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STATE OF NEW YORK
CITY OF YONKERS

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YONKERS ECONOMIC DEVELOPMENT CORPORATION

BOARD MEETING

CITY HALL

470 Nepperhan Avenue

Yonkers, New York 10701

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DATE: December 19, 2018

TIME: 9:15 A.M.

P R E S E N T:

- MAYOR MIKE SPANO - CHAIRMAN
- WILSON KIMBALL - SECRETARY (absent)
- MELISSA NACERINO - TREASURER
- CECILE SINGER - BOARD MEMBER
- PETER KISCHAK - VICE CHAIRMAN

IDA STAFF

- JAIME MCGILL - IDA EXECUTIVE DIRECTOR
- MARY LYRAS - IDA/YEDC CHIEF FISCAL OFFICER

A L S O P R E S E N T:

- KARLY GROSZ, ESQ. - IDA COUNSEL
- DAVID ROTHMAN, ESQ. - HARRIS BEACH, PLLC
- SHAWN GRIFFIN, ESQ. - HARRIS BEACH, PLLC
- PETER DIEHL - ACCOUNTANT

1 PROCEEDINGS

2 MAYOR SPANO: Mary.

3 MS. LYRAS: Mayor Spano?

4 MAYOR SPANO: Here.

5 MS. LYRAS: Peter Kischak?

6 MR. KISCHAK: Here.

7 MS. LYRAS: Cecile Singer?

8 MS. SINGER: Here.

9 MS. LYRAS: Melissa Nacerino?

10 MS. NACERINO: Here.

11 MS. LYRAS: And Wilson Kimball
12 is absent. We have a quorum.

13 MAYOR SPANO: We have the
14 minutes for the November 30, 2018
15 meeting in front of all of you. Take
16 a look at them, peruse them. Do you
17 have any questions?

18 If there are no questions, does
19 anyone want to make a motion?

20 MR. KISCHAK: I'll make a
21 motion.

22 MAYOR SPANO: Peter made a
23 motion. Seconded by Melissa that we
24 accept the minutes of November 30.

25 All in favor?

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PROCEEDINGS

(Chorus of ayes.)

MAYOR SPANO: Any negatives?

The item is passed. Okay, Mary.

MS. LYRAS: In the month of
November we received \$2,500 in agency
fees closing on Hudson Blue.

Our cash on hand on November
30th was 320,000.

We have our accountant, Peter
Diehl, on hand if anyone has any
questions.

MAYOR SPANO: Are there any
questions about the financials?

Does anyone want to make a
motion? Cecile made a motion.
Seconded by Melissa.

All in favor?

(Chorus of ayes.)

MAYOR SPANO: Financials are
passed. Let's go to item 4.

MS. MCGILL: The resolutions
for consideration; the first
resolution is an authorizing
resolution for Warburton Wells

1 PROCEEDINGS

2 Unwind. Shawn Griffin, Harris Beach.

3 MR. GRIFFIN: This is nowhere
4 near as complicated as the Larkin
5 Garage because we had much lighter
6 activity. We were not heavily
7 involved with the structure of the
8 transaction.

9 All YEDC did with this ... this
10 is the Warburton Wells. That's that
11 street scape frontage that was
12 preserved as part of a debate back
13 and forth that became part of the
14 housing and the large tower behind it
15 instead of the tower coming all the
16 way to the street.

17 There was a lot of grants and
18 loans put together to try to make
19 that happen. It was horribly
20 expensive.

21 One of the grants that Empire
22 State Development provided could have
23 been just put into the project as a
24 grant and you can see the amount, it
25 was \$3,505,000. That was intended to

1 PROCEEDINGS

2 be a grant for that project. And
3 instead of doing a straight grant
4 into the project, we had the grant
5 come to YEDC and then YEDC loaned it
6 into the project. That created the
7 basis for the new market tax credits
8 and created that 39 percent credit,
9 and it basically increased the value
10 of that grant significantly.

11 It had to stay as a loan during
12 the seven year market period. That's
13 over with. That was right at the
14 start of the Mayor's administration,
15 and at this point they are looking
16 for us to forgive that quote loan to
17 convert it back to what really was
18 intended to be a grant to facilitate
19 the redevelopment of the whole
20 frontage along that street.

21 So, the request is to unwind
22 the formerly structured loan and
23 convert it back to the intended
24 grant.

25 The grant conditions have been

1 PROCEEDINGS

2 fully complied with or held harmless
3 by the Warburton Wells entity.

4 So, our role is really kind of
5 a conduit passthrough in this.

6 So, today's resolution is
7 asking you to take that final action
8 after the seven year recapture
9 period, which is now, and agree that
10 that can be unwound to be back to a
11 grant basically by forgiving the
12 loan.

13 MAYOR SPANO: Any questions?

14 MS. SINGER: It's an
15 interesting transaction.

16 MR. GRIFFIN: It will clean up
17 our balance sheet, too because I
18 think we've been showing it as a loan
19 for all this time, but that's the way
20 it was structured with the idea that
21 the board would then convert back to
22 a grant after that period.

23 Again, you probably picked up
24 another 6, \$700,000 on a 3.5 at the
25 end of this project because of that.

1 PROCEEDINGS

2 MS. SINGER: So, we won't have
3 to explain to our auditors?

4 MR. GRIFFIN: I'm going to have
5 to explain it to the auditors. This
6 would be the last time.

7 MS. SINGER: We are confident
8 in the fact that any action that YEDC
9 takes that our counsel has approved
10 it and recommended it.

11 MR. GRIFFIN: Yes. You can put
12 that on the record. I recommend it.
13 I reviewed the documents. Your
14 position is not taken in terms of a
15 risk. We are still being held
16 harmless by the company.

17 MR. KISCHAK: Good point,
18 Cecile.

19 MAYOR SPANO: Thank you,
20 Cecile. Anybody else? I've got no
21 questions. Does someone want to make
22 a motion? Melissa made a motion.
23 Seconded by Pete.

24 All in favor?

25 (Chorus of ayes.)

1 PROCEEDINGS

2 MAYOR SPANO: Any negatives?

3 The item is passed.

4 MS. MCGILL: The final
5 resolution is a resolution to
6 authorize issuance of RFQ for
7 advisory services on City of Yonkers
8 opportunity zones.

9 MR. GRIFFIN: This is the
10 identical resolution the IDA just
11 passed. The reason we are asking
12 permission to do an RFQ for both
13 agencies is we are not exactly sure
14 who was going to respond and what the
15 proposals would be. Because they'll
16 be out working with the same business
17 community the IDA is working with and
18 Jamie and the leadership is doing
19 pilots with, I wanted to preserve our
20 right to maybe just do this contract
21 through YEDC. I don't want to get to
22 the closing table and have somebody
23 help them move their opportunity
24 zones at the very time the IDA is
25 doing the pilot.

1 PROCEEDINGS

2 So, depending on who responds,
3 if it's more than the megaphone, if
4 it's more than the facilitator, if
5 it's part of this fund concept, we'll
6 come back and talk to you at a
7 subsequent meeting and make a
8 recommendation, but either YEDC or
9 YIDA would have the right to contract
10 with one of these parties that comes
11 in. Thank you.

12 MAYOR SPANO: Does anyone have
13 any questions?

14 Melissa made a motion.
15 Seconded by Cecile.

16 All in favor?

17 (Chorus of ayes.)

18 MAYOR SPANO: Any legal
19 updates?

20 MS. GROSZ: None.

21 MAYOR SPANO: Any other
22 business? Can someone make a motion
23 to adjourn? Pete, seconded by
24 Melissa.

25 All in favor?

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PROCEEDINGS

(Chorus of ayes.)

MAYOR SPANO: We are adjourned.

(Whereupon, the meeting
concluded at 9:22 A.M.)

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PROCEEDINGS

C E R T I F I C A T E

STATE OF NEW YORK)
 : SS.:
COUNTY OF PUTNAM)

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

That the above is a correct
transcription of my stenographic notes.

I further certify that I am not
related to any of the parties to this
action 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 4th day of January 2019.

Madelaine Iovino

MADELINE IOVINO

\$	9:16, 9:25 along [1] - 5:20 am [2] - 11:12, 11:15 amount [1] - 4:24 another [1] - 6:24 any [11] - 2:17, 3:3, 3:11, 3:13, 6:13, 7:8, 8:2, 9:13, 9:18, 9:21, 11:13 anybody [1] - 7:20 anyone [4] - 2:19, 3:11, 3:15, 9:12 approved [1] - 7:9 are [8] - 2:18, 3:20, 5:15, 7:7, 7:15, 8:11, 8:13, 10:3 are there [1] - 3:13 as [6] - 4:4, 4:12, 4:23, 5:11, 6:18 asking [2] - 6:7, 8:11 at [7] - 2:16, 5:13, 5:15, 6:24, 8:24, 9:6, 10:5 auditors [2] - 7:3, 7:5 authorize [1] - 8:6 authorizing [1] - 3:24 Avenue [1] - 1:7 ayes [5] - 3:2, 3:19, 7:25, 9:17, 10:2	9:22 cash [1] - 3:8 Cecile [5] - 2:7, 3:16, 7:18, 7:20, 9:15 CECILE [1] - 1:16 certify [2] - 11:9, 11:12 CHAIRMAN [2] - 1:15, 1:17 CHIEF [1] - 1:20 Chorus [1] - 9:17 chorus [4] - 3:2, 3:19, 7:25, 10:2 City [1] - 8:7 CITY [2] - 1:2, 1:6 clean [1] - 6:16 closing [2] - 3:7, 8:22 come [2] - 5:5, 9:6 comes [1] - 9:10 coming [1] - 4:15 community [1] - 8:17 company [1] - 7:16 complicated [1] - 4:4 complied [1] - 6:2 concept [1] - 9:5 concluded [1] - 10:5 conditions [1] - 5:25 conduit [1] - 6:5 confident [1] - 7:7 consideration [1] - 3:23 contract [2] - 8:20, 9:9 convert [3] - 5:17, 5:23, 6:21 CORPORATION [1] - 1:4 correct [1] - 11:10 could [1] - 4:22 counsel [1] - 7:9 COUNSEL [1] - 1:22 COUNTY [1] - 11:5 created [2] - 5:6, 5:8 credit [1] - 5:8 credits [1] - 5:7	does [4] - 2:18, 3:15, 7:21, 9:12 doing [3] - 5:3, 8:18, 8:25 don't [1] - 8:21 during [1] - 5:11
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<p style="text-align: center;">I</p> <p>I [12] - 6:17, 7:12, 7:13, 8:19, 8:21, 11:2, 11:7, 11:12, 11:14, 11:17 i'll [1] - 2:20 i'm [1] - 7:4 i've [1] - 7:20 IDA [6] - 1:18, 1:19, 1:22, 8:10, 8:17, 8:24 IDA/YEDC [1] - 1:20 idea [1] - 6:20 identical [1] - 8:10 if [5] - 2:18, 3:11, 9:3, 9:4 IN [1] - 11:17 in [14] - 2:15, 2:25, 3:5, 3:6, 3:18, 6:5, 7:8, 7:14, 7:24, 9:11, 9:16, 9:25, 11:15 increased [1] - 5:9 instead [2] - 4:15, 5:3 intended [3] - 4:25, 5:18, 5:23 interested [1] - 11:15 interesting [1] - 6:15 into [3] - 4:23, 5:4, 5:6 involved [1] - 4:7 IOVINO [2] - 11:7, 11:21 is [18] - 2:12, 3:4, 3:24,</p>	<p style="text-align: center;">L</p> <p>L [1] - 1:21 large [1] - 4:14 Larkin [1] - 4:4 last [1] - 7:6 leadership [1] - 8:18 legal [1] - 9:18 let's [1] - 3:21 lighter [1] - 4:5 loan [5] - 5:11, 5:16, 5:22, 6:12, 6:18 loaned [1] - 5:5 loans [1] - 4:18 look [1] - 2:16 looking [1] - 5:15 lot [1] - 4:17 LYRAS [7] - 1:20, 2:3, 2:5, 2:7, 2:9, 2:11, 3:5</p>	<p style="text-align: center;">N</p> <p>N [2] - 1:14, 1:21 Nacerino [1] - 2:9 NACERINO [2] - 1:16, 2:10 near [1] - 4:4 negatives [2] - 3:3, 8:2 Nepperhan [1] - 1:7 new [1] - 5:7 NEW [2] - 1:2, 11:4 New [2] - 1:8, 11:8 no [3] - 2:18, 7:20, 11:15 none [1] - 9:20 not [4] - 4:6, 7:14, 8:13, 11:12 Notary [1] - 11:7 notes [1] - 11:11 November [4] - 2:14, 2:24, 3:6, 3:8 now [1] - 6:9 nowhere [1] - 4:3</p>	<p style="text-align: center;">P</p> <p>P [2] - 1:14, 1:21 part [3] - 4:12, 4:13, 9:5 parties [2] - 9:10, 11:13 passed [4] - 3:4, 3:21, 8:3, 8:11 passthrough [1] - 6:5 percent [1] - 5:8 period [3] - 5:12, 6:9, 6:22 permission [1] - 8:12 peruse [1] - 2:16 Pete [2] - 7:23, 9:23 PETER [2] - 1:17, 1:24 Peter [2] - 2:5, 3:10 peter [1] - 2:22 picked [1] - 6:23 pilot [1] - 8:25 pilots [1] - 8:19 PLLC [2] - 1:23, 1:23 point [2] - 5:15, 7:17 position [1] - 7:14 preserve [1] - 8:19 preserved [1] - 4:12 probably [1] - 6:23 project [5] - 4:23, 5:2, 5:4, 5:6, 6:25 proposals [1] - 8:15 provided [1] - 4:22 Public [1] - 11:7 put [3] - 4:18, 4:23, 7:11</p>

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