



Theresa Ward
Chairperson

**ACCEPTED BY BOARD
MEMBERS ON 06/28/18**

MINUTES
SCEDC REGULAR MEETING
MAY 17, 2018

PRESENT

Theresa Ward, Chair
Grant Hendricks, Vice Chair
Peter Zarcone, Treasurer
Anthony Giordano, Secretary
Kevin Harvey, Member
Gregory T. Casamento, Member

ABSENT

Sondra Cochran, Member

ALSO PRESENT

Louis Bekofsky, Suffolk County EDC, Executive Director/CEO
Regina Zara, Suffolk County EDC, Deputy Executive Director/CFO
Angela Glaser, Suffolk County EDC, Executive Assistant
Anthony J. Catapano, Suffolk County IDA, Executive Director
Kelly Morris, Suffolk County IDA, Deputy Executive Director
John McNally, Suffolk County IDA, Associate Director Marketing & Outreach
Daryl Leonette, Suffolk County IDA, Executive Assistant
Regina Halliday, Suffolk County IDA, Bookkeeper
William Wexler, Corporation Counsel
Terrance Walsh, Counsel, Nixon Peabody
William Dudine, Partner, Katten Muchin Rosenman LLP
Andrew Komaromi, Partner, Harris Beach PLLC
James Madore, Reporter, Newsday
David Chauvin, Vice President, Zimmerman/Edelson, Inc.
Christina Delisi, Legislative Aide, Suffolk County Presiding Officer DuWayne Gregory
Kimberly Scalice, Legislative Aide, Suffolk County Legislator Tom Cilmi
Seth Lounsbury, Legislative Aide, Legislator William J. Lindsay III

**H. Lee Dennison Building, 100 Veterans Memorial Highway, P.O. Box 6100, Hauppauge, NY 11788
(631) 853-4800 | Fax: (631) 853-4767**

Jonathan Keyes, Chief Planner, SC Dept. Economic Development and Planning
Peter Goldsmith, Chairman, Long Island Software & Technology Network "LISTnet"
Paul Trapani, President, Long Island Software & Technology Network "LISTnet"
Ray Czajkowski, Albanese Organization
Paul Posillico, Member, TDG Commack, LLC
Peter Curry, Esq., Farrell Fritz, P.C., TDG Commack Counsel
Nick Terzulli, Esq., Farrell Fritz, P.C., TDG Commack Counsel
Craig J. Padover, Partner, Marlmar Associates, LLC
Jeff Cohen, Director of Operations, Aresco Management Ltd. for Marlmar Associates
Guy Germano, Esq., Germano & Cahill, P.C., Marlmar Associates Counsel

The May 17, 2018 Regular Meeting of the Suffolk County Economic Development Corporation ("SCEDC") was held in Media Room #184, in the Lower Level of the H. Lee Dennison Building, 100 Veterans Memorial Highway, Hauppauge, NY, and was called to order by Theresa Ward, Chair of the SCEDC, at 12:30 pm.

PUBLIC COMMENT

Ms. Ward opened the SCEDC Board Meeting by asking if there was any public comment.

No comments were received for the Public Comment portion of the Suffolk County Economic Development Corporation.

NEW BUSINESS

Lou Bekofsky indicated that there was no New or Old Business at this time, and asked Jonathan Keyes to address SCEDC's Other Business by giving an overview of the Digital Ballpark which was a downtown program that SCEDC would like to initiate.

OTHER BUSINESS

Digital Ballpark Presentation

Jonathan Keyes introduced himself as the Chief Community Development Planning Specialist for the Suffolk County Department of Economic Development and Planning. He explained that the proposed Digital Ballpark project was a concept for a tech and small business incubator that would fill job vacancies in that industry on Long Island, specifically in Wyandanch.

Mr. Keyes said that about a year ago members of the Suffolk County Department of Economic Development and Planning were approached by Peter Goldsmith and Paul Trapani of Long Island Software and Technology Network or "LISTnet," a certified not-

for-profit membership organization, who were both present at the meeting, with a concept to build on the success of its Digital Ballpark incubator in Plainview by opening a new Digital Ballpark incubator in Wyandanch in the heart of a new downtown and steps away from the Wyandanch train station. It would be attractive and convenient for workers in search of a small, affordable and flexible space to manage their emerging business.

Mr. Keyes said he believed the project was directly in line with the Suffolk County Economic Development Corporation's goals to drive innovative economic growth. He explained the structure of the program, indicating that the SCEDC had secured a grant of \$210,000 from Empire State Development and an additional \$250,000 from the Office of Assemblywoman Kimberly Jeanpierre, and proposed using the funds to convert approximately 3,000 sq. ft. of storefront space into an office incubator with approximately 10-13 offices as well as a large reception conference area for networking events. LISTnet would have an office on site and be responsible for the everyday management of the space, doing everything from finding tenants to selecting and hosting networking events, and providing training and tech support. LISTnet would also partner with the Urban League of Long Island to provide job training and outreach to residents of Wyandanch and the local community to ensure local representation of the space and support business development among historically underrepresented communities. Mr. Keyes stated that aside from a small application fee of \$250 and a project administration fee of less than \$2,500 due upon project completion, the project would come at no cost to the SCEDC. Mr. Keyes mentioned that contributions and services would also be provided from LISTnet and the Albanese Organization. Mr. Keyes encouraged the Board to visit the website www.digitalballpark.com for more information.

Mr. Keyes then introduced Peter Goldsmith, Chairman, and Paul Trapani, President, of LISTnet, and Ray Czajkowski of the Albanese Organization to elaborate further on the success they have had with the Digital Ballpark incubator in Plainview and what they hoped to accomplish in Wyandanch.

Peter Goldsmith began by saying that he started LISTnet 21 years ago. He stated that LISTnet does not receive government funds, but exists solely on membership and sponsorship, and its mission is to make Long Island a tech center of excellence similar to that of New York City, and to help tech companies grow on Long Island. He said that LISTnet works with IT students from many of the colleges on Long Island and that opening a new Digital Ballpark incubator in Wyandanch would be very important in attracting and training women and minorities in the tech field. Mr. Goldsmith stated that LISTnet partners with the Urban League to attract and train women and minorities in the tech field, and with United Way to attract and train veterans in the tech field.

Mr. Goldsmith went on to elaborate on the success of the Digital Ballpark incubator in Plainview, saying that it was a 9,000 sq. ft. industrial area not near a railroad which originally opened with 9 tech company offices, and now has 24 tech company offices.

Paul Trapani, President, of LISTnet, then spoke briefly about how the tech companies co-work together and expand on ideas that would not be possible if they were to go it alone, and how LISTnet also collaborates with local Long Island colleges and universities to make connections for interns to work in the tech companies that are in the Digital Ballpark. Mr. Trapani stressed that the vision for the Wyandanch Digital Ballpark would be similar to that of the Plainview location, with the advantage that the Wyandanch Digital Ballpark would be located near a train station, which would facilitate job training and development of a strong tech workforce.

Ray Czajkowski of the Albanese Organization, partnering with LISTnet in this endeavor, showed the interior layout of the roughly 3,000 sq. ft. space at the end cap of 10 Station Drive in Wyandanch. He noted that it would provide for 13 flexible individual offices and an open meeting area on the Plaza side for easy accessibility. Mr. Czajkowski indicated that it would also be a great opportunity for individuals working in Manhattan to affordably rent an office in this space and have professionals comingling with each other.

Ms. Ward commented that it was a great workforce development project and opportunity for talent, attraction and retention.

After further discussion and;

Upon a motion by Theresa Ward, seconded by Gregory Casamento, it was:

RESOLVED, to preliminarily approve the creation of a Digital Ballpark incubator and/or shared workspace program in Wyandanch for small business.

Unanimously carried 6/0.

MINUTES

Theresa Ward asked for a Motion to approve the Draft Minutes of the April 26, 2018 Meeting.

After further discussion and;

Upon a motion by Grant Hendricks, seconded by Theresa Ward, it was:

RESOLVED, to approve the Minutes of the April 26, 2018 SCEDC Board Meeting.

Unanimously carried 6/0.

Ms. Ward then motioned to adjourn the May 17, 2018 SCEDC Board Meeting.

After further discussion and;

Upon a motion by Theresa Ward, seconded by Gregory Casamento, it was:

RESOLVED, to adjourn the May 17, 2018 Regular Meeting
of the Suffolk County Economic Development Corporation.

Unanimously carried 6/0.

The Meeting adjourned at 1:00pm.

The next Meeting of the Suffolk County Economic Development Corporation is tentatively scheduled for June 28, 2018.