STATE OF NEW YORK

COUNTY OF ORANGE

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TOWN OF MONTGOMERY

INDUSTRIAL DEVELOPMENT AGENCY

PUBLIC HEARING

regarding the application of CARDINAL HEALTH 200, LLC

----X

DATE: September 14, 2021 Montgomery, New York Commencing at 1:00 P.M.

Laura Evans, Reporter

MINUTES

OF

PUBLIC HEARING

MARY T. BABIARZ COURT REPORTING SERVICE, INC. (845) 471-2511

APPEARANCES: Montgomery Industrial Development Agency: Conor Eckert, Executive Director Jeffrey D. Crist, Chairman John Dickson J. Thomas Jones Matthew P. Stoddard Edwin Williams (via teleconference) Charles Bazydlo, Esq. Law Office of Charles Bazydlo, PC Attorneys for the Applicant 5 Howard Seely Road Thompson, New York Richard B. Golden, Esq. Burke, Miele, Golden & Naughton, LLP Attorneys for the Montgomery IDA 40 Matthews Street, Suite 209 Goshen, New York

MIDA MEETING, 9/14/2021

CHAIRPERSON JEFFREY CRIST:

Good afternoon, everybody. Welcome to the Town of Montgomery IDA meeting for September 14th. I call the meeting to order. I don't know if we have extra agendas. If anybody needs them, we can get them if anybody needs a copy.

I'd like to introduce the Board.

John Dickson; Matt Stoddard; to my right is our executive director; I'm Jeff

Crist, the Chair; Tom Jones to my left; and we have Ed Williams on the phone, which is now allowed by executive order, I believe, legislation to allow remote attendance. And behind me is Meghan Hurlburt, our secretary. Thank you, Meghan. Rick Golden, our Counsel. Laura Evans, stenographer. Welcome, Laura.

Billy Ibberson doing the livestream.

Welcome, everybody.

(OTHER BUSINESS IS ADDRESSED) CHAIRPERSON JEFFREY CRIST:

Moving to Cardinal Healthcare expansion, I'd like to call the public

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notice.

after one.

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details of that application and the

project here in a few moments.

this Agency. We'll be reviewing the

Delaware limited liability company

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went out on that, a public hearing

one o'clock. It's now a few minutes

Cardinal Health 200, LLC, a

authorized to do business in the State of

New York, has submitted an application to

hearing to order. We had a notice that

That was a notice for today at

The Agency will consider whether,

A, to undertake the project; B, to provide certain exemptions from taxation

with respect to the project. I think

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 or sold by the

Agency to the Company.

that covers most of it.

The Agency has not yet made a

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determination related to the SEQR Law, but we will do so during the process of the review.

The Agency will, at said time and place, which is now, hear all persons with views on either the location and/or the nature of the project, or the financial assistance being contemplated by the Agency in connection with the proposed project. A copy of the application is filed by the Company with the Agency, and that should also be on our website at MontgomeryIDA.com/ projects/Cardinal-Health. The public may also participate by dialing in at (844) 854-8432, and when prompted, enter access code 2166376598# to be afforded the opportunity to comment.

You'll monitor that line, Conor? EXEC. DIR. CONOR ECKERT:

Yes.

CHAIRPERSON JEFFREY CRIST:

And this notice was dated August 26, 2021 over my signature, Chair

MIDA MEETING, 9/14/2021 of the Montgomery IDA.

So with that, I would ask the project lead here today, Charlie Bazydlo, I believe, and introduce anyone else with you, to do a summary of the project for us, please.

MR. CHARLES BAZYDLO:

Good afternoon, everyone. As the Chairman said, my name is Charlie
Bazydlo. I'm outside counsel for
Cardinal Health 200, LLC, the applicant in the matter. With me, I have Mike
Zatlukal. Mike is with the Company,
located right here in Montgomery.

Basically, to keep it short, the application, the subject of the application is that Cardinal is planning about a 310,000 square foot expansion of their existing facility. The existing facility has about 600,000 square feet right now. It is destined to be what the Company terms as a replenishment center. And basically, the operations that will go on in this facility are currently

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being done out of Chicago. The material is sent here. It doesn't spend any time in the existing facility. It kind of comes in one door is pushed out the other. In order to improve efficiency and to keep the cost of materials down, Cardinal wants to construct this replenishment center where this material would actually be warehoused here, and cut down on the time that it takes for these products to get to customers, which is, obviously, the local healthcare industry.

So as I said, it's about a 310,000 square foot expansion. Cardinal currently employs about 240, 241 employees. This expansion will result in another 60 employees at the facility.

And I guess one other kind of unique thing about this is, as I said, a lot of this material flows through the existing facility right now. So from a traffic impact point of view, we kind of have a unique project in that, even

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MIDA MEETING, 9/14/2021 though we're going to build a 300,000-plus square foot warehouse, you're really only going to see an increase of about 11 or 12 trucks a day, because a lot of this material already comes in and out of the facility right now.

The approximate value of the expansion is about 24 million as our estimate right now. And that's a brief summary of our project.

In our application, we have the site plan, the site development plan as it exists right now. If there's any questions, we hope to answer them.

CHAIRPERSON JEFFREY CRIST:

Very good. At this time, I'd like to open the public hearing to comments, questions from the audience, if anyone is here to make those.

MR. RICHARD GOLDEN:

Mr. Chairman, if I might just ask a preliminary question, putting this in context?

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CHAIRPERSON JEFFREY CRIST:

Sure.

MR. RICHARD GOLDEN:

Charlie, where are you right now in the planning approval process, including SEQR?

MR. CHARLES BAZYDLO:

We've had a couple of appearances in front of the Planning Board. We've made a presentation in front of the Board, attended a couple work sessions. We have recently updated our site plan submittal. We're due for another work session for the one in October. There has been no SEQR determination yet from the Planning Board.

I guess another unique aspect about this project is that the overall facility about 30 years ago was subjected to a full environmental impact statement, and at the time it was thought that this facility would eventually build out to about 1.1 million square feet. There's only 600,000 square feet in the facility

MIDA MEETING, 9/14/2021 1 2 right now. So there was a previous environmental review done on the overall 3 4 project. The Planning Board -- I'm not 5 quite sure what the Planning Board's going to ask for at this point. So to 6 7 answer your question, Mr. Golden, there has not been a formal SEQR determination 8 by the Planning Board. 9 MR. RICHARD GOLDEN: 10 Has the IDA been included as an 11 12 involved agency? MR. CHARLES BAZYDLO: 13 14 Yes, they have. 15 MR. RICHARD GOLDEN: 16 Thank you. 17 CHAIRPERSON JEFFREY CRIST: 18 Ms. Perez? 19 MS. KAITLYNN PEREZ: 20 Hi. Thank you. Good afternoon. 21 Thank you for the opportunity to address 22 all of you this afternoon. My name is 23 Kaitlynn Perez. I'm the Director of 24 Business Attraction and Expansion with

the Orange County Partnership.

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On behalf of our Board of
Directors, I'm here to support Cardinal
Health expansion and their request for
incentives from the Town of Montgomery
IDA. IDA incentives were created to
ensure that companies that had good
paying jobs would be able to grow and
expand in New York's high cost
environment.

The medical supply industry has seen dramatic increase in demand since the beginning of 2020 due to the global pandemic. Cardinal Health is no exception. Supplying medical products and services to millions of people around the world, Cardinal Health is focused on improving the lives of not only those here in Orange County, but those around the world. Cardinal Health has already expanded their facility twice since being the first business along the Neelytown Road corridor.

The proposed 310,000 square foot expansion will allow for the creation of

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60 full-time jobs, countless construction jobs, and increased tax revenues.

Additionally, they have proven to be key community partners with their creation of a wastewater treatment facility that they later handed over to the town.

The Orange County Partnership fully supports the expansion of Cardinal Health along Neeleytown Road and their request for incentives. This expansion will continue to allow Cardinal Health to be an economic driver for the Town of Montgomery and the surrounding areas.

Thank you.

CHAIRPERSON JEFFREY CRIST:

Thank you, Kaitlynn. Any other comments from the audience? Don Berger.

MR. DON BERGER:

Don Berger, Village of Montgomery.

I spoke at the Planning Board
meeting about Cardinal Health, and, you
know, I did talk highly of them. I think
it's a great company out there on

MR. DON BERGER:

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Neelytown Road, one of the better ones

out there I feel.

But now we get into the IDA issue, so that is a little bit different. The attorney or engineer, whatever, said that it would create 60 jobs, and I believe the young lady from the Orange County Partnership stated that also. But in the application, what troubles me, it says here, estimated jobs to be retained, and they don't give an answer to that. So what is the answer to that?

MR. CHARLES BAZYDLO:

Sure, that's an easy one. The existing facility will continue to operate, so all of the existing employees will still be there. There's no jobs retained because we're talking about just an expansion area as opposed to the existing operation. So all of the existing jobs will stay, and there's a creation of 60 new positions.

I understand that. But again, on

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the document, it does say retained.

Retained to me means that they're

long-term and going to stay there, that

those 60 jobs are not going to be subject

to some sort of layoff or whatever or

automation perhaps. Are those jobs going

to stay there? I think that has to be

discovered. I think you guys got to do

your due diligence on that and make sure

they are retained.

The other thing is that, in this document, it doesn't give a breakdown of the effects of an application to the jurisdictions. Most of the applications that we have come across in these past few years, there is a breakdown. The jurisdiction being the town, the school district, the county, whatever it is, it's not in this document, and I was wondering why not.

EXEC. DIR. CONOR ECKERT:

As in the breakdown of the PILOT payments?

MR. DON BERGER:

MIDA MEETING, 9/14/2021 1 2 Yes. EXEC. DIR. CONOR ECKERT: 3 4 There's proposed existing taxes and 5 there's proposed PILOT payments. MR. DON BERGER: 6 7 But not individually. EXEC. DIR. CONOR ECKERT: 8 I can't say to my knowledge that 9 10 that has ever been a question on the 11 application. It might have been an additional --12 MR. DON BERGER: 13 14 I can show you on Amazon's 15 application where they certainly were. EXEC. DIR. CONOR ECKERT: 16 17 Right. So as I said, it might have 18 been an extra step an applicant has 19 taken, but it's not a specific question on the application documents. 20 CHAIRPERSON JEFFREY CRIST: 21 22 So Don, we're really here to 23 receive comment and digest what you're asking, but we can't promise you --24 MR. DON BERGER:

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I'm well aware. But I'm here and they answered the question, so I'm happy with that.

The other thing I would like to say is that, does anyone on this Board know how much revenue Cardinal Health had in the year 2020? No. It is That is a 5-percent \$152.9 billion. increase over the prior year. This town got into a very argumentative period of time when two other large facilities came into this area that were extremely wealthy, that, you know, I asked the question to myself, why do they need a tax exemption? Why do they need a tax break? They made \$152 billion last year. I don't know that this helps our jurisdictions and our township. I know our school is desperate. They're getting killed over there. I really believe that you should use good judgment on something like this. I understand reasons for these PILOTs, but I don't understand the reasons that these major corporations

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Thank you.

need these PILOTs.

CHAIRPERSON JEFFREY CRIST:

 Thank you, Don. Would anyone else have public comment for us today? We'll ask on the phone line as well.

EXEC. DIR. CONOR ECKERT:

If anyone is on the phone and would like to make a public comment with respect to the Cardinal Health Expansion,

please state your name and speak now.

MS. LISA RUIZ:

Hi, there. My name is Lisa Ruiz, Town of Montgomery.

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In regards to this, I agree with

Don Berger's comment. I feel that

Cardinal Health has already enjoyed a

PILOT through Montgomery, and this

expansion is a result of their profits

increasing. And now, to add on

another -- call for another incentive, I

think that we already have offered them

plenty of incentives. They are thriving,

obviously, if they are looking to build

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this new space. And I think that they should be able to do so, enjoying the benefits that they have in the past. And then with the increased profits that they're obviously making, they should be able to move forward with this project without having to put the burden further on Valley Central School District taxpayers.

Thank you very much.

EXEC. DIR. CONOR ECKERT:

Thank you, Lisa. And just for the record, the Montgomery IDA has not granted to Cardinal Healthcare any tax benefits in the past. And this is new money, PILOT payments to the school district, because it's a new project, not losing any money to the school district.

Thank you very much.

MS. LISA RUIZ:

Thank you.

EXEC. DIR. CONOR ECKERT:

Is anybody else on the line that would wish to make public comment with

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respect to Cardinal Healthcare?

CHAIRPERSON JEFFREY CRIST:

And I would open up the questions to the Board. Comments from any of other Board members?

BOARD MEMBER THOMAS JONES:

MR. MICHAEL ZATLUKAL:

Yeah. Just a follow-up comment from the last time we were together -- or a question, not a comment. I think you were going to go back and look at what percentage of the new jobs you anticipated would be recruited from within the Town of Montgomery. I was just wondering if there's an update.

Sure. My name is Mike Zatlukal.

I'm part of the project lead for this.

As we had noted in the past, in terms of our last public hearing, which was for the moratorium waiver, we gave a little bit of a breakdown of the demographics for where our employees live. And approximately 13 percent of the employees live within the Town of

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Montgomery, so Montgomery, Walden,
Maybrook, and then 79 percent live in
Orange County. So obviously, we would
like to pursue as many local employees as
we can. We can't really tell how the
demographics will play out in the future,
but we would expect it to be somewhere
around that same scenario.

BOARD MEMBER THOMAS JONES:

Thank you.

CHAIRPERSON JEFFREY CRIST:

Anything else? I did have one clarification question. On the application, just to be clear, the sketch, as it appears, this addition will be connected right to the existing building?

MR. MICHAEL ZATLUKAL:

Yes, that's accurate.

CHAIRPERSON JEFFREY CRIST:

And I did take a look at that area.

I assume, through the Planning Board

process, there would be landscaping and

that will bring you fairly close to

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Neelytown Road, I believe?

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MR. MICHAEL ZATLUKAL:

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setback. We will be within whatever that

I believe there's a 75-foot

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requirement is, yes.

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CHAIRPERSON JEFFREY CRIST:

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I might point out, I'm not

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expecting the Board to make a decision on

deliberation includes a cost benefit

potential benefits for the project as

compared to the cost, also known as the

incentives and tax abatements. And that

exceeding cost. And the numbers on those

town, the region, the state, and the cost

of these abatements is about 7,269,000;

so a seven-to-one benefit, which is, I

think, important for the Board to

shows a seven-to-one ratio of benefits

are about 48.5 million benefit to the

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this tonight, but part of our

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12 analysis, where we do look at the

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EXEC. DIR. CONOR ECKERT:

consider.

If I might clarify, this is

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available on the website under project Cardinal Health, but the cost of the incentives are somewhat inflated. That's just the software and the way they calculate it, even though the values — they call it the time value of money. So the incentives are somewhat inflated, but a seven-to-one ratio is considered a good ratio. Anything more than one is generally considered acceptable, so this is — the benefits of this project are approximately seven times the cost of what the incentives are.

CHAIRPERSON JEFFREY CRIST:

I do expect the Board to keep the public hearing open to written comment for ten days. For anyone who couldn't make this time and wishes to make a comment, they can view either the livestream or the video recording of this meeting and still have time to do a written comment to the Board.

Yes, Matt?

BOARD MEMBER MATTHEW STODDARD:

MIDA MEETING, 9/14/2021 1 2 Sir, I apologize for making you get up and down. Can you just tell me what 3 4 Cardinal Health, the company's commitment 5 to local labor is on the building of your project? 6 7 MR. MICHAEL ZATLUKAL: Sixty people. 8 BOARD MEMBER MATTHEW STODDARD: 9 10 No, no, no, your commitment to local labor. 11 12 MR. RICHARD GOLDEN: 13 Construction. MR. MICHAEL ZATLUKAL: 14 It's to follow the guidelines 15 16 within the Montgomery IDA. 17 BOARD MEMBER MATTHEW STODDARD: 18 So you wouldn't go above and 19 beyond. You're not going to say 20 mandatory local labor. You're just going 21 to work within the guidelines of the 22 labor policy? 23 MR. MICHAEL ZATLUKAL: If it's more beneficial for us to 24 25 go above and beyond whatever is in the

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IDA, I think we would look at that. But we follow very closely with the IDA quidelines.

CHAIRPERSON JEFFREY CRIST:

Other comments from the public?

Don Berger.

MR. DON BERGER:

Jeff, you did mention about keeping it open for ten days. But last month, the last meeting you had, you were able to have a meeting at 5:30, and obviously, a one o'clock time for a public hearing as important as this, you can just look. There's no one here. Those 5:30 meetings, the last one we had last month had a lot of people here because of work things. And I'm just hoping that you'll keep the entire public hearing open until perhaps your next meeting, and schedule a beneficial time where residents can come to these meetings. I know you guys enjoy a one o'clock meeting, but on an important project like this, I would think that you guys would like to get

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more people here to speak on the matter.

The other thing I would like to comment on is that, I don't know that Cardinal Health is involved in the Better Business Council of greater Montgomery. I would look forward to a good neighbor to be involved in that, sign up for that council and be part of it. It would mean a great deal and I think would be very beneficial if they would like to become a part of that.

Thank you.

MR. RICHARD GOLDEN:

Mr. Chairman, you talked about not making a decision tonight, which is obviously correct. But also, just to remind you that the Board can't make a decision until the Planning Board completes its SEQR review.

CHAIRPERSON JEFFREY CRIST:

Good point, Rick. Thank you. Any other comments from the public tonight?
We should probably check the phone once more quick.

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EXEC. DIR. CONOR ECKERT:

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Is anyone on the line who would wish to make a comment with respect to Cardinal Health?

CHAIRPERSON JEFFREY CRIST:

Hearing none, last call from Board members. Are we good? So we'll wrap up comments for this afternoon. I would ask the Board to consider closing the public hearing and allowing the ten day written comment period. I think this project is clearly beneficial to the town. I've had very, very little negative comment towards it. I think our last public hearing had more public interest for comment, and was at least a big part of the reason there was a better turnout. But I would defer to the Board for discussion on that, consideration, or a motion to figure our way forward on this public hearing.

BOARD MEMBER JOHN DICKSON:

Leave it for the ten days.

BOARD MEMBER THOMAS JONES:

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Sorry, Jeff, can you clarify your question?

CHAIRPERSON JEFFREY CRIST:

Sorry about that. We either need to decide to keep the public hearing open until our next meeting, or consider closing it with a ten day written period to accept comment on this project.

BOARD MEMBER MATTHEW STODDARD:

What's our usual protocol?
CHAIRPERSON JEFFREY CRIST:

I think it depends on the project and the factors that come into play. I presume, Rick, if we keep the public hearing open until next month, it makes it a little more difficult to make a decision at that meeting when the public hearing closes. But it may depend on what comment we hear in order to --

MR. RICHARD GOLDEN:

Yeah, it depends on the comments.

And I think the timing of public hearings as far as attendance have much more to do with the topic than with respect to the

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time. But, given that, I think it is -unless Charlie Bazydlo corrects me, I
think it's probably unlikely the way
these things progress before Planning
Boards that SEQR will be completed before
your next meeting anyway. So I think
that, if you extend it to the next
meeting, likely, you'll have the meeting,
close it, and you still couldn't make a
decision because SEQR hadn't been
completed.

CHAIRPERSON JEFFREY CRIST:

That's helpful, Rick. So the Board could consider keeping the public hearing open until our next meeting. That might also involve what time we reconvene the public hearing.

BOARD MEMBER THOMAS JONES:

I just want to say, I don't want to question the integrity of these meetings at one o'clock. I think they are sufficient in most instances. And because you do have that ten day open period, you have the capability for

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people to participate by phone, I think this is more than adequate. We're always flexible in situations where we have to do it in the evening, but I don't want to convey to anyone in the public that these are inadequate. I'm in favor of moving forward with the process.

CHAIRPERSON JEFFREY CRIST:

Any other comments?

BOARD MEMBER JOHN DICKSON:

I believe we should leave it open for the duration until the next meeting.

CHAIRPERSON JEFFREY CRIST:

I think, with the Planning Board process ongoing, something could come out of there that we need to be aware of.

Again, we can't do SEQR or make a decision until that Planning Board process is completed.

MR. RICHARD GOLDEN:

Well, at least the SEQR portion of the Planning Board process is completed.

CHAIRPERSON JEFFREY CRIST:

Got it. So I would suggest we do a

MIDA MEETING, 9/14/2021 1 2 motion to reconvene this public hearing at one o'clock on our next meeting date, 3 4 which is right here, October 12th. 5 MR. RICHARD GOLDEN: Mr. Chairman, I think it's 6 7 appropriate for you to adjourn this public hearing rather than reconvene so 8 9 it doesn't need any new posts with 10 respect to it. It's just a continuation 11 of this public hearing to the next date. 12 CHAIRPERSON JEFFREY CRIST: That sounds good. Thanks for that 13 clarification, Rick. 14 Is everybody 15 understanding of the motion? Did we have that motion made yet? 16 17 BOARD MEMBER MATTHEW STODDARD: I'll make that motion. 18 19 CHAIRPERSON JEFFREY CRIST: 20 Second? 21 BOARD MEMBER THOMAS JONES: 22 Second. 23 CHAIRPERSON JEFFREY CRIST: Any other discussion? All in 24 25 favor, please say aye.

MIDA MEETING, 9/14/2021 (UNANIMOUS AYES FROM BOARD MEMBERS) CHAIRPERSON JEFFREY CRIST:

Opposed? You okay with that motion, Ed? Ed's in favor. We're going to adjourn the public hearing until our next meeting on October 12th at one o'clock. For those of you who came out, thank you.

(OTHER BUSINESS IS DISCUSSED, AFTER WHICH
MEETING IS ADJOURNED)

CERTIFICATE

STATE OF NEW YORK)
)SS:
COUNTY OF ORANGE)

I, LAURA EVANS, a Court Reporter and Notary Public within and for the State of New York, do hereby certify that the foregoing is a true and correct transcript of the minutes recorded by me and reduced to typewriting under my supervision to the best of my knowledge and ability.



	17:16	Attraction (1)	3:9;9:10,12,17;	6:10;8:23;25:15;
d)	allow (3)	10:24	10:4,9;11:2;12:22;	30:6
\$	3:15;11:25;12:13	audience (2)	16:6;19:5,6,7;20:10,	CHAIRPERSON (27)
	allowed (1)			
\$152 (1)		8:20;12:19	23;21:9,22;22:16,23,	3:2,23;5:23;8:17;
16:17	3:14	August (1)	25;23:9,17;25:18,19;	9:2;10:17;12:17;
\$152.9 (1)	allowing (1)	5:25	26:7,10,19,23,25;	15:21;17:4;19:3;
16:9	26:11	authorized (1)	27:10;28:14,19;	20:12,21;21:7;22:15;
	along (2)	4:9	29:11,15,19,23;	24:5;25:21;26:6;
${f A}$	11:22;12:11	automation (1)	30:17,21;31:2	27:4,12;28:13;29:9,
	always (1)	14:7	Boards (1)	14,24;30:12,19,23;
abatements (2)	29:3	available (1)	28:6	31:3
21:15,20	Amazon's (1)	22:2	Board's (1)	CHARLES (4)
able (4)	15:14	aware (2)	10:5	6:8;9:8;10:13;
11:8;18:3,7;24:11	analysis (1)	16:2;29:17	break (1)	13:14
above (2)	21:12	aye (1)	16:17	Charlie (4)
23:18,25	and/or (1)	30:25	breakdown (4)	6:4,10;9:5;28:3
accept (1)	5:7	AYES (1)	14:13,17,23;19:22	check (1)
27:9	answered (1)	31:2	brief (1)	25:24
	16:3	5112	8:11	Chicago (1)
acceptable (1)	anticipated (1)	В	bring (1)	7:2
22:11	19:13	B	20:25	clarification (2)
access (1)	apologize (1)	back (1)	build (3)	20:14;30:14
5:17	23:2	19:11	8:2;9:23;17:25	clarify (2)
accurate (1)				21:25:27:2
20:20	appearances (1) 9:9	Basically (2)	building (2)	,
acquired (1)		6:16,24	20:18;23:5	clear (1)
4:21	appears (1)	Bazydlo (7)	burden (1)	20:15
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