



AGENDA
SCEDC ANNUAL/REGULAR BOARD MEETING

March 20, 2025
12:30 p.m.

I. PUBLIC COMMENT

Public comments can be emailed to SuffolkEDC@suffolkcountyny.gov or mailed to the Suffolk County Economic Development Corporation.

II. ANNUAL MEETING

- A. Election of Officers
- B. Committee Assignments
- C. Signatories on Corporation Accounts
- D. Corporation Counsel
- E. Bond Counsel
- F. Review and Re-adoption of Corporation Policies
 - (a) Disposition of Property Guidelines
 - (b) Investment Policy
- G. Schedule of Meetings
- H. Other

III. NEW BUSINESS

IV. OLD BUSINESS

V. OTHER BUSINESS

Review and approval of the 2024 Annual Financial Statements audit

Approval of Draft Minutes of December 12, 2024, BOD Meeting



Suffolk County Economic Development Corporation

2025 Slate of Officers

Chair	Sarah Lansdale
Vice Chair	Kevin Harvey
Treasure	Sondra Cochran
Secretary	Cris Damianos



Suffolk County Economic Development Corporation

2025 Committee Assignments

Audit & Finance Committee:

Kevin Harvey, Chair

Sarah Lansdale

Sondra Cochran

Greg Casamento

Governance Committee:

Greg Casamento, Chair

Sarah Lansdale

Joshua Slaughter

Brian Beedenbender

Loan Committee:

Sarah Lansdale

Greg Casamento

Kevin Harvey

Cris Damianos



Suffolk County Economic Development Corporation

2025 Signatories on Corporations Accounts

Five signatories are authorized for Agency Accounts with two out of the five signatories being required on the accounts. The five signatories are the four officers and the CEO. The following should be authorized signatories for 2025.

Sarah Lansdale

Kevin Harvey

Sondra Cochran

Cris Damianos

K. Kelly Murphy



Suffolk County Economic Development Corporation
2025 Corporate Counsel

RESOLVED, to continue to retain William Wexler, ESQ. as Corporation Counsel for the Suffolk County Economic Development Corporation for 2025, at a rate of \$ 436.80/hr.



Suffolk County Economic Development Corporation

2025 Bond/Transaction Counsel

RESOLVED, to re-designate the following law firms as the Suffolk County Economic Development Corporation's Bond and Transaction Counsels for 2025. Applicants may select a different Bond/Transaction Counsel of their choice, provided that the Bond/Transaction Counsel selected is qualified and acceptable to the Suffolk County Economic Development Corporation:

- Barclay Damon LLP
- Harris Beach Murtha
- Katten Muchin Rosenman LLP
- Nixon Peabody LLP



Suffolk County Economic Development Corporation
2025 Schedule of Regular Board Meetings*

THURSDAY, FEBRUARY 27, 2025 - 12:30 P.M.

THURSDAY, March 20, 2025 – 12:30 P.M.

THURSDAY, APRIL 24, 2025 - 12:30 P.M.

THURSDAY, MAY 29, 2025 – 12:30 P.M.

THURSDAY, JUNE 26, 2025 - 12:30 P.M.

THURSDAY, JULY 24, 2025 – 12:30 P.M.

THURSDAY, AUGUST 28, 2025 - 12:30 P.M.

THURSDAY, SEPTEMBER 25, 2025 - 12:30 P.M.

THURSDAY, OCTOBER 23, 2025 - 12:30 P.M.

THURSDAY, NOVEMBER 20, 2025 - 12:30 P.M.

THURSDAY, DECEMBER 11, 2025 - 10:30 A.M.

*Dates and location subject to change.

**H. Lee Dennison Building, 100 Veterans Memorial Highway, P.O. Box 6100, Hauppauge, NY
11788 (631) 853-4802 | Fax: (631) 853-8351**

SUFFOLK COUNTY ECONOMIC DEVELOPMENT CORPORATION
DISPOSITION OF PROPERTY GUIDELINES
ADOPTED PURSUANT TO SECTION 2896 OF THE PUBLIC AUTHORITIES LAW

The Suffolk County Economic Development Corporation (the "Corporation") is required by Section 2896 of the Public Authorities Law to adopt comprehensive guidelines regarding the use, awarding, monitoring and reporting of contracts for the Disposal of property. In compliance with the Public Authorities Law and in the spirit of maintaining the highest standards of conduct, ethics, transparency and accountability, the Agency will Dispose of Property (as such terms are defined below) in accordance with the provisions of this Property Disposition Policy ("Policy").

SECTION 1. DEFINITIONS

A. "Contracting Officer" shall mean the Chief Executive Officer of the Corporation who shall be responsible for the disposition of Property pursuant to this Policy.

B. "Dispose" or "Disposal" shall mean transfer of title or any other beneficial interest in personal or real Property in accordance with section 2897 of the Public Authorities Law.

C. "Property" shall mean (i) personal property in excess of five thousand dollars (\$5,000) in value, and (ii) real property, and (iii) any inchoate or other interest in such property, to the extent that such interest may be conveyed to another person for any purpose, excluding an interest securing a loan or other financial obligation of another party.

SECTION 2. DUTIES

A. The Corporation shall:

(i) maintain adequate inventory controls and accountability systems for all Property owned by the Corporation and under its control;

(ii) periodically inventory such Property to determine which Property shall be Disposed of;

(iii) produce a written report of such Property in accordance with subsection B herein; and

(iv) transfer or Dispose of such Property as promptly and practicably as possible in accordance with Section 3 below.

B. The Corporation shall

(i) publish, not less frequently than annually, a report listing all real Property owned in fee title by the Corporation. Such report shall consist of a list and full description of all real and personal Property Disposed of during such period. The report shall contain the price received by the Corporation and the name of the purchaser for all such Property sold by the Corporation during such period; and

(ii) shall deliver copies of such report to the Comptroller of the State of New York, the Director of the Budget of State of New York, the Commissioner of the New York State Office of General Services, and the New York State Legislature and the New York State Authorities Budget Office.

SECTION 3. TRANSFER OR DISPOSITION OF PROPERTY

A. Supervision and Direction. Except as otherwise provided herein, the duly appointed Contracting Officer shall have supervision and direction over the disposition and sale of Property of the Corporation. The Corporation shall have the right to Dispose of its Property for any valid corporate purpose.

B. Custody and Control. The custody and control of Corporation Property, pending its disposition, and the Disposal of such Property, shall be performed by the Corporation or by the Commissioner of General Services when so authorized under this section.

C. Method of Disposition. Unless otherwise permitted, the Corporation shall Dispose of Property for not less than its fair market value by sale, exchange, or transfer, for cash, credit, or other property, with or without warranty, and upon such other terms and conditions as the Corporation and/or Contracting Officer deems proper. The Corporation may execute such documents for the transfer of title or other interest in Property and take such other action as it deems necessary or proper to Dispose of such Property under the provisions of this section. Provided, however, no disposition of real Property, any interest in real Property, shall be made unless an appraisal of the value of such Property has been made by an independent appraiser and included in the record of the transaction and provided further, that no disposition of any other Property, which because of its unique nature or the unique circumstances of the proposed transaction is not readily valued by reference to an active market for similar Property, shall be made without a similar appraisal.

D. Sales by the Commissioner of General Services (the "Commissioner"). When the Corporation shall have deemed that transfer of Property by the Commissioner will be advantageous to the State of New York, the Corporation may enter into an agreement with the Commissioner pursuant to which the Commissioner may Dispose of Property of the Corporation under terms and conditions agreed to by the Corporation and the Commissioner. In disposing of any such Property, the Commissioner shall be bound by the terms hereof and references to the Contracting Officer shall be deemed to refer to such Commissioner.

E. Validity of Deed, Bill of Sale, Lease, or Other Instrument. A deed, bill of sale, lease, or other instrument executed by or on behalf of the Corporation, purporting to transfer title or any other interest in Property of the Corporation in accordance herewith shall be conclusive

evidence of compliance with the provisions of these guidelines and all applicable law insofar as concerns title or other interest of any bona fide grantee or transferee who has given valuable consideration for such title or other interest and has not received actual or constructive notice of lack of such compliance prior to the closing.

F. Advertising for Bids; Disposal by Negotiation; 90 Day Notice, Below FMV Disposition.

(i) Publicly Advertise For Bids. Except as permitted by all applicable law, all Disposals or contracts for Disposal of Property made or authorized by the Agency shall be made after publicly advertising for bids except as provided in subsection (ii) of this Section F.

(a) Whenever public advertising for bids is required under this subsection (i) of this Section F:

(1) the advertisement for bids shall be made at such time prior to the Disposal or contract, through such methods, and on such terms and conditions as shall permit full and free competition consistent with the value and nature of the Property proposed for disposition;

(2) all bids shall be publicly disclosed at the time and place stated in the advertisement; and

(3) the award shall be made with reasonable promptness by notice to the responsible bidder whose bid, conforming to the invitation for bids, will be most advantageous to the Corporation, price and other factors considered; provided, that all bids may be rejected at the Corporation's discretion.

(ii) Exemption from Publicly Advertising for Bids. Disposals and contracts for Disposal of Property may be negotiated or made by public auction without regard to subsection (i) of this Section F but subject to obtaining such competition as is feasible under the circumstances, if:

(a) the personal Property involved has qualities separate from the utilitarian purpose of such Property, such as artistic quality, antiquity, historical significance, rarity, or other quality of similar effect, that would tend to increase its value, or if the personal Property is to be sold in such quantity that, if it were Disposed of under subsection (i) of this Section F, would adversely affect the state or local market for such Property, and the estimated fair market value of such Property and other satisfactory terms of Disposal can be obtained by negotiation;

(b) the fair market value of the Property does not exceed fifteen thousand dollars;

(c) bid prices after advertising therefore are not reasonable, either as to all or some part of the Property, or have not been independently arrived at in open competition;

(d) the Disposal will be to the state or any political subdivision, and the estimated fair market value of the Property and other satisfactory terms of Disposal are obtained by negotiation;

(e) under those circumstances permitted for a below FMV disposition contained in subsection (iv)(a)(1),(2) or (3) below; or

(f) such action is otherwise authorized by law.

(iii) 90 Day Notice.

(a) An explanatory statement shall be prepared of the circumstances of each Disposal by negotiation of:

(1) any personal Property which has an estimated fair market value in excess of fifteen thousand dollars;

(2) any real Property that has an estimated fair market value in excess of one hundred thousand dollars, except that any real Property Disposed of by lease or exchange shall only be subject to clauses (3) through (4) of this subparagraph;

(3) any real Property Disposed of by lease, if the estimated annual rent over the term of the lease is in excess of \$15,000; or

(4) any real Property or real and related personal Property Disposed of by exchange, regardless of value, or any Property any part of the consideration for which is real Property.

(b) Each such statement shall be transmitted to the New York State Comptroller, the New York State Director of the Budget, the New York State Commissioner of General Services and the New York State Legislature not less than ninety (90) days in advance of such disposal, and a copy thereof shall be preserved in the files of the Corporation making such disposal.

(iv) Below FMV. Disposal of Property for less than Fair Market Value ("FMV").

(a) No assets owned, leased or otherwise in the control of the Corporation may be sold, leased, or otherwise alienated for less than its FMV except if:

(1) Transferee is a government or public entity and terms of transfer require ownership and use to remain with the government or public entity; or

(2) Purpose of transfer is within purpose, mission or statute of the Corporation; or

(3) Written notification to Governor, Speaker, and Temporary President. Such notification is subject to denial. Denial by Governor is in the form of a certification. Denial by legislature is in the form of a resolution. Denial must be made within 60 days of receiving notification during January through June. Provided there is no denial, then the Corporation may effectuate a transfer. If legislature receives the notification in July through December, then legislature may take 60 days from January 1 of the following year. However, the Corporation may obtain local approval from the chief executive and legislature of Suffolk County in lieu of the notification to the Governor, Speaker and Temporary President, provided that the Corporation's enabling legislation provides for such approval and the Property was obtained by the Corporation from Suffolk County.

(b) If below FMV transfer is proposed, the following information is required to be provided to the Corporation's board and the public:

- (1) Description of Asset;
- (2) Appraisal of the FMV of the asset;
- (3) Description of purpose of transfer, the kind and amount of the benefit to the public resulting from the transfer such as jobs and wages created or preserved;
- (4) Value received compared to FMV;
- (5) Names of private parties to the transaction and value received;
- (6) Names of private parties that have made an offer, the value of offer, and purpose for which the asset would have been used.

(c) Board must make a written determination that there is no reasonable alternative to the proposed below-market transfer that would achieve the same purpose of such transfer.

SECTION 3. GENERAL PROVISIONS

A. The Guidelines are subject to modification and amendment at the discretion of the Corporation board and shall be filed annually with the NYS Comptroller on or before the 31st of March. At the time of filing these guidelines with the NYS Comptroller, the Corporation shall

post such guidelines on the Corporation's internet website, which shall be maintained on such website until the guidelines for the following year are posted.

Suffolk County Economic Development Corporation

Investment Policy

This Investment Policy of the Suffolk Economic Development Corporation (the "Corporation") shall apply to all operating funds, bond proceeds and other funds and all investment transactions involving operating funds, bond proceeds and other funds accounted for in the financial statements of the Corporation. Each investment made pursuant to this Investment Policy must be authorized by applicable law and this written Investment Policy. This Investment Policy is intended to comply with the Not-for-Profit Corporations Law, the Public Authorities Law, and any other applicable laws of New York State.

Delegation of Authority

The responsibility for conducting investment transactions involving the Corporation resides with the Chief Financial Officer of the Corporation under the direction and oversight of the Treasurer of the Agency. Only the Chief Financial Officer and those authorized by resolution or the Agency's By-laws may invest public funds.

All contracts or agreements with outside persons investing public funds, advising on the investment of public funds, directing the deposit of public funds or acting in a fiduciary capacity for the Corporation, shall require the outside person to notify the Corporation in writing, within thirty (30) days of receipt of all communication from its auditor of the outside person or any regulatory authority, of the existence of material weakness in the internal control structure of the outside person or regulatory orders or sanctions regarding the type of services being provided to the Corporation by the outside person.

The records of investment transactions made by or on behalf of the Corporation are public records and are the property of the Corporation whether in the custody of the Corporation or in the custody of a fiduciary or other third party.

The Chief Financial Officer of the Corporation under the direction and oversight of the Treasurer shall establish a written system of internal controls and investment practices. The controls shall be designed to prevent losses of public funds, to document those officers and employees of the Corporation responsible for elements of the investment process and to address the capability of investment management. The controls shall provide for receipt and review of the audited financial statements and related reports on internal control structure of all outside persons performing any of the following for the Corporation:

- (i) investing public funds of the Corporation;
- (ii) advising on the investment of public funds of the Corporation;
- (iii) directing the deposit or investment of public funds of the Corporation; or
- (iv) acting in a fiduciary capacity for the Corporation.

A bank, savings and loan association or credit union providing only depository services shall not be required to provide an audited financial statement and related report on its internal control structure.

Objectives

The primary objectives, in order of priority, of all investment activities involving the financial assets of the Corporation shall be the following:

- (i) Safety: Safety and preservation of principal in the overall portfolio is the foremost investment objective;
- (ii) Liquidity: Maintaining the necessary liquidity to match expected liabilities and expenses is the second investment objective;
- (iii) Return: Obtaining a reasonable return is a third investment objective

Operative Policy

The Corporation shall conduct its investment activities involving all operating funds, bond proceeds and other funds and all investment transactions involving operating funds, bond proceeds and other funds accounted for in the financial statements of the Corporation in a manner that complies with the Not-For-Profit Corporations Law and the Public Authorities Law of New York State.

Prior to making an investment of any operating funds, bond proceeds and other funds of the Corporation, other than those associated with a bank, savings and loan association or credit union involving a depository relationship only, the Corporation shall obtain at least three (3) bids and award the contract to the most responsible bidder whose bid most closely meets the objectives of this Investment Policy.

The Chief Financial Officer, the Treasurer and all officers and employees of the Corporation involved in the investment process shall refrain from personal business activity that could conflict with the proper execution of the investment program, or which could impair their ability to make impartial investment decisions. Nothing contained within this Policy however, shall prohibit the Chief Financial Officer, the Treasurer, or any other officer or member of the Board, or employee of the Corporation from obtaining interests in mutual funds which may include within its investment portfolio, bonds, debentures, notes or other evidence of indebtedness of the Corporation; provided however, that the Corporation's bonds, debentures, notes or other evidence of indebtedness may not make up more than ten percent (10%) of the mutual fund's total portfolio and the Chief Financial Officer, the Treasurer, other officers or Board Members, or employees may not exercise any discretion with respect to the investments made by the mutual fund company.

The Chief Financial Officer shall submit to the Board an investment report that summarizes recent market conditions and investment strategies employed since the last investment report. The report shall set out the current portfolio in terms of maturity, rates of return and other features and summarize all investment transactions that have occurred during the reporting period and compare the investment results with budgetary expectations, if any.

This Investment Policy shall be reviewed and approved annually.

Date: March 20, 2025

At a meeting of the Suffolk County Economic Development Corporation, Suffolk County, New York (the "Corporation"), convened in public session held at the Media Room #184 in the lower level of H. Lee Dennison Building, 100 Veterans Memorial Highway, Hauppauge, New York 11788, the following members of the Corporation were:

Present: Sarah Lansdale, Chair
Kevin Harvey, Vice Chair
Sondra Cochran, Treasurer (excused absence)
X. Cristofer Damianos, Secretary
Gregory Casamento, Member
Josh Slaughter, Member
Brian Beedenbender, Member

Excused Absence: None

Also Present: Kelly Murphy, Executive Director/CEO
Lori LaPonte Deputy Executive Director/CFO
William Wexler, Agency Counsel
Andrew Komaromi, Esq., Harris Beach PLLC

After the meeting had been duly called to order, the Chair announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to the authorization of the procurement, in conjunction with the MacArthur Business Alliance, and funding of the costs of the preparation of an economic impact analysis of the business district located within the surrounding area of the MacArthur Airport.

The following resolution was duly moved, seconded, discussed and adopted with the following members voting:

	Aye	Nay	Absent	Recused
Sarah Lansdale, Chair	[X]	[]	[]	[]
Kevin Harvey, Vice Chair	[X]	[]	[]	[]
Sondra Cochran, Treasurer	[]	[]	[X]	[]
X. Cristofer Damianos, Secretary	[X]	[]	[]	[]
Gregory T. Casamento, Member	[X]	[]	[]	[]
Josh Slaughter, Member	[X]	[]	[]	[]
Brian Beedenbender, Member	[X]	[]	[]	[]

RESOLUTION OF THE SUFFOLK COUNTY ECONOMIC DEVELOPMENT CORPORATION TAKING OFFICIAL ACTION TOWARD (I) AUTHORIZATION OF THE PROCUREMENT, IN CONJUNCTION WITH THE MACARTHUR BUSINESS ALLIANCE, AND FUNDING OF THE COSTS OF THE PREPARATION OF AN ECONOMIC IMPACT ANALYSIS OF THE BUSINESS DISTRICT LOCATED WITHIN THE SURROUNDING AREA OF THE MACARTHUR AIRPORT, (II) DEDICATING AND CONTRIBUTING CORPORATION FUNDS IN CONNECTION THEREWITH AND (III) MAKING OTHER DETERMINATIONS IN CONNECTION THEREWITH.

WHEREAS, pursuant to the purposes and powers contained within Section 1411 of the Not-for-Profit Corporation Law (“N-PCL”) of the State of New York (the “State”), as amended (hereinafter collectively called the “Act”), a resolution adopted by the Suffolk County Legislature (the “County”) (the “County Resolution”), and pursuant to its duly filed certificate of incorporation (the “Certificate”), the **SUFFOLK COUNTY ECONOMIC DEVELOPMENT CORPORATION** (the “Corporation”) was established as a not-for-profit local development corporation of the State with the authority and power to own, lease and sell personal and real property for the purposes of, among other things, acquiring, constructing and equipping certain projects exclusively in furtherance of the charitable or public purposes of relieving and reducing unemployment, promoting and providing for additional and maximum employment, bettering and maintaining job opportunities, instructing or training individuals to improve or develop their capabilities for such jobs, by encouraging the development of, or retention of, an industry in the community or area, and lessening the burdens of government and acting in the public interest;

WHEREAS, The MacArthur Business Alliance is a nonprofit organization dedicated to uniting and supporting businesses, other nonprofits, professionals, and the broader community surrounding Long Island MacArthur Airport – better known as The MacArthur Hub” – through advocacy, networking, and collaborative efforts. The MacArthur Business Alliance represents the interests of business, commerce, industry, not-for-profits and professionals in Suffolk County;

WHEREAS, The MacArthur Business Alliance is seeking a partnership and collaboration with the Corporation in connection with the procurement and funding of the costs of the preparation of an economic impact analysis of the MacArthur Hub (“Impact Analysis”);

WHEREAS, The MacArthur Business Alliance has taken preliminary steps in defining the scope of and procuring the Impact Analysis, for The McArthur Hub all as set forth on **Exhibit A**, hereto;

WHEREAS, the Corporation determined that The MacArthur Business Alliance’s efforts as well as the County’s long standing efforts with respect to the potential revitalization of The McArthur Hub, are consistent with the Corporation’s purposes of relieving and reducing unemployment, promoting and providing for additional and maximum employment,

bettering and maintaining job opportunities, instructing or training individuals to improve or develop their capabilities for such jobs, by encouraging the development of, or retention of, an industry in the community or area, and lessening the burdens of government and acting in the public interest;

WHEREAS, subject to the Conditions (as defined in Section 1 of this resolution), the Corporation also determines that the procurement and funding of the costs of the preparation of the Impact Analysis is consistent with the Corporations purposes;

WHEREAS, in furtherance of the Corporation's purposes and in the interest of advancing the prospects of The MacArthur Hub and assisting and cooperating with The MacArthur Business Alliance as well as furthering the County's interests and participation in the potential revitalization of The MacArthur Hub, the Corporation desires to dedicate and contribute Corporation funds, by funding up to but not exceeding Seventy-Five Thousand and XX/100 (\$75,000.00) Dollars from the funds of the Corporation, for the purpose of procuring the Impact Analysis subject to the (as defined in Section 1 of this resolution); and

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE SUFFOLK COUNTY ECONOMIC DEVELOPMENT CORPORATION AS FOLLOWS:

Section 1. The approvals contained in this resolution are expressly subject to the following conditions (collectively, the "Conditions"):

- a. The MacArthur Business Alliance must provide receipts showing that all moneys provided from the funds of the Corporation were applied to the payment of the costs of the preparation of the Impact Analysis.
- b. The MacArthur Business Alliance must agree to fund all amounts necessary to complete the Impact Analysis over and beyond the moneys provided from the funds of the Corporation.
- c. Prior to the finalization of the Impact Analysis, The MacArthur Business Alliance and / or the drafting consultant must provide the Corporation with a copy of a draft of the Impact Analysis for the Corporation's review and comment.
- d. The final version of the Impact Analysis must be delivered to the Corporation and include the logo of the Corporation on the cover page of the Impact Analysis.

Section 2. The Corporation hereby ratifies, confirms and approves actions heretofore taken by the Executive Director/CEO, Deputy Executive Director/CFO and the staff of the Corporation with respect to the requested consent and other matters contemplated by this Resolution, including, without limitation, those actions required to ensure full compliance with the requirements of the Act, Article 8 of the Environmental Conservation Law (the "SEQR Act") and the regulations adopted pursuant thereto (the "Regulations" and together

with the SEQRA Act, collectively, "SEQRA"), and all other Applicable Laws that relate thereto.

Section 3. The Corporation determines that the requested action is a Type II Action pursuant to SEQRA involving "continuing agency administration" which does not involve "new programs or major reordering of priorities that may affect the environment" (6 NYCRR §617.5(c)(20)) and therefore no Findings or determination of significance are required under SEQRA.

Section 4. The Corporation hereby determines that the Corporation has fully complied with the requirements of the Act, SEQRA and all other applicable laws that relate to the requested consents.

Section 5. The Corporation is hereby authorized to (i) cooperate with The MacArthur Business Alliance in the procurement of the Impact Analysis and (ii) dedicate and contribute the sum of up to but not to exceed Seventy-Five Thousand and XX/100 (\$50,000.00) Dollars from the funds of the Corporation, to be used to fund the costs of procuring the Impact Analysis, subject to the Conditions. The Chair, the Vice Chair or the Executive Director/CEO or the Deputy Executive Director/CFO Director are hereby authorized to deposit such funds at the direction of The MacArthur Business Alliance subject to the Conditions.

Section 6. The Chief Executive Officer of the Corporation is hereby authorized, empowered and directed to do all things and acts, and to execute all documents, as may be necessary or advisable and proper to carry out this resolution, subject to applicable laws, the Corporation's by-laws, the Corporation's policies and procedures in effect from time to time, and the provisions of this resolution heretofore or hereby adopted by the board of directors of the Corporation.

Section 7. All covenants, stipulations, obligations and agreements of the Corporation contained in this Resolution and in any documentation prepared in connection with the procurement, funding, evaluation or utilization of the Impact Analysis ("Study Documents") shall be deemed to be the covenants, stipulations, obligations and agreements of the Corporation to the full extent authorized or permitted by law, and such covenants, stipulations, obligations and agreements shall be binding upon the Corporation and its successors from time to time; provided, however, that no covenants, stipulations, obligations or agreements of the Corporation contained in this Resolution, any Study Document shall give rise to any pecuniary liability of the Corporation or a charge against its general credit of the Corporation or shall obligate the Corporation in any way except to the extent of its obligations set forth herein.

No covenant, stipulation, obligation or agreement herein contained or contained in any Study Document shall be deemed to be a covenant, stipulation, obligation or agreement of any member, officer, agent or employee of the Corporation in his or her individual capacity and neither the members of the Corporation nor any officer executing any Study Document shall be liable personally on the Study Documents or be subject to any personal liability or accountability by reason of the issuance thereof.

Section 8. The Chair, the Executive Director/CEO and the Deputy Executive Director/CFO of the Corporation are each hereby authorized to approve modifications to the terms approved herein which are not inconsistent with the intent and substance of this Resolution, such approval to be evidenced by the execution by any one of such officers of the Study Documents containing such modifications.

Section 9. This Resolution shall take effect immediately.

EXHIBIT A



MacArthur Business Alliance

Since its inception in 1994, the MacArthur Business Alliance (MBA) has represented the interests of the business community in the vicinity of MacArthur Airport and has since sought to expand its reach to all of Suffolk County. The Alliance, through the leadership of its Directors, is member-focused and exemplifies the principles of excellence, integrity, innovation, teamwork and leadership.

The MacArthur Business Alliance represents the interests of business, commerce, industry, not-for-profits and professionals in Suffolk County. The Alliance is revitalizing our efforts to foster cooperation and collaboration among Long Island businesses; advocate for the improvement and growth of the Long Island business community; and inform business owners and community members on issues of key importance to all Long Islanders. We want to establish positive and productive partnerships among Long Island businesses, non-profits, schools, and residents, the Alliance will act to create a stronger and more prosperous Long Island for all.

Main Objective:

The purpose of the report is to promote what currently exists in the Business District, to advocate for resources and promote the business district as a major asset to the Long Island region and assist in future development opportunities. The report will also be used as a baseline to identify opportunities for investment and measure improvement.

The MacArthur Business Alliance (MBA) is seeking to hire a consultant to conduct an economic impact analysis of the businesses ("Business District") located within the surrounding area (5-mile Radius) around Islip MacArthur Airport (ISP). The study should cover the economic impacts, including a comprehensive analysis of the economic, social and community impacts derived by the businesses surrounding ISP airport. The study should quantify the number of businesses, number of employees, industry sectors, and analyze the direct, indirect and induced impacts the area delivers to the region.

Scope of Work:

1. Data Collection

- a. Conduct surveys/interviews with local businesses to gather information about employment, revenue, and airport-related activities.
- b. Interview airport officials to understand traffic statistics, expansion plans, and spending patterns.
- c. Obtain data from economic databases (i.e. Dept. Of Labor, U.S. Census, state/local development agencies).



d. Review existing reports, studies and local government publications related to the airport and surrounding area.

2. Business District and Employment Data

- a. Identify and categorize the business sectors that operate within the region.
- b. Provide a breakdown of the number of businesses and employees within each sector.
- c. Analyze employment trends and project future job growth opportunities based on regional development potential.
- d. Identify workforce development needs and opportunities to enhance job creation within the region.

3. Business Revenue and Tax Contribution Analysis

- a. Provide an assessment of the current revenue generated by businesses operating within the region.
- b. Analyze local tax contributions from businesses, identifying areas of economic strength and opportunities for increased tax revenue through strategic development.
- c. Deliver a forecast of future tax revenue based on recommended development strategies.

4. Economic Impact Assessment

- a. Conduct an economic analysis to identify the direct, indirect and induced economic benefits the Business District brings to Long Island. This should include job creation, business revenue, and tax generation.
- b. Analyze and quantify how current businesses in the region contribute to the broader LI economy.
- c. Identify specific business sectors and their economic impact, including industries related to aviation, distribution, tourism, retail, and services.

5. Central Planning and Development Strategy

- Provide strategic direction for future development in the region to improve any deficiencies and help ensure productive growth.
- Assess proximity to critical transportation networks (airport, highways, railroads), and tourism destinations (beaches, eastern Long Island) as key elements of the region's value.
- Recommend land-use strategies, infrastructure enhancements, and business growth opportunities to optimize the economic potential of the region.
- Identify and map potential development sites, underutilized land, and properties with high growth potential.



6. Reporting and Deliverables

- Provide a comprehensive written report summarizing the findings and recommendations including an executive summary highlighting the key findings and main takeaways.
- Include data visualizations, charts, and graphs to illustrate key economic indicators and development opportunities.
- Present findings and recommendations in a public or board meeting, including a Q&A session to address any questions from stakeholders.
- Provide a detailed economic snapshot of key findings and main takeaways suitable for use in promotional materials and advocacy efforts.
- Provide actionable insights for stakeholders (government and businesses).
- Highlight key benefits that make the area appealing to potential residents, businesses, and visitors.
- Create a promotional narrative and strategic messaging to position the area as an attractive location for business investment and tourism within Long Island.

Budget and Proposal Submission:

Consultants are requested to provide a detailed cost proposal for performing the work outlined in this scope. The proposal should include a breakdown of fees, and a list of relevant experience, qualifications, and references. The proposal should also include an overall timeline and duration required to perform this work and produce a finalized report.



A note from the Economic Impact Study Committee:

As part of our efforts to conduct an economic impact study of our MBA region, the EIS committee has interviewed three potential consultants. The following is a summary of our meetings, key takeaways, and recommended next steps. Please also see our original "scope of work" document that was reviewed with each consultant to ensure clarity and consistency for each.

Consultant Interviews Summary

1. Camoin Associates

Meeting Date: January 6, 2025

Attendees: Robert, Angela, Rachel, Catherine, Andrew, Jeff

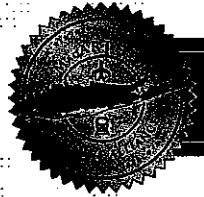
- Rachel Selsky (CEO) and Robert Camoin (President/Founder) led the presentation.
- Extensive experience with IDAs, including a recent Long Island Builders Institute (LIBI) project.
- Completed a similar project for Bradley Airport (CT), demonstrating direct airport-related economic study experience.
- Key focus on data planning: identifying what is needed, where to find it, and how to address gaps.
- Recommended conducting surveys of both MBA members and non-members and conducting interviews.
- Business attraction efforts include a phone center for both inbound and outbound calls.
- **Timeline:** Estimated 6 to 9 months, with data gathering noted as a key challenge.
- **Cost Estimate:** \$75K to \$100K.

2. James Lima Planning + Development

Meeting Date: January 7, 2025

Attendees: James, Yuxiang, Catherine, Andrew, Jeff

- James Lima (Founder) led the discussion.
- Experience with IDAs and prior partnership with Regional Planning Associates.
- Performed a Health Impact Assessment (HIA), showing ability to analyze economic and social factors.



- Experience working with the Suffolk County IDA, relevant to our study's potential stakeholders.
- Proposed a two-phase approach:
 - **Current State Assessment:** 4 months
 - **Future Planning:** 6 months (concurrent with current state assessment to accelerate completion)
- **Cost Estimate:** \$75K to \$125K.

3. HRA Advisors

Meeting Date: January 29, 2025

Attendees: Shuprotim Bhaumik, Catherine, Andrew, Jeff

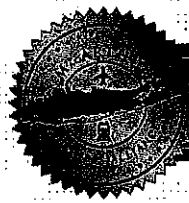
- Currently working with Empire State Development (ESD) on grant fund distribution.
- Experience with IDA and regional planning impact studies, including an airport economic impact study outside Hartford CT.
- Noted that our proposed scope is well-structured and comprehensive.
- **Key Observations:**
 - Data collection and survey efforts could be time-consuming; asked for clarification on specific objectives (e.g., tax revenue impact, workforce dynamics).
 - Noted the economic impact of our region extends beyond the 5-mile regional scope initially considered.
 - Emphasized the importance of a forward-looking strategy, including workforce development, housing, and private investment.
 - Suggested conducting all three study components (current state, economic study, strategic recommendations) concurrently for efficiency.
- **Timeline:** Estimated 6 to 9 months, including survey and member engagement.
- **Cost Estimate:** No specific estimate provided at this time.

Next Steps & Board Approval Request

To ensure broad support and alignment with key stakeholders, we recommend the following next steps:

1. **Schedule Stakeholder Meetings:**

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- o Engage key decision-makers and potential key stakeholders to gather input and secure buy-in. Depending on willingness to support this effort, key stakeholders may request to modify scope of the study once they get involved.
- o **Priority of Potential Stakeholders:**
 - Islip Town Supervisor
 - Islip Industrial Development Agency (IDA)
 - Suffolk County
 - Suffolk County IDA
 - Brookhaven IDA
- o Request participation from fellow MBA board members in these discussions to strengthen advocacy efforts.

2. Refine Scope & Budget Considerations:

- o Incorporate stakeholder feedback to refine the study's objectives and budget range before selecting a consultant.

3. Finalize Consultant Selection:

- o Following stakeholder engagement, reconvene to finalize consultant selection based on updated project scope and budget constraints.

Board Action Requested:

We seek board approval to proceed with scheduling stakeholder meetings and engaging fellow board members for support in these discussions.

Thank you for your consideration and continued support. We look forward to our next steps in moving this effort forward.

Sincerely,

Andrew Saggese, Catherine Fee, and Jeff Stern

MacArthur Business Alliance – Economic Impact Study Committee