally, at our fulfillment  
10 centers we host Camp Amazon. It is day camp to  
11 provide steam and stem initiatives and classes.  
12 They're focused on providing a tour of our  
13 facilities to students, children age and through  
14 high school. We provide lessons from our  
15 operational leadership. We provide robotics  
16 demonstrations to encourage children to build,  
17 imagine and innovate.

18 The last one I want to touch on is part  
19 of our philanthropic and charitable efforts  
20 through Amazon Goes Gold. It is cancer awareness  
21 and donation matching through both our employees  
22 and our facilities. We partner with the American  
23 Childhood Cancer Organization, St. Jude's, and  
24 The Children's Oncology Group to provide grants  
25 to hospitals and research facilities throughout

1 North America.

2 I just want to reiterate in partnership  
3 with Bluewater and USAA, this non-sortable  
4 facility and the IDA assistance is a material  
5 factor in the decision to move forward with this  
6 project, and it is what has allowed Amazon to  
7 engage to date and hopefully bring this facility  
8 to the Town of Montgomery in the future.

9 Thank you, Chairman and IDA Board.

10 CHAIRMAN CRIST: Thank you, Brad.

11 Board Member Santo is asking if we'll  
12 get a copy of what you just said. It will be on  
13 the transcript. We do have Michelle here doing  
14 that stenography effort.

15 MR. WILLIAMS: Can I ask a question?

16 CHAIRMAN CRIST: Sure.

17 MR. WILLIAMS: I'm reading here, after  
18 listening to you, you are covering most of these  
19 items. However, in a letter from the school  
20 district they say it's equally as disappointing  
21 Sailfish and Amazon continue to reject the school  
22 district's attempt to encourage them to  
23 demonstrate the goodwill and willingness by  
24 partnering with the school in funding educational  
25 opportunities through both the potential

1 workforce and our children through the community  
2 hosted benefit agreement, which is the CBA. Why  
3 would you provide the same thing but yet not  
4 agree to working with the school district on  
5 that?

6 MR. GRIGGS: We met with the  
7 superintendent and have ongoing discussions with  
8 him regarding how we engage. Our typical process  
9 is that once the facility is sited, we work with  
10 the school districts to engage on the programs as  
11 I described that are a commitment to the  
12 communities that we go to. The community benefit  
13 agreement is not something that we utilize in the  
14 communities that we go into. We've expressed that  
15 to Superintendent Xanthis, that we are welcome to  
16 having conversations about how we can engage with  
17 the school district. How, once this facility is  
18 sited, we can work with them to provide the sort  
19 of opportunities to attend day camps.

20 The most recent one in the region was  
21 at our fulfillment center in Staten Island, New  
22 York. We recently hosted a day camp there. We  
23 have our Amazon Future Engineers program to  
24 invest in underrepresented and underserved school  
25 districts. So we would partner with the

1 superintendent, but once the facility is open and  
2 -- once a facility has been approved and we are  
3 moving forward with our full commitment to the  
4 community.

5 MR. WILLIAMS: What guarantee do they  
6 have that you're going to do that if you're  
7 agreeing not to now?

8 MR. GRIGGS: We have yet to finalize  
9 our real estate process. It is our practice --  
10 and we have a long history of community  
11 engagement when we site the facility. It is after  
12 the point that we have completed our real estate  
13 process that we are empowered to engage with the  
14 community and with the superintendent.

15 MR. WILLIAMS: I see. Apparently you  
16 haven't convinced the school district of that.

17 MR. GRIGGS: We have reached out to the  
18 superintendent throughout this process and hope  
19 to continue to have ongoing discussions with him  
20 once this site is hopefully across the finish  
21 line and into reality.

22 MR. WILLIAMS: Thank you.

23 MR. GRIGGS: Thank you.

24 CHAIRMAN CRIST: Prior to continuing  
25 the public hearing which commenced on January 6,

1           2020, I wanted to note that several of the  
2           comments made at the time have been addressed in  
3           a letter from the applicant's counsel, White,  
4           Osterman & Hanna, LLP dated February 5, 2020.  
5           This letter has been posted to the Agency website  
6           with its supporting exhibits.

7                        I also note that several of the public  
8           comments made on January 6, 2020 have been  
9           addressed by the applicant's counsel letter of  
10          that same date. These include the following: An  
11          organizational chart is provided demonstrating  
12          the relationship between Bluewater and its  
13          members -- Bluewater Industrial Partners -- the  
14          applicant, USEF Sailfish, LLC and its members,  
15          and the tenant of the property, Amazon. In  
16          addition, the officers and directors of the  
17          member entities comprising USEF Sailfish, LLC are  
18          provided, and I think backs up what you just  
19          described, each of you gentlemen.

20                       The removal, relocation and  
21          rehabilitation of the Arnott Haber house has been  
22          clarified in accordance with the SEQRA findings  
23          statement.

24                       The next bullet. The offer of  
25          dedication of the wastewater treatment plant will

1 be recorded in accordance with the SEQRA findings  
2 statement and shall provide the Town with an  
3 ongoing option but no obligation to accept the  
4 offer.

5 In accordance with the SEQRA findings  
6 statement, a hydrogen fuel cell station is  
7 proposed on the west side of the warehouse  
8 building. The hydrogen will be used to replenish  
9 fuel cells in the material handling equipment.  
10 The applicant notes that hydrogen is not a  
11 regulated fuel.

12 The next bullet point. Schedule E now  
13 reflects the proposed deviation from the Agency's  
14 UTEP, increasing the overall tax payment to be  
15 made to the taxing jurisdictions as well as  
16 stating the current tax on the land, and that was  
17 just stated as being just over 2,700,000 in the  
18 first five years of modification.

19 The removal of the 4,000,000 in State  
20 program funding from the company's application  
21 has been explained.

22 In addition, other public comments at  
23 the opening of this public hearing on January 6,  
24 2020 include the following: The comment was the  
25 PILOT should not -- I'm sorry. The project should

1 not receive a PILOT beyond the partial exemption  
2 provided in Section 485-b provisions of the  
3 State's Real Property Tax Law. Our Agency  
4 response is the Agency adopted a unified tax  
5 exempt policy in 2008 and has, in accordance with  
6 State law, examined and considered the provisions  
7 of such policy annually.

8 The next bullet point. The Agency  
9 should impose a highway tax. Our response is we  
10 have no taxing power to do this.

11 These are comments from the public  
12 hearing last month.

13 Another one is the hourly wages to be  
14 provided are not a living wage. Our Agency  
15 response is as two different speakers noted on  
16 that January 6th hearing date, what is a living  
17 wage is entirely in the purview of the person  
18 earning that wage.

19 The next bullet point. Matt Stoddard  
20 should not be allowed to vote. The Agency  
21 response: This question has been raised to and  
22 addressed by this Board on more than one  
23 occasion. Mr. Stoddard serves at the pleasure of  
24 the Town Board, as do all of the Agency Members.  
25 The Town Board has to date taken no action to

1 remove any of the current Board Members.

2 The next point. Several comments were  
3 made regarding the references to this Agency in  
4 the State investigative report issued in December  
5 of 2019. Two of these comments were negative,  
6 criticizing this Agency, and one comment  
7 supported this Agency. Our response is the Agency  
8 has considered the statements made in the Senate  
9 report. We note how important such oversight is  
10 to the efficiency and transparency of public  
11 bodies. We intend to respond shortly to the  
12 statements made in the report.

13 The next item. One comment was made on  
14 the need for a traffic study. Our response is  
15 this was discussed in the SEQRA findings  
16 statement.

17 In addition, the Valley Central School  
18 District has submitted a letter which argues that  
19 this Agency should not grant a PILOT agreement,  
20 but instead strongly encourages the company and  
21 the applicant to negotiate a PILOT agreement with  
22 the district -- I'm sorry, a benefit agreement  
23 with the district. If such an agreement is  
24 negotiated, the letter indicates that the  
25 district would support a PILOT. We note that it



1 is not within the powers of this Agency, under  
2 the General Municipal Law, to negotiate such an  
3 agreement. To further explain the General  
4 Municipal Law, the Agency may undertake projects,  
5 either on its own behalf, Agency projects, or for  
6 the benefit of an applicant, applicant projects.  
7 Applicant projects may be either bond projects,  
8 involving Agency debt, or straight lease  
9 projects, not involving Agency debt. Under the  
10 Act the Agency can undertake the following types  
11 of projects: Manufacturing, industrial,  
12 warehousing, research, commercial, industrial  
13 pollution control, recreation, horse racing,  
14 railroad, a facility implementing a State  
15 designated urban cultural park management plan, a  
16 State certified continuing care retirement  
17 facility. Under the General Act, the Agency can  
18 provide certain benefits or financial assistance  
19 for such projects. In summary, these potential  
20 Agency benefits include the following: Federal  
21 and State income tax exemption for interest on  
22 certain debt; real property tax exemption; sales  
23 tax exemption; other State and local tax  
24 benefits; and lastly, other powers authorized by  
25 the Act to facilitate projects.

1           Negotiating the benefits agreement on  
2           behalf of the district is simply not within the  
3           power of the Agency.

4           I will now continue the public hearing  
5           for public comment. By way of rules, and I  
6           mentioned this last month, if you wish to make a  
7           public comment, please raise your hand and I will  
8           call on you. Please wait to be recognized. Once  
9           recognized, please stand and state your name and  
10          record -- name and address for the record. I  
11          would ask you to come up to the front podium to  
12          the microphone as well. Please keep your comments  
13          to five minutes or so so that all those present  
14          today may have a chance to comment for the  
15          record. Since this is a continuation of a public  
16          hearing from January 6th, I would ask that those  
17          people who did not speak be given priority to  
18          speak tonight. If you are recognized and already  
19          commented on January 6th, please provide  
20          additional comments and not repeat the comments  
21          previously made or submitted. We have those,  
22          thanks to Michelle. I actually have a copy right  
23          here. It's -- I think it's 110 pages before these  
24          last pages, whatever they are. They're some sort  
25          of a summary of words. If your comments mirror

1 those of someone who has already spoken, you may  
2 so indicate and then relinquish the podium to  
3 another speaker so that all views represented at  
4 this hearing may be heard. When everyone has had  
5 the opportunity to speak, I will conclude this  
6 public hearing.

7 A record of this public hearing will be  
8 viewed by Members of the Agency in connection  
9 with the Agency's consideration of the proposed  
10 project. Again, the purpose of the public hearing  
11 is to solicit public hearing. We are not here to  
12 answer questions, however we will, in the course  
13 of this public hearing, consider questions if we  
14 have the information to answer and there is  
15 sufficient time to consider such questions.

16 I would first like to recognize the  
17 Town Supervisor, Brian Maher, to speak. Brian.

18 MR. MAHER: Thank you, Chairman. I  
19 appreciate it.

20 The first thing I'm going to do is read  
21 a letter on behalf of the Board. This constitutes  
22 a majority of the Board in these remarks.

23 "Dear Chairman Crist and Agency  
24 Members, I write on behalf of the Montgomery Town  
25 Board as a follow-up to my letter of January 6,

1 2020 in connection with the above-referenced  
2 matter. My prior letter addressed the application  
3 submitted to the Town Industrial Development  
4 Agency by USEF Sailfish, LLC seeking assignment  
5 of the benefits previously granted to Bluewater  
6 I, LLC in connection with the warehouse to be  
7 constructed on 187 plus or minus acres at New  
8 York State Route 17K and 747 intended for use by  
9 Amazon. Since the delivery of my prior letter and  
10 the public hearing held before the Agency on  
11 January 6, 2020, certain developments have taken  
12 place that have caused the Town Board to change  
13 its position with respect to the Agency's  
14 treatment of the project application. In  
15 particular, and of critical importance to the  
16 Town Board, the applicant has agreed to modify  
17 its obligation to make payments pursuant to the  
18 proposed Payment In Lieu Of Tax agreement. As  
19 revised, in years 1 through 5 of the PILOT,  
20 payments by the applicant will increase from ten  
21 percent to twenty percent of the assessed value  
22 of the real property upon which the project site  
23 is situated. This modification significantly  
24 reduces the initial financial burden on the  
25 taxing jurisdictions affected by the project.

1           Accordingly, the Town Board now supports the  
2           project application as has no objection to the  
3           granting of same by the Agency. You are  
4           respectfully advised that while the Town Board  
5           supports the project application, we recommend  
6           that the Agency consider whether future PILOT  
7           agreements should be limited to a maximum of ten  
8           years. We would welcome the opportunity to  
9           discuss this issue with you. Thank you for your  
10          consideration. Very truly Yours, Brian Maher,  
11          Supervisor."

12                            Again, that's the majority of the Town  
13          Board.

14                            I would like to make a few statements.  
15          Hearing some of the comments that were made, I  
16          think it's important, one, at a future meeting,  
17          because we have future developments coming in  
18          here, I would love the opportunity to come, along  
19          with representatives of the Valley Central School  
20          District, to talk about taking a new look at that  
21          fifteen-year PILOT. It came to my attention that  
22          it's been about twelve years since we revised  
23          that PILOT agreement, and I think it's due for  
24          another look. Whether we come to an agreement or  
25          not, that discussion definitely needs to happen

1 in the near future. I've spoken to Chairman  
2 Crist. He agrees. I look forward to that  
3 conversation.

4 In terms of Amazon, I think it was a  
5 tremendous disservice, and I'm not going to say  
6 who is to blame for the process or why it  
7 happened, but I've been researching some of the  
8 benefits in terms of Amazon, in terms of what  
9 they do in certain communities. Brad touched on  
10 a few of them. The Amazon Future Engineer  
11 program, Camp Amazon. I'm going to read off a  
12 few.

13 And I'm going to give you this, Bob,  
14 because I've been doing some research. I can  
15 hand it to you.

16 Amazon programs related to communities  
17 where our employees live and work, specifically  
18 where they have fulfillment centers. Programs  
19 that focus on building long-term innovative and  
20 high-impact programs that leverage Amazon's  
21 unique assets and culture that allow more  
22 children and young adults to have the resources  
23 and skills to build their best future. Amazon  
24 concentrates on needs related to programs that  
25 address hunger, homelessness and disaster relief

1           efforts.

2                     Another program. Amazon Share Our  
3           Strengths No Kid Hungry Campaign. This program  
4           awards grants to schools as part of its Rise and  
5           Smile Breakfast project. These grants have  
6           allowed teachers and administrators the ability  
7           to tailor their breakfast programs so that every  
8           student can enjoy a healthy breakfast. By  
9           helping kids start their day with a well-balanced  
10          breakfast, Amazon supports their ability to  
11          thrive and empower them to be the next generation  
12          of innovators.

13                    Amazon Community Hires On program. This  
14          one I liked. This program includes small teams of  
15          Amazon employees coming together to identify  
16          efficiencies and streamline processes. So they  
17          basically work with local organizations, like say  
18          Town of Montgomery Food Pantry, and there's a  
19          million of them. The Senior project. It will get  
20          their employees, some 800 of them, to really get  
21          into groups and help provide technology and  
22          resources and manpower. Think about the  
23          Montgomery Day Parade. The St. Pat's Ramble. A  
24          company like Amazon, they have a specific program  
25          where they reach out to the community and help

1 out.

2 Amazon Veteran Technical Apprenticeship  
3 program. Another unique one. Amazon recently  
4 expanded the program to 1,000 apprentices. They  
5 basically train more than 150 veterans in cloud  
6 computing skills, providing on-the-job paid  
7 apprenticeships for service members to seamlessly  
8 upskill, much like they're doing with their  
9 current employees, and transitioning into  
10 high-demand tech roles. While we talk about these  
11 \$15 an hour jobs to start, and I think they'll be  
12 much higher than that because the market doesn't  
13 support that at the moment, there are really  
14 opportunities to treat these employees and get  
15 them to a higher skill level. I think that's been  
16 a focus from what I've seen throughout the  
17 country.

18 Another one. Amazon Cares. This one is  
19 a little more general. It wasn't touched on yet.  
20 Their fulfillment center associates, like those  
21 here in the Town of Montgomery potentially, are  
22 dedicated to their communities, and this is  
23 reflected in their commitment to service through  
24 Amazon Cares which are groups across the country.  
25 Amazon Cares groups are grassroot, associate led



1 initiatives, providing opportunities for  
2 associates and managers to volunteer in their own  
3 backyard, like right here in the Town of  
4 Montgomery. Because the program is driven by a  
5 partnership of associates and leaders within each  
6 of the fulfillment centers, teams are able to  
7 choose volunteering activities that match their  
8 interests and support their local communities.  
9 Amazon Cares teams with volunteers and  
10 organizations across the country, including but  
11 not limited to the American Cancer Society,  
12 assisted living facilities, YMCA, Salvation Army,  
13 United Way, local hospitals. They partner, and  
14 this is what they do.

15 Now, you had a very good question, and  
16 I had the same question. When we sat down and  
17 talked about the community benefit agreement, we  
18 asked for one, too. What Brad was talking about  
19 is the company policy. That's something at a  
20 national level. With a company this large, I  
21 don't know that Brad has the clearance to really  
22 budge. Right? So I didn't accept that. I need  
23 to know more. If you can't agree to this in the  
24 PILOT, okay, question mark, what's up. So what I  
25 did was I reached out to other elected officials

1 in communities where they have fulfillment  
2 centers. By the way, there's over 180 globally  
3 and over 110 in North America alone. I spoke to  
4 town administrators. I spoke to city managers.  
5 I spoke to mayors. Specifically in Windsor,  
6 Connecticut, their fulfillment center has been up  
7 and running for five years. I said hey, we have a  
8 lot of concerns. I addressed a lot of them that  
9 were mentioned here in terms of traffic, in terms  
10 of the jobs, in terms of how many town residents  
11 become employees, in terms of these programs. Are  
12 they really in your communities. They said yes. I  
13 talked about the numbers, and the incentives, and  
14 the jobs, and did they meet their qualifications.  
15 In every sense -- in every conversation that I  
16 had, not only did they meet them but they  
17 exceeded them.

18 We had one story where the local pizza  
19 shop had 190 pizzas delivered in two days. They  
20 had to stop and say I have to take another call,  
21 it's Amazon, I got an order for another fifty  
22 pizza pies. There are so many stories like that.

23 I'll be the first one to say I have  
24 some issues in terms of having an influx of  
25 warehouses and our ability to address that as a

1 Town and manage that. That's why you've seen us  
2 talk about a potential moratorium on warehouses  
3 and distribution facilities.

4 I think the important part here is  
5 moving forward we need to clean this up. For the  
6 application that has pretty much already been  
7 approved, and this organization that has, in my  
8 opinion, in my conversations with them, really  
9 talked about being a good partner, and shown that  
10 with an additional \$1,400,000 over the last few  
11 weeks, I think we're on the right track.

12 What I will tell you is that I am here  
13 full time. Any issues you have and any  
14 commitments that we need to make sure that they  
15 own up to, I'm going to be on them like a hawk.  
16 You can trust that I will work my butt off, and  
17 our team will, to make sure that the  
18 environmental concerns are mitigates and that  
19 everything else is taken care of as well.

20 A lot of other things that the  
21 residents maybe don't see and you guys don't see  
22 is we just talked about, what, \$490,000 in a  
23 building permit fee, and other fees associated  
24 with escrow that they will pay our associates to  
25 help inspect on behalf of the Town, to make sure

1 we have people there twenty-four/seven to watch  
2 that so we're ready. We're prepared.

3 That's all I've got to say. Thanks,  
4 guys.

5 CHAIRMAN CRIST: Thank you, Brian.

6 I'll now ask for anyone in attendance,  
7 giving priority to those who did not speak last  
8 month, to comment either on the nature or the  
9 location of the project facility or the proposed  
10 financial assistance. Again, please come up to  
11 the front podium after you're recognized.

12 Is there a show of hands of who would  
13 like to speak who did not speak on January 6th?

14 Sir. The gentleman in the back raised  
15 his hand first.

16 State your name and address, please.

17 MR. MULLER: Good evening. My name is  
18 Tim Muller, 61 Highland Avenue in Walden.

19 Good evening, everybody. Again, my name  
20 is Tim Muller. My family has lived in the Town of  
21 Montgomery, in Walden for over thirty-one years.  
22 I'm also a business representative with the  
23 Operating Engineers Local 825. Our members  
24 operate heavy machinery, work in quarries,  
25 concrete plants, blacktop plants, equipment

1 rental and repair facilities.

2 Concerns have been expressed about the  
3 project, and I certainly respect everyone's  
4 opinions. I come tonight in support of the Amazon  
5 project for personal reasons. My members and  
6 other building trades members, who also live in  
7 this area, need these types of jobs to survive  
8 here. The nature of our business is short-term  
9 and seasonal, not unlike farming. You need to  
10 work when you can because you never know when  
11 it's going to dry up or when you're going to get  
12 rained out. Our members, like myself, are  
13 taxpayers here. We need the income to stay here,  
14 to patronize restaurants and to shop here.  
15 Working on construction projects like these  
16 allows us to do that.

17 On behalf of my members and other local  
18 tradesmen and women, thank you for the  
19 opportunity to speak in favor of the project, and  
20 thank you for your consideration of the revised  
21 payment agreement. Thank you.

22 CHAIRMAN CRIST: Thank you, Tim.

23 The other gentleman there.

24 MR. STEGER: Good evening. My name is  
25 Rich Steger, I'm the president of the Valley

1 Central Teachers Association.

2 The Valley Central Teachers Association  
3 stands in opposition to any PILOT from Bluewater,  
4 LLC or USEF Sailfish regarding the Amazon  
5 distribution center. If these companies are  
6 honest with their intention to be strong partners  
7 within the Town of Montgomery, then paying their  
8 full taxes is just the start. The small business  
9 owners, the residents of the Town pay their full  
10 taxes. The small business owners and residents of  
11 the Town make monthly monetary donations as well  
12 as volunteer their time and skills to local  
13 programs to help make the Town of Montgomery and  
14 the Valley Central School District one of the  
15 most sought after locations to raise your family.

16 Maureen Hallahan from the Orange County  
17 Partnership recently stated in a CBSN interview  
18 that this is the prime location for this  
19 distribution center. She is correct, Montgomery  
20 is in fact a prime location and is in high  
21 demand. Prime location comes with a price. A fair  
22 price. Fair is paying your full taxes. It is not  
23 appropriate to ask are small business owners and  
24 our residents to bear the tax burden without  
25 asking the same of the wealthiest corporations in

1 Town. The Amazon distribution center by  
2 Bluewater, LLC and USEF Sailfish can and should  
3 pay their full taxes.

4 If and when this facility is built, it  
5 is our expectation that project labor agreements  
6 will be utilized and union labor will be on site  
7 from the start. Our brothers and sisters from the  
8 Operating Engineers are often left out of the  
9 process. They should be on site before breaking  
10 ground, not after. Often we hear about we'll  
11 have, you know, 85 or 90 percent union labor.  
12 They forget our brothers and sisters with the  
13 Operating Engineers in the beginning of the  
14 process. Union labor ensures that projects are  
15 done with high standards, they're done on time,  
16 within budget and with worker and community  
17 safety being a priority. Montgomery is and always  
18 will be a union Town. The Hudson Valley is and  
19 always will be union made.

20 If you truly want to be partners with  
21 the Montgomery community, you must put our  
22 brothers and sisters from the Hudson Valley  
23 building and construction trades to work and you  
24 must pay your full taxes. Paying your full taxes  
25 is simply a start. We can't ask for anything

1           less.

2                     Thank you.

3                     CHAIRMAN CRIST: Thank you, Rich.

4                     Sir.

5                     MR. GAYDOS: Michael Gaydos. Although I  
6 do live in the Town of Newburgh, I represent a  
7 lot of men and women of the Montgomery area.

8                     To reiterate what the gentleman said  
9 from the school district, when this project came,  
10 we sat down with Don Chase and his team with much  
11 concerns, whether they were to use local union  
12 labor, or local labor period. Through  
13 negotiations and a lot of meetings, Amazon was  
14 forthcoming in putting their own efforts in to  
15 make this work.

16                     To let the gentleman know, they did sit  
17 down and union labor will be represented, every  
18 trade in every portion of the job.

19                     We strongly support this project and  
20 hope that everybody gives that consideration.

21                     Thank you.

22                     CHAIRMAN CRIST: Thank you, Michael.

23                     Other people wishing to make comments  
24 that did not speak on the 6th? Sir.

25                     MR. D'ORIO: My name is Jeff D'Orio.



1 I'm not a resident of Montgomery but I'm the  
2 president of Local 17 Laborers and a field rep  
3 for Orange County.

4 Local 17 has approximately fifty  
5 members that live in the Town of Montgomery. This  
6 project will create about 400 construction jobs,  
7 not only for my local union but for other  
8 building trades members as well, and work will  
9 start immediately.

10 The developer of this project has  
11 worked closely with the local building trades  
12 council since inception. We are expected to start  
13 the clearing and site work by month's end with a  
14 union contract with good wages and benefits. The  
15 local building trades have reported that  
16 currently about 85 percent of the construction  
17 has been committed to local union contractors who  
18 employ local union trades workers. We are working  
19 closely with the general contractor and Mr.  
20 Chase, the developer, for the remaining 15  
21 percent of the work.

22 Without the IDA benefits this project  
23 probably would not happen. This is an important  
24 project for the local trades workers as it will  
25 be the first job of the season for most.

1           As of right now the laborers have  
2           twenty percent of the members unemployed, and I  
3           assume most of the other trades are the same.

4           Based on the new IDA application, the  
5           project will generate nearly \$29,000,000 in PILOT  
6           and tax payments, including 3,000,000 plus to  
7           Orange County, 19,000,000 plus to Valley Central  
8           School, 3,000,000 plus to Coldenham Fire  
9           District, and over a fifteen-year period, and  
10          remember full taxes after that.

11          How many Town of Montgomery, Walden,  
12          Maybrook or Valley Central School District  
13          building trades members are here tonight who do  
14          support the project and the proposed benefit  
15          package? A show of hands.

16          CHAIRMAN CRIST: Thank you, Jeff.

17          Who else would like to speak who did  
18          not speak last month? Sir.

19          MR. SHULER: Hi. My name is John  
20          Shuler, I'm a Town of Montgomery taxpayer. I'm  
21          also a member of Laborers Local 17.

22          I witnessed firsthand the benefits of  
23          projects receiving IDA benefits. Right now I'm  
24          currently working on the Lego Land project in  
25          Goshen. That received IDA benefits through the

1 Orange County IDA. There are over 450 trades  
2 workers on that project currently, of which 400  
3 of them are local tradesmen, because the Orange  
4 County IDA has a local labor policy similar to  
5 the one that Montgomery is going to have, a labor  
6 policy which requires 85 percent of labor to come  
7 from the local labor pool. Lego Land is tracking  
8 the use of local labor, and 400 jobs are out  
9 there with good wages and benefits. The average  
10 trades worker is earning between \$1,500 and  
11 \$2,000 a week. Without IDA benefits, the Lego  
12 Land project just might not have happened in this  
13 area.

14 The project we're talking about  
15 tonight, Sailfish Amazon, will employ hundreds of  
16 local workers, again earning \$1,500, \$2,000 a  
17 week. That will not happen without IDA benefits.

18 The project is in a good location.  
19 Based on the information that we have received,  
20 it will generate over \$6,500,000 in taxes in the  
21 first five years and just shy of 29,000,000 in  
22 over fifteen years.

23 So as a taxpayer in Montgomery, I  
24 support this project and the approval of the IDA.  
25 Thank you.

1                   CHAIRMAN CRIST: Thank you, John.

2                   Other people wishing to speak tonight  
3 who did not speak last month? Sir.

4                   MR. FREEMAN: My name is Mike Freeman.  
5 I live on Wheat Street in Walden. I've been a  
6 resident of Montgomery for about eleven years  
7 now.

8                   I support -- I'm a member of Local 17  
9 Laborers union. I support this project for the  
10 following reasons: The truck entrance is 2,000  
11 feet from Route 84, therefore it's minimal truck  
12 traffic. Limited impact on Town water and sewer.  
13 It meets the Town master plan. It will generate  
14 \$29,000,000 in taxes in the next fifteen years.  
15 Local union labor will be used on the project,  
16 which helps me and my family.

17                   Thank you.

18                   CHAIRMAN CRIST: Thank you, Mike.

19                   Anyone else for this first round?

20                   (No response.)

21                   CHAIRMAN CRIST: I'll open it up to  
22 those who did speak last month, but I would ask  
23 you to be brief on anything that's already been  
24 brought up, and a number of things have been  
25 addressed in various ways. If you have a further

1 question on those, you're welcome to bring those  
2 up. Under those parameters, is there anyone else  
3 who would like to speak tonight?

4 John Brown.

5 MR. BROWN: Thank you, Board, for  
6 continuing this public hearing. And I also  
7 applaud the Board for basically making more  
8 information transparent through your public  
9 postings. I think that's very helpful and solves  
10 some of the problems.

11 I was surprised you mentioned a  
12 February 5th memo. Is that listed? Because I  
13 checked yesterday and I did not find that letter  
14 clarifying it on the IDA website.

15 MR. McLAUGHLIN: It's on the website.

16 MR. BROWN: When did it go up?

17 MR. McLAUGHLIN: Last week.

18 MR. BROWN: I'm sorry, I must have  
19 missed that.

20 Okay. A quick summary. As you know, I  
21 have been against this offering of financial  
22 relief in both letters on November 12th and on  
23 January 6th. With additional information, I  
24 still believe that that financial relief should  
25 be denied. I think there are a number of reasons

1 why that's brought up, and I'll quickly summarize  
2 those. I do have a letter which I'll be turning  
3 in at the end of this presentation.

4 Specifically, Don Chase mentioned that  
5 when he did his original application there were  
6 different parameters on the wastewater treatment  
7 plant, or different, I guess, desires on his part  
8 on the wastewater treatment plant and the  
9 abandoned house. What is surprising to me is that  
10 you went ahead to November 12th and had never got  
11 an updated application from them correcting those  
12 errors. At least there's none on file that I have  
13 ever seen. Yes, things were in the SEQRA  
14 document, but you never got an updated  
15 application. In fact, in the presentation on  
16 November 12th, the counsel for the IDA, in  
17 describing the project, was using that  
18 application with the false information in  
19 describing it. Surprisingly, Bluewater came in  
20 and corrected him.

21 So I have a question of whether the  
22 Board in fact actually looked at those SEQRA  
23 documents and read them in detail, 64 pages, and  
24 in fact verified that they were in accordance  
25 with the application? So that's an open

1 question. But certainly by the fact that it was  
2 brought out that the wastewater treatment plant  
3 was going to be dedicated by your counsel in the  
4 November 12th meeting certainly questions that.

5 The second thing is in spite of all  
6 that, you received a new application on November  
7 26th from USEF. In that application there is the  
8 same false information on the wastewater  
9 treatment plant and the house as in the original  
10 Bluewater application. That was prepared after  
11 the SEQRA document, after your November 12th  
12 hearing. So there's no excuse why that should  
13 have not been correct.

14 Now, what they did say in their letter  
15 of January 13th is they did not want to make  
16 wholesale changes to the application. Well it's  
17 not wholesale changes to change a couple words,  
18 to go from removed to moved to a different  
19 location on the site. I mean that's like saying  
20 if you read in the paper somebody died but they  
21 forgot the words and he was resuscitated and  
22 lived again.

23 The second thing is you have all kinds  
24 of terms in your application that talk about  
25 providing accurate information. I mean you have

1 many clauses in there about that they read the  
2 document, they confirm it's true, under threat of  
3 perjury they verify that this is correct, yet you  
4 had a document that had incorrect information.

5 By the way, it didn't have the  
6 financial information of the tenant. Now that we  
7 know who the tenant is, and I haven't seen the  
8 February 5th document, has that financial  
9 information been put in as a supplement? I don't  
10 know that because I haven't seen that. Certainly  
11 since you have that in as a requirement in your  
12 application, it would seem you should know that  
13 information.

14 I also question whether due diligence  
15 has been done in challenging or verifying the  
16 applicant's claims, specifically if we don't get  
17 this we are going to another location. Now, back  
18 in December, I believe it was December, Don Chase  
19 mentioned all the advantages of being here,  
20 airport, major roads, proximity to 60,000,000  
21 people within 200 miles of this facility. So I  
22 question where is the other locations that  
23 provide that? Proximity to Stewart is a big deal  
24 when Amazon now has a fleet of 5737s, going up to  
25 twenty more, supposedly, in the next couple of



1 years. So where are those other locations? Have  
2 you reached out to other communities to ask have  
3 they applied? I mean maybe you might want to ask  
4 Maureen where another 100-acre site is that has  
5 those same advantages. I think due diligence  
6 requires you to evaluate that. Don't just take  
7 it at face value. Honestly, I don't believe there  
8 are other locations that meet those needs.

9 The last point, which I think is the  
10 most significant one, is throughout this we've  
11 heard that they deserve a level 3 fifteen-year  
12 PILOT. The claim is they will achieve the level  
13 3 score, which needs 12 or more, and their score  
14 was 14, at least according to the document that  
15 you have on file. I would argue that that was an  
16 incorrect scoring, specifically in three areas.  
17 Item 2 in that scoring is percentage of Orange  
18 County wage. This is wage, W-2s, not wages plus  
19 benefits and everything else. In order to get a  
20 score on that, you look at their average wage  
21 compared to the county wage. Their average wage,  
22 per the application, is 32,156 a year. The Orange  
23 County average wage, according to the Bureau of  
24 Labor Statistics, is 50,076 a year. So the  
25 percentage of county wage they're paying is 64

1 percent. To get to level 2 it has to be 100  
2 percent. To even get to level 1 it has to be 75  
3 percent. So rather than 2 points, the real number  
4 should be 0 points based on the documentation  
5 provided.

6 The second item is in terms of green  
7 building practices, and that relates to do they  
8 adhere to Lead standards. Lead has a whole bunch  
9 of different standards from basic on up to  
10 platinum. They were awarded a 1 that says they  
11 meet the basic requirements. Nowhere in the FEIS,  
12 findings statement or the meeting that I attended  
13 throughout these years is Lead even mentioned. So  
14 I question how in the world did you determine  
15 that they met the Lead basic standards when it  
16 has never been mentioned and is not documented?

17 The third one, which I think is also  
18 the most significant, is they claim adherence to  
19 our comprehensive plan. So let's take a look at  
20 that. 1988 is when we did the original plan. 2010  
21 it was updated, and actually codified in Local  
22 Law 1, and the zoning codified in Local Law 2.  
23 Part of that was a map which is a representation  
24 of it, and that map is in the back of the room.  
25 Two of the parcels that they're using were zoned

1 IB, not I-2 which would not allow this warehouse.  
2 That zoning map was in conformance with the last  
3 authorized master plan or comprehensive plan in  
4 this Town. So they recognized they had to get a  
5 zone change. And in fact, that zone change was  
6 put in place just last year by local law 7 of  
7 2019. In putting in that local law, it was  
8 specific spot zoning solely for the benefit of  
9 Bluewater. There's no mention in that local law  
10 that it is in conformance with the master plan.  
11 Why that's important is two other local laws on  
12 zoning were issued in 2019 and 2018. Both of  
13 those other laws, which are zoning changes to  
14 parcels, specifically stated that those laws were  
15 done in conformance to the master plan. That  
16 language was missing from the local law that was  
17 passed. The local law that was passed was done by  
18 a 4 to 1 vote with two Board Members who are no  
19 longer on the Board since they were voted out of  
20 the office the week before. And the one person  
21 who voted against it was a property owner in  
22 proximity to this project who said no. So I just  
23 want you to keep that in mind.

24 So my overall point is that this is not  
25 in conformance to a recognized master plan in the

1 Town by any stretch of the imagination, and the  
2 prior ones had not even contemplated million  
3 square foot distribution centers and the impacts  
4 those have.

5 CHAIRMAN CRIST: John, I need you to  
6 wrap up here. You're coming on ten minutes.

7 MR. BROWN: Okay. The last point is  
8 that they claim synergy with existing businesses.  
9 Well, with their marketing practice of going  
10 after every retail dollar, think of what that  
11 does to all our local large businesses, investors  
12 and our long-term staples in the economy. This  
13 will affect Millspaugh, Sohn's and everyone else.  
14 They're after every retail dollar.

15 I urge you -- you probably also know  
16 this. There are two Article 78s against this. I  
17 urge you, based on these facts, to not approve  
18 the fifteen-year PILOT because it's not justified  
19 by your UTEP score, and also to withhold any  
20 further decisions until the Article 78s.

21 Thank you.

22 CHAIRMAN CRIST: Thank you, John.

23 Other speakers who would like to speak  
24 on new issues or new questions tonight? Barbara.

25 MS. LERNER: I'm Barbara Lerner, I own

1 the property on the corner of Route 747 and 17K.  
2 Thank you for allowing us all to speak this  
3 evening.

4 I appreciate the addition of  
5 information on Saturday, the 8th, of many of the  
6 documents related to this project. These have  
7 been helpful to fill in the blanks. However, it  
8 is a very short window of time to adequately  
9 address many of the issues that are still missing  
10 and pieces of information that are still needed.

11 I am still waiting for a response to  
12 the FOIL requests from 12/5/2019 where I  
13 requested -- and a second time on 12/22 that  
14 included additional requests for documentation.  
15 This was requested again on 1/28. The information  
16 is either referenced in documents the applicant  
17 previously submitted or it comes from a general  
18 analysis done by the IDA. This all regards the  
19 cost benefit. In fact, the only document that I  
20 had received was the PILOT deviation notice. I  
21 believe the Orange County Partnership helped  
22 prepare both exhibits E and F. And while I  
23 question the methodology used to arrive at a 2.83  
24 multiplier, without the source documents it's not  
25 possible to verify their calculations.

1 I'm quite surprised that the reference  
2 to mileage rates still appears on exhibit F even  
3 though it was mentioned previously.

4 I don't expect these source documents  
5 to be in your possession, however the cost  
6 benefit analysis initially presented and  
7 subsequently amended on 2/4 states that this was  
8 prepared by the Town of Montgomery using Informed  
9 Analytics. Since the Town did prepare this  
10 information, the source documents are part of the  
11 Town records. The source data is essential if any  
12 analysis is to be done. I can not imagine why the  
13 IDA has withheld this information from me.

14 The cost benefit does not indicate any  
15 direct benefit to the Town but seems more to  
16 state that it's State and regional.

17 Employment has been stated to largely  
18 come from other areas and not from the Town of  
19 Montgomery in the DEIS and the FEIS, making the  
20 spillover revenue highly questionable.

21 Since Amazon is a distribution center  
22 and sales tax is collected based on destination,  
23 not origin, even the sales tax revenue comes into  
24 question.

25 When I go to the mission statement for

1 the IDA, it states the following: "To assist in  
2 the enhancement and diversity of the economy of  
3 the Town of Montgomery by acting in support of  
4 projects in the Town to create and retain jobs."  
5 The warehouse businesses along Neelytown Road and  
6 the surrounding area have hundreds of job  
7 openings. A project that offers the same type of  
8 job in no way supports economic diversity. In  
9 fact, this is the antithesis of economic  
10 diversity.

11 This project consumes virtually all of  
12 the available land along this corridor,  
13 essentially ending any opportunity for more  
14 diverse economy for the foreseeable future.

15 It goes on to say, "As stakeholders,  
16 agency stakeholders include the following." Of  
17 course the town supervisor, members of the Town  
18 Board, residents of the Town, businesses located  
19 or intending to locate in the Town, school  
20 districts, the State of New York and local trade  
21 unions. At a minimum, agency stakeholders expect  
22 the Agency's members to carry out the business of  
23 the agency in a manner that accomplishes its  
24 mission while strengthening the local economy. As  
25 stakeholders, we, residents, taxpayers and

1 business owners, hold all of you to this mission  
2 and encourage you to look to more diverse  
3 economic models.

4 Also within the bylaws are proposed  
5 performance measurements. The approach of Amazon  
6 has been to take over the retail marketplace. By  
7 locating here they directly impact not only the  
8 Targets, the Walmarts, the Lowes and Home Depots  
9 but all of the locally-owned retailers who have  
10 supported our community and our region for many  
11 years.

12 It goes on to say there's a list of  
13 proposed performance measurements. E and F are  
14 the number and dimension of efforts to support  
15 local efforts that support continued job growth  
16 and economic gains for the Town, and the number  
17 and dimension of efforts to support regional  
18 efforts that support continued job growth and  
19 economic gains for the region. The impact to our  
20 local and regional economy, to our property  
21 values, to existing businesses in close proximity  
22 to this project have not been adequately  
23 addressed but instead have been given a cursory  
24 look and brushed off as inconsequential. As a  
25 taxpayer for the past forty-five years, I feel



1           this is a disservice to all of us. This proposed  
2           project is for a lease property. There is no  
3           assurance that Amazon will even be here in ten  
4           years, let alone fifteen when the building will  
5           be entering a life phase of renovation and needed  
6           repair.

7                     The applicant has stated that they will  
8           not move forward without the benefit of tax  
9           abatement. I say we can do better. We can support  
10          industries with a greater assessed value than  
11          warehousing, that leave much lesser impact on our  
12          environment and on our community.

13                    Thank you.

14                    CHAIRMAN CRIST: Thank you, Barbara.

15                    Anyone else? Don Berger.

16                    MR. BERGER: Don Berger, Village of  
17          Montgomery.

18                    I want to start off with, and it's just  
19          a general thing here, I'm going to refer to  
20          General Municipal Law Article 18-A, Industrial  
21          Development, Title 1 and the section here within.  
22          I'm referring to Section 859A. I'll just read  
23          part 2 to this. "The Agency must hold a public  
24          hearing with respect to the project and the  
25          proposed financial assistance being contemplated

1 by the Agency." What I'm referring to with that  
2 is that the new application that's before you,  
3 it's my belief, based on what I'm reading here  
4 with the Municipal Law, that you're required to  
5 have another new public hearing. I'll leave that  
6 to you guys to make that decision.

7 Furthermore, I'm going to read a quote  
8 from The Times Herald Record on Tuesday, December  
9 17, 2019. The quote is, "I can think on my own. I  
10 am looking out only for the best interest of the  
11 Town of Montgomery." Do you remember that quote,  
12 Mr. Crist? Well what I say to that, there's two  
13 entities that I see that this proposed PILOT  
14 affects the most. One are the residents of the  
15 Town of Montgomery. Two is the Valley Central  
16 School District. I can't see how all these deals  
17 that you guys are making really help the  
18 residents or help this school district.

19 This school district, we're talking  
20 about the growth of our children here. I think  
21 you really, really, really need to look at that.  
22 We're talking about our kids. What do we want our  
23 kids to do? Where do we want our kids to go? We  
24 as parents, as grandparents, we bring these kids  
25 up. What do we want them to do? To look forward

1 to going to work for Amazon? Not me. I want  
2 bigger things for my children and for my  
3 grandchildren, and I think that's the type of  
4 projects that this Town and this IDA should be  
5 considering, not these type of low-paying jobs.  
6 They can talk all they want about \$15 an hour.  
7 That's ridiculous in the Town of Montgomery. We  
8 all know that. So why are we cutting them a  
9 break? We shouldn't be doing that.

10 I would also like to say I don't  
11 understand how Mr. Chase can come up here time  
12 and time again and threaten this Board, and I  
13 call it a threat, that if they -- you guys don't  
14 give them their PILOT, they're out of here. You  
15 know because we've said it to you all before.  
16 Goodbye. We don't need you. Take your money and  
17 run. We don't need to be threatened like that.

18 As you say, I can think for myself, Mr.  
19 Crist. That's the way we should be doing it.

20 I'm just going to leave you with one  
21 other little thing. It really bothers me all the  
22 time that I've been coming here. This whole thing  
23 that's been created here about, let's just call  
24 it the Residents Protecting Montgomery versus  
25 these unions. There is no versus these unions. We

1 all want union jobs. I'm a retired union guy. We  
2 want good paying jobs. But at what cost? At the  
3 cost of bringing a company like Amazon in here  
4 that pays low wages?

5 In January I submitted to you guys, and  
6 I hope you looked at it, at least ten projects  
7 that Amazon has fulfillment centers, the same  
8 thing they're building over here down by Stewart,  
9 where they have work rule violations and they're  
10 having labor disputes. I say to you guys what  
11 union guy, what union member, what union  
12 president wants to have a company come in here  
13 after you're gone and to have the type of working  
14 conditions that have been professed by congress.  
15 The United States Congress. Did you read the  
16 letter I submitted to you guys? Did anybody read  
17 these things? This is the type of people we want  
18 to bring in here? I don't think so. We're better  
19 than that. We need to move on. We need to get  
20 high-tech jobs, not this type of work.  
21 Please think about that.

22 I'm against the PILOT. Turn down that  
23 PILOT.

24 CHAIRMAN CRIST: Thank you, Don.

25 Maureen.

1 MS. HALLAHAN: Thank you, Chairman  
2 Crist. Thank you for this evening's opportunity  
3 to address you again.

4 I just wanted to say thank you also for  
5 serving at the pleasure of the Montgomery Town  
6 Board and being appointed by them.

7 As you heard this evening by the mayor,  
8 the Town Board has encouraged you to endorse and  
9 support this PILOT. We see that as an opportunity  
10 for you to make that case.

11 I was looking over the Montgomery IDA  
12 website which promotes PILOTs on your website to  
13 attract companies. It's really a tool to entice  
14 companies to come here. We ask them to come. We  
15 show them the properties. We encourage them to  
16 land here. And then at the eleventh hour it's  
17 the worst practice that we could have to then  
18 bait and switch and not have that opportunity for  
19 them and not offer them what we promised them.

20 Recently the Orange County Partnership  
21 conducted a study researching all the taxes paid  
22 on Neelytown Road to the Valley Central School  
23 District. Almost \$5,000,000 of those taxes a year  
24 go directly to the Valley Central School  
25 District. Many of those companies that were

1 attracted along Neelytown Road started with  
2 phased-in taxes. It was a program that they  
3 entered into and we all benefit from, and almost  
4 every PILOT is expired now so they're paying one  
5 hundred percent full taxes to the school  
6 district.

7 PILOT programs are phased in and  
8 they're guaranteed revenue. It shouldn't matter  
9 how successful a company is, but attracting  
10 really successful companies is a bonus to us.  
11 Amazon is the most successful company in the  
12 world. So that's a bonus for us.

13 I wanted to say this. In the State of  
14 New York where we pay the highest taxes in the  
15 country, IDAs were created as a necessary entity  
16 in order to attract companies and get them to  
17 come here. If a company does not receive IDA  
18 PILOTs, two things can happen. They don't come  
19 and nobody gets any of the tax revenue, or they  
20 could build -- and I don't think we should take  
21 that chance but they could build. Here's the  
22 kicker. A company that will come and not receive  
23 the incentives have no guarantee to hire anyone  
24 local. The best way we can protect our local  
25 labor and the trades is to have them enter into a

1 PILOT agreement, make sure that they're  
2 accountable for hiring local labor and getting  
3 all of our local laborers working.

4 Business is our friend in America.  
5 Business drives the economy. The numbers speak  
6 for themselves. The taxes that will be paid to  
7 the County, the Town and Valley Central School  
8 District will go on in perpetuity. The  
9 multipliers, and job creation, and local spending  
10 is an investment in our future.

11 We thank you for volunteering on this  
12 Board. We ask you to close the public hearing  
13 tonight and make the decision to vote favorably  
14 for this PILOT.

15 Thank you.

16 CHAIRMAN CRIST: Thank you, Maureen.

17 Ma'am.

18 MS. MERTZ: Good evening. Beverly  
19 Mertz, Village of Montgomery.

20 Maureen just talked about a bait and  
21 switch. Well, let me tell you about a bait and  
22 switch. I am holding in my hand a copy of  
23 Bluewater's application dated November 26, 2019.  
24 Okay. That's the most current one and that's the  
25 one that still has the inconsistencies to the

1 wastewater treatment plant, the Haber house. All  
2 of those issues are in this incorrect, signed by  
3 the way Mr. Chase, false information in this  
4 document.

5 I also have a copy of the SEQRA  
6 document. The findings document from the lead  
7 agency, Town of Montgomery Building -- Planning  
8 Board dated September 24, 2019. Tell me how they  
9 did not know there was false information in that  
10 application? Thank you.

11 CHAIRMAN CRIST: Thank you, Beverly.  
12 Sir.

13 MR. MERTZ: Fred Mertz, Village of  
14 Montgomery and an RPM member.

15 I asked for a comprehensive traffic  
16 study because of all the projects that are now  
17 before you for approval for a PILOT, and also  
18 approval through the Planning Board. Fourteen  
19 projects. There's going to be an increased  
20 amount of truck traffic along with cars going to  
21 and from. If you've ever taken a trip, Route 84  
22 from Route 9 in Fishkill to Montgomery here, do  
23 that early afternoon. It took me an hour-  
24 and-a-half to get there based on traffic. So I  
25 mean there's -- and heaven forbid there's an



1 accident and everything is detoured. Now you're  
2 putting semis on country roads. You've got to  
3 really think about this.

4 And also, what person wants to have  
5 their parents, their children breathing exhaust  
6 fumes from diesels or walking around with  
7 headphones on to noise cancel in plants or  
8 warehouses that are working day in, day out.  
9 There's no quality of life whatsoever for those  
10 that live near them. I say those who want them  
11 here, live here, then you'll know. You won't want  
12 it here either.

13 Thank you.

14 CHAIRMAN CRIST: Thank you, Fred.

15 Other people who would like to speak  
16 tonight? Sir.

17 MR. BYSTRAK: This is getting kind of  
18 tiring, I'll tell you that. I had to skip my  
19 Epsom bath to come in here.

20 CHAIRMAN CRIST: Your name for the  
21 record, please?

22 MR. BYSTRAK: Richard Bystrak, 17K,  
23 Montgomery.

24 Let's congratulate Mr. Mayor. He should  
25 work for the advertising department for these

1           guys, I'll tell you. After that speech, that's  
2           where he belongs. Yeah. I have no doubt about  
3           where he stands about this project.

4                       Now, I have a real problem, a confusion  
5           as to why we are running the IDA in parallel with  
6           the Planning Board. Why? Everything that's being  
7           discussed here is discussed at the Planning  
8           Board, and it's like attending two meetings for  
9           approval. It's ridiculous. It's wasting  
10          everybody's time. Here's what should be done. You  
11          guys should make up your minds what you're going  
12          to do with these people right at the beginning.  
13          And then when you decide what you're going to do  
14          with them, then come to the Planning Board  
15          meeting and tell everybody at the Planning Board  
16          meeting what you decided to do. Yeah. Yeah. Then  
17          we'll hold you responsible for what you made as a  
18          decision at the Planning Board meeting. It will  
19          eliminate all this nonsense that goes on here  
20          repeatedly, regurgitating everything.

21                      So let's get on to some important  
22          things here. I've got some required reading for  
23          you guys, and really you need to do it. You see  
24          this? This is in The New Yorker. This is Amazon  
25          avoids \$1,500,000,000 in U.S. tax bill in court

1 ruling. They are running their money through  
2 Luxemburg. This is how they're getting these tax  
3 deductions. This was in 2014. They've been doing  
4 it every year since. You're worried about giving  
5 them \$30,000,000. That's scrap. They don't worry  
6 about that. They have ways of avoiding paying  
7 these bills, okay. That's why that shouldn't be  
8 allowed.

9 Their philanthropy. Let's talk about  
10 their philanthropy. In 2018 when Seattle City  
11 Council, facing a homeless crisis, passed a  
12 measure that would have required the city's  
13 largest companies to pay a tax of \$275 per local  
14 worker to build homeless shelters and affordable  
15 housing, Amazon balked, then they withdrew their  
16 work on the skyscraper they were building there.  
17 They worried about the \$22,000,000 this would  
18 cost, however they were making \$230,000,000,000  
19 annually. We've got to look at these numbers.  
20 These people here are begging for this money but  
21 they don't deserve it.

22 Now I would say this, Mr. Mayor. There  
23 are no jobs on a dead planet. You get that? A  
24 dead planet has no jobs, and we're moving in that  
25 direction, to a dead planet. We have to stop

1           this.

2                         There is no master plan. There is no  
3           serious master plan for this Town at all. It  
4           doesn't take anything into consideration.

5                         Now another thing is we're worried  
6           about -- Jesus, I've heard this talk before -- if  
7           they don't get it they'll sue us. Oh, really?  
8           Really? Sue us. I pay five times the amount of  
9           taxes that somebody equal to me in property  
10          ownership pays. Why? Why do I pay that much  
11          money more? Because we means test everything.  
12          Everybody gets means tested. They find out how  
13          much money I'm worth and then they look at  
14          somebody else and they keep reducing the tax  
15          bill. Why aren't these people means tested? Why?  
16          They should be means tested. That should settle  
17          the problem right there, means testing.

18                         I don't know if you know this but  
19          Amazon -- this article in The New Yorker should  
20          be read by you because it has a lot of  
21          information about Amazon and what they are as a  
22          company, okay. They're a sweat shop. The  
23          employees are trying to find out how they can get  
24          fired in Amazon and nobody would tell them, then  
25          they finally came to the conclusion, after

1 talking to a lot of people, if you stand still  
2 for too long you'll be fired. That's the way  
3 you're fired in Amazon. You have to either move  
4 or find another job.

5 CHAIRMAN CRIST: I'll ask you to wrap  
6 up your comments, please.

7 MR. BYSTRAK: Well why? Is there  
8 somebody standing behind me? Where? I'll make  
9 room. Where is the person? You've got to listen  
10 to me. I'm telling you right now. I want to be  
11 heard here in full. I don't want to be run out of  
12 town, okay.

13 CHAIRMAN CRIST: I might just remind  
14 you of the rules I outlined at the beginning of  
15 tonight.

16 MR. BYSTRAK: That was for the  
17 newcomers and everything coming in, and you  
18 wanted to get everybody. I let everybody go  
19 through, okay. Now sit and listen to me because I  
20 had to listen to all the nonsense.

21 MR. McLAUGHLIN: There are more people  
22 that want to speak. You have five minutes.  
23 You've exceeded the five minutes.

24 MR. BYSTRAK: I'm going to come back.  
25 I'm going to do another five minutes, okay.

1 MR. McLAUGHLIN: That's fine.

2 MR. BYSTRAK: I'll be back. You take  
3 care of your customers here you got and I'll be  
4 back.

5 CHAIRMAN CRIST: Susan in the back of  
6 the room.

7 I'll get to you next, Bill.

8 MS. COCKBURN: So --

9 CHAIRMAN CRIST: Your full name?

10 MS. COCKBURN: My full name is Susan  
11 Cockburn. I live in the Town of Montgomery.

12 CHAIRMAN CRIST: Thank you.

13 MS. COCKBURN: I just came down from  
14 New Paltz. Do you know that the entire SUNY New  
15 Paltz College is being evacuated? Did you know  
16 that?

17 CHAIRMAN CRIST: Due to the water.

18 MS. COCKBURN: Due to the water. So you  
19 guys are sitting here. I think you may be  
20 qualified but you don't have any scientific  
21 backgrounds, and you're going to put this thing  
22 in right up to the water shed and --

23 MS. GREENE: They're not.

24 MS. COCKBURN: Excuse me?

25 MS. GREENE: They're not. They're not

1 putting it anywhere. We're just talking about  
2 the PILOT.

3 MS. COCKBURN: I know, but when they  
4 allow it it goes in.

5 MS. GREENE: They're not the lead  
6 agency.

7 CHAIRMAN CRIST: Please address the  
8 Board, Susan.

9 MS. COCKBURN: Well I hear somebody  
10 speaking, talking behind my back, so I'd like to  
11 address it.

12 I just think it's -- you know, we all  
13 know what you're going to do because Brian Maher  
14 showed up and said what he's going to say. He  
15 steps in and he says what he has to say. You're  
16 not listening to the residents that live here.  
17 You cut Mr. Bystrak off. He's going to be looking  
18 at this thing.

19 The reason this thing has the  
20 opportunity to come in, besides the fact that  
21 some people have dead German relatives in the  
22 ground, is because there's no master plan, and  
23 there hasn't been one for about forty years.  
24 That's the only reason that this is allowed to  
25 come in.

1                   That hubcap thing, it's hilarious that  
2                   you keep putting it up there. It gets  
3                   resurrected. It's no base and fact. There's no  
4                   Town constitution and that was never voted on in  
5                   any way, shape or form to represent this Town. So  
6                   when everybody keeps indicating that the  
7                   propeller plane and the co-fired locomotive have  
8                   anything to do with what's supposed to come in to  
9                   Montgomery, you're wrong.

10                   I just think it's really rude the way  
11                   you're letting everybody jump through hoops when  
12                   I can tell by looking at your eyes you already  
13                   made your decision, except for two people who  
14                   have the manhood and the encourage to stand up.

15                   Thanks.

16                   CHAIRMAN CRIST: I would just like to  
17                   say we have the same rules for all speakers. We  
18                   abided by those rules and appropriateness last  
19                   month and plan to continue to do that tonight.

20                   I would ask for any other speakers who  
21                   are willing to conform to those rules of five  
22                   minutes and new subject matter or additional  
23                   questions. Kristen.

24                   MS. BROWN: As per your request I will  
25                   follow your rules and state that I stand behind



1 the Valley Central Teachers Association as I have  
2 two little kids that will soon be in Valley  
3 Central School District, in kindergarten for one  
4 of them. So I do stand behind them.

5 I also agree with Mr. Berger's comments  
6 and John Brown's comments.

7 As a point of clarification for  
8 lobbyists that enter our Town, in the Town unit  
9 of government it is level supervisor, not mayor.

10 Thank you.

11 MS. HALLAHAN: Sorry, Brian.

12 CHAIRMAN CRIST: Bill.

13 MR. FIORAVANTI: Thank you, Mr.  
14 Chairman. My name is Bill Fioravanti, I'm the  
15 director of economic development for Orange  
16 County.

17 I'm frankly -- I've been dumfounded by  
18 the opposition to this project for so long. I'm  
19 not -- I'm going to talk about new stuff.

20 What I did say in the past, this is  
21 ideal, this project, for this location. It's a  
22 matter of feet from the highway. It's going to  
23 provide cargo planes that will feed Stewart  
24 Airport, which is critical.

25 The environmental concerns are

1 mitigated through the FEIS. That person  
2 understood.

3 I really want to talk about the  
4 undeniable economic impact here of this project.  
5 First of all, it's an enormous job creator.  
6 We're talking 600, 800 jobs, whatever the number  
7 turns out to be. I know a lot of people in this  
8 audience look down on those jobs. I will get back  
9 to that.

10 First of all let me talk about  
11 something that is important to everyone here.  
12 Let's talk about the impact on the Town and the  
13 surrounding area. Your IDA performed or  
14 commissioned a third-party independent analysis,  
15 economic analysis, I think it was CGR that did  
16 it. They based it on an \$18,810,000 cost of  
17 incentives. That's the original agreement if you  
18 approve. So the cost being \$18,000,000 in taxes  
19 that you're giving up. The impact of the project  
20 is \$360,000,000 in direct economic impact and  
21 \$116,000,000 spillover impact. That's  
22 \$476,550,000 in total economic impact as a result  
23 of this project. That is 25 times return on your  
24 investment. 25 times. Actually, with the  
25 renegotiated terms it's closer to 27 times.

1 That's an amazing return that any of us would  
2 take on our 401K or any other investments.

3 How does it benefit our schools?

4 Thanks to the supervisor's and the IDA's revised  
5 renegotiated terms with the applicant, the total  
6 PILOT payments over fifteen years will exceed  
7 \$26,000,000 compared to \$690,000 if the land  
8 stays fallow. The majority of that \$26,000,000  
9 goes to VC -- Valley Central Schools. There's a  
10 similar -- this is a similar impact as to all the  
11 other DCs, the distribution centers around Valley  
12 Central that are on Neelytown Road, that all go  
13 into the tax base for Valley Central School. It's  
14 undeniable what the impact is. I shutter to think  
15 what condition the budget of the district would  
16 be in without those taxpayers all on Neelytown  
17 Road. I know a lot of people don't like those.  
18 They don't want to look at them. They don't like  
19 the jobs. It's an unbelievable impact to your  
20 Town and your schools. It's undeniable.

21 Let me get back to the jobs. First I  
22 do want to make clear to this audience, to  
23 everyone and all of you, that we're not just  
24 working on this type of industry and trying to  
25 bring these types of jobs. Actually, my

1 department just authored a white paper formal  
2 strategy on growing the technology sector in this  
3 area. That's something I agree with, and many in  
4 the audience, that we need to bring here. I was  
5 actually excited by some of the programs that Mr.  
6 Maher, the supervisor, rattled off about Amazon,  
7 the Young Engineers and things like that. I'm  
8 excited to talk to them about how we can plug  
9 into that and we can strengthen our strategy,  
10 again to bring these types of industries here.

11           Regardless of that, tech and other  
12 types of jobs we're working on, these jobs  
13 matter. First of all, the public hearing for  
14 Medline, and one of the really positive things  
15 that came out of that, is we got to hear from  
16 Montgomery families that have these types of  
17 jobs, working in DCs. It's not just about the  
18 starting wage, what they get to. It's about  
19 bonuses. It's about incredible benefits. You  
20 really got to hear heartfelt remarks from people  
21 about how those jobs affect them. It's the same  
22 impact here.

23           I had the opportunity last week -- I do  
24 live in the City of Newburgh. I moved from  
25 Montgomery to there because I'm trying to be part

1 of the revitalization. I think it's important for  
2 the County, for the entire region. I spoke with a  
3 group of people that work in distribution centers  
4 in the County, including McKesson Pharmaceuticals  
5 that's here as well. What an unbelievable impact.  
6 Many of them are making over \$60,000 a year in  
7 salary plus bonuses they get on top of that.  
8 Incredible health insurance, tuition  
9 reimbursement and countless other benefits on top  
10 of that. This is changing lives for people.  
11 Yeah, it's the City of Newburgh, which maybe some  
12 folks in this room look down on them as well.  
13 This is for our whole County, for our whole  
14 region. These jobs are vital. Not to everyone.  
15 Not to all of our kids. I too want to bring some  
16 companies and some jobs that my kids can go to  
17 college and come back and work here for. The  
18 other jobs are important. They matter to a lot of  
19 families.

20 This is an undeniably positive project  
21 and I encourage you to close the public hearing  
22 and award these incentives. Thanks.

23 CHAIRMAN CRIST: Thank you, Bill.

24 Other speakers tonight? Sir.

25 MR. PASQUALE: How are you doing? My

1 name is Pasquale. I'm a vice president of Valley  
2 Central Teachers Association, also a taxpayer. I  
3 live at 27 East Avenue in Walden.

4 I'm not here opposed to Amazon coming  
5 in or out. Like my president said, we're just  
6 here to make sure you guys pay your fair share.

7 Just as a point of reference, you talk  
8 about salary and wages. Your CEO makes more in  
9 twenty minutes than you're going to pay in the  
10 first five years. Twenty minutes. In six hours  
11 he makes more than you will pay in the lifetime  
12 of this PILOT. \$30,000,000 in less than six  
13 hours.

14 Coming here, this PILOT is not going to  
15 break you. It's not going to break him. It's not  
16 about why you're going to be here. You're going  
17 to be here because you need to be here, and  
18 that's what it's about. When you come, pay your  
19 fair share and be a good neighbor.

20 That's all.

21 CHAIRMAN CRIST: Thank you.

22 You spoke already. Let me make sure  
23 everybody else is covered.

24 MS. MERTZ: Fair is fair.

25 CHAIRMAN CRIST: Anyone else who hasn't

1 spoken tonight that would like to speak?

2 Randi.

3 MS. GREENE: Hi. Randi Greene, Village  
4 of Montgomery.

5 I have a question I hope you can  
6 answer, and then a comment, and then I'm going to  
7 wing it because my pen died.

8 Is it standard practice for the end  
9 user to be looked at as part of the PILOT? Is  
10 the PILOT generally given with the end user in  
11 mind?

12 A lot of these projects are spec  
13 warehouses, are they not?

14 CHAIRMAN CRIST: Bob, we discussed that  
15 a little bit in our opening comments, but I know  
16 there's been considerable questions.

17 MR. McLAUGHLIN: The simple answer is  
18 yes.

19 MS. GREENE: So Amazon, or whoever the  
20 end user of this particular warehouse, would have  
21 been -- would have always been considered in the  
22 PILOT?

23 MR. McLAUGHLIN: I don't understand  
24 your question.

25 MS. GREENE: If we're awarding a PILOT,

1 are we awarding it to the builder, the developer,  
2 the real estate, the --

3 MR. McLAUGHLIN: It's awarded to the  
4 owner.

5 MS. GREENE: Okay. So why is Amazon  
6 being taken into consideration at all? If it  
7 doesn't matter who they lease their building to,  
8 then we're only awarding a PILOT to the entity  
9 that owns the building. Is that right or wrong?  
10 Are we giving Amazon a PILOT or are we giving --

11 MR. McLAUGHLIN: You're giving it to  
12 the owner. The owner of the real property. There  
13 is no building. You're giving it to the owner of  
14 the real property.

15 MS. GREENE: So whoever takes over the  
16 lease of that property, it really shouldn't be  
17 taken into consideration who they are?

18 MR. McLAUGHLIN: The owner of the  
19 property is making representation with respect to  
20 the job creation. The job creation is a function  
21 of the tenant. They're intertwined.

22 MS. GREENE: Okay.

23 MR. McLAUGHLIN: The agreements will  
24 require the number of construction jobs within  
25 the period set forth, as well as the amount of



1 permanent jobs within the time period set forth.  
2 In the event those jobs are not created, there  
3 will be a recapture agreement to cancel  
4 everything out and clawback or pullback the State  
5 -- the General Municipal Law doesn't use the word  
6 clawback. It says recapture. We'll recapture all  
7 the benefits that are provided to the owner.

8 MS. GREENE: Okay. So one of the things  
9 I have here is from the school district, from  
10 John Xanthis. I know that you guys already have  
11 that but I think it's worthy of saying. One of  
12 their main and valid concerns is that if Amazon  
13 is the beneficiary of the PILOT, they need to be  
14 named as a guarantor or a responsible party to  
15 the provisions of the PILOT to ensure our ability  
16 to recapture taxes if they fail to fulfill the  
17 terms of the PILOT. I thought that was something  
18 very valid. We're either considering Amazon when  
19 we're giving out this PILOT or we're not. So if  
20 we are considering them because they're  
21 intertwined and the jobs that they're providing,  
22 then they should be named in the PILOT.

23 And then I think we've all pled with  
24 this Board, as we've pled with the Town Board and  
25 we pled with the Planning Board on this project,

1 on Medline, on all of it. I think -- I'm not  
2 surprised by any of the things that John Brown  
3 said that you guys may or may not have been aware  
4 of. It's all the same miscommunication. It's all  
5 the same to me. I'm not surprised at any of this.  
6 It's a joke.

7 I think that as much as I think they  
8 never should have been awarded a PILOT, you  
9 already gave it to them. To take it back now is  
10 not appropriate and it's really not fair. You've  
11 already not taken what we said into consideration  
12 once, so why is now any different? You've  
13 already given it to them. As much as I think this  
14 should be the last time we do it, you've already  
15 awarded it. I just think as unpopular a statement  
16 as that is to make, what's fair is fair, and I  
17 don't really know what we're all doing here. It's  
18 just a waste of time.

19 CHAIRMAN CRIST: Thank you, Randi.

20 Anyone else who hasn't spoken tonight?  
21 Beverly.

22 MS. MERTZ: Thanks for allowing me to  
23 speak again.

24 You all got a copy of this letter, I'm  
25 sure, from the Residents Protecting Montgomery.

1 I'll just give you a few highlights. It's in  
2 regards to the Committee on Investigations and  
3 Government Operations, the final investigative  
4 report from Senator Skoufis dated December 16,  
5 2019. It's an in-depth document. It documents a  
6 lot of actions and improper motions in regards to  
7 the Town IDA and the handling of your mega  
8 warehouse projects and your PILOTs. As of this  
9 writing, neither the Town IDA nor the Town Board  
10 have taken any action, provided response or  
11 addressed any of the issues addressed in that  
12 report.

13 The Town of Montgomery IDA, which is an  
14 economic agency, is supposed to be -- you're  
15 supposed to be transparent. You're supposed to be  
16 upright and aboveboard, and that is what is being  
17 called into question in that report. Are you  
18 really being that transparent? Are you really  
19 being that upfront? Because it doesn't appear to  
20 be. At the time -- at this time, attention to  
21 procedural review to operate in a spotless and  
22 blameless manner. It just hasn't happened yet.

23 To date, neither this Board nor the  
24 Town Board have submitted or provided any  
25 documentation, response of any kind to the New

1 York State senator's reports. Despite your  
2 consistent and stunning revelations of improper  
3 activities, such as calling special meetings. The  
4 one you called on January 24th, there were no  
5 postings given. As of the 22nd -- it's supposed  
6 to be two days before. As of January 22nd there  
7 was no posting, even on your own website. That is  
8 a violation of the simple procedures that are  
9 talked about in this report.

10 So we anticipate your compliance with  
11 the requirements of your IDA bylaws and the sworn  
12 oath of this office that you have taken prior to  
13 and before any further actions are taken on  
14 behalf of any IDA applicant request for access to  
15 our tax dollars. We respectfully submit our  
16 right to and demand proof of each claim that is  
17 -- that is brought up in the senator's report.

18 Thank you.

19 CHAIRMAN CRIST: Thank you, Beverly.

20 MS. MERTZ: You do have copies of this?

21 CHAIRMAN CRIST: Yes, we do.

22 Don.

23 MR. BERGER: Just a couple things that  
24 I failed to bring up and I just caught on to it.

25 Everybody's -- a lot of folks have been

1 mentioning a letter from Valley Central School  
2 District, John Xanthis, dated February 11th,  
3 today. The one thing that people, Mr. Williams,  
4 didn't mention in the letter, and I think it's a  
5 very, very, very important paragraph, it's  
6 paragraph 4, and I'm going to read it. "The  
7 school district strongly opposes giving multi-  
8 billion dollar companies unjustified and long-  
9 term tax abatements of \$22,000,000 that unfairly  
10 burdens and takes advantage of the local taxpayer  
11 and resident." I think that's very important to  
12 be noted. That's why I wanted to get that out on  
13 public record.

14 The other thing that has been bounced  
15 around here, addressing Mr. Stoddard and all  
16 those union members back there. Some time ago,  
17 as you know, I believe it was in July, I think  
18 July, the application from Mr. Chase for the  
19 local labor law, I'm wondering if these union  
20 members are aware that you reduced that number.  
21 It's not 85 percent as they're all coming up here  
22 and talking about. It's 60 percent. So union  
23 members need to be aware of the truth. This is  
24 what they're doing. That hits you. This is  
25 something that you're not aware of. Now I just

1 made you aware of that.

2 Thank you.

3 CHAIRMAN CRIST: Don, I might just  
4 clarify. This Board took no action on that  
5 letter. So no decision has been made.

6 MR. BERGER: The letter is still there.

7 CHAIRMAN CRIST: The letter is in  
8 our --

9 MR. McLAUGHLIN: There's no action. The  
10 85 percent is the policy.

11 MR. BERGER: All right.

12 CHAIRMAN CRIST: Anyone else like to  
13 speak tonight? Mr. Bystrak.

14 MR. BYSTRAK: Yes. Today, today  
15 Amazon.com lists 330,000,000 products sold by  
16 other companies. Scott Needham, whose company  
17 BuyBoxer, sells about 75,000 on Amazon ranging  
18 from toys to sporting goods, paid the company  
19 roughly \$20,000,000 in fees. There's really no  
20 other choice, Needham said. There's a lot of  
21 things I don't like about Amazon but that's where  
22 all the customers are.

23 Recently the U.S. House of  
24 Representatives and European Union began  
25 scrutinizing fulfillment by Amazon and similar

1 programs out of concern they impede competition,  
2 and they certainly do. They're putting malls and  
3 everything out of business.

4 One other thing is the fellow that  
5 spoke here in pro for this, I call him the  
6 onerous guy. He's the one that comes to you and  
7 says it's the onerous taxes of New York is why we  
8 have to give these guys breaks. Think about that.  
9 The onerous taxes of New York. I'm supposed to  
10 put up with them. You're supposed to put up with  
11 them. But they're not. Come on, let's share the  
12 onerous taxes. That is incredible. I mean the  
13 onerous taxes is levied on us by the governor.

14 Now one other thing I want to make  
15 before I go. You all got the letter that I wrote  
16 about the sewer plant, okay. And if you haven't  
17 read it, it will be in the paper, Wallkill Times,  
18 probably tomorrow. I've been against that sewer  
19 plant from day one with these guys. They know  
20 that. The first day they came here I was against  
21 that thing. Don't accept that plant under any  
22 conditions. None.

23 Thank you.

24 CHAIRMAN CRIST: Thank you.

25 I can't see. Barbara.

1 MS. LERNER: Thank you again.

2 I really just have a very quick  
3 question. There's been a lot of encouragement to  
4 close this public hearing this evening. I'd like  
5 to know if you will fulfill the request for my  
6 FOIL request that was submitted for information  
7 before closing this hearing? It's document --  
8 it's information that is in the Town of  
9 Montgomery's possession. I've asked for source  
10 documents for a lot of things. I've asked for  
11 exhibit F. I've had no response, and it's kind of  
12 troubling since it does go back to December.

13 MR. McLAUGHLIN: Ms. Lerner, I'm not  
14 aware of your FOIL request. It's never been  
15 provided to me. Anything that the Town has is  
16 available to the public. It's posted on the  
17 website. The exhibits are posted on the website.  
18 So I'm really not sure what it is you're looking  
19 for.

20 MS. LERNER: I'm asking for --

21 MR. McLAUGHLIN: I'm happy to discuss  
22 that further with you, but I really am at a loss  
23 as to what you're talking about.

24 MS. LERNER: I asked for the source --  
25 well exhibit F, which you were able to find.



1 MR. McLAUGHLIN: Again, all of the  
2 documentation with respect to what is the subject  
3 matter of this hearing is posted on the website.  
4 I don't know what else we can provide -- the  
5 Agency can provide beyond what is posted on the  
6 website.

7 MS. LERNER: I accept that and I  
8 understand. I did send in three different e-mails  
9 that were addressed to the Board.

10 Mr. Crist, you have received them. I  
11 know that Sue has received them.

12 I asked for the source documents for  
13 the cost benefit. I asked for --

14 MR. McLAUGHLIN: The source documents,  
15 with due respect, are not within the purview of  
16 this Agency. They hired an outside vendor who  
17 uses the information from the application and has  
18 a proprietary program, as I understand it, that  
19 then issues the cost benefit analysis. They have  
20 -- this Agency, in my opinion, has gone above and  
21 beyond what the statute requires with respect to  
22 that analysis that, as I understand it, is  
23 supported by the EDC and the State controller.

24 MS. LERNER: The document says prepared  
25 by the Town of Montgomery.

1 MR. McLAUGHLIN: Okay. It's been  
2 prepared by the vendor. I understand the  
3 language. Whatever the language is, it may be  
4 misleading, and we can address that with the  
5 vendor. But the document was prepared on behalf  
6 of the Town by a vendor that uses this  
7 proprietary program.

8 MS. LERNER: There's a caption on the,  
9 I think it's the fourth page or fifth page of  
10 that document that says that they -- the  
11 financial -- something to the effect of the  
12 financial information is provided by, not the  
13 applicant but I believe it said -- it didn't  
14 specifically name the Town, but that they're not  
15 responsible for any discrepancy and that -- you  
16 know, it goes back to their program. I  
17 understand Informed Analytics is the program, and  
18 I think it was CGR is the --

19 MR. McLAUGHLIN: The vendor is Informed  
20 Analytics as I recall it.

21 MS. LERNER: The program.

22 MR. McLAUGHLIN: This Agency appointed  
23 the vendor sometime last summer.

24 MS. LERNER: So the cost benefit, you  
25 have no idea if those numbers are even close to

1 being accurate because they come directly from  
2 the applicant?

3 MR. McLAUGHLIN: The Agency reviewed  
4 the numbers, reviewed the numbers with the vendor  
5 that were taken from the application after the  
6 application was reviewed by the Agency with the  
7 applicant. I don't know what you're asking for.  
8 I'm happy to discuss whatever it is that you  
9 think you don't have. There's nothing being  
10 hidden. This Board has been incredibly  
11 transparent. I know you don't like to hear that,  
12 but the Board has been incredibly transparent and  
13 anything that they have is posted on the website,  
14 above and beyond what's required by state law.

15 MS. LERNER: I understand and I see  
16 what you're getting at.

17 My question for the Board is have you  
18 done independently any analysis on the cost  
19 benefit to see where those numbers actually come  
20 from? Because that is -- when the applicant  
21 states that there is a 450 or 460 some odd  
22 million dollar benefit to us, it behooves me to  
23 think that you haven't verified that at least  
24 some portion of that is accurate. Just to be --  
25 I'm a numbers person. I would want to see where

1           those source documents are. I'd like to see some  
2           reference to the amount of sales tax, what the  
3           concept of spillover benefit is. I would hope  
4           that, with a project of this size, that you would  
5           consider looking into the source and where those  
6           numbers come from. I understand that it's a  
7           program analysis. But since you do represent us,  
8           I would hope that you would look into the source,  
9           otherwise it could be anything.

10                   MR. McLAUGHLIN: So to respond, I guess  
11           I have two. One, on one level I have no idea what  
12           you're asking.

13                   Number two, that question really is not  
14           appropriate for this hearing in the sense that  
15           there's no decision being made this evening.  
16           Okay. I think it's important that you make this  
17           comment for the Board Members as they consider a  
18           decision in the future, that they use that as  
19           part of their decision-making process. I applaud  
20           you for making that.

21                   I'm not really sure what you're looking  
22           for. If you want to meet with me after this  
23           meeting, I'm happy to try and figure it out with  
24           you.

25                   MS. LERNER: I would very much like

1 that.

2 MR. McLAUGHLIN: I'll provide you with  
3 whatever you want. There's nothing the Agency is  
4 hiding.

5 MS. LERNER: As I said, I have e-mailed  
6 requests in. I would love to speak with you  
7 after. I'd appreciate that.

8 MR. McLAUGHLIN: I'm not your attorney  
9 but I encourage you, that if you believe FOIL is  
10 not being followed, there are provisions and ways  
11 -- if you believe an Agency hasn't responded,  
12 there are actions you can take to pursue that. I  
13 encourage you to do that.

14 MS. LERNER: Thank you.

15 MR. McLAUGHLIN: Okay.

16 MS. LERNER: Thank you.

17 CHAIRMAN CRIST: Thank you, Barbara.

18 Anybody else tonight? John.

19 MR. BROWN: I feel I have to respond to  
20 the comment made that the information I provided  
21 was a joke.

22 MS. GREENE: No, that's not what I  
23 meant.

24 MR. BROWN: That's what you said.

25 MS. GREENE: No. I meant this whole

1 thing. Sorry.

2 CHAIRMAN CRIST: John, just address us,  
3 please.

4 MR. BROWN: Okay. Well certainly as  
5 those of you who know me for my career know that  
6 I do not bring forward false information. And in  
7 fact, what I did bring forward was new  
8 information tonight to the Board, not just a  
9 repetition of what had been brought forward  
10 before. A number of us have all worked on new  
11 information tonight. So it's not a joke to bring  
12 forward new information to the Board for you to  
13 consider.

14 The other point that I want to make is  
15 all of us here who live in this community support  
16 our local workers and our local unions. I have a  
17 family member who is a member of a local union. I  
18 think it's important to have jobs here because I  
19 know what it's like to not have a job in your  
20 community and have to commute.

21 What we're really dealing with is  
22 they've put you in a situation that says if you  
23 don't give us this incentive, we're not going to  
24 use local labor. I think it's appropriate for you  
25 to say to them listen, it's important for our

1 community for you to use local labor, so why  
2 don't you commit to using that independent of the  
3 value of the incentive.

4 The reality of it is they're asking you  
5 for a new incentive that has somewhere in the  
6 range of a, let's say, \$20,000,000 benefit. If  
7 they went for the 485-b, they would be getting  
8 \$7,000,000 or \$8,000,000 anyway. So what you're  
9 really dealing with is you're giving an incentive  
10 of \$12,000,000.

11 I happen to believe that this Town can  
12 benefit a lot more by taking that same  
13 \$12,000,000 and applying it to things of real  
14 value to us. Things like new recreation fields,  
15 supporting the schools, PDR or our ambulance  
16 service being qualified for ALS. I think it's  
17 better to have that money in our hands to use it  
18 directly for our benefit.

19 By the way, that number is  
20 inconsequential to what they spent in one night  
21 on Super Bowl ads.

22 CHAIRMAN CRIST: Thank you, John.

23 Sir.

24 MR. GAYDOS: Mike Gaydos, Ironworkers  
25 Local 417.

1                   We could go on all night. Everybody  
2                   sitting here says they love the unions. I don't  
3                   know, and I hope no one ever experiences, but  
4                   I've got fifty members out of work. Some of them  
5                   have no unemployment. Some of them are going to  
6                   lose their house, okay. You know what. Yeah, we  
7                   fight for every job we can temporary because  
8                   that's our full-time job. Okay.

9                   So to say Bluewater, Sailfish, Amazon,  
10                  they went to other areas and didn't use local  
11                  union labor. I'll say it, or maybe look it up.  
12                  Everybody does it. Here, look it up. Look it up.  
13                  They agreed to sit down with us and use all local  
14                  union labor. So cut it out. They agreed to use  
15                  all local union labor.

16                  They say Matt Stoddard is secondary.  
17                  Hell no. He's a Board Member. Yes, he's an  
18                  ironworker representative. His job is to put our  
19                  members to work, and that's what he did.

20                  So I applaud him and I applaud the  
21                  Board to put our members to work and put tax  
22                  dollars in Montgomery's pocket.

23                  CHAIRMAN CRIST: Thank you, Mike.

24                  Any last short comments tonight?

25                  (No response.)



1 CHAIRMAN CRIST: Seeing no other  
2 comments; any recommendation, Bob?

3 The time is 7:38. I'll add it on my  
4 paperwork here.

5 I would ask the Board for comment or  
6 consideration of a motion to close the public  
7 hearing tonight.

8 MR. WILLIAMS: So moved.

9 CHAIRMAN CRIST: Motion by Ed. Is there  
10 a second to that motion?

11 MR. RAINALDI: Second.

12 CHAIRMAN CRIST: By Steve. Thank you.  
13 Any other discussion on the motion?

14 (No response.)

15 CHAIRMAN CRIST: I might just say,  
16 before we vote, and Bob please confirm this if  
17 you concur, we will accept written comment after  
18 tonight and before the decision is made, which is  
19 customary to all our projects.

20 I'll ask for a vote on the motion to  
21 close the public hearing tonight. All in favor,  
22 please say aye.

23 MR. STODDARD: Aye.

24 MR. DICKSON: Aye.

25 MR. SANTO: Aye.

1 MR. WILLIAMS: Aye.

2 MR. RAINALDI: Aye.

3 MR. MACIOCE: Aye.

4 CHAIRMAN CRIST: Aye.

5 Opposed the same?

6 Motion carried.

7 Thank you for your attendance tonight.

8 The hearing is closed.

9 MR. MERTZ: One question. The time  
10 period between now and your decision, how long is  
11 that?

12 CHAIRMAN CRIST: I'll be getting to  
13 that in a few moments under other business.

14  
15 (Time noted: 7:42 p.m.)  
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C E R T I F I C A T I O N

I, MICHELLE CONERO, a Notary Public  
for and within the State of New York, do hereby  
certify:

That hereinbefore set forth is a  
true record of the proceedings.

I further certify that I am not  
related to any of the parties to this proceeding by  
blood or by marriage and that I am in no way  
interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto  
set my hand this 13th day of February 2020.

*Michelle Conero*

\_\_\_\_\_  
MICHELLE CONERO

<p style="text-align: center;"><b>\$</b></p> <p><b>\$1,400,000 (1)</b> 40:10  <b>\$1,500 (2)</b> 48:10,16  <b>\$1,500,000,000 (1)</b> 71:25  <b>\$116,000,000 (1)</b> 79:21  <b>\$12,000,000 (2)</b> 100:10,13  <b>\$15 (4)</b> 20:13,14; 37:11;64:6  <b>\$18,000,000 (1)</b> 79:18  <b>\$18,810,000 (1)</b> 79:16  <b>\$2,000 (2)</b> 48:11,16  <b>\$20,000,000 (2)</b> 91:19;100:6  <b>\$22,000,000 (2)</b> 72:17;90:9  <b>\$230,000,000,000 (1)</b> 72:18  <b>\$26,000,000 (3)</b> 14:18;80:7,8  <b>\$275 (1)</b> 72:13  <b>\$29,000,000 (2)</b> 47:5; 49:14  <b>\$30,000,000 (2)</b> 72:5; 83:12  <b>\$360,000,000 (1)</b> 79:20  <b>\$476,550,000 (1)</b> 79:22  <b>\$490,000 (1)</b> 40:22  <b>\$5,000,000 (1)</b> 66:23  <b>\$6,500,000 (1)</b> 48:20  <b>\$60,000 (1)</b> 82:6  <b>\$690,000 (2)</b> 14:19; 80:7  <b>\$7,000,000 (1)</b> 100:8  <b>\$700,000,000 (1)</b> 21:17  <b>\$8,000,000 (1)</b> 100:8</p>	<p>89:14  <b>accident (1)</b> 70:1  <b>accomplishes (1)</b> 60:23  <b>accordance (6)</b> 7:18; 26:22;27:1,5;28:5; 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