

County of Westchester Industrial Development Agency
Thursday, October 6, 2016
1:00 PM – 1:45 PM
9th Floor Conference Room
Michaelian Office Building
White Plains, New York

IDA Board Members Present

Stephen J. Hunt
Kevin J. Plunkett, Esq.
Wiley Harrison
Stephen Jones, Esq.
Alfredo Quintero

Board Members Absent

Aleida Frederico
Nicholas Longo

Staff

William M. Mooney, III
Flora Wu-Biagi
Ross Weiner

IDA Counsel

James Sullivan, Esq.
John Loveless, Esq.

Guests

Ann Marie Berg
Nancy Dachille
Dan Breen
Aimee Wood
Seth Mandelbaum
Roger Woolsey
Joseph P. Carlucci
Craig Scully
James S. Normile
Janet Giris
Tom Dunn
Dante Daly
Chris Crane

Chairman, Stephen J. Hunt called Meeting to Order at 1:19 p.m. noting a quorum was present.

Adopt September 8, 2016 board meeting minutes

Motion: Mr. Wiley Harrison

Seconded: Mr. Alfredo Quintero

All in favor

New Business:

- **Dannon, requests for sales tax exemption, presented by Seth Mandelbaum, McCullough, Goldberger & Staudt, LLP**

Chairman Hunt introduced Mr. Seth Mandelbaum, partner of McCullough, Goldberger & Staudt, LLP, Mr. Michael Neuwirth, Senior Director of Public Relations and Dan Breen, Executive Vice president of The Dannon Company to provide background information for this project.

The Dannon Company has been headquartered in its current location in White Plains since 2004. To accommodate business growth, the company is looking to relocate its headquarters operations into a new facility with some key considerations includes the ability to retain and attract excellent talent; the development of a modern, flexible workplace that will fully leverage technology, enhance collaboration and align with the Company's unique culture and global brand; location in a vibrant community accessible via mass transit and auto; maximum economic viability, in terms of construction, operating and tax costs and an estimated requirement of 80,000 sq. ft. The company has explored space options in Fairfield County, CT and Southeastern Westchester County, NY. "The Source at White Plains" was selected as an ideal location for the potential relocation. The company would undertake interior construction with no increase in the height or footprint for the existing four storage 240,000 sq. ft. building. However, approximately 14,000 sq. ft. of space currently part of the parking garage will be converted to office space, in addition, an approximately 23,000 sq. ft. mezzanine is proposed to be added to the 4th floor. The \$30.4 million-project would result in the retention of approximately 440 full-time jobs in the County and is projected to create an additional 150 jobs over the first five years after project completion. The company presences will also yield significant economic benefits for Westchester County in terms of employment and tax revenue. A zoning amendment will be requested in order to accommodate the accessory food laboratory. Danone will engage in discussions with the appropriate local officials in order to effect the required change.

Motion: Mr. Stephen Jones

Seconded: Mr. Wiley Harrison

All in favor

Old Business:

- **Million Air (the Company), request increase in bond financing, presented by Roger Woolsey, CEO & President of Million Air**

The Chairman announced to the board that the Million Air project first came to the IDA board on February 6, 2014. It has come to his attention recently that the title company the chairman has been employed by has issued a title commitment in connection with this project. Therefore, the chairman recused himself from any discussion or vote on this project. In accordance of the By-Laws, the chairman will vacate and turn the project over to the vice chairman Mr. Plunkett.

Chairman left the meeting at 1:47 pm.

Mr. Plunkett introduced Mr. Roger Woolsey (CEO of Million Air) and his counsel Mr. Joseph P. Carlucci (Cuddy & Feder LLP), bond Counsel Craig M. Scully (Katten Muchin Rosenman LLP) to the board.

Mr. Carlucci and Mr. Woolsey quickly recapped the project that was proposed to the same IDA board in 2014 and progress made in past two years. Mr. Woolsey stated that since the initial 2014 inducement, the company has acquired the rights to the property and negotiated a new 30 year ground lease which made the project financeable. But the two year delay has caused significant cost increase. The newest proposal is to request a bond financing of up to \$88 million. He explained the reasons for the cost increase as followed; upscale design for a Mega-hangar, substantial costs to bring the new utilities connections to the site which were not contemplated earlier, ground lease delay required a costly interim financing structure and site development costs underestimated. Mr. Woolsey also pointed out that the proposed new 50,000 sq. ft. hangar space has been completely spoken for. The project is estimated to create 122 construction jobs and increase its full-time employment over the next 2 to 3 years from 27 to 79 employees.

Mr. Mooney pointed out to the board that the IDA counsel has been working diligently with Million Air's bond counsel to insure there is no risk to the tax payer of the county and the fund Million Air receives will be invested solely in the Westchester county project.

Motion: Mr. Stephen Jones

Seconded: Mr. Alfredo Quintero

All in Favor

- **Schnurmacher redemption notification**

Mr. Barry Carrigan, Nixon Peabody, LLP updated the board on the Schnurmacher bond redemption timeline. After the initial March 10th IDA board resolution to approve the bond redemption, the redemption notice was sent out on September 30th. The closing documentation are being processed and on schedule for November 1st closing.

- **Sheldrake Station Development Final Resolution**

Mr. John Loveless gave the board a quick update on the progress of project. He said the project agreement negotiations are well underway and going well. He's asking the board to give the final approval for the transaction.

Motion: Mr. Stephen Jones

Seconded: Mr. Alfredo Quintero
All in Favor

Agency Business:

- **Westchester County Association Annual Dinner**, presented by William M. Mooney III, Director of Economic Development

Mr. Mooney informed the board that the annual event was within our budget as part of IDA's continued marketing effort to reach the business community. For \$5,000, the IDA will receive a table for 10, a speaking role for the County Executive. All board members are invited to attend the events.

Motion: Mr. Kevin J. Plunkett
Seconded: Mr. Wiley Harrison
All in Favor

Motion to adjourn meeting at 2:05 p.m.: Mr. Stephen Jones
Seconded: Mr. Alfredo Quintero
All in Favor