

TOWN BOARD
TOWN OF OYSTER BAY
SPECIAL MEETING
MARCH 21, 2019
10:15 A.M.

JOSEPH SALADINO
SUPERVISOR

JAMES ALTADONNA JR.
TOWN CLERK

P R E S E N T:

SUPERVISOR JOSEPH S. SALADINO
COUNCILMAN JOSEPH D. MUSCARELLA
COUNCILMAN ANTHONY D. MACAGNONE
COUNCILMAN LOUIS B. IMBROTO
COUNCILWOMAN MICHELE M. JOHNSON
COUNCILMAN THOMAS HAND
COUNCILMAN STEVEN L. LABRIOLA

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

JAMES ALTADONNA JR., TOWN CLERK
JAMES STEFANICH, RECEIVER OF TAXES

Minutes of the meeting
taken by:

KRISTINA TRNKA
Reporter/Notary Public

1 SUPERVISOR SALADINO: Good morning,
2 ladies and gentlemen.

3 Welcome to the Town of Oyster Bay Today
4 concessions open work session.

5 Today is Thursday, March 21st. Welcome
6 to Town Hall.

7 To led us in prayer as we begin every
8 public meeting here in the Town of Oyster Bay,
9 please welcome our friend Pastor John Yenchko of
10 North Shore Community Church in Oyster Bay.

11 Pastor, the podium is yours.

12 PASTOR YENCHKO: Thank you,
13 Mr. Supervisor. I'm glad to be with you this
14 morning.

15 (Whereupon, a prayer was recited by
16 Father John Yenchko.)

17 SUPERVISOR SALADINO: Thank you, Pastor
18 Yenchko.

19 Thank you for always joining us and
20 thank you for all of your leadership and your
21 wisdom.

22 And now we ask to be joined by
23 Commander Richard DeJesu from AmVets Post 21 here
24 in Oyster Bay to lead us in the Pledge of
25 Allegiance.

1 Commander, it's all yours.

2 (Whereupon, the Pledge of Allegiance
3 was recited by Commander Richard DeJesu.)

4 SUPERVISOR SALADINO: Thank you so
5 much, Commander Rich DeJesu. Thank you for taking
6 the time.

7 And I ask you all to please remain
8 standing while we recognize a moment of silence for
9 our men and woman in the armed services, those
10 serving here in the homeland and abroad and in
11 recognition of the men and women in law enforcement
12 and all of our first responders who we hold so dear
13 and we greatly appreciate.

14 (Whereupon, a moment of silence was
15 observed.)

16 SUPERVISOR SALADINO: Thank you.

17 Please be seated.

18 Thank you for joining us all here today
19 as we administer open, honest, and a very
20 transparent process to choose new concessionaires
21 for our facilities at Tobay Beach.

22 When the administration changed in
23 2017, we made a pledge to our residents to
24 establish a very open process, implement reforms,
25 and usher in a new day in the Town of Oyster Bay.

1 One of the initiatives I was most
2 pleased to have introduced, along with the Board,
3 was the open, public work session, which we hosted
4 nearly two years ago. We had that open process to
5 select new concessionaires for our Town facilities.
6 We will be repeating that process today.

7 With the Summer on the horizon and fun
8 days ahead at Tobay Beach, it's important that we
9 select vendors very soon and have them in place for
10 the start of the beach season.

11 Over the course of the day the Town
12 Board will publically review multiple proposals in
13 response to a request for proposals for the
14 operation of the food and beverage services at
15 Tobay Beach ahead of the upcoming Summer season.

16 And, again, the entire process will be
17 conducted publically.

18 Presentations will be made by a number
19 of companies with many years of experience in the
20 food service industry. Each of the presenters have
21 provided financial documents to an outside,
22 independent accounting firm that represents our
23 Town. After the presentations are completed, the
24 council members and I will deliberate openly and
25 publically to determine the applicant who

1 represents the best value for our residents. We
2 want to provide you, our residents, with the best
3 food and beverage services in a way that is
4 affordable and enhances the overall experience at
5 Tobay Beach.

6 Selecting companies at a public meeting
7 is an open, honest, and transparent way, which
8 ensures that we not only get it done in time for
9 the season, but that we get it done right.

10 Now, we will begin with presentations
11 for the restaurants. These companies will present
12 their proposals based on a randomly selected order.
13 After each presentation, the Board may ask
14 questions. After all the presentations for the
15 restaurants are complete, we will then except
16 public comment. We will do the same after the
17 concession presentations are complete. And we will
18 be taking a break between the restaurant portion
19 and the concession portion, so this way if anyone
20 needs to go out to lunch, we will provide you with
21 a 45-minute break for you to do so.

22 Our first presenter today will be
23 Island Time Hospitality Group.

24 All of these were chosen in a random
25 fashion.

1 We are going to -- yes. Before we do
2 that we're just waiting a moment. We are going to
3 be joined -- if you don't mind taking your seats.
4 We are going to be joined in just a moment by
5 Councilman Imbroto who is probably -- will be
6 walking in the door in just seconds. And then
7 we'll take the roll to open up our meeting and then
8 you'll go first.

9 So, we thank you for your patience and
10 we thank each and every one of the presenters for
11 coming here today and for presenting their proposal
12 in such an open and transparent way.

13 We will just take a moment more and I'm
14 sure Lou Imbroto -- Councilman Imbroto is about to
15 walk in the door.

16 (Whereupon, a pause was taken at this
17 time.)

18 SUPERVISOR SALADINO: Just give him a
19 minute more.

20 Town Clerk will now take the roll.

21 Call the roll, please.

22 MR. ALTADONNA: Supervisor Saladino?

23 SUPERVISOR SALADINO: Present.

24 MR. ALTADONNA: I'd just like to say
25 that there were some words said about Senator

1 McCain last night. And I'd like expand on that and
2 say that the man is a war hero and he doesn't
3 deserve those comments.

4 And I personally want it read into the
5 record that as Town Clerk of Oyster Bay, I stand
6 with Senator McCain. I think he served this
7 country honorably and served it with his last full
8 measure of devotion. And I think that anybody who
9 questions that should go visit Arlington Cemetery
10 or go visit any of the cemeteries on Long Island
11 and see what that last full measure of devotion
12 means.

13 Thank you.

14 (Applause.)

15 SUPERVISOR SALADINO: The clerk will
16 now call the roll.

17 MR. ALTADONNA: Councilman Muscarella?

18 COUNCILMAN MUSCARELLA: Here.

19 MR. ALTADONNA: Councilman Macagnone?

20 COUNCILMAN MACAGNONE: Here.

21 MR. ALTADONNA: Councilwoman Johnson?

22 COUNCILWOMAN JOHNSON: Here.

23 MR. ALTADONNA: Councilman Imbroto?

24 COUNCILMAN IMBROTO: Present.

25 MR. ALTADONNA: Councilman Hand?

1 COUNCILMAN HAND: Here.

2 MR. ALTADONNA: And Councilman
3 Labriola?

4 COUNCILMAN LABRIOLA: Here.

5 MR. ALTADONNA: Okay. You have a --

6 COUNCILMAN MACAGNONE: Excuse me,
7 Clerk. You neglected to poll the supervisor.

8 COUNCILMAN MUSCARELLA: He started with
9 him.

10 MR. ALTADONNA: I did. I did.

11 (TIME NOTED: 10:25 A.M.)

12 SUPERVISOR SALADINO: So, our first
13 presenter will be the Island Time Hospitality Group
14 for our restaurants.

15 MR. MILLER: Good morning.

16 Before we get started, I would just
17 like to say that the way you start your Town
18 meetings this morning with the prayer and the
19 pledge, that's awesome. That's something that's
20 lost in our schools and I was just blown away by
21 that.

22 SUPERVISOR SALADINO: Thank you.

23 MR. MILLER: So, good morning. Thank
24 you for having us today. And good luck finding the
25 perfect partner for your residents in the Town of

1 Oyster Bay.

2 It's a challenge. I know everybody
3 personally who is applying and they're all very
4 much -- what's the word I'm looking for --
5 qualified. Thank you.

6 So for Island Time Hospitality Group,
7 my name is Mark Miller. These are my partners
8 here: James Bonanno, Scottie Campbell, Frank
9 Boyle, Kevin Mills.

10 This group came together last year,
11 about this time, for the purpose of winning the
12 proposals over at Cedar Beach, formerly the Beach
13 Hut. We've all known each other a very long time.
14 We've been in businesses -- several different
15 businesses -- over 30 years for myself. A couple
16 of the younger -- the junior partners -- started
17 off working for me. Then they went on -- they went
18 on to open their own businesses and then we came
19 together last year. I was -- we were bidding for
20 what is now the Salt Shack. And James and his
21 partners were doing the same. We came together for
22 just the perfect kind of a dream team.

23 We represent a lot of different types
24 of restaurants. The Harbor Crab in Patchogue,
25 which is an indoor/outdoor seafood place; the

1 Dublin Deck, very similar to the Salt Shack, live
2 music, indoor/outdoor tiki bar; the Tap Rooms of
3 Massapequa and Patchogue; some healthy fast food
4 options in the Bango Bowls, also Massapequa Park --
5 there's five locations throughout New York and
6 abroad; and the Parabell Food Bar. There are two
7 Parabells, one out in Riverhead and one in
8 Patchogue.

9 This group came together last year
10 explicitly for the Cedar Beach and Overlook Beach
11 locations. We just really enjoyed it. We enjoyed
12 the process. We were grateful to be picked. We
13 delivered what we said we going to and beyond.

14 So today we only have twenty minutes.
15 We went over this yesterday and our presentation
16 practicing, the closest we came is about an hour
17 and fifteen minutes, so all I'm going to do is give
18 you our vision for these two restaurants. And then
19 we did a pretty thorough job with the book that you
20 have in front of you, the proposal, so we are just
21 going to leave the rest of that time for your
22 questions, should you have any.

23 So, our vision for these two
24 restaurants -- I'm going to let James tell you
25 about the one to the west.

1 James Bonanno.

2 MR. BONANNO: Really this concept, this
3 idea, came from a vacation my wife was on -- my
4 wife and I were on last year, last February in
5 Australia. This really -- I have a local friend
6 who lives there. He was saying one of the most
7 popular, biggest hospitality groups just opened
8 this seasonal venue right on the water and we went
9 there and we were just blown away.

10 My business mind starting rolling. I
11 was telling my wife and my friend, I have to bring
12 this somewhere back to Long Island. So when Tobay
13 Beach proposal came up, that was the first instant
14 idea that happened right away.

15 Basically, the concept, the idea, kind
16 of termed, like, a fresco marketplace feel with,
17 like, different food outlets. Meaning, like, it's
18 more of an experience where we kind of have
19 different food stations throughout the venue. So
20 like a seafood shack over here with lobster rolls
21 and oysters and clams. And then, kind of, over
22 here a grill with different burgers and kabobs or
23 different sandwiches. Then over here, fresh salads
24 and chowders.

25 Where -- what was nice when we were in

1 Australia was -- I turned off my phone. It's still
2 on. What was nice in Australia, we were with a big
3 group of people. What was nice was I was kind
4 of -- I wanted some seafood, but my wife wanted
5 this. We didn't have to -- then we had a few
6 people that just wanted to have a pina colada and
7 kind of enjoy the sunset, sit under the palm trees.
8 So we weren't really bogged down with having a
9 table of 15, with the server that we had to tip 20
10 percent.

11 It was the idea that you can go up to
12 different areas, order your food, get a pager, go
13 back to where you guys might be enjoying live music
14 and then when your food is ready, and everyone kind
15 of has their own bills. Everyone is not really
16 tied down with, kind of, you know, trying to split
17 that bill when this person ate this and this person
18 drank that.

19 So, like, the idea with the location at
20 the west, formerly Mango Bay, would be to kind of
21 where the inside bar is right now and the food
22 station, kind of turn the inside bar, kind of wrap
23 it around and that be part of the food outlets.
24 Where the previous operator put a DJ booth out on
25 the deck, that's envisioned to be one of those food

1 outlets.

2 And then our idea for an inside bar
3 would be to put it in the northeast corner and kind
4 of have it right on the corner of the building so
5 it could have indoor/outdoor feel where we could
6 put garage doors that would come down to the actual
7 bar, so if it's nice out, we could open those up so
8 the bartender could be serving someone on the
9 inside, but also serving on the outside, which
10 you'll find in a couple of seasonal restaurants
11 throughout Fire Island, a couple of them have that.

12 Then really, the long-term goal -- and
13 I know this is a process that happens really quick,
14 right -- we are opening Salt Shack in five weeks
15 and this, we want to be open by Memorial Day, so we
16 understand we're in a time crunch. Something we
17 are familiar with because we kind of went through
18 this last Summer. But, ultimately, we'd like to
19 utilize the mini golf space for more of this type
20 area. And put pavers down there, have a stage for
21 live music because we want the residents to have a
22 reason to drive, to commute, to come over the
23 bridge. We want to capture that beach traffic,
24 when they're having affordable opinions so the
25 families can come off the beach, they can come

1 there, they can enjoy a meal in their flip-flops
2 and not feel like anything is too elevated. But we
3 also want to give residents the option to come from
4 home. Drive thirty minutes or forty minutes,
5 wherever they're coming from and experience great,
6 fresh quality food, but also some live
7 entertainment, so using that downstairs mini golf
8 area would allow us the space to put the stage.
9 Because speaking to -- owning the Tap Room in
10 Massapequa Park, I speak with a lot of the Town of
11 Oyster Bay residents. A lot of our regulars, some
12 of them are boaters that live at Tobay Beach for
13 the whole Summer. Just kind of feeling them out
14 and asking, what they would like.

15 We saw that the previous operator had
16 some of the similar bands that we had down the
17 street at Salt Shack, but at Mango Bay, they said
18 the problem was the band was here and you had all
19 your dining tables right there, so it was kind of
20 intrusive on someone trying to eat dinner. There
21 was really no place to maybe have a pina colada and
22 watch the band. You were all kind of confined into
23 one space.

24 So, we feel using that mini golf area
25 would help alleviate that. And, ultimately,

1 depending on timelines and working with the Town,
2 we'd like to build an outdoor bar in that area as
3 well.

4 COUNCILMAN IMBROTO: Are you talking
5 about replacing the mini golf area?

6 MR. BONANNO: Correct. Right.

7 That's really our concept for what we
8 would like to call The Wharf and I'll let Mark talk
9 quick about the eastern portion.

10 MR. MILLER: Thank you.

11 So while Jamie and his millennial
12 buddies are on the other side going to their little
13 food stations and listening to live music, I have
14 five children. I want to be on the beach. And
15 when I get off the beach, I really don't feel like
16 going home and cooking. I want to make the place
17 to the east, which we're tentatively calling The
18 Beach House, very similar to our Dublin Deck.

19 It's going to be surrounded with palm
20 trees, real live palm trees. Similar to what we
21 did at the Salt Shack. It's going to be a fun,
22 tiki-type place. Full service, meaning waitress
23 service. I want to take my kids and my wife and
24 sit down without paying a fortune, without having
25 to go home and cook. I want to enjoy vacation,

1 which is really what this group -- that's what we
2 specialize in. We sell vacation. We've been doing
3 it for more than twenty years over in the Patchogue
4 area. We can change a place with the look, the
5 feel, the vibe, the quality of the people that we
6 hire.

7 Hospitality means a lot more than food
8 and service. Hospitality means we are going to
9 make this into Tobay's everybody's favorite -- you
10 know, the residents of Oyster Bay, this is going to
11 be their favorite place. They are going to tell
12 their children and their children's children about
13 -- remember when we used to go down to The Beach
14 House, remember when we used to go to The Wharf.
15 So, that's our goal.

16 It is all about your residents, so a
17 lot of what we're discussing is going to be
18 dictated on what they want. And we'll learn that
19 over the next fifteen years, hopefully.

20 I think at this point we probably
21 should just get involved in your questions.

22 COUNCILMAN IMBROTO: For the benefit of
23 the public, could you go over your financial
24 proposal?

25 MR. MILLER: Yes.

1 Kevin, you want to speak on this?

2 MR. MILLS: Our basis for the financial
3 proposal was that we want to have a successful
4 partnership. We want to invest. We expect to
5 spend a lot money in capital improvements. You
6 know, to run a successful restaurant and
7 concession, we need to have our -- our operating
8 costs need to be in line with what our sales are,
9 so we feel that our offer keeps that in mind, where
10 in our partnership guarantees you a certain amount
11 of money, and as we grow in our success, you share
12 in our success. And, you know, that's our basis of
13 coming up with those numbers.

14 COUNCILMAN IMBROTO: Could you tell
15 everyone --

16 MR. MILLS: On the first million, we'd
17 guarantee \$100,000, and then any sales above a
18 million, we'd share 10 percent.

19 COUNCILMAN MACAGNONE: You mentioned
20 capital improvements.

21 Do you realize anything that's done has
22 to be done at fair minimum wage?

23 MR. MILLS: Yes.

24 COUNCILMAN MACAGNONE: Just want to
25 make sure.

1 COUNCILMAN IMBROTO: How did you come
2 up with these numbers? What is that based on?

3 MR. MILLS: For capital improvements
4 or --

5 COUNCILMAN IMBROTO: No, no, no. For
6 the rent.

7 MR. BONANNO: Sure.

8 In our business, there's really --
9 there's only 100 pennies in every dollar. So every
10 dollar that comes in, there's a certain allocation
11 to each part of your operation, whether it's your
12 cost of goods, whether it's your labor, whether
13 it's your maintenance, whether it's your rent.

14 Really, like Kevin said, the occupancy
15 cost can't -- if it's north of 10 percent, now you
16 start jeopardizing the amount of funds you have to
17 actually run a profitable business, right. So
18 then, as far as labor goes, maybe you're skimping
19 out on labor because now your rent cost is 30
20 percent. I don't have enough for labor and now
21 service is bad. Or I don't have -- you know, like
22 in Babylon, we hire full-time staff to stay in the
23 bathroom at all times. The complaints the Town of
24 Babylon has for bathrooms are zero because we have
25 the money to afford the labor to stay in the

1 bathrooms. But if rent gets higher, then you have
2 to start pulling from other places. And that's
3 when you start jeopardizing your service, maybe
4 your maintenance.

5 MR. MILLS: Quality --

6 MR. BONANNO: Your quality of food,
7 your capital improvements. Maybe you want to put
8 the canopy on the ocean, but you don't have it
9 because I'm spending too much. The bucket over
10 here is getting too much, so --

11 COUNCILMAN IMBROTO: What do you pay at
12 Babylon? What do you make at Babylon? And what do
13 you project to make here?

14 MR. MILLER: So, when we had went
15 through this process with the Town of Babylon and
16 our numbers -- our offer was considerably lower
17 than others. We told them at the end of the day,
18 we are going to be partners and our numbers are
19 actually going to be higher than our competitors.
20 I told them what our projections were.

21 The previous concessionaire down there
22 had reported about 1.4 million. Best of my memory,
23 it was about 1.4 million. We told them that we
24 would be in 3.3 to 3.4 million and that the 7 and a
25 half percent, which is what we offered, plus the

1 licensing fee -- a small licensing fee -- would --

2 MR. BONANNO: \$50,000.

3 MR. MILLER: -- would surpass that of
4 our competitors. And many of them just looked at
5 me with -- you're either crazy or extremely
6 arrogant. And we did more than 3.4 million. We
7 were right -- we were spot on with our numbers.

8 If you go higher than a 10 percent
9 occupancy as far as rent-wise in this business, you
10 are not going to serve your residents of the Town
11 of Oyster Bay correctly. You are going to wind up
12 taking shortcuts, you're going to wind up on the
13 cover of Newsday and we don't want any part of any
14 of that.

15 So, we know our numbers. We know what
16 our food costs needs to be, we know what our labor
17 costs needs to be, and we know what our rent needs
18 to be. If that is not in align with the Town of
19 Oyster Bay, then that's fine, too, but we know what
20 we need to do.

21 COUNCILMAN IMBROTO: So you're paying
22 Babylon about \$300,000 a year or --

23 MR. MILLS: A little bit over that.

24 MR. MILLER: \$50,000 licensing fee and
25 7 and a half percent over \$100,000. So we

1 calculated it -- our offer -- because the previous
2 concessionaire here was so high, we knew that we
3 couldn't come in quite at that low number, so we
4 stretched it as high as we possibly could to still
5 be able to stay in business. If you figure it out,
6 it comes out to 10 percent, not matter what. We
7 guarantee the 10 percent below a million, and as we
8 go above a million, we are going to give 10 percent
9 on top of that.

10 Sorry if that was confusing in the
11 proposal.

12 COUNCILMAN MUSCARELLA: I have a
13 question on the elimination of the miniature golf.

14 Obviously, if you get permission from
15 the Board or the Commissioner, the entertainment,
16 will it be every night? What kind of bands? What
17 kind of hours are you going to be -- what's the --

18 MR. MILLER: That's a great question.

19 First of all, it's our intention to get
20 this done for this year. I don't know if that's
21 going to be possible. It's really going to depend
22 on our partnership with the Town of Oyster Bay.

23 In the Town of Babylon, they were very,
24 very helpful, you know. You get this done by
25 tomorrow, we can do it; get this done; get this

1 done. We were able to get a lot done in a short
2 period of time. We are kind of under the gun here,
3 so we are talking about seven weeks for permitting
4 and so on and so forth. That might be year two and
5 for the next fourteen years after that.

6 As far as the live music is concerned,
7 this is what we're really good at. We sell
8 vacation. We will have some type of live music
9 nightly. On weekends -- if you were to get on our
10 website for the Salt Shack, we have the greatest
11 Long Island bands, and they're not cheap, which
12 again goes back to your question about the 10
13 percent.

14 We don't skimp with the music. In the
15 beginning of the week, each night will have its own
16 special. So, we do a country night, we want to
17 appeal to oldies -- oldies' music. We try to get
18 every market. So, I would say nightly unless
19 there's, you know, a DJ instead of an acoustic
20 thing. In the beginning of the week, it would be
21 country or acoustic or steel drum. At the end of
22 the weekends will be all the fan favorites, you
23 know, 45 RMPs, The 70's Band, so on so forth.

24 COUNCILMAN IMBROTO: Do you think that
25 you're going to be competing with your other

1 concession right down the road? Do you think
2 that's going to eat into your numbers at all?

3 MR. MILLER: Yeah. That's a good
4 question.

5 Because we actually wanted to -- we
6 were thinking about making this Salt Shack at Tobay
7 and making the other one Salt Shack at Cedar. We
8 didn't want to confuse the residents.

9 I don't think -- I think there's enough
10 for everybody. I think that your beaches are full
11 and people are already -- they are just getting in
12 their car and they're leaving for whatever reason.
13 And that's really the market that we -- those
14 people that are at the beach, first and foremost,
15 we want them to be able to afford and want to come
16 and stay there. Make it a whole day. Make it a
17 vacation. See the palm trees with the up-lighting
18 and the music. You look at your wife and you go,
19 you know what? Let's just go get a wrap and let's
20 stay here. So, that's our vision there.

21 Is it so going to hurt? We are so good
22 at marketing -- that's really what we do -- I think
23 we could fill them both beyond capacity.

24 Our biggest problem -- we showed up at
25 Cedar Beach and they were saying, wow, see all this

1 parking we're giving you? And we filled up the
2 parking lot, so I'm not concerned about that.

3 COUNCILMAN LABRIOLA: I have a
4 question.

5 In terms of your security and dealing
6 with underage drinking and public drunkenness, how
7 do you intend on dealing with that in the evening
8 hours in particular?

9 MR. MILLER: So, we have a long-term
10 relationship -- we actually started these fellas
11 off in business, they are called PSA, Professional
12 Security. We have been using them for over
13 fifteen years, right Scotty? I don't know if it's
14 quite twenty years. They are very thorough. We
15 don't take this lightly. This is what we do for a
16 living. This is how my children are going to
17 college, so we can't take any chances. We use the
18 right companies.

19 We have our employees get TIP
20 Certified, which is training in this. But PSA has
21 been wonderful. Things happen. But the other
22 thing that's different from us and some of our
23 competitors, we're hands-on operators. We are
24 running these restaurants. That seems to go a long
25 way.

1 COUNCILMAN HAND: Just as a followup to
2 that in regards to cleanliness and professionalism,
3 I'm just wondering what your ratio is, management
4 or supervision to hourly employee?

5 MR. MILLER: Want to speak about the
6 new software system?

7 MR. BONANNO: Yeah. You know we
8 anticipate this being extremely similar to just
9 down the road. That's why we kind of keep bringing
10 up Cedar Beach. But at Cedar Beach, you know, we
11 have 100 employees and 4 full-time managers. And
12 like Mark said, we are -- we're there.

13 That's why we have a large team. We
14 are actually missing one member, too. There are
15 six of us. We have a large team. It's a short
16 season. You know, we are only there for about
17 120 days. So there's usually at least one or two
18 of us there on site, along with two to three other
19 managers per day and then shift leaders. It's a
20 whole hierarchy of how we operate.

21 COUNCILMAN MACAGNONE: Getting back to
22 Councilman Labriola's question, my main concern is:
23 -- guys, I've seen your product, you guys do a
24 great job -- somebody getting in the car, driving
25 on Ocean Parkway going to Wantagh Parkway after

1 they had a few too many.

2 Do you guys have any control, you know,
3 cutting people off or training or designated driver
4 bands, anything?

5 MR. MILLER: What's beautiful now is
6 the emergence of Uber. It's really helping
7 unbelievably at our other locations.

8 As I said, we are TIP Certified. We do
9 train them to look for that. We make sure that
10 we're hiring people, especially behind the bar --
11 at our staff meetings and trainings we tell them,
12 you have to have the guts to be able to do this and
13 if you can't, then you need to come to the manager.
14 We take every possible precaution.

15 COUNCILMAN MACAGNONE: Of course.

16 MR. MILLER: Does it happen?

17 Yeah, it happens.

18 COUNCILMAN IMBROTO: It's one thing to
19 take an Uber home from the Tap Room. It's another
20 things to take it from a beach that's a half hour
21 away and then get your car again in the morning.
22 That's, you know...

23 MR. MILLER: We do have a partnership
24 with Late Night Chauffeurs where they give us a
25 discount, so they're going to come get your car and

1 drive you and follow you.

2 COUNCILMAN IMBROTO: You make that
3 information available to everybody that comes?

4 MR. MILLER: Oh, yeah. We have all the
5 cards there. The owner John gives that
6 presentation to our staff.

7 Again, it's not perfect, but we take
8 every possible precaution.

9 COUNCILMAN MACAGNONE: Thank you.
10 That made we fell better.

11 COUNCILMAN IMBROTO: With respect to
12 this 10 percent, we would have to very closely
13 monitor your financials.

14 How do you foresee that working?

15 MR. MILLS: Through our point of sale
16 system with Town of Babylon they get an e-mail
17 daily with our sales right from the POS system.
18 They have open access to our books, our records
19 every month.

20 COUNCILMAN IMBROTO: Do they have
21 electronic open access? Can they monitor it from
22 Town Hall or does somebody have to physically go --

23 MR. MILLS: Yes. It's all cloud-based.

24 COUNCILMAN IMBROTO: You take credit
25 cards?

1 MR. MILLS: Yes.

2 COUNCILMAN IMBROTO: And everything
3 goes through an electronic POS system?

4 MR. MILLER: That's really the only
5 reason that we have Kevin as part of our team. We
6 don't even like him. He's a --

7 MR. BONANNO: He's a full service
8 accountant, CPA.

9 MR. MILLER: That's what he does for a
10 living. He's also a partner with us. But I heard
11 transparency five times in the beginning of your
12 opening statement, and we are all for that.

13 COUNCILMAN IMBROTO: And just so I'm
14 clear because I didn't get really a straight
15 answer, but what do you project the revenues to be
16 here, especially given the fact that you're running
17 the two concessions? And how would that -- what's
18 that going to translate to on our bottom line?

19 MR. MILLER: A lot of it's going to
20 depend upon if we're just running these two
21 restaurants or if we're running the whole gamut
22 down there with the other concessions.

23 MR. BONANNO: And that expansion --

24 MR. MILLER: The expansion is huge.

25 MR. BONANNO: -- could double the

1 sales. We have to find out --

2 MR. MILLER: If we're permitted to do
3 that --

4 COUNCILMAN IMBROTO: Is that an
5 essential part of your proposal?

6 MR. MILLER: It is.

7 COUNCILWOMAN JOHNSON: Can we hear from
8 the Commissioner about how often the mini golf is
9 actually utilized?

10 SUPERVISOR SALADINO: When we're done.
11 When we're done with the presentation.

12 COUNCILMAN IMBROTO: Just to be clear,
13 without the mini golf, there's no offer.

14 MR. MILLER: No, that's not accurate.
15 But it would be a discussion, yeah. Because we
16 want to put the right product out there, what we
17 do.

18 Would it be off the table? No, it
19 wouldn't be off the table, but we would have a
20 discussion.

21 As we were walking around the day out
22 in the cold and when we were viewing the location,
23 it was kind of brought up that that had been
24 discussed in years passed. It just kind of never
25 happened. That's why we thought it was something

1 that you might be amenable to.

2 COUNCILWOMAN JOHNSON: When you say
3 furniture upgrades, are you talking about all the
4 tables and chairs or just some things? How does
5 the back of the house look?

6 MR. MILLER: If you're been to any of
7 our other locations, we invest in our business.
8 So, truthfully, we get the -- we're already gotten
9 proposals. I know there is a number on your
10 proposal there. The e-mail that I got back
11 yesterday from my friend at Out of the Box in East
12 Islip is about four times higher than that. We
13 plan on replacing all of the furniture. It's this
14 recycled plastic, which is, you know, it's really
15 not plastic. It's expensive and it lasts forever.

16 COUNCILWOMAN JOHNSON: How does the
17 back of the house -- how does the kitchen look? I
18 see you want --

19 COUNCILMAN IMBROTO: When you did the
20 walk through, what's it look like now?

21 MR. MILLER: It's a mess. It's all
22 going to have to be new, but you're dealing with --
23 you're on the water and we're used to that. Our
24 Dublin Deck location, Harbor Crab location, the Salt
25 Shack, Overlook -- we have marinas.

1 COUNCILMAN IMBROTO: It all tends to
2 become a mess very quickly.

3 MR. MILLER: That's what we do.

4 Yeah. That's what I'm driving at. The
5 salt water just corrodes as you saw on your
6 oceanfront location.

7 SUPERVISOR SALADINO: Any other
8 questions?

9 COUNCILMAN HAND: Just one quick
10 question in regards to the Department of Health
11 grades in some of the restaurants you run now, can
12 you elaborate on that?

13 MR. MILLER: Sure.

14 As I said I've been in busy for over
15 thirty years. We have a great relationship with
16 the Board of Health in Suffolk County, which is one
17 of the toughest ones in the country.

18 Our relationship here in Nassau, Jamie
19 and these boys over at Massapequa Park, they have a
20 good relationship. It's going be essential that
21 with your help and with the Board of Health's help
22 that we need that good relationship in order to get
23 some of these projects done in a timely fashion.

24 We have not been privy to what is
25 currently listed at the Board of Health from the

1 previous concessionaires that were there. But it
2 is our hope to -- you know, even down at the other
3 place, we had to first clean up the previous guys
4 mess and then go forward from there. We've had
5 nothing but a great relationship with them.

6 COUNCILWOMAN JOHNSON: Are you going to
7 be taking some of your more experienced staff from
8 other locations and bring them over for this Summer
9 to train staff? How do you plan on opening?

10 MR. BONANNO: That's -- exactly.
11 That's accurate. Yeah.

12 We have -- we kind of hired more
13 management for Salt Shack with anticipation of
14 hopefully winning this bid. So we are -- we are
15 ready to move some key players there, especially
16 having a year under our belt down the street. We
17 are just much more prepared this year to operate in
18 Cedar than we were last year. So being able to
19 bring some of those key people down to Tobay should
20 put us in a much better position at Tobay than even
21 we were last year.

22 MR. MILLER: We did run a hiring blitz
23 through Instagram two Mondays ago and we had over
24 150 people show up. And it said now hiring for
25 Salt Shack, Dublin Deck, and a restaurant to be

1 named later. You guys are the restaurant to be
2 named later.

3 So we did get a head start there, if it
4 happens, if we're lucky enough to get it.

5 COUNCILWOMAN JOHNSON: Thank you.

6 SUPERVISOR SALADINO: Councilman
7 Labriola.

8 COUNCILMAN LABRIOLA: Actually,
9 Councilwoman Johnson asked my question, about the
10 hiring practice.

11 SUPERVISOR SALADINO: Asked and
12 answered.

13 Anyone else?

14 (No verbal response given.)

15 SUPERVISOR SALADINO: Okay. I have a
16 few questions.

17 First of all, let's start with the
18 point of sale system. For the purposes of public
19 information, point of sale system is a system that
20 allows the Town to electronically track all of your
21 sales.

22 Can you tell us some information about
23 that? What brand is it? Will we be able to
24 observe it in realtime? Give us a sense of what
25 our staff can expect in terms of tracking your

1 sales.

2 MR. MILLS: We are using MICROS and it
3 is Cloud-based so it is visible in realtime and
4 you'll have access to that. As well --

5 COUNCILMAN IMBROTO: We have total
6 access to the back end of that?

7 MR. MILLS: Yes. And you'll have
8 daily --

9 SUPERVISOR SALADINO: In realtime?

10 MR. MILLS: Realtime --

11 SUPERVISOR SALADINO: The Town will in
12 realtime.

13 MR. MILLS: Daily summarizes e-mailed
14 to, you know, whatever e-mail address you provide
15 in the morning for the previous day sales.

16 SUPERVISOR SALADINO: Do you have a
17 system? Do you have a person in case the system
18 crashes? What is your process?

19 MR. MILLS: We have a dedicated -- we
20 pay for support with the system. We have a
21 dedicated support. We have a back-up internet. If
22 one goes down, the other kicks in, then we have the
23 back end office dealing with the accounting stuff
24 full time.

25 SUPERVISOR SALADINO: Okay. Let's talk

1 a bit about your capital improvements.

2 We have -- you provided us with some
3 numbers of what you plan to do. Some in the first
4 year -- can we go over that total amount that
5 you're guaranteeing to invest in capital
6 improvements in your first year, then across the
7 length of the contract.

8 MR. MILLER: Sure.

9 You guys want to grab the binder over
10 there?

11 SUPERVISOR SALADINO: You did provide
12 us with a schedule that I'm currently looking at.

13 MR. MILLER: Right.

14 So we went out after the walkthrough
15 way back in March -- we went out the following week
16 with one of our partners that we build with.

17 Just yesterday, when we were going over
18 what we were going to say today and we started
19 looking at some of these numbers, we know from many
20 years experience and certainly from just last year
21 down the block that we're going to be investing
22 probably a lot more than what you see there and a
23 lot of it is contingent upon permits from the Town
24 of Oyster Bay.

25 But just as I explained earlier about

1 the tables, you know, we are getting quotes for
2 \$40,000 for that. We're not afraid to spend money.
3 We're going to need to replace the whole kitchen.
4 We're going to hopefully build a deck and an
5 outdoor bar, be it in year one and year two
6 depending on the permitting process.

7 The POS system originally we were
8 thinking that we might be able to do -- I think the
9 number down there was extremely low because we were
10 thinking Foursquare. But after debating and
11 probably since we proposed that, we spent \$88,000
12 on the MICROS system down at Cedar Beach, for
13 exactly this reason, the realtime transparency.
14 And that is the plan to go forward here, at Tobay.
15 So the numbers that you're looking at are actually
16 significantly lower than what will actually happen.

17 MR. BONANNO: It's just when you have a
18 ten-minute walkthrough and you're not necessarily
19 with your architect, your engineer, your
20 contractor, your refrigeration guy -- like last
21 year at Cedar Beach we proposed \$150,000 in capital
22 improvements and we did over \$500,000. We got in
23 there and we just saw what was needed to make the
24 place operate, you know, the way we saw fit, which
25 is the same mentality we will have here at Tobay as

1 well.

2 SUPERVISOR SALADINO: You invested that
3 \$500,000 over how much time?

4 MR. BONANNO: In 60 days.

5 MR. MILLER: The good part of it is
6 that when we got the MICROS, we gave them
7 30 percent and they gave us 60 days, so we could go
8 from an average POS system to a Cadillac.

9 SUPERVISOR SALADINO: You've presenting
10 to us that you plan on investing over \$409,000
11 phase one, that means before you open the door.

12 Do you see that as being at least that
13 or higher?

14 MR. BONANNO: For both restaurants,
15 yeah. If we were permitted to do exactly what we
16 wanted with the mini golf.

17 MR. MILLER: That includes decking.

18 MR. BONANNO: And a nice pergola and a
19 new bar.

20 SUPERVISOR SALADINO: Please give us a
21 little idea as someone walks up to each of the
22 restaurants, what would they see on the exterior?
23 And then when they walk in, what will they see on
24 the interior? We want to get a sense of the
25 experience that our residents would have both

1 walking up and --

2 MR. MILLER: On the Beach House side,
3 there are pictures. They are in your proposal.

4 SUPERVISOR SALADINO: I have seen
5 those.

6 MR. MILLER: I think they're under F.
7 The Beach House, the one to the east, this is what
8 we do. If you were to --

9 SUPERVISOR SALADINO: The east so
10 that's The Beach House.

11 MR. MILLER: You're going up to walk up
12 under a canopy of live palm trees, which we have
13 delivered from Florida. There will be tiki accents
14 all over the place. There will be vibrant colors.
15 The furniture, as I spoke to before, the whole
16 place is going to feel like you're on vacation in
17 the islands. The background music is going to be
18 steel drum type of music. The menu, the uniforms
19 -- the whole entire vibe is going to be like you
20 just had a two-hour vacation at the Beach House.
21 Whether you drove over the bridge to get there or
22 you just came off the beach with your children who
23 are sunburned and crying, we are fine with that,
24 too. The price point is going to be friendly to
25 both.

1 Jim, you want to tell them about --

2 MR. BONANNO: The Wharf, if you see the
3 pictures, these are pictures taken from that exact
4 location I was at in Australia. It's kind of like
5 a modern, upscale, coastal-type look. And kind of
6 when you first walk up, right where the fee booth
7 is right now for the mini golf, that pergola right
8 there, we'd like to build that on that side of the
9 property and have nice protected seating from the
10 sun. You can see that top picture there. It's
11 like an elegant concession stand. It doesn't look
12 like -- we're not trying to sell just french fries
13 and chicken fingers, but you've seen the menu so --
14 really we're trying to make a nicer, coastal design
15 look.

16 SUPERVISOR SALADINO: In terms of this
17 experience, will -- and you've described basically
18 what you intend the visuals to look like, you
19 provided us some photographs -- will there be any
20 unique service that you'll provide here, which has
21 not been provided in the past either at this
22 location or at typical locations that are similar
23 on Long Island?

24 MR. MILLER: Sure.

25 One of the things that we do that maybe

1 our competitors might not do -- Jamie and Dave with
2 their Bango Bowl experience. It's the latest
3 craze. If you have children, constantly they'll be
4 coming up, can we get bowls, can we get bowls.
5 It's a healthy option, be it poke bowls or the acai
6 bowls. It's fruit and -- so that's not only going
7 to be present in a lunch/breakfast manner at the
8 Beach House, but we'll speak more to that later on
9 in the concession stands. It's just the latest
10 craze.

11 Really, I can't emphasize enough what
12 we do is we get involved in the communities that
13 we're involved in. If you were to speak to Mayor
14 Pontieri in Patchogue, he will tell you that we led
15 the charge of resurrecting down there. We were the
16 first ones that were involved in that resurrection
17 of all the restaurants coming down there.

18 We sell vacation. We want to know our
19 customers. We want to be involved in the
20 community. We want you to love coming here. We
21 want your children to say that's my favorite
22 restaurant. Because that, to us, is hospitality.

23 COUNCILWOMAN JOHNSON: Speaking of
24 children, is there a children's menu, designated
25 children's menu?

1 MR. MILLER: 100 percent.

2 COUNCILWOMAN JOHNSON: I don't see one
3 here.

4 MR. MILLER: 100 percent.

5 The Beach House is going to be very
6 similar to the Dublin Deck's menu. So I think they
7 are about \$8 or \$9 -- between \$8 or \$9 for a kid's
8 menu.

9 The other side, over at the Wharf, it's
10 an al fresco open-air experience. So there is
11 going to be a counter for pizza. There's going to
12 be a counter for kabobs. So there might not be a
13 children's menu, per se, but they can get a slice
14 of pizza, you know.

15 COUNCILWOMAN JOHNSON: Is the pizza by
16 the slice or is it a pie?

17 MR. MILLER: Yeah, both.

18 COUNCILMAN IMBROTO: By the way, you
19 mentioned Mayor Pontieri -- these concessionaires
20 have glowing recommendations from Mayor Pontieri
21 and Supervisor Schaffer that were in the materials.

22 MR. MILLER: That's great to know.

23 COUNCILMAN LABRIOLA: In terms of your
24 criminal background checks for employees, what is
25 it you'd be looking for that would disqualify one

1 of your employees from being hired?

2 MR. MILLER: That's interesting because
3 I want to be 100 percent honest. We interview them
4 thoroughly. We look into drugs and alcohol type of
5 situations. That's what we really want to stay
6 away from for obvious reasons and because we just
7 want high quality people. We can teach them how to
8 work in a restaurant.

9 We really don't get involved in doing a
10 full background check.

11 MR. BONANNO: We have done them for
12 management, but not for every employee.

13 MR. MILLER: Not for every employee.

14 We deal with, you know, today in a
15 Cloud-based world, we use PeopleMatter. They are
16 signing -- all their information is always
17 accessible. It could be accessible to you as well
18 as far as driver's license and social and all that
19 kind of stuff, I-9, all the legality stuff.

20 We don't do a criminal investigation
21 background check. It might be a good suggestion,
22 something we need to look into. We really -- we're
23 never had that problem. We find good people or
24 good people find us and the ones that aren't, we
25 help them find whatever they're good at somewhere

1 else.

2 COUNCILWOMAN JOHNSON: Do you provide
3 any sexual harassment training?

4 MR. MILLER: Yes.

5 It's huge these days and it's in our --
6 you know, we have an opening staff meeting -- prior
7 to anybody working there they need to -- we go over
8 it together, we read it out loud, they initial each
9 line of it, you sign at the end. We do it again
10 mid-season for those that were added later on.
11 Yeah, it's a hot topic.

12 COUNCILWOMAN JOHNSON: Protocol for any
13 incidents that may occur --

14 MR. MILLER: Yeah.

15 COUNCILWOMAN JOHNSON: -- be it
16 in-house with staff or notify the police
17 immediately or whatever the authority --

18 MR. MILLER: Absolutely 100 percent.

19 They are instructed to go to first
20 their manager. If you're having a problem with
21 that manager, then go to the other manager. If
22 you're having a problem or can't go to either one
23 of them, come to one of the owners. If you're
24 having a problem with one of the owners, you know,
25 you're welcome to go to the police. It's a

1 line-by-line thing. We work with an HR group that
2 helped us write it.

3 COUNCILWOMAN JOHNSON: Perfect.

4 MR. BOYLE: One other thing, we found
5 through the years if you hire a good core group,
6 that core group of management goes out and finds
7 the right employees and weed out the people that
8 they don't want to work with. They know good and
9 bad apples. They'll see somebody coming in for an
10 interview and the next thing you hear in your ear
11 is -- that guy did this, this girl did that. They
12 weed it out themselves, if you get the right core.
13 We always find the right core.

14 COUNCILWOMAN JOHNSON: You said earlier
15 you only had a ten-minute walkthrough; is that
16 accurate?

17 MR. BONANNO: I mean, it wasn't that
18 long maybe --

19 COUNCILWOMAN JOHNSON: Were you
20 prohibited from staying longer?

21 MR. BONANNO: You move. The
22 walkthrough is at -- everyone.

23 COUNCILWOMAN JOHNSON: You had the
24 opportunity to stay longer if you wanted?

25 MR. BONANNO: Then we moved to this

1 one --

2 (Inaudible crosstalk.)

3 MR. MILLER: They did a fine job. It
4 was freezing. It was crowded. We were just moving
5 along. They did a great job.

6 (Inaudible crosstalk.)

7 COUNCILMAN MUSCARELLA: You know, you
8 know what you need to be doing to get it done.

9 MR. CAMPBELL: Right. Permit-wise we
10 weren't sure what permits we needed for what, to be
11 honest.

12 COUNCILWOMAN JOHNSON: Thank you.

13 SUPERVISOR SALADINO: You mentioned
14 it's freezing out, which draws me to one of my
15 questions.

16 If you have some weekends with bad
17 weather, you could find yourselves in a very
18 difficult position -- three, four rained out
19 weekends --

20 COUNCILMAN IMBROTO: We had that
21 situation.

22 MR. BOYLE: We just had it.

23 SUPERVISOR SALADINO: How have you
24 factored that into your proposal to protect your
25 finances and stay solvent?

1 MR. MILLER: We weather the storm.
2 We've been doing this for thirty years. There's
3 going to be some great Summers. In 1995, it rained
4 every single weekend.

5 COUNCILMAN IMBROTO: You know, you
6 still have to pay if it happens?

7 MR. MILLER: That why we put the
8 guarantee. That is why we put the guarantee -- you
9 know the \$100,000 starting point so that the
10 residents of Oyster Bay -- if it does rain every
11 week -- there is a guarantee of \$100,000.

12 COUNCILMAN IMBROTO: What did you do at
13 Cedar last Summer?

14 MR. MILLER: How much money? 3.4,
15 Kevin?

16 COUNCILMAN IMBROTO: So 3.4 was last
17 Summer?

18 MR. MILLER: First Summer right out of
19 the gate.

20 MR. BONANNO: We had the same weather
21 at Cedar Beach that you had in Oyster Bay.

22 COUNCILMAN IMBROTO: You had the same
23 weather that we had, yeah.

24 COUNCILWOMAN JOHNSON: What's the
25 difference in the size of the facilities? I don't

1 know Cedar Beach at all.

2 MR. MILLER: Probably the beauty of
3 Cedar Beach -- between both locations, it's
4 probably similar. Cedar might still be a little
5 bigger. They do have a very powerful, very strong
6 volleyball league midweek, so there's traffic
7 during the week. You know, when we talk about the
8 concessions later on, that's something that we'd
9 like to try to do.

10 SUPERVISOR SALADINO: You feel
11 confident that you factored that in to your
12 proposal considering your up front of at least
13 \$409,000 of capital improvements, you factored in
14 the possibility of inclement weather and what that
15 could do to business so that you're still --

16 MR. MILLER: The improvements are the
17 improvements. They are going to happen. If we're
18 picked, they're going to happen. They are going to
19 be done. That's on us to find that money and pay
20 for it with our own money. That's done.

21 You know, once we're under the way
22 we've guaranteed you up -- you know, the 10 percent
23 up the million and we're very confident that
24 regardless of the weather, we are going to get
25 above that, but should we have just a real terrible

1 experience and we do what the previous
2 concessionaire did or even a little bit less, then
3 that's going to be on us. We don't -- we don't
4 want to do this process again and you don't want to
5 do this process again and the residents of the Town
6 of Oyster Bay don't deserve that.

7 I spoke to -- I was out to dinner last
8 night with a gentleman who grew up in Massapequa.
9 I was real nervous about today. He just -- he went
10 on and on about his memories about coming to Tobay
11 and sneaking a case of beer out the top window and,
12 you know. He just had these unbelievable memories
13 about eating and drinking right over there. And
14 it's just special. That's what we try to do. We
15 try to -- we don't sneak beer out the back windows,
16 but we like to --

17 COUNCILMAN IMBROTO: People are still
18 going to be do doing that.

19 MR. MILLER: We want to create
20 memories. We want to be here the long haul.

21 Are we going to have a bad Summer?
22 Yeah. If we're here for fifteen years, we are
23 going to have a really bad Summer.

24 COUNCILMAN IMBROTO: I think most of us
25 are concerned more with having a good experience

1 for the residents and having that continuity, and
2 not having to come back and do this every couple of
3 years than saving a couple of bucks.

4 MR. MILLER: Correct.

5 When we went through this process with,
6 you know, going after the beach huts last year, you
7 know, some of the other Boards were questioning us.

8 Wow, that's pretty aggressive saying
9 that you're going to be able to do that much more
10 and we did.

11 MR. CAMPBELL: We worked hard.

12 MR. MILLER: This is what we do for a
13 living.

14 COUNCILMAN IMBROTO: I just want to be
15 clear, you just said 10 percent up to a million,
16 but it's 10 percent over a million, right?

17 MR. MILLER: Well, both.

18 The \$100,000 covers you up to a million
19 and then 10 percent. Either way, it's going to be
20 10 percent.

21 SUPERVISOR SALADINO: Can you just
22 briefly describe to us your marketing plan to keep
23 people coming through your door? You would be
24 competing with yourselves at the other location.
25 There's only so much market share.

1 MR. MILLER: As I said earlier, this is
2 what we excel in. Our social media presence -- we
3 use several different companies, but the main one
4 is Union Square. Just at Salt Shack alone, I think
5 we have 30,000 Instagram followers in one year.
6 You've probably seen our News 12 commercials in
7 previous -- in last year. And then we've even
8 started already this year for Salt Shack and there
9 is -- every time we put something out there -- we
10 were out there the other day on a bulldozer and we
11 took pictures of ourselves out there working. We
12 said, hey, where is everybody? Immediately 500
13 people back and forth.

14 Social media is huge. We plan on using
15 -- we use AdMore agency. That's our advertising
16 company. For Newsday and News 12 -- we are a big
17 fan of News 12 billboards, you know, sponsoring the
18 traffic. We are very good at marketing.

19 There's a lot of people that live on
20 Long Island. There's a lot that -- even though we
21 had a very successful year at Salt Shack, there's
22 more people that don't know about Salt Shack still
23 than visited it last year. So, getting the word
24 out, we're extremely confident about. We do -- we
25 do some radio advertising. We do these country

1 things. I actually go in with my children and we
2 make these commercials ourselves. I enjoy
3 marketing more than any other part of this
4 business. We're good at that. I'm really not
5 concerned about that.

6 SUPERVISOR SALADINO: Any plans to
7 provide any services off of the footprint?

8 MR. MILLER: As far as off-premise
9 catering?

10 SUPERVISOR SALADINO: No.

11 In terms of perhaps delivering food to
12 people through an app where they are on the beach
13 or maybe getting their orders from where they are
14 out on the beach for pickup on the footprint, do
15 you have --

16 MR. BONANNO: We were actually talking
17 about --

18 SUPERVISOR SALADINO: Using internet.

19 MR. BONANNO: I was talking to some of
20 the boaters -- the technology world we live in now
21 with Uber Eats delivery -- we use an app at some of
22 our other restaurants called ChowNow. It is an app
23 and you can see our menu. You can order right
24 through there. We had -- we were talking recently
25 -- speaking with some of the boaters, they said

1 it's kind of a long walk to get from the Marina to
2 the restaurants and if there was -- able for them
3 to want to be transported there, which is one thing
4 we do at Cedar. We have a golf cart with a Disney
5 tram. We tram people around the parking lots
6 because it's pretty big. Yours happens to be, I
7 think, three times the size. So we do shuttle
8 people back and forth over there, which is
9 something we might want to entertain here.

10 COUNCILMAN IMBROTO: How do you think
11 the other concessionaires would feel about that if
12 you're not chosen for the other concessions?

13 MR. BONANNO: Again, we'd have to wait
14 until we see how things play out. Obviously, if a
15 different company operated the concession at the
16 marina and we only had the restaurants, then that
17 might not be a viable opinion, but we'd have to see
18 how that plays out. So possibly having that so the
19 food can be ready sooner and if they are sitting on
20 the beach so they don't have to walk up and order.
21 They can sit on the beach, order and when they come
22 up it's ready for them. It kind of saves them that
23 time.

24 SUPERVISOR SALADINO: Any thoughts of
25 delivering out to anyone out on the beach whether

1 it's the bay side or the ocean side?

2 MR. MILLER: The bay side in front of
3 us, we could do that. On the ocean side, as
4 councilman said, that's probably going -- there's
5 going to be concession right there, right in front
6 of them. Hopefully, that's us and that is
7 definitely a plan for that, which we'll speak to
8 later on, but if it's not us, I don't know if that
9 would be fair to whoever has that restaurant.

10 But I do want to say that our first,
11 primary commitment is to the people that come to
12 the restaurant. It's a small kitchen. People want
13 their food, especially if you're dealing with
14 children and they got off the beach, they want
15 their food now.

16 COUNCILMAN IMBROTO: In the past --

17 MR. MILLER: We're not going to clog up
18 the kitchen with a whole bunch of delivery ideas
19 until we can service the people that are there
20 because they're there for vacation, not to get
21 aggravated.

22 COUNCILMAN IMBROTO: It has a history
23 of a little bit of slow service.

24 COUNCILWOMAN JOHNSON: It's tough to
25 find people on the ocean side. If you're looking

1 for friends on the ocean, it's tough to find where
2 they are. (Inaudible.)

3 MR. BOYLE: That's a good point.

4 MR. MILLER: Good point.

5 SUPERVISOR SALADINO: Do you have staff
6 who would be dedicated at any point in the day,
7 whether it be during operating hours, prior to or
8 after, who would be dedicated to cleaning up
9 litter, not only on your footprint but off the
10 footprint?

11 MR. MILLER: Yeah.

12 Most of this we take care of with
13 in-house staff, 100 percent. If it's not clean,
14 they're not coming. As far as how far off the
15 footprint, you're going to dictate that and you're
16 going to say this is your responsibility and
17 whatever you dictate is exactly what we're going to
18 do.

19 We do understand that women are
20 deciding where you're going to dinner and if the
21 ladies' room isn't clean, then they're not coming
22 to your restaurant.

23 So, you know, the Town of Babylon is
24 unbelievable across the board except their Town
25 employees are supposed to help us with that and

1 after a week of realizing that that wasn't going to
2 happen, we just took it upon ourselves to say we
3 got this because it wasn't happening. (Inaudible.)

4 SUPERVISOR SALADINO: We do have a
5 great workforce.

6 My last question -- and I don't know if
7 anyone else has any more -- but my last question,
8 could you just summarize what your mission is for
9 the experience for our residents?

10 MR. MILLER: Sure.

11 First of all, it's all about the
12 residents. We're here to give you a vacation
13 experience that's equal to the beautiful beaches
14 that you already pay for in the Town of Oyster Bay.
15 Tobay Beach is beautiful. You deserve to have the
16 right concessionaire there. And our resume is
17 5.8 miles to the east. That's it. Thanks.

18 COUNCILMAN IMBROTO: Thank you.

19 SUPERVISOR SALADINO: Anyone else?

20 (No verbal response given.)

21 SUPERVISOR SALADINO: Thank you very
22 much.

23 COUNCILMAN LABRIOLA: I have one more.

24 I just want to be clear about
25 something. These two proposals are independent of

1 each other? In other words, you can perform based
2 upon if you only receive one, the concessions, as
3 opposed to the restaurant? You believe you could
4 perform each separately?

5 MR. MILLER: Sure.

6 If we were to be awarded the restaurant
7 concession and not the concessions, we're going to
8 do that. If we would get both, which we feel like
9 we'd be perfect for that, then, obviously, we are
10 going to take both. If we only get the
11 concessions, then we're going to have a
12 conversation.

13 COUNCILMAN IMBROTO: How is it going to
14 impact your bottom line if you only get the
15 restaurant?

16 MR. MILLER: We believe -- again, this
17 was a very long, lengthy conversation yesterday.
18 We know we'll be successful if get the restaurants.
19 We know we'll be successful if we get both. If we
20 were only to get the concessions, we would need to
21 have a deeper conversation.

22 COUNCILMAN IMBROTO: We're going to
23 have to have that conversation today when you come
24 up and talk about that side because that's pretty
25 important.

1 COUNCILMAN MUSCARELLA: That's fair.

2 MR. MILLER: Okay. Fair enough.

3 COUNCILMAN MACAGNONE: Thanks, guys.

4 MR. MILLER: Thank you for your time.

5 SUPERVISOR SALADINO: You're welcome.

6 Councilwoman, would you like me to

7 bring up the commissioner now?

8 COUNCILWOMAN JOHNSON: Might as well.

9 SUPERVISOR SALADINO: Would

10 Commissioner Pinto please join us at the podium?

11 Commissioner, would you kindly begin by

12 identifying yourself for the record?

13 COMMISSIONER PINTO: Joe Pinto,

14 Commissioner of Parks, Town of Oyster Bay.

15 For the record, I think we have a

16 wonderful staff at the Town of Oyster Bay Tobay

17 facility. I think our garbage is --

18 COUNCILMAN IMBROTO: I think we'd all

19 go on record saying that. Unbelievable, I think

20 the word was unbelievable. We have an unbelievable

21 Town workforce.

22 COUNCILMAN MACAGNONE: And you're doing

23 a great job leading them, Commissioner.

24 COMMISSIONER PINTO: I have a lot of

25 but thank you.

1 COUNCILMAN MUSCARELLA: The question
2 is: How do -- what revenue do we get from the
3 miniature golf?

4 COUNCILMAN IMBROTO: How many people
5 are using it besides the revenue because, you know,
6 I don't want to take the golf away from the kids if
7 it's very popular?

8 COMMISSIONER PINTO: I think that if
9 all the Town Board members were there using the
10 facility, that would be more than we had this past
11 year.

12 COUNCILMAN IMBROTO: I've never seen
13 anybody use it, not one time in my life.

14 COMMISSIONER PINTO: That's the
15 concession run golf course. It's not ours. Just
16 to let everybody know.

17 I think when it first was opened up
18 many, many years ago, the Town tried to facilitate
19 it and run it, but that didn't work, so it was
20 given over as part of the concession agreement
21 many, many moons ago, so that is not ours.

22 COUNCILMAN IMBROTO: If there were a
23 great demand for it, is there some place to
24 relocate the minute golf?

25 COMMISSIONER PINTO: There has not been

1 any in the two years that I've been the
2 Commissioner. I have not heard one peep about
3 there being a demand for the miniature golf course,
4 so we haven't even entertained that.

5 COUNCILMAN MUSCARELLA: It's a
6 different society for the kids.

7 COUNCILMAN IMBROTO: But you don't know
8 how many people used it last year, for example?

9 COMMISSIONER PINTO: I'm hearing almost
10 none.

11 COUNCILMAN MUSCARELLA: Another
12 question I have, I think it was Mark Miller brought
13 up about the volleyball league that they have in
14 Cedar Park.

15 Do we have anything like that --

16 COMMISSIONER PINTO: We --

17 COUNCILMAN MUSCARELLA: -- at the
18 beach?

19 COMMISSIONER PINTO: We attempted to do
20 that last Summer. We actually advertised.

21 COUNCILMAN IMBROTO: My friends all go
22 to Cedar.

23 COMMISSIONER PINTO: We actually
24 advertised it. We had ten courts planned, but we
25 did not get the registration that we thought we

1 might get so we decided not to --

2 SUPERVISOR SALADINO: Maybe if
3 Councilman Imbroto has a conversation with his
4 friends that could change.

5 COUNCILMAN IMBROTO: I'm not that
6 popular.

7 COMMISSIONER PINTO: Right now, as you
8 know, our Recreation Department and the Parks have
9 been looking at multiple ways to increase our
10 activities.

11 COUNCILMAN MACAGNONE: Maybe join with
12 whatever vendor we get. That could be --

13 COMMISSIONER PINTO: We tried tying
14 that into the previous vendor last year. You know,
15 we had them doing some coupons those nights we were
16 doing volleyball. We had that all in place, but we
17 just didn't get the registration.

18 COUNCILMAN MACAGNONE: So, if somebody
19 can market it properly, not that we don't, but if
20 somebody --

21 COUNCILMAN MUSCARELLA: I don't know if
22 it's a private league or done through the Town. I
23 don't know. Mark Miller might know.

24 COUNCILMAN IMBROTO: Can I ask you
25 something? What went wrong last year that these

1 guys were doing such great business right next door
2 and our concessionaire couldn't?

3 COMMISSIONER PINTO: I don't -- I
4 didn't run their business. I couldn't answer that.
5 I'm sorry.

6 COUNCILMAN MUSCARELLA: I think it was
7 the service was, you know, not appealing to people.

8 COUNCILMAN IMBROTO: Because their
9 numbers were right in line with what they were
10 paying and --

11 COUNCILMAN MUSCARELLA: People would
12 wait an hour just to get a meal.

13 COUNCILMAN MACAGNONE: I heard the same
14 thing.

15 COUNCILWOMAN JOHNSON: I can tell you
16 from personal experience, Councilman, that it was
17 filthy when I went there and no one was at the
18 counter.

19 COUNCILMAN MUSCARELLA: I heard similar
20 complaints.

21 I heard the service was horrific,
22 horrific.

23 COUNCILMAN LABRIOLA: Commissioner, I
24 have a question for you.

25 I'm old enough to remember the days

1 where we used to have a bus that picked you up in
2 Massapequa Park --

3 COMMISSIONER PINTO: But not the ones
4 sneaking in the alcohol, right?

5 COUNCILMAN LABRIOLA: No.

6 Actually, it was ten cents and you got
7 a ride to Jones Beach from Massapequa Park. It
8 picked you up at Bohack's. I'm dating myself.

9 You know, I was considering that we are
10 talking about moving into the 21st Century in terms
11 of providing the kind of entertainment at our beach
12 venues that other municipalities are doing. And
13 the, I guess, the problem that I see always is that
14 the responsibility of the individual driving away
15 from a facility in the evening after a night of
16 partying and I was wondering if that's something
17 that the Parks Department would consider possibly.
18 Having our -- we have those shuttle buses -- maybe,
19 in fact, if the Town Board would consider this
20 along the way to provide a budget line for that to
21 making sure -- offering maybe an hourly shuttle
22 from --

23 COUNCILWOMAN JOHNSON: I'd have to
24 disagree with that.

25 COUNCILMAN LABRIOLA: What's that?

1 COUNCILWOMAN JOHNSON: I'm sorry. I'd
2 have to disagree with that because now you're
3 shifting the responsibility from persons trained to
4 look out for use of alcohol or whatever it may be
5 to our drivers getting persons on the bus. We
6 don't know where they're going once they get off
7 the bus. I don't want to be responsible for
8 anything like that. Just a thought.

9 COUNCILMAN LABRIOLA: I wasn't asking
10 for a decision right now. I was just thinking
11 about the possibility of having a bus that provides
12 people a way to get to and from the beach day and
13 evening. I'm not talking about accepting any
14 responsibility for drunk passengers.

15 COUNCILMAN IMBROTO: If we ever
16 consider that, it would have to be separate from
17 these concessions.

18 COUNCILMAN MUSCARELLA: Different high
19 schools -- Syosset, Massapequa -- pick them up and
20 take them to the beach.

21 COMMISSIONER PINTO: I think all this
22 is open. I think we should discuss it all.

23 COUNCILMAN IMBROTO: I don't think it
24 needs to be part of this conversation.

25 COMMISSIONER PINTO: I think we should

1 discuss all the opportunities getting people to
2 enjoy our lovely beach.

3 COUNCILMAN MUSCARELLA: Great.

4 Thank you.

5 SUPERVISOR SALADINO: Any other
6 questions for the Commissioner as it relates to
7 these concessionaires?

8 COUNCILMAN IMBROTO: No.

9 But every single one of these proposals
10 has a bar. It's not the first time there's been a
11 bar at the beach. I think we are equipped to deal
12 with that.

13 COMMISSIONER PINTO: I think it was
14 clarified already, but the last thing I want to say
15 is that I believe the walkthrough was set at a time
16 but there was no, you know, maximum time you could
17 spend at the locations. There was a question about
18 the ten minutes walkthrough --

19 COUNCILMAN MUSCARELLA: They could
20 probably assess it in five minutes. These are
21 professionals.

22 MR. MILLER: It was great.

23 COUNCILMAN MACAGNONE: They've seen bad
24 and they've seen worse.

25 SUPERVISOR SALADINO: So if there are

1 no other questions for the Commissioner, thank you,
2 Commissioner very much.

3 COMMISSIONER PINTO: Thank you.

4 (TIME NOTED: 11:23 A.M.)

5 SUPERVISOR SALADINO: Our next
6 presenter will be Blu Iguana.

7 MR. DiGIROLOMO: Good morning.

8 SUPERVISOR SALADINO: Good morning.

9 MR. DiGIROLOMO: How are you guys?
10 Great presentation, guys. It was very
11 nice.

12 I want to thank you guys for the
13 opportunity to come up here and speak.

14 Roy Monaco, Joseph DiGirolomo, and my
15 daughter Danielle. We were all part of the Blu
16 Iguana last Summer.

17 Mr. Supervisor, you mentioned when you
18 opened it up, about two years ago Tobay Beach came
19 up for bid. I was one of the people that stood up
20 here and did a proposal for -- to the Town.

21 Problem was I didn't have any beach
22 experience at the time. I owned a few restaurants
23 -- we owned a few restaurants together, but I
24 didn't have the beach experience. So we left here,
25 I was disappointed.

1 But the stubborn person that I am, I
2 got e-mailed about -- I guess about a year later,
3 last year, that Tappen Beach was coming up. I
4 said, you know what, if I was given the opportunity
5 again to prove to the Board that I can make a beach
6 restaurant work, I'm going to take a chance and do
7 it.

8 So when Tappen came up, I spoke to the
9 residents. My ex-partner lives in Sea Cliff. I
10 speak to residents about the facility. I even
11 spoke to the previous owner. The previous owner
12 told me that -- stay away. It's no good, too many
13 problems. My partner told me, he went there a
14 couple of times, the food wasn't good, the service
15 wasn't good, and the prices were too high.

16 The biggest problem the previous owner
17 said he had was with the Health Department, which I
18 know everyone was talking about the Health
19 Department.

20 So to address this, I put a proposal
21 in, I received it. So the first thing I did was I
22 worked with Mr. Pinto, Mr. Gatto, and Mr. Rothstein
23 from the Parks, and we addressed the Health
24 Department issue. Because it was a big one. They
25 were closing them down. They kept coming there,

1 doing a count. The problem with the septic system,
2 the water was backing up. So, it was a huge
3 problem there.

4 So, Roy, which owns a construction
5 company, we addressed the Health Department with
6 the help of the Parks Department. We did some
7 tests they needed done, we did water flow test, we
8 cleaned out the system. The Town, which I thank
9 for the Parks and everyone here, cleaned out the
10 septic tanks I guess once a week. Every week, they
11 came and cleaned it out. We had no issues. The
12 Health Department let us open and the never
13 bothered us for the rest of the Summer, which was
14 great.

15 So, we opened up. Day One we opened up
16 within the first week, the residents of Oyster Bay
17 loved what we were doing. We cleaned it up; we
18 painted it; planted. We just made it look a lot
19 more presentable than it was. The best thing we
20 did was, we changed the food to Mexican. We
21 lowered the prices. We gave great service. And we
22 were just friendly to the people that came from
23 Oyster Bay. And they loved it. They really loved
24 it.

25 We only had it for a one-year term.

1 But we really put a big effort -- really put a big
2 effort to make it work and it did. What we did was
3 -- we also did live entertainment all week. We did
4 a couple of shows that we tried out on the weekend
5 like, for example, Disco Unlimited, we had 45RPM
6 and it really woke up the town. Come down, sit on
7 beach. Not even -- some people didn't even come
8 into the restaurant, but they sat on the beach and
9 enjoyed the shows that we did. The Parks
10 department brought us lights. We lit up the beach
11 and it was just a real great atmosphere. And the
12 people loved it. So, that kind of thing is what I
13 want to bring to Tobay.

14 But the most important thing that we
15 did, which I know the Town was having trouble, is
16 that to show the Town good faith, we paid the rent
17 that we agreed on up front. Before we opened, all
18 the rent was paid.

19 COUNCILMAN IMBROTO: Are you going to
20 do that here?

21 MR. DiGIROLOMO: Well, we're going to
22 give half. It's a little more.

23 We gave the Town the money. Then once
24 a month, which was the most important, Roy, the
25 accountant, gave me a sheet, breakdown of every

1 day, the business that we did. I went to the
2 Comptroller's office, Mr. Ballas, and we came --
3 myself, personally, I went and gave him the check
4 for the percentage that we offered -- that we
5 agreed to every single month, regardless of what
6 the weather was like, and it was an awful Summer.
7 We have lost a lot of weekends, a lot of nights
8 because of the rain. But we went through it and
9 every month, we had the money there.

10 Towards the middle -- towards the
11 middle of the Summer, the middle to the end, we got
12 notice -- I got a phone call from the Town of
13 Oyster Bay that we were receiving -- this is the
14 most -- this is the thing that really made the
15 Summer worthwhile. I realized everyone noticed
16 what we were doing there. We received a call from
17 the Town of Oyster Bay that we were receiving a
18 Citation of Excellence.

19 So the next night when we knew we were
20 getting it, who showed up? Mr. Saladino came
21 personally himself and presented that citation.
22 What I realized was all the hard work we all did
23 there was being noticed and it was great. We hung
24 it up. They took pictures. We hung it up right in
25 the middle where the restaurant is.

1 I'm going to take that and bring that
2 to Tobay Beach. I'm going to open up those two
3 restaurants and the bottom line is what we did was
4 we were just friendly. We gave great food, great
5 family service. We really concentrated on the
6 families. I know everyone was talking about the
7 DWIs and the kids and security. I don't think that
8 anyone got a call in the Town that we had not one
9 incident in Tappen Beach, not one. We really
10 concentrated on the families. If there was a
11 family sitting on the beach with kids and they came
12 up to the fence and wanted to get food, my
13 waitresses went out to the beach to serve them.

14 We really made everyone comfortable.
15 And I really think -- I guess some of you came to
16 the place. It worked. The Town loved it and we
17 ended up getting it for another three to four
18 years, I think. It was all worthwhile what we did.

19 And that's it. That's what we want to
20 do at Tobay. We want to do the same thing. In the
21 proposal, it says what kind of restaurants I want
22 to open and I'll answer any questions.

23 COUNCILMAN IMBROTO: For the benefit of
24 the public could you just go over that, because not
25 everyone has that information?

1 MR. DiGIROLOMO: Okay. So, I guess,
2 the west side is going to be the Blu Iguana, which
3 is real simple. It's going to be exactly what I
4 did at Tappen. I'm going to bring that there. You
5 know the service, family business, affordable
6 prices. People don't have to bring their own food
7 to the beach. People don't have to leave and go
8 somewhere else. They have can stay at the beach.

9 Also, what we did -- thank you
10 Danielle -- what we did on the beach on Sundays, we
11 had a great brunch. Every Sunday from 11:00 to
12 4:00, live entertainment, we changed the menu up,
13 free -- unlimited mimosas, margaritas, Bloody Marys
14 and it was a great day at Tappen. I want to do
15 that at the Blu Iguana.

16 COUNCILMAN IMBROTO: This is a Mexican
17 concept?

18 MR. DiGIROLOMO: This is a Mexican
19 concept, yes.

20 COUNCILMAN IMBROTO: What about at the
21 other one?

22 MR. DiGIROLOMO: The other one would be
23 called the Oyster Bay Clam Company. It's going to
24 be what it sounds like -- lobster rolls, clams,
25 oysters. Real fast food. We're going to have

1 picnic benches outside, so people will go up, get
2 their own food, and bring it right there.

3 COUNCILMAN IMBROTO: It's self-service?

4 MR. DiGIROLOMO: It will be
5 self-service.

6 Also, if it's a bigger party, they sit
7 there, I'll have a waitress bring out their food.
8 We will put numbers on the tables and we'll bring
9 it out. Very casual. Again, affordable. I will
10 have, like, hamburgers.

11 If we had to work out something with
12 the concessionaires, I'm very agreeable to
13 anything. I don't know how it's going to work. If
14 the concessionaire serves pizza, if we're allowed.
15 That I guess we'll all have to work out, but I'm
16 very agreeable to anything like that. I'll change
17 the menu. It's not an issue.

18 But, like I said, it's going to be
19 family orientated. It's going be where families
20 can stay -- bring their children, stay for lunch,
21 stay for dinner and leave at night and no issues.
22 I'm not, you know, I'm not looking to make it a
23 night club. I'm not looking for a scene like that.
24 I'd rather -- I'd rather -- if it was less
25 business, I'd rather do less business without the

1 trouble for the Town and for myself.

2 COUNCILMAN IMBROTO: Could you go over
3 your financial proposal?

4 MR. DiGIROLOMO: Sure.

5 The way I worked out -- Roy and I
6 worked out the financials was I worked it out
7 because you could predict anything and you really
8 don't know what you're going to get there. But I
9 worked it out know the numbers that we did at
10 Tappen.

11 Now, understand that Tappen doesn't
12 have that beach crowd. Every day, we drove up,
13 there was a sign --

14 COUNCILMAN IMBROTO: It's a completely
15 different animal.

16 MR. DiGIROLOMO: Completely different
17 animal.

18 The water was closed. The
19 concessionaire window I had that we built at
20 Tappen, really wasn't necessary because we didn't
21 have that beach crowd.

22 So the beach crowd, I took that in
23 consideration for the money we did. We did really
24 for the weather, we did great numbers, more than I
25 really thought we were going to go at Tappen. And

1 honestly, we had to lose a third of the Summer.

2 COUNCILMAN IMBROTO: What did you do at
3 Tappen?

4 MR. MONACO: We did a little over
5 \$700,000.

6 MR. DiGIROLOMO: Which I never expected
7 to do that. In my head I thought probably half a
8 million dollars at Tappen. And we were going over
9 a million if that Summer continued with good
10 weather.

11 COUNCILMAN IMBROTO: What do you want
12 to pay us for here?

13 MR. DiGIROLOMO: I think it -- I don't
14 have it in front of me. It was \$155,000 in rent
15 for both restaurants paid half up front, half
16 monthly for the rent. And it would start -- I
17 think the first two years was 2 percent going up to
18 3 percent of our gross revenue.

19 COUNCILMAN IMBROTO: So 155 plus
20 2 percent and then increasing --

21 MR. DiGIROLOMO: Up to 3.

22 COUNCILMAN IMBROTO: How did you come
23 up with that number?

24 MR. DiGIROLOMO: Just I figured on the
25 Blu Iguana -- I figured on at least double the

1 amount of business at the Blu Iguana and a little
2 more than the Blu Iguana in the middle restaurant,
3 the restaurant on the east.

4 COUNCILMAN IMBROTO: And you're paying
5 half up front?

6 MR. DiGIROLOMO: Half up front, yes.

7 COUNCILMAN IMBROTO: Are you aware of
8 what, you know, what happened with the previous
9 concessionaires and --

10 MR. DiGIROLOMO: I was aware of that at
11 Tappen also. I really did it because I'm stubborn
12 and I wanted to show everyone that I could run a
13 beach operation. And I took Tappen where everyone
14 told me not to do it. Everyone said stay away.
15 It's going to stay closed. It not going to open.
16 We really took a chance and dove in it and made it
17 work.

18 COUNCILMAN IMBROTO: The reason I'm
19 asking is because your number is a little bit more
20 aggressive than some of the other proposals, so I
21 just want to make sure that you really think you
22 can hit this.

23 MR. DiGIROLOMO: I was told the same
24 thing at Tappen. The same question came up, the
25 numbers were a little high, should have come in

1 lower and we paid it, you know, every month with
2 our money. Tappen we did 30 and 7 percent at
3 Tappen. And we came every month and we paid
4 regardless of rain or --

5 COUNCILMAN IMBROTO: What do you
6 project your revenue to be for Summer?

7 MR. DiGIROLOMO: I'm looking at, at
8 least 3 and a half to 4 million dollars.

9 COUNCILMAN IMBROTO: You're just
10 guessing or --

11 MR. DiGIROLOMO: Well, I'm basing it on
12 Tappen. Tappen Beach, we were only allowed -- from
13 the Health Department, that issue couldn't get
14 resolved and I abided by it -- the occupancy was
15 only 100 people.

16 So the restaurant to the west is at
17 least double that, at least double that. And the
18 one in the middle is double that also. So I'm
19 basing it on what I did at Tappen and considering
20 there's thousands of more cars coming in the Summer
21 than I get -- really at Tappen Beach -- the only
22 cars, the only time that parking lot got busy was
23 when the restaurant was busy.

24 COUNCILMAN IMBROTO: And you take into
25 account that you may have a really bad Summer

1 and --

2 MR. DiGIROLOMO: Yeah.

3 Well, the bad Summer would affect the
4 2 percent, the revenue that I get. The rent I have
5 to --

6 COUNCILMAN IMBROTO: Theoretically, it
7 would affect the 2 percent. The other guys it
8 affected the rent.

9 MR. DiGIROLOMO: The rent is going be
10 paid regardless.

11 COUNCILMAN HAND: Could you expand on
12 your marketing experience?

13 MR. DiGIROLOMO: As far as?

14 COUNCILMAN HAND: How you're going to
15 promote.

16 MR. DiGIROLOMO: Well, at Tappen -- I
17 keep talking about Tappen, not the restaurants I
18 used to own -- at Tappen -- because it's on the
19 beach -- I really -- the market part of it was the
20 people.

21 Every time I went -- I went up to a
22 table, every time we got busy right in the
23 beginning -- we got busy right away, people just
24 trying it. The people wanted us to stay.

25 As matter of fact, talking to all the

1 customers that were going on social media and Yelp
2 and promoting us.

3 MS. DiGIROLOMO: Instagram that I
4 handle.

5 MR. DiGIROLOMO: Instagram.

6 Those people were saying are you guys
7 coming back and I couldn't answer them because I
8 didn't know if we were. They're were, you know,
9 thousands of people came in and said we'll call the
10 Town of Oyster Bay and tell them we want you back.
11 I don't know if they did --

12 COUNCILMAN IMBROTO: We received very
13 positive feedback.

14 We'll have our Commissioner come up and
15 talk about his experience after you're done.

16 MR. DiGIROLOMO: Appreciate it.

17 COUNCILMAN IMBROTO: The only thing is
18 your proposal is about 50 percent higher than the
19 last proposal as far as guaranteed rent. And they
20 have are -- have an aggressive marketing plan and
21 this and that and will be having music and things
22 like that.

23 Do you think that you can make this
24 without doing that?

25 MR. DiGIROLOMO: Well, what I'm going

1 to do as far as music, I'm going to expand on the
2 music that we did at Tappen, as far as the bigger
3 bands on Long Island. I mean can't complete with
4 these guys as far as their operation with all the
5 bands they -- they have a lot more experience in
6 that. But what I did at Tappen was I did do the
7 bands. I did advertise in house. I advertised on
8 social media for when I 45RPM. We did -- I mean,
9 at Tappen to do a 1,000 people between the beach
10 and the restaurant, it was crazy. Just from
11 putting the sign outside and social media.

12 I'm going to do nights during the week.
13 I'm going to continue doing my live entertainment
14 on Sundays. And I'm going to do big groups like
15 Disco Unlimited and 45RPM, The 70's Band, all
16 things like that, that I'll continue doing at the
17 Blu Iguana.

18 SUPERVISOR SALADINO: In terms of
19 financials, you lay out a plan of what you perceive
20 your rent would be, but then you talk about an
21 amount for capital improvement with no specific
22 timeline.

23 Would you contractually agree to
24 spending that amount or the majority of that amount
25 up front?

1 MR. DiGIROLOMO: That will be spent
2 before we open the door.

3 COUNCILMAN IMBROTO: Did you have an
4 opportunity --

5 SUPERVISOR SALADINO: Just a moment,
6 please.

7 This entire amount of 532,000 --

8 MR. DiGIROLOMO: Will be spent when we
9 open the door.

10 Everything, Mr. Saladino, everything I
11 said in there was how I want it to look when we
12 first open.

13 When we opened Tappen Beach, the only
14 thing that I couldn't do that I wanted to do and I
15 spoke to Mr. Pinto, Mr. Gatto, Mr. Rothstein was --
16 we had a problem with the bathrooms over there.

17 People complained, complained, and they
18 complained to me because at night when they're
19 there they think those are my bathrooms. So I had
20 a conversation with all the gentlemen from the Town
21 that I was so concerned about the bathrooms, that
22 we would do them. If we did get it again, we would
23 do it, but the Town was already set to renovate all
24 the bathrooms.

25 I wouldn't open up those restaurants

1 with my vision until it's all done. And also at
2 Tappen, we really got it late. We -- it was in
3 April, mid April and we opened a week before
4 Memorial Day. We got it open. Roy is in
5 construction, so I can do a lot of the work. He'll
6 do a lot of the work as soon as the notice
7 is given.

8 COUNCILMAN IMBROTO: Could you just
9 discuss some of the improvements for everyone in
10 the audience and watching at home that they
11 understand what you really want this to look like?

12 MR. DiGIROLOMO: Okay.

13 Both restaurants, I really -- I'm not
14 going to do a tremendous renovation on the outside.

15 Obviously, I'm going to do like Tappen,
16 paint it a different color. Make it brighter.
17 Make it more beachy. Make it more -- I want -- my
18 goal is, I want people to drive through that gate
19 when they pay to get in or they get for free
20 parking, I want them to notice the two restaurants.

21 So, landscaping is going to be a huge
22 thing that we want to address right away.

23 Landscaping, the colors of the building, and the
24 signage. We want to put real nice signs and make
25 the outside look, wow, there's new restaurants.

1 Light it up. Make it really where people notice
2 when they drive through the door.

3 As far as the inside, we have to
4 address, obviously, the kitchen, the bars, sound,
5 more televisions -- well, there was no televisions
6 there -- more televisions inside, the sound, put a
7 stage outside, build a bar.

8 I'd like to put a bar -- I don't even
9 think I mentioned that one -- I'd like to put a bar
10 in the middle where the Oyster Bay -- so people can
11 come out and get draft -- the beer and wine, stuff
12 like that outside.

13 So, as far as the renovation part, it's
14 just to -- when I painted and lit up Tappen Beach,
15 the Parks Department, the gentlemen that work in
16 the Parks said, wow, what a difference.

17 We really -- it was just a facelift of
18 the place. To clean it up, to make it look nice
19 when people were -- we just cleaned the whole place
20 up. Tables, chairs, all that stuff has to be
21 bought. I really don't think when we did the
22 walkthrough, I don't think there was much of
23 anything there. I don't think there was much of
24 anything left. So all of that --

25 COUNCILMAN IMBROTO: You had an

1 opportunity to evaluate the kitchen
2 and everything --

3 MR. DiGIROLOMO: Yup. Yup. A lot of
4 equipment could be -- I think some of it can be
5 saved, but we are going to have to replace and add
6 some different things.

7 COUNCILMAN MUSCARELLA: Let me ask you
8 some questions.

9 First of all, on a personal level, I
10 left a Town Board meeting, went and ate at your
11 restaurant, which was exceptional, so exceptional I
12 took my wife maybe two weeks later. The service,
13 the food was out of this world. The feel was --

14 MR. DiGIROLOMO: Thank you.

15 COUNCILMAN MUSCARELLA: -- one of the
16 best experiences. I came from Massapequa, drove up
17 there with my wife -- without a doubt.

18 You currently run one restaurant now,
19 correct?

20 MR. DiGIROLOMO: Mm-hmm.

21 COUNCILMAN MUSCARELLA: So you would be
22 going from one restaurants to three restaurants --

23 COUNCILMAN IMBROTO: You don't have run
24 one restaurant, right? You have other restaurants
25 just not --

1 MR. DiGIROLOMO: No. I'm out of all my
2 restaurants. I don't own a full-time restaurant
3 anymore.

4 COUNCILMAN MUSCARELLA: Do you feel you
5 could handle going from one to three restaurants
6 and that level of --

7 MR. DiGIROLOMO: Well, what I think I
8 do well is I hire the right people and I make them
9 think or vision what I do. And that's why I think
10 when you came and you had a good experience is
11 because the waitresses and the waiters really are
12 trained by my daughter and she understands my
13 vision and how I want people to be treated.

14 I also -- when I hired the people
15 from -- I hire the Town -- I hire the Town kids
16 that live in the town, know the people, want to do
17 a good job because they know everyone that comes in
18 the restaurant. They are all from the same high
19 schools. So I try to create that. And I could
20 definitely -- at one time, I did own four
21 restaurants at one time and I sold them all.

22 COUNCILMAN IMBROTO: Right now Tappen
23 is the only restaurant that you --

24 MR. DiGIROLOMO: Tappen is the only
25 one. I didn't want to do a full-time restaurant

1 anymore. I like my Winters in the warm weather. I
2 don't like this weather anymore.

3 COUNCILMAN MUSCARELLA: The other thing
4 is you're giving us 155 -- whatever it is
5 155,000 --

6 MR. DiGIROLOMO: Yes.

7 COUNCILMAN MUSCARELLA: -- half up
8 front.

9 MR. DiGIROLOMO: Mm-hmm.

10 COUNCILMAN MUSCARELLA: But the other
11 vendor or the other person was giving a certain
12 amount -- 100,000 -- and 10 percent above a
13 million. So, yours is just a flat --

14 MR. DiGIROLOMO: Plus 2 percent --

15 COUNCILMAN MUSCARELLA: 2 percent.

16 MR. DiGIROLOMO: -- on the full gross
17 and I think after two years it goes up to three.

18 COUNCILMAN MUSCARELLA: Okay. That's
19 it.

20 COUNCILMAN HAND: Question in regards
21 to financials again.

22 You have yourself listed as a sole
23 proprietor; is that correct?

24 MR. DiGIROLOMO: No. I'm the general
25 manager. That was -- this is the sole proprietor.

1 COUNCILMAN HAND: Mr. Monaco, right?

2 MR. DiGIROLOMO: Yes.

3 COUNCILMAN HAND: Just one question on
4 Page 3, Question Number 3 that was answered no and
5 if it was answered yes, you needed to state some
6 additional information.

7 So, I just want clarity whether it was
8 a typo or --

9 MR. DiGIROLOMO: What was the question?

10 COUNCILMAN HAND: The question itself
11 said, has the proposer every had a bond or surety
12 cancelled or forfeited or a contract with any
13 entity terminated -- I'm sorry that said -- bear
14 with me. I'm looking at yours as opposed to
15 Mr. Monaco's.

16 Mr. Monaco's on Page 3, same question,
17 and it was answered yes. It says if answers yes,
18 state the name or bonding agency, if a bond, the
19 date, the amount of the bond and the reason for
20 such cancellation or forfeiture or details
21 regarding the termination.

22 MR. MONACO: It should state, "No." I
23 never had a bond or -- I may have just did that
24 incorrectly.

25 That would be a "No."

1 COUNCILWOMAN JOHNSON: So, going to
2 some of the questions that we asked the last
3 proposal, do you have any sort of sexual harassment
4 training for your employees? Is there any sort of
5 TIP training?

6 MR. DiGIROLOMO: I have -- the person
7 that I do -- that I get my insurance through --
8 Rockwell Group -- he is a big -- he was the
9 President, I think, of the Restaurant Association.
10 And he has a -- his organization, they come in and
11 they do a training on all of that, all of that --
12 sexual harassment, TIPS, all of that kind of stuff.
13 We do that once in the Summer.

14 SUPERVISOR SALADINO: Will you have
15 point of sale software --

16 MR. DiGIROLOMO: Yes.

17 SUPERVISOR SALADINO: -- that the Town
18 of Oyster Bay will have access to contractually in
19 realtime?

20 MR. DiGIROLOMO: Supervisor, the reason
21 why I didn't was whatever was at Tappen was
22 destroyed and I wasn't going to invest that kind of
23 money not knowing if I was going to get it again.

24 So, now, I'm going to put the same one
25 in all three which is --

1 MS. DiGIROLOMO: Harbor Touch.

2 MR. DiGIROLOMO: -- Harbor Touch. And
3 that you have 24/7 availability to see as the day
4 goes on what the business is doing.

5 COUNCILMAN IMBROTO: We have
6 availability to see at your restaurant or from Town
7 Hall?

8 MR. DiGIROLOMO: From the Town Hall.

9 SUPERVISOR SALADINO: In realtime?

10 MR. DiGIROLOMO: In realtime.

11 COUNCILMAN IMBROTO: I'm a little bit
12 unclear about the structure.

13 Are you a partner or --

14 MR. DiGIROLOMO: I'm a general manager.

15 COUNCILMAN IMBROTO: Who is -- it's
16 just you --

17 MR. MONACO: It's me, yeah.

18 MR. DiGIROLOMO: I run the restaurant.

19 COUNCILMAN IMBROTO: Is that the same
20 structure as Tappen?

21 MR. DiGIROLOMO: As Tappen, yes.

22 COUNCILMAN LABRIOLA: Mr. Monaco, are
23 you positive or confident that you can get the
24 financing for the capital improvements you've
25 pledged to?

1 MR. MONACO: Yes.

2 SUPERVISOR SALADINO: Just to expand on
3 Councilman Labriola's questions, can you give us a
4 specific indication of how that would break down,
5 how that investment would break down? What portion
6 do you see as kitchen equipment? What portion do
7 you see as exterior improvements, interior
8 improvements? So we really get a sense of the
9 experience our residents will have as they walk up,
10 when they go inside, when they sit down.

11 What will they see specifically?

12 MR. DIGIROLOMO: Okay. The building on
13 the west side, which is going to be the Blu Iguana,
14 they're going to get the same exact experience as
15 what I do there. Mexican cuisine, fun, nice music
16 playing during service -- lunch and dinner, the
17 Sunday brunch -- everything I did at the Blu Iguana
18 and better because, I learned a little last year,
19 is going to be done there.

20 As far as the restaurant in the middle,
21 the Oyster Bay Clam Company, it's going to be very,
22 very casual. It's going to be to come off the
23 beach, I don't want to sit and get served, but I
24 want clams and oysters, I want a lobster roll.
25 You're going to sit at really nice picnic tables

1 with umbrellas on every table. And actually just
2 get a number, a waitress will bring out the food --
3 bring out to the table what they order and bring it
4 right out. It's going to be very, very casual.

5 SUPERVISOR SALADINO: Both -- both
6 restaurants?

7 MR. DiGIROLOMO: The Blu Iguana will be
8 casual, but more if you want to sit and get served.
9 There will be regular waitress service. A bigger
10 bar at the Blu Iguana. It's going to be exactly
11 what I did here at Tappen -- I'm going to do over
12 at Tobay.

13 SUPERVISOR SALADINO: So both
14 restaurants will have picnic table style dining?

15 MR. DiGIROLOMO: No. The Blu Iguana is
16 going to have regular tables like we do at Tappen
17 and the Oyster Bay Clam Company will have the
18 picnic tables.

19 SUPERVISOR SALADINO: Bench seating?

20 MR. DiGIROLOMO: Bench seating all with
21 umbrellas, where you actually go order -- you order
22 your food, you get the number, you go sit down, and
23 the waitress will bring out your food. It will be
24 quick, casual, fast. If you just wanted to run off
25 the beach and have a soda, have a dozen clams and

1 go right back out to the beach.

2 SUPERVISOR SALADINO: If someone wants
3 to order from the beach and then come pick it up or
4 come in and dine, will that service be available?

5 MR. DiGIROLOMO: Absolutely. I do that
6 at Tappen. The amount of people I get --

7 SUPERVISOR SALADINO: I'm sorry.
8 Online, right from their cell phone.

9 MR. DiGIROLOMO: Online? What I have
10 at Tappen is I have the -- what I'm going to do
11 with the Harbor Touch, it's going to be the
12 handheld -- and if that becomes that people do want
13 to sit at the beach, I'll have a waitress go out
14 with the handheld, order it right from the beach --
15 get it ordered and brought out to the beach.

16 COUNCILMAN MACAGNONE: Like at a ball
17 game.

18 MR. DiGIROLOMO: Exactly.

19 We also, at Tappen Beach they have the
20 pool over there, we actually did service every day.

21 MS. DiGIROLOMO: Me.

22 MR. DiGIROLOMO: Call on the phone --

23 MS. DiGIROLOMO: I'd run back and
24 forth.

25 MR. DiGIROLOMO: Back and forth we

1 delivered to the pool. So we have no problem going
2 off -- also to the boats -- to the marina at
3 Tappen, we would bring the food right over. We
4 have no problem leaving to go to the beach.

5 COUNCILMAN IMBROTO: Tappen is
6 sustainable for you, whether you get this
7 concession or not, right?

8 MR. DiGIROLOMO: Tappen is already --
9 already staffed and we're ready to go.

10 As a matter of fact, I'm going to open
11 hopefully a little earlier this year because we had
12 more time. If the weather and the bathrooms are
13 done, we are going to --

14 COUNCILMAN MUSCARELLA: I would take a
15 trip up to see it.

16 MR. DiGIROLOMO: Thanks. Thanks.

17 SUPERVISOR SALADINO: That's part of my
18 question. Thank you, Councilman.

19 How have you factored in what happens
20 if you get some -- a number of weekends of very
21 inclement weather?

22 MR. DiGIROLOMO: Well, I mean, it hurt.
23 I'm not going to sit up here and said it didn't.
24 It hurt. It was frustrating because the way it
25 rained, the time it rained --

1 MS. DiGIROLOMO: And the news.

2 MR. DiGIROLOMO: -- the news saying it
3 was going to rain and if it didn't rain. It was
4 definitely a factor. So, you know, we know what
5 could happen. That was honestly the worse Summer I
6 think that -- in the past ten, twenty years. That
7 was the worst.

8 What I'm doing at Tappen now because of
9 the rain, I'm enclosing part of the --

10 COUNCILMAN IMBROTO: We're still just
11 -- are you the owner at Tappen or you're just the
12 general manager?

13 MR. DiGIROLOMO: General manager.

14 Roy owns both.

15 COUNCILMAN IMBROTO: Who is Mr. McMann?

16 MR. DiGIROLOMO: He was going to be --

17 COUNCILMAN IMBROTO: He's not involved
18 at all?

19 MR. DiGIROLOMO: No.

20 COUNCILMAN IMBROTO: It's basically
21 just you and your company?

22 MR. MONACO: Yes.

23 COUNCILMAN IMBROTO: What's the
24 relationship between the landscaping company or the
25 construction company and --

1 MR. DiGIROLOMO: He owns the
2 construction company. He's the owner of the
3 construction company. He did all the work and
4 that's why we got everything done so quick. He
5 does all the work.

6 COUNCILMAN IMBROTO: Mr. McMann has
7 nothing to do with anything --

8 MR. DiGIROLOMO: No, nothing. He was
9 going to be involved, but --

10 COUNCILMAN HAND: Based on Councilman
11 Imbroto's questions, that's why I was asking the
12 questions regarding the financials.

13 COUNCILMAN IMBROTO: The financials are
14 a little bit confusing.

15 MR. DiGIROLOMO: I understand.

16 COUNCILMAN HAND: So, without
17 Mr. McMann we have a profit and loss from your
18 business, Mr. Monaco, and that's the only financial
19 information I have.

20 Is there anything else that was going
21 to be presented?

22 MR. DiGIROLOMO: No. That's it.

23 COUNCILMAN HAND: We have other
24 businesses that are submitting full packets of
25 their financials, and here we have a P and L for

1 one year. I'm sure you do fine work --

2 COUNCILMAN MUSCARELLA: He's
3 exceptional.

4 COUNCILMAN HAND: The numbers that are
5 on these sheets -- on this profit and loss
6 statement for 2017 show a net profit -- you know
7 what it is -- I don't want to share your business
8 publically with people -- that doesn't sustain some
9 of the presentation material put forth today.

10 MR. DiGIROLOMO: Okay.

11 COUNCILMAN HAND: That's the only thing
12 I'm concerned about.

13 Where else are the finances coming
14 from?

15 MR. DiGIROLOMO: It's all coming from
16 Mr. Monaco.

17 COUNCILMAN IMBROTO: From your personal
18 assets? I mean, do you have financing lined up?

19 MR. MONACO: Some personal. You know,
20 I will take a bank note.

21 SUPERVISOR SALADINO: So, let's talk a
22 little bit about how you will oversee this process.

23 How many supervisors will be there?
24 How many employees do you see? What will the ratio
25 be? What is your screening process for hiring

1 employees?

2 MR. DiGIROLOMO: Our biggest -- my
3 biggest concern is the management.

4 We had such great a response of the
5 kids from the neighborhood that wanted to work, and
6 my philosophy is: If someone wants to work you
7 train them and you make them -- they become good
8 workers. As long as they have -- they want to be
9 there. We had a great response at Tappen.

10 I had Danielle there and I just hired a
11 new manager there to work full time with Danielle.
12 Because at Tappen, it was so new for us and it was
13 so rushed that we did it -- we just flew in there,
14 got it open and started.

15 This year what I'm going to do is -- I
16 will have two managers at the Blu Iguana at Tobay
17 and two managers at the Oyster Bay Clam Company.

18 SUPERVISOR SALADINO: At all times?

19 MR. DiGIROLOMO: At all times.

20 And myself running back and forth the
21 whole Summer. I put a lot of time in the Summer.
22 I know the gentlemen at the parks, every time they
23 came, I was there. I work -- I work 7 days a week
24 and I'm back and forth and I'll run back and forth.
25 But I'm very confident -- real confident in my

1 staff.

2 I always have been confident in my
3 staff. When I owned Ciao Baby, we got reviewed
4 form Channel 12 to Newsday to Zagat's to -- we
5 always -- one of the best things that we had all
6 the time was my staff.

7 I always told my staff, if my mom and
8 dad are coming to the restaurant, I'm not going to
9 call the restaurant and say seat them with David or
10 seat them with Jim. I know every person is going
11 to treat my mom and dad the way I want -- the way I
12 would treat every customer that walks in that
13 restaurant. I was never ever concerned about that.
14 I always, always -- and Mr. Muscarella came and
15 just came, didn't know he was there, and got the
16 service that I expect from --

17 COUNCILMAN IMBROTO: That guys knows
18 his food.

19 COUNCILMAN MUSCARELLA: The food was
20 one of the best experiences. Maybe I was caught
21 off guard or something. I don't know.

22 MR. DiGIROLOMO: I really -- you know,
23 Mr. Supervisor, when you came in with that
24 citation, I don't know if you realized -- and I'm
25 not just saying this because I'm talking to you --

1 how much it meant. That I knew all the hard work
2 and to turn a restaurant that had such bad reviews,
3 turn it around in the matter of a month and a half
4 and get that. When I say I hung it -- it's in the
5 middle of the restaurant for everyone to see,
6 because I was proud of that. And I explained to my
7 daughter, that hard work of getting there at
8 6:00 in the morning and leaving at 12:00 at night,
9 that's what it's about. To look at Yelp and read
10 the reviews and how people were happy, so I'm real
11 confident I can do that at another location.

12 COUNCILMAN IMBROTO: We appreciate that
13 hard work and your attitude.

14 MR. DiGIROLOMO: Thank you.

15 SUPERVISOR SALADINO: Just another
16 couple of questions, please.

17 In terms of staff, can you tell us
18 about what you'll be screening for during the
19 hiring process? Will you be looking at any
20 databases?

21 MR. DiGIROLOMO: The main thing I do --
22 I tell my daughter, the main thing is just to call
23 references. Call the places they used to work.
24 Call the references. Spend that extra two or three
25 hours of interviewing to call the references. See

1 how they did in their past jobs.

2 Because, usually, if I got called for a
3 reference for someone that worked for me, I was
4 always very honest with the person calling me on
5 the phone about what kind of worker. As long as I
6 get -- for waiter, just say, if the person tells me
7 they were okay. Did they show up on time, yes.
8 Did they want to work, yes. Then I said okay. I
9 will hire that person as long as there is no drugs
10 involved or anything else. I will hire that person
11 and train them to the way that I like my staff to
12 approach the customers.

13 SUPERVISOR SALADINO: Do you check with
14 any databases?

15 MR. DiGIROLOMO: As far as?

16 MS. DiGIROLOMO: Like WebCrimis?

17 SUPERVISOR SALADINO: Sex offenders and
18 other databases that are available.

19 MR. DiGIROLOMO: For Tappen, no, I
20 didn't, but I will.

21 SUPERVISOR SALADINO: For the proposals
22 you're making now.

23 MR. DiGIROLOMO: I will do that.

24 COUNCILMAN IMBROTO: I hope you do it
25 at Tappen, too.

1 MR. DiGIROLOMO: From now on, I will.
2 Do you know something I don't know at
3 Tappen?

4 COUNCILMAN IMBROTO: No, no, no.
5 Better safe than sorry.

6 MR. DiGIROLOMO: Right.

7 SUPERVISOR SALADINO: Are there any
8 other questions?

9 (No verbal response given.)

10 SUPERVISOR SALADINO: Thank you very
11 much.

12 MR. DiGIROLOMO: Thank you very much.
13 Thanks.

14 COUNCILMAN MACAGNONE: Keep the good
15 work up guys.

16 MR. DiGIROLOMO: Thank you.

17 (TIME NOTED: 11:59 A.M.)

18 SUPERVISOR SALADINO: Our next group on
19 the restaurants will be J&B Restaurant Partners.

20 MS. PETITE: Ready?

21 SUPERVISOR SALADINO: Yes. Good
22 morning.

23 MS. PETITE: Good morning.

24 Let me get everybody set for a second,
25 first.

1 My name is Dawn Petite. I'm the Chief
2 Operating Officer of J&B Restaurants, Top Flight
3 Foods.

4 I have with me today Joe Vitrano, our
5 President and CEO; Maria DiLeo, our Marketing
6 Manager; and Sue (inaudible), our Project Manager.

7 We've been in business here on Long
8 Island for over twenty years. I would describe us
9 as multioperational restaurant, catering, and
10 retail group. We specialize in both family
11 friendly dining and beach restaurant catering
12 venues. Our variety of business experience,
13 knowledge of the Long Island market, seasonal
14 venues, and restaurant experiences make us a unique
15 and qualified candidate.

16 I'm going to take you quickly through
17 just a broad brush of the presentation. Joe will
18 then come up and talk to your about the capital
19 investment and his vision. Then Maria will take
20 you through the marketing plan. Joe will come up
21 and just take you through the last pieces of the
22 financial questions.

23 COUNCILMAN IMBROTO: Can everybody in
24 the audience see the pictures? Can we maybe angle
25 it a little bit better? Thank you.

1 MS. PETITE: I'm sure you can see from
2 our corporate history that we operate full-service
3 family style restaurants and high-volume restaurant
4 bars throughout Nassau and Suffolk County.

5 Along with operating seasonal shoreline
6 venues as we're the current food and beverage
7 concessionaires for Cedar Beach Mount Sinai, Smith
8 Point Beach, Meschutt Beach, Cupsogue Beach,
9 Captree Boat Basin, the Bait and Tackle Shops at
10 Jones Beach, as well as all the retail clothing
11 souvenir concessions at Jones Beach and Robert
12 Moses. We also have experience as the food and
13 beverage concessionaire for Jones Beach for over
14 ten years, making us the perfect choice to run the
15 restaurants at Tobay.

16 Some key points from our written
17 presentation include the transformation of the
18 current Mango Bay to Tiki Joe's Rum Bar bringing
19 amazing Caribbean cuisine to the beach, along with
20 the addition of the ever so trendy Sunday brunch.
21 We'll be adding live reggae, steel drum and
22 Caribbean music, an addition of an outside bar to
23 enhance the dining experience, tiki themed decor
24 and palm trees for ambiance, and then the
25 transformation of the current Crazy Oyster to a

1 Bleu Bay Bar and Grill offering seafood and classic
2 fare with catering for all types of events under a
3 new tented area with an outdoor bar for guests to
4 sit and enjoy the view. And an addition of a
5 unique outdoor clam and oyster raw bar featuring
6 freshly shucked shell fish and other cold seafood
7 delights, such as shrimp cocktail, lobster or
8 Alaskan king crab is just the cherry on the top.

9 We've assembled two top restaurant
10 professionals ready to take on this project. From
11 Greg, our Director of Operations, with thirty years
12 of restaurant experience, to Martin, a passionate,
13 experienced restaurant operator who has worked for
14 almost fifteen years in the restaurant and catering
15 business. His success always begins with driving
16 sales by motivating his team to be the best in the
17 business. Martin will be onsite daily greeting our
18 guests and will be responsible for the top-shelf
19 service and standards at both the new Tiki Joe's
20 Rum Bar and Bleu Bay Bar and Grill.

21 Speaking of Tiki Joe' Rum Bar and Bleu
22 Bay Bar and Grill, our corporate chef has designed
23 a creative Caribbean themed menu for the rum bar
24 and the Bleu Bay Bar and Grill has entrees sure to
25 please every member of the family.

1 We then had our team of mixologists
2 design drink menus sure to wow even the most
3 sophisticated pallet. Couple that with our over
4 2,000 current Long Island employees consisting of
5 talented managers, servers, bartenders, cooks, and
6 support people ensuring that we always have ample
7 staffing whenever and wherever necessary. We will
8 never be short staffed. We also have an on-staff
9 entertainment director that will bring live music
10 to the restaurants at Tobay.

11 These piece all come together creating
12 an exceptional experience making our venues a
13 destination for a great meal with exceptional
14 service and entertainment. Adding to the
15 exceptional service, we will be introducing new POS
16 technology called MobileBytes. This is a
17 microsystem that allows the guest to order and pay
18 online prior to getting to the restaurant for those
19 that are in a rush or simply looking for a great
20 take-home meal after a day at the beach. No wait
21 times. Simply order online on your phone, pay
22 using any stored payment method or credit card,
23 show up at the restaurant and your order is ready.

24 We also put a big focus on
25 relationships. We want our customers to feel pride

1 in both their beach and our brand, so we will
2 create a line of Town-logo apparel they can wear
3 proudly showing their pride in the Town. T-shirts,
4 sweatshirts, tank top, blankets, and other items
5 will sold at our retail cart. I'm sure you've seen
6 -- if you've been around town you've probably seen
7 Jones Beach logo wear all over the place and I'm
8 sure we'd love to have the same thing for Tobay
9 Beach.

10 We, at J&B Top Flight, are known for
11 and specialize in restaurants, catering, and
12 seasonal venues and are extremely confident that
13 our experience and expertise are unmatched and make
14 us perfect partners for the Town of Oyster Bay.

15 Now, I'm going to bring up Joe Vitrano,
16 our founder and CEO. Joe is going to take you
17 through our vision of the restaurants and our
18 capital commitment.

19 MR. VITRANO: Thank you, Dawn.

20 She absolutely left me nothing left to
21 say, to be honest with you.

22 My name is Joe Vitrano. I'm the
23 co-founder and majority shareholder of J&B Partners
24 Top Flight. I started it about eighteen years ago.
25 I have forty years experience in the corporate

1 world and the private sector. I know that's hard
2 to believe, but I started when I was 5 years old so
3 I was very young. We've owned many, many venues
4 throughout Queens, Brooklyn, Upstate New York,
5 New Jersey, Connecticut and Long Island. I've
6 owned Taco Bells, Pizza Huts, 7-Elevens. I've
7 created brands like Value Express Food Stores. I
8 was instrumental in taking Red Mango -- the yogurt
9 concept -- many years ago I was the President and
10 CEO for Red Mango North America. I was also
11 President of the Taco Bell Advertising Association
12 for the whole northeast. So marketing is part of
13 my background. I was also the market manager for
14 7-Eleven food stores for the Northeast Division.

15 Currently, we operate and own family
16 dining and themed casual restaurants throughout
17 Nassau and Suffolk County and some in New Jersey.
18 We manager Friendly's Restaurants. We manage TGI
19 Friday's. I still own 7-Elevens. I've been doing
20 that for literally 35 years, very passionate about
21 the convenience store business. I love that
22 business and I still have a bunch of those around
23 Long Island. And we own, as Dawn stated, about
24 fifteen seasonal beach venues, which have been in
25 business since the year 2004, which all makes us

1 the perfect partner with the Town of Oyster Bay.

2 So to bring a little bit of a light to
3 the vision that Dawn talked to you about, I want
4 you to think about, if you can -- Sue's going to
5 pass out some before pictures and after pictures
6 for those of you that have not been down to Tobay
7 Beach lately. These were taken during our tour
8 last month. Imagine being at a place called
9 Margaritaville. I tried for the name, but some guy
10 Jimmy Buffet owns on the market on the name. I
11 don't know what he thought he was doing with that.

12 But anyway, our vision for the west
13 restaurant -- the Mango Bay as it currently is
14 called is to actually call it Tiki Joe's Rum Bar.
15 So, imagine a vacation spot. You know, I think the
16 other guys too have the same vision -- either at
17 one or two of the locations.

18 By the way, you had two very good
19 presentations. You guys got a -- you guys got a
20 tough job ahead of you. I'll tell you that.

21 But we're thinking a laid back, family
22 dining, friendly restaurant. Polynesian drinks,
23 Caribbean menu, Caribbean wings, coconut shrimp,
24 Mai Tais. We do a brunch menu in some of our
25 locations. We would bring a Sunday brunch menu

1 because we feel this particular restaurant with the
2 indoor and outdoor is perfect for that. We plan on
3 putting an exterior bar. Actually, adding lights
4 back into the building. I don't know what happened
5 with the previous concessionaire. Everybody else
6 probably noticed, there is not a light in the
7 building. He must have took the lights, the light
8 bulbs, the fixtures. There's not a lot there.

9 But after changing the ambiance of the
10 facility to give you that vacation, beach, festive-
11 type Margaritaville, Tiki Joe's Rum Bar feel and
12 look, speciality drinks that you can either have at
13 the bar inside or have at the bar that we've
14 committed to spend capital and build outside on the
15 deck. A variety of rum drinks, specialty cocktails
16 and hurricane drinks. Bring heated lamps out to
17 the facility as well, which is in our capital bid
18 to extend the season. Open up early in May and
19 maybe a little bit past September, depending on the
20 weather. Add interior lighting. Repaint the
21 building to give it a nice presence from the
22 street. Put new signage on there.

23 Another thing that's going to be
24 special with this particular unit because I think
25 it's perfect for it is during the Summer, as you

1 guys all know, it rains. I don't know what you do
2 in the rain, but you can't go in your pool, you
3 can't barbecue, you can't go to a friend's pool --
4 you go out to a restaurant. This particular
5 restaurant, Tiki Joe's Rum Bar, will be open all
6 Summer, rain or shine. There's no reason after you
7 hear Maria's marketing plan that we have for these
8 two restaurants, that this restaurant is just like
9 a restaurant in Massapequa or Oyster Bay or any
10 other place that you go to. There is no reason you
11 can't get in the car, come down here, listen to
12 some music inside, sit down at the bar, go to
13 Sunday brunch, and make use of this facility. To
14 me that's very important to be able to do that.

15 This location will become a
16 destination. It's not there just for the
17 Summertime, just for when the suns out. It will be
18 open all year, all season, and it is very conducive
19 to doing that with the outside deck and the inside
20 room that you have.

21 Also, the furniture needs to be
22 scrapped as you guys know. We took picture of it.
23 To me, it's going to be a big improvement in what
24 we envision in this particular building. As Dawn
25 stated, we're in the music business. We have an

1 entertainment director. Last year alone, we hired
2 almost 400 bands throughout all of our venues. We
3 envision the music here a little lighter. To me,
4 during the week is a nice, friendly, family
5 environment. You know, Calypso bands, Reggae
6 bands, Polynesian bands, maybe even some kind of
7 Polynesian dancers, stuff like that. Weekends will
8 be different. We'll do the more upscale bands
9 similar to what everybody else is. Thinking that
10 would bring an attraction to this particular
11 building.

12 So, this is not a destination. This is
13 not a Summertime sunshine facility. This will be
14 open rain or shine during the Summertime.

15 Next building is the east building is
16 the current Crazy Oyster, I believe. That we call
17 the Bleu Bay Bar and Grill. We plan on doing an
18 exterior raw bar here with a covering. We are
19 going to put a boat -- a half boat filled with ice.
20 We may even go for a full boat, to be honest with
21 you, full of ice, not sure yet. But that will be
22 filled with raw clams, oysters, shrimp, Alaskan
23 king crab, cold lobsters. Serve beer and wine.
24 And be there specifically for take out and if you
25 want to sit there and just enjoy that particular

1 part of the building.

2 Second thing we plan on doing is
3 repainting the entire building, but make it look
4 more of a vacation-type of relaxing environmental
5 place. Put all brand-new umbrellas, all brand-new
6 furniture. Which what we feel is important is
7 we're going to add a 40 by 60-foot event tent that
8 will have sides on it that in the inclement
9 weather -- we're going to be open in the rain in
10 this particular building -- but if it's cloudy or
11 if it's excessively sunny and you want to sit in
12 there or if it happens to start drizzling or become
13 a little shower, as we know it gets towards the
14 evening, you could actually go into the event tent.
15 It also becomes the perfect spot for large, catered
16 affairs.

17 In addition, we're going to build a bar
18 that's going to be with reclaimed wood. It will
19 be, kind of, a nautical looking theme. It will be
20 four-sided to engage patrons to sit there, talk,
21 chat, and actually meet and great people.

22 So new menu called the Bleu Bay Bar and
23 Grill that Dawn as alluded to that our corporate
24 chefs have created. It will be more standard fare.
25 Lobsters, clams, Papa Joe's linguine with white

1 clam sauce, strip steak, that kind of stuff, and,
2 obviously, the raw bar.

3 Music here as well, similar to the
4 other music. During the weekday music will be kind
5 of -- pretty normal, two or three piece bands.
6 Then on the weekend, we will bring in some heavy
7 hitter hands that we're used to bringing in, in our
8 other locations.

9 The golf course we really didn't plan
10 on changing it, to be honest with you. I think
11 it's kind of a subtle look between both buildings.
12 We plan on keeping that and providing everybody --
13 and giving out a lot of coupons to any kids that
14 appear in either one of the restaurants -- free
15 golf clubs, balls, no pay and they can go out there
16 and just have some fun while their parents are
17 enjoying either the Tiki Joe's Rum Bar theme or the
18 Bleu Bay Bar and Grill.

19 In addition to that, Dawn alluded to
20 our retail capability. We're going to build a
21 retail cart that will be affixed between both of
22 these buildings. Last year alone, we did 2 million
23 dollars in retail wear. That's what we do. We've
24 been doing it for many years. All of our clothing
25 is designed and approved by all of our Town, County

1 and State partners from Cupsogue Beach out on Dune
2 Road to North Shore Mount Sinai Cedar Beach to
3 Jones Beach and Robert Moses. To me, that's an
4 important part of branding your facilities.

5 Additionally, you'll have some suntan
6 lotion, some hats, flip-flops for the kids if they
7 need it, and obviously sprays for insect bites and
8 whatnot.

9 So between all of that, I think that we
10 would be a perfect partner for Tobay Beach and the
11 Town of Oyster Bay.

12 With that, I'd like to bring up, if you
13 don't mind saving some questions, I'd like to bring
14 up Maria who could talk about the marketing of both
15 of our restaurants.

16 Maria, do you mind getting up?

17 Thank you.

18 MS. DiLEO: Hi. Thanks for your time
19 today, everyone.

20 My name is Maria. I handle marketing
21 for J&B Restaurant Groups.

22 We are going to take a creative
23 marketing approach to drive footsteps into Tiki
24 Joe's Rum Bar and Bleu Bay Bar and Grill at Tobay.
25 Tiki Joe's Rum Bar and Bleu Bay Bar and Grill, as

1 Joe mentioned earlier, will destination
2 restaurants. We will not only draw on the
3 residents of Oyster Bay, but also all of those
4 surrounding communities as well.

5 Now, how exactly are we going to do
6 that? We're going to do this through a
7 multifaceted marketing program. Now, most everyone
8 understands the impact of social media in any
9 business, but it just so happens that in the food
10 service industry, it is an especially effective
11 tool.

12 The key is, you have to be good at it.
13 We happen to be great at it. Using Facebook,
14 Instagram and Twitter, we will build an audience
15 and keep them engaged with loads of creative
16 content. Some of the things we like to do is
17 contests because everyone loves to win free things.
18 This is something they love to share and talk about
19 with their friends. So, contests will help us gain
20 followers, boost our brand visibility, and get more
21 customers walking in to check out these new amazing
22 restaurants that we've brought to Tobay.

23 Hashtags are important, too. So
24 hashtags consistently will increase our engagement
25 on our social pages and build a community of our

1 customers, in turn growing our customer base and
2 getting online followers, again, to walk in the
3 doors because ultimately that's our goal. Some of
4 those hashtags that we would use would be
5 #tikijoesrumbar, #bleubaybarandgrill, #foodie, and
6 other hashtags that are locally relevant at the
7 moment, which is very important to do.

8 User-generated content is a big one.
9 We would be posting user generate content as a key
10 part of our social marketing strategy. People love
11 to take pictures of food. I'm sure you've seen it.
12 Everyone is taking pictures of their food while
13 they're out eating. So whether someone is posting
14 an amazing photo of our fisherman's platter at Bleu
15 Bay Bar and Grill or the picture perfect Mai Tai at
16 Tiki Joe's Rum Bay, we're going to be sharing
17 those, once they tag us in them, on our page as
18 well.

19 Now, there's a really good reason
20 behind this and that is that 92 percent of people
21 trust recommendations from other people over
22 branded content. We understand that. They trust
23 their peers, so we're happy to share that great
24 photo that people are tagging us in online.

25 We had a lot of fun with our social

1 media sites with Tiki Joe's that we opened last
2 Summer. I know these guys have a lot of great
3 followers -- I've been following your pages. We
4 have tons of followers, too. But one of the things
5 that's key in social media is not just your amount
6 of followers, but it's what we call your reach.
7 Right?

8 So we do a lot of fun little spinoff
9 things. One thing I did in Cupsogue this Summer,
10 which blew up bigger than I ever imagined, was --
11 we had a particular seagull that liked to steal all
12 of our nuts that we were selling. We had these bag
13 nuts and every day he'd take like five bags of
14 cashews. It was, like, getting ridiculous. I said
15 to the team, send me a picture of this bird.

16 So, I posted on Cupsogue's page --
17 wanted, you know, with the bird and this is what
18 he's wanted for. He owes us \$35 or whatever. It
19 went like wildfire. You know, eventually, we said
20 he was last seen with his cohorts flying to Smith
21 Point. And then it was on the Smith Point page.
22 Then what was crazy was people were direct
23 messaging me, they were posting to our page
24 pictures of seagulls all over all these beaches
25 saying, "Here he is with my kids, chicken nuggets,"

1 you know, "I just bought these at concession and
2 the seagull is eating my nuggets." It was insanely
3 fun and it took a life of about six weeks before
4 this thing even died down.

5 Honestly, I was on vacation in San
6 Francisco visiting my son and I was tempted to take
7 a picture of a seagull there and say I say him, but
8 I didn't. It was that great. That's the kind of
9 effect you can have on people with social media and
10 branding wise, that's what it's all about. It gets
11 people talking about you and the fun that we're
12 having on our social sites. Of course, our social
13 pages will also be key in communicating all of
14 these exciting things that Joe and Dawn mentioned
15 that we're going to be bringing to Tobay.

16 Additionally, in the restaurant
17 business, we all know that reviews are key. We
18 will encourage people to review our restaurants on
19 Yelp, Google, Facebook, whatever platform they
20 prefer. Reviews will help create -- reviews will
21 help create trust with our potential customers and,
22 therefore, drive in new business. We do this
23 through point of sale signage.

24 Our website, of course, is the
25 cornerstone of our online presence. It is our

1 one-stop shop for everything our customers need to
2 know -- our hours of operation, menus, catering
3 information, our music schedule, directions, even
4 the current weather at the beach and employment
5 opportunities are housed there for easy access.
6 So, you wake up at 2:00 in the morning and you want
7 to know what band is playing that night, you can,
8 obviously, hop on our social pages, but you can
9 also go on our website and see that at any time for
10 any of our locations.

11 Now, as much as all of this social
12 media and online presence will be amazing for
13 generating buzz and driving footsteps in our
14 restaurants, we still place value on the tried and
15 true, our radio and print partners. We have long
16 standing relationships with Connoisseur, Cox,
17 Newsday, and we're had much success working with
18 them on localized marketing to drive sales and
19 build our brand awareness. Our print and radio
20 partners, of course, would also be a key part in
21 marketing of Tiki Joe's Rum Bar and Bleu Bay Bar
22 and Grill and helping us to further brand them.

23 Of course, all of this boils down to
24 creating exceptional experiences for our people and
25 that is what our main goal is for our guests. As

1 we have done in our other beach venues, we will
2 bring a live music program to the restaurants at
3 Tobay. People have come to expect a great live act
4 in season and we certainly don't disappoint.
5 Working with our booking agency, we will put
6 together a music calendar and bring the best bands
7 in the area, making our venues a destination for
8 both a great meal and great entertainment.

9 We will partner with the Town and
10 provide all of that information to be added to
11 their website and social media pages whenever
12 possible. We've done with very well with Suffolk
13 County out east.

14 Further spreading the word of the
15 exciting happenings at Tobay, by taking this
16 multipronged approach to marketing incorporating
17 Facebook, Instagram, Twitter, our website, print,
18 and radio, we will effectively reach our broad
19 target customer base from the millennials who love
20 to frequent all the hot local eateries and share
21 their experiences with their friends to families
22 with kids to empty nesters with expendable income
23 that they most often spend on those great dining
24 experiences.

25 Thank you.

1 And at this time, I'm going to have Joe
2 come back up.

3 MR. VITRANO: Thank you, Maria.

4 License fee -- it's in our proposal,
5 License fee is \$110,000 for the first year. After
6 five years, it's 3 percent increase a year. It's
7 \$584,000.

8 Capital commitment is \$175,000 for the
9 first five years. If we get two other terms, it
10 will be \$525,000 or at least \$175,000 every term.

11 COUNCILMAN MACAGNONE: How much on the
12 T-shirt sales?

13 MR. VITRANO: Hopefully, T-shirt sales
14 will be a quarter million dollars, to tell you the
15 truth, is what I think.

16 COUNCILMAN MACAGNONE: How much --

17 COUNCILMAN IMBROTO: But we're not
18 seeing any percent of that, right? This is just a
19 flat fee.

20 MR. VITRANO: That's a flat fee.
21 That's correct.

22 COUNCILMAN MACAGNONE: We'd like to get
23 a percent, I think, on the T-shirt.

24 COUNCILMAN IMBROTO: We're not getting
25 a percentage of anything?

1 MR. VITRANO: Nothing, no.

2 COUNCILMAN MACAGNONE: Not even the
3 T-shirt sales?

4 MR. VITRANO: No. That's all included
5 as part of the sales.

6 COUNCILMAN IMBROTO: Not even the food
7 or the drinks?

8 COUNCILMAN MACAGNONE: They're using
9 our image.

10 MR. VITRANO: That's true. We could do
11 that.

12 The capital is \$175,000. That, plus
13 the five-year license fee, Supervisor, is a total
14 of \$760,000 in license fee and capital commitment
15 to the Town of Oyster Bay for the first five years.

16 Open up for questions and I'd like to
17 bring Dawn and Maria up if it relates to
18 advertising and/or operations.

19 COUNCILMAN IMBROTO: My question is you
20 previously operated the concessions at Jones Beach?

21 MR. VITRANO: Correct.

22 COUNCILMAN IMBROTO: What happened?

23 MR. VITRANO: We were outbid by Center
24 Plate. They did a couple more billion dollars than
25 we did I guess and they wanted a change. I don't

1 know how good or bad they're doing.

2 My personal opinion is, you know, a
3 local guy that owns a local business -- what you
4 guys are looking for -- is the right way to go.
5 But, you know, whatever it is -- it is what it is.
6 That's who they chose and that's why we were outbid
7 in my opinion.

8 COUNCILMAN IMBROTO: There was no issue
9 with it --

10 MR. VITRANO: No, not at all.

11 COUNCILMAN IMBROTO: -- you just got
12 outbid when it came up again?

13 MR. VITRANO: Not at all.

14 MS. PETITE: We actually had a ten-year
15 term and they asked us to stay to help them out for
16 a couple of years afterwards.

17 MR. VITRANO: They went under
18 construction as you guys know. So there was no --
19 no RFP out and they just asked us to stay for two
20 more years at our ten-year term.

21 COUNCILMAN IMBROTO: Of the other
22 facilities that you operate, which are the most
23 comparable to what you envision at Tobay?

24 MR. VITRANO: I think Cedar Beach up
25 north. It's got an outside bar. We do Sunday

1 brunch there. We also open up when it's
2 unseasonable weather as it is a covered patio area.
3 We have the music that stays underneath there and
4 our bar is pretty much covered.

5 Other than that, I'd say out east. All
6 of our beaches are similar in volume to what I
7 think that this could be as far as restaurants.

8 COUNCILMAN IMBROTO: What is the
9 volume? What is the revenue? What are you paying
10 for those?

11 MR. VITRANO: The out east beaches do
12 about \$4 million in sales, a little north of that.
13 We pay about just a little over --

14 COUNCILMAN IMBROTO: Each? 4 million
15 each?

16 MR. VITRANO: No, total for the three.
17 And it's about 12 percent of sales is what they end
18 up getting.

19 Mr. Miller was probably right. You
20 have to be within that 10 to 12 percent to actually
21 do the things that you want to provide the Town
22 which is service, the right food, the right
23 quality, the right prices, cleaning up the beaches,
24 et cetera.

25 SUPERVISOR SALADINO: Questions on this

1 side?

2 COUNCILMAN HAND: I have a question
3 with regard to capital.

4 The two previous presenters came up
5 with over a half million dollars and you're
6 estimating it at -- what was it -- \$175-and-change,
7 right, so --

8 MR. VITRANO: That is correct.

9 COUNCILMAN HAND: Some of things that
10 you talked about earlier on was furniture and
11 things of that nature. I have in 2019 exterior
12 furniture cushions \$8,500 at Tiki Joe's, and at the
13 Bleu Bay, I have \$1,500 for 12 exterior raw bar
14 stools. I just don't see the significance of the
15 investment in year one of \$82,500.

16 MR. VITRANO: I think year one
17 investments -- if my memory -- is \$75,000 in the
18 first year with various appointments. The
19 furniture, I think, is reasonably in good shape at
20 the west building. We plan on replacing the
21 cushions. Building the bar, I think, is going to
22 be a big part of that money and the tent, which I
23 think is important to be able to do catered events
24 there. Then the balance of the \$100,000 is for
25 equipment upgrades and ancillary items during the

1 balance of the term.

2 COUNCILMAN IMBROTO: Did you have an
3 opportunity to see the condition of the kitchen
4 and --

5 MR. VITRANO: Yep. Yep. I think some
6 of it needs to be replaced. Some of it can be
7 modified. It's no better or worse than what we've
8 seen out east in the old beach huts.

9 SUPERVISOR SALADINO: Anyone else?

10 COUNCILMAN IMBROTO: What's with the
11 French spelling of blue? Just -- the reason I ask
12 is because everyone is going to come there and
13 think it's a typo.

14 MR. VITRANO: It's not a typo. Believe
15 it or not, I stole the name. I was at the
16 FountainBleau Hotel in Miami last year with my
17 girlfriend. They have a Bleau Bar and I thought it
18 was pretty cool how they spelled it and I just kind
19 of knocked off the name. I liked the way it looked
20 and the way it sounded.

21 COUNCILMAN LABRIOLA: In terms of
22 hiring -- I asked this question to the previous
23 presenter -- when you worked for the State, were
24 you required to do criminal background checks on
25 any of your employees?

1 MS. PETITE: No, we were not required.
2 We do criminal background checks on anybody who's a
3 management person. And our HR manager will do
4 personal background checks on anybody who's a
5 bartender. But other than that, we do a normal
6 interview process.

7 SUPERVISOR SALADINO: One of the --
8 COUNCILMAN LABRIOLA: I'm sorry, Joe.
9 Go ahead.

10 MR. VITRANO: We didn't work for the
11 State. By the way, we were contracted.

12 COUNCILMAN LABRIOLA: Mentioned prior
13 was a system called TIPS for training employees on
14 alcohol serving and --

15 MS. PETITE: That's a requirement.
16 Because we have that in our other businesses,
17 that's just automatic. You know, anybody who is in
18 the business knows you have to train all your
19 serves, management people, and your bartenders on
20 TIPS training. That's just bar safety.

21 COUNCILMAN LABRIOLA: Certification for
22 every employee that serves alcohol?

23 MS. PETITE: Yes.

24 SUPERVISOR SALADINO: Any other
25 questions?

1 (No verbal response given.)

2 SUPERVISOR SALADINO: I just want to go
3 through a list of questions.

4 Just to expand on what Councilman
5 Labriola was speaking about, in terms of screening
6 potential employees, do you check with any
7 databases? Do you --

8 MS. PETITE: There are multiple
9 databases -- we have an HR manager who handles that
10 so I'm not sure what -- which -- what the names of
11 the databases are, but there are databases where
12 you can go to and publically run -- scan the names
13 through and that's done on everybody who works for
14 us.

15 SUPERVISOR SALADINO: Everyone.

16 So you'll assure that no one is a sex
17 offender, for instance, would be working there?

18 MS. PETITE: Yeah. I mean, it starts
19 with an application that requires them to disclose,
20 but I mean, I guess people could be dishonest about
21 that. Then she runs them through a scan.

22 SUPERVISOR SALADINO: Let's talk about
23 the point of sale system.

24 Can you speak to that and tell us what
25 software you're using and give us some information

1 and let us know whether or not --

2 MS. PETITE: The system itself is
3 called MicroBytes. It's a Micros system. The only
4 difference between a traditional Micros system that
5 you might be familiar with and MicroBytes is that
6 it uses iPad technology so that you can use the
7 hardware -- iPad hardware - rather than the full
8 Micros terminals. And that gives you flexibility
9 of being able to go out and take orders. You don't
10 have to just stand in a stationary spot. However,
11 it's all cloud based. So there is access 24 hours
12 a day to anything that anybody needs to get going
13 through, you know, a website and being able to get
14 the data.

15 SUPERVISOR SALADINO: Just for clarity,
16 that means that contractually the Town will be able
17 to look at sales at any time in realtime?

18 MS. PETITE: Yep.

19 SUPERVISOR SALADINO: In terms of the
20 sales, will you take orders via the internet or do
21 you have a process to work with taking orders for
22 people who may be waiting to come up there as
23 opposed to physically walking up?

24 MS. PETITE: The system that we're
25 proposing, this MicroBytes system, has the

1 technology -- it's an app. Anybody can download
2 the app. They can order, pay online and then they
3 would come up and pick up their order, as if -- you
4 know, when you go to Panera, there's cubicles where
5 people's orders are staged for them. It would run
6 the same way.

7 SUPERVISOR SALADINO: Just to bring us
8 some more clarity, we were briefly speaking earlier
9 and Council Macagnone brought it up about receiving
10 some revenue from your merchandise and specifically
11 but not limited to those items -- whether it be
12 T-shirts, hoodies -- that have the Town of Oyster
13 Bay logo on them.

14 Can you talk to us about what would you
15 provide us in terms of revenue from merchandise?

16 MS. PETITE: That's really -- Joe's got
17 to answer that question.

18 MR. VITRANO: We currently provide
19 15 percent to the Towns. It's not in our proposal,
20 but that's normal of what we do across the board.
21 You know, it's what they suggest, kind of, strongly
22 suggest, I should say. Again, it has built into
23 some nice business because, again, last year we've
24 done \$2 million in retail sales.

25 COUNCILMAN MACAGNONE: That's nice

1 numbers.

2 MR. VITRANO: We know the business.

3 SUPERVISOR SALADINO: So you would
4 agree to 15 percent for the Town of Oyster Bay?

5 MR. VITRANO: Absolutely. Yes. Same
6 as ever other --

7 SUPERVISOR SALADINO: Same as everyone
8 else.

9 In terms of the mini golf area, what
10 would you plan to do with that area that's
11 currently used for mini golf?

12 MS. PETITE: Okay. We took a look at
13 it, and, you know, it was kind of a cute mini golf.
14 We're not really sure why nobody uses it. So what
15 we said was -- we really didn't want to change it.
16 What we would do is every time a family came or any
17 children came up -- with every kids' meal you got a
18 free round of miniature golf. We will give you the
19 ball and the club and you can go play as long as
20 you wanted on the miniature golf course.

21 SUPERVISOR SALADINO: You have
22 presented a mock up with the words "rum bar" in it.
23 If we asked to reconsider a name that does not
24 include the words "rum bar," would you be amenable
25 to that?

1 MS. PETITE: Of course.

2 MR. VITRANO: Absolutely. We currently
3 -- I'm sorry, Supervisor -- we currently use Tiki
4 Joe's Beach Club. That's our name.

5 SUPERVISOR SALADINO: Can you just give
6 us a little more specific information?

7 You've committed to \$175,00 in capital
8 improvements. So, is that all up front and can you
9 tell us how -- what would you be building as terms
10 of the look as resident walk up, as they go inside?
11 What will that experience be? What will they see?
12 And how much of that would be used on kitchen
13 equipment versus changes to the facility that would
14 be permanent?

15 MR. VITRANO: Similar to the other
16 concessionaires that have presented here, we
17 usually end up spending a lot more. But to answer
18 your question specifically -- approximately \$7,500,
19 no less than \$7,500 to \$100,000 will be spent the
20 first year. And you'll get exactly the look and
21 feel you see on these posters. It will be with the
22 umbrellas, the outside bar, the --

23 MS. PETITE: \$75,000 not \$7,500.

24 MR. VITRANO: \$75,000, I'm sorry.

25 The exterior furniture, the palm trees,

1 the tiki bar outside of Tiki Joe's, and all the
2 items listed specifically by year that you have in
3 the pamphlet in front of you.

4 SUPERVISOR SALADINO: You'll commit to
5 that contractually?

6 MR. VITRANO: Absolutely.

7 SUPERVISOR SALADINO: Could you give us
8 a little more specific so we can get a -- want to
9 get a real good feel of what the experience will be
10 for our residents.

11 Will you do something unique that
12 that's not currently being done in most locations?
13 What experience will you give our residents?

14 MR. VITRANO: This particular -- the
15 tiki bar location or Tiki Joe's Beach Hut -- not to
16 use the term rum bar, if you don't like that term
17 -- that's going to -- we don't have that experience
18 anywhere. We really custom designed that
19 experience specifically for Tobay Beach. I just --
20 when I walked into that building with the exterior
21 patio and the interior bar -- the size of it -- to
22 me, it just reeks family destination, friendly,
23 Polynesian-type, Caribbean cuisine, palm trees
24 outside, tiki podiums, reggae music, steel band
25 music -- that comfort, laid back, Margaritaville --

1 if I can use that term -- kind of a look and feel.
2 To me, that that's building. Painted blue on the
3 outside, the nice lights outside, nice lighting
4 inside, exterior heat lamps -- everything that
5 we've all experienced whenever we went on a
6 Caribbean vacation.

7 The Bleu Bay Bar Grill -- name taken
8 from the FountainBleau Hotel -- to me is more of a
9 exterior, kind of, a seafood raw oyster bar.
10 Specifically, with the design of that oyster bar
11 with literally a boat on top of the bar filled with
12 ice, clams, oysters all fresh, cold seafood, ice
13 cold beers, wine. And another bar that's kind of
14 reclaimed wood to look a little bit nautical with
15 the exterior umbrellas and the tent. To me, that's
16 going to be, kind of, a lobster, linguine with the
17 white clam sauce, crab cakes, shrimp cocktails kind
18 of a -- more of a outdoor, beachy feel that you see
19 across all of Long Island. Both accompanied with
20 music and both accompanied with Tobay Beach retail
21 attire.

22 SUPERVISOR SALADINO: You provided us
23 some menus.

24 MR. VITRANO: Yes.

25 SUPERVISOR SALADINO: Is there a

1 children's menu?

2 MR. VITRANO: The bottom of each menu
3 has a children's menu. We offer that at every
4 facility. The bottom left corner, Supervisor.

5 COUNCILMAN LABRIOLA: I notice there's
6 no pricing on the menu at all.

7 MR. VITRANO: It's between \$8 and \$9.
8 We didn't put pricing on there yet because we
9 didn't actually cost out the items. But we're
10 reasonable at all of our locations. You can
11 probably go online and see our current locations
12 and menus that we have at our other buildings.

13 COUNCILMAN LABRIOLA: And the entrees
14 -- roughly, the entrees?

15 MR. VITRANO: Pricing of the entrees
16 will be in the high teens to the low twenties.
17 Lobster, obviously, will be a little bit higher
18 than that. Appetizers will from \$8, \$9, \$10 to
19 \$12. Salads between \$12 and \$14. Burgers between
20 \$9 and \$12, depending on the build.

21 SUPERVISOR SALADINO: That \$8 or \$9 is
22 for the children's menu?

23 MR. VITRANO: That's the kids meal on
24 that menu, correct.

25 SUPERVISOR SALADINO: Okay.

1 Are there any other questions from any
2 Board Members?

3 (No verbal response given.)

4 SUPERVISOR SALADINO: Thank you for
5 your presentation.

6 (TIME NOTED: 12:34 P.M.)

7 SUPERVISOR SALADINO: I've just been
8 asked if we can take a quick break before we begin
9 the public comments. Let's just take a two, three-
10 minute break before we begin public comment.

11 Thank you.

12 (TIME NOTED: 12:34 P.M.)

13 (Whereupon, a recess was taken at this
14 time and the proceedings resumed at 12:42 p.m. as
15 follows:)

16 SUPERVISOR SALADINO: Thank you,
17 everyone, for your patience.

18 Board members needed to take a break.
19 We've been sitting at the desk for a few hours.

20 So, we are going to enter into our
21 public comment portion. If there is anyone would
22 like to make a public comment, we ask that you
23 first fill out the sheets that are available up
24 here.

25 First speaker will be Paul Molinari.

1 Come on up, Paul.

2 How are you doing today, Paul?

3 MR. MOLINARI: Fine. Thank you.

4 Excuse the sunglasses. I had cataract
5 surgery last week.

6 SUPERVISOR SALADINO: I hope you're
7 feeling 100 percent very soon.

8 MR. MOLINARI: They did one eye and
9 tomorrow is the next eye.

10 COUNCILMAN MACAGNONE: Good luck.

11 SUPERVISOR SALADINO: Best of luck.

12 MR. MOLINARI: Hopefully, after sixty
13 years of wearing glasses, I will not need to wear
14 glasses.

15 SUPERVISOR SALADINO: That would be
16 wonderful.

17 MR. MOLINARI: So my name is Paul
18 Molinari. I live at 332 West Nicholai Street,
19 Hicksville.

20 First of all, I'd like to commend --
21 the presentations were all excellent.

22 But from my perspective, my wife is an
23 excellent cook and she's love to cook and I love to
24 eat so, you know, it's a pretty good -- good match.
25 So what we are looking at -- we, you know, we're

1 seniors. We don't really go out to dinner anymore.
2 We like to go for lunch.

3 What are we looking for? We're looking
4 for excellent food, looking for excellent service
5 at an affordable price. I think part of the
6 problem with the previous concession operators --
7 you go there for lunch, you're spending -- without
8 drinks -- \$60 to \$70 for lunch.

9 Sometimes -- I'll tell you, one time my
10 daughter and my wife went there. They spent \$60 at
11 the Mexican place -- and it was one of the previous
12 -- couple of years ago for Mexican -- she loves
13 Mexican food. They couldn't eat it. They left it
14 there.

15 When we go out, we want good service,
16 quality food at an affordable price. When I say an
17 affordable price, the problems in the past -- they
18 didn't have a lunch menu. Their lunch menu was the
19 same as their dinner menu, which was prices \$20,
20 \$25 -- for an entree \$20.

21 When I go out, we go to a -- a lot of
22 times we like to go to a small Italian restaurant
23 near our house. We can go there, have a nice
24 entree -- each one of us have a nice entree, one
25 appetizer that we share because we're not very big

1 eaters anymore, without drinks, tax and tip, it's
2 less than \$40. To me, that's something as a senior
3 that's affordable to me.

4 Then we get to the children's menu.
5 That's another big issue. Maybe they should, you
6 know, if people are coming in there with little
7 children, maybe they should have a menu for those
8 under 6 and a menu for children between 6 and have
9 12. I'm just putting that out. You know, if you
10 really want to make these restaurants family
11 friendly, you have to make the children's portion
12 -- menus similar, you know, what they would eat and
13 what a family would pay.

14 Thank you. Each presentation was very
15 good. They provide different menus, you know,
16 sometimes -- everybody has different taste. Me, I
17 like to eat. I'll eat every -- anything as long as
18 it's good. Thank you for --

19 COUNCILMAN IMBROTO: Who'd you like the
20 best, Paul?

21 MR. MOLINARI: I really don't want to
22 go there because like my wife doesn't eat Mexican
23 food, but we did go up to Tappen Beach and they had
24 some food there on their menu that she was able --
25 she enjoyed. My daughter -- one of my daughters

1 loves Mexican food. Each person has different
2 tastes.

3 I like the idea with one, you know,
4 where you have the different stations, you can have
5 different types of food. But they all were pretty
6 good, you know, presentations, and I really --
7 you're going to have a tough choice. It's probably
8 going to come down to what you think is providing
9 the best experience for the Town residents.

10 SUPERVISOR SALADINO: Paul, we thank
11 you for coming here to speak. You are always at
12 the ready to provide information each Board
13 meeting.

14 But -- just so you know, the
15 information that you provided us, after we chose,
16 the Town Attorney's office, the Parks Department
17 goes through a process to hammer out the specifics
18 of the contract. So that's when those items that
19 you brought up can be discussed. So no matter who
20 is chosen today, the issues you've brought to the
21 table will continue to have legs.

22 MR. MOLINARI: Thank you.

23 SUPERVISOR SALADINO: You're welcome.

24 Our next speaker from the public will
25 be Arthur Adelman.

1 MR. ADELMAN: Good afternoon, Town
2 Board. I think this is a great, great idea. I
3 thank all the participants for coming forward and
4 presenting their concepts.

5 My question is: Will the Board be
6 looking at the corporate entities that the
7 agreement is going to be signed with? Knowing that
8 they're a group, they're a restaurant group, and
9 the Iguana is more of a smaller group. I'm
10 curious, will they be doing separate LLCs for each
11 venue or will it be all under their full corporate
12 umbrella and that's who will be signing the
13 agreements? That's what --

14 SUPERVISOR SALADINO: Do you have other
15 questions before we --

16 MR. ADELMAN: Yeah. I just think this
17 idea that they've brought forth about branding the
18 Town and the beach is a good one.

19 SUPERVISOR SALADINO: Thank you.

20 COUNCILMAN IMBROTO: Thanks, Arthur.

21 SUPERVISOR SALADINO: Thank you so
22 much.

23 I'm going to ask our Town Attorney to
24 address that question, please.

25 COUNCILMAN IMBROTO: Did you get a

1 promotion, Matt?

2 MR. ROZEA: Good afternoon. Good
3 afternoon, Mr. Supervisor and Members of the Board.

4 Before I begin --

5 SUPERVISOR SALADINO: Could you please
6 state your presence?

7 MR. ROZEA: Of course, I can.

8 Matthew Rozea, Deputy Town Attorney.

9 Before I begin with the comments in
10 response to Mr. Adelman's question, I do want to
11 acknowledge the colleagues in the Town Attorney's
12 office with whom I worked over the last several
13 months quite frankly -- Mr. Sheehan, Mr. Lesser,
14 and, of course, Beth Faughnan -- who have provided
15 insight, comments, critiques all along the way.

16 This is an undertaking that we're
17 culminating with today, but which has had a
18 foundation months long in the making. I know there
19 are other individuals in the crowd from the Parks
20 Department and the Comptroller's Office and various
21 other departments who really deserve recognition
22 also for ensuring that whatever choice is made here
23 today will be the best for our residents.

24 As pertains to Mr. Adelman's
25 question --

1 SUPERVISOR SALADINO: By the way, we
2 all concur with that. Our teams have done an
3 amazing job in creating a system that can deal with
4 any situation that arises, which we have proven --
5 today, in fact, proves that once again.

6 MR. ROZEA: Absolutely.

7 SUPERVISOR SALADINO: This process
8 began two years ago when we came here and began the
9 new administration. We got a lot of cooperation
10 from the Town Board. We held these open public
11 sessions at that time to choose all new
12 concessionaires at every venue. And we are
13 continuing to do that and continue to improve upon
14 it.

15 So, I really want to thank everyone
16 from the Town Attorney's office, from the Parks
17 Department, the Comptroller's Office, and all the
18 many individuals who have worked hard for months,
19 quite frankly, to ensure that we have a boilerplate
20 system that provides open, honest, and a
21 transparent process and provides real guarantees to
22 our residents and taxpayers.

23 MR. ROZEA: That's absolutely right.

24 And so to dovetail off your comments
25 and to address Mr. Adelman's direct question, each

1 of the proposers have presented under the ages of a
2 corporation. That corporation, of course, is made
3 up, I believe in each instance, by individual
4 members. We have looked at as a part of the
5 process that the Supervisor just described, each of
6 the individual members, their backgrounds, their
7 financials, and other relevant information to
8 determine that the individuals who comprise the
9 ultimate corporate entity that will be providing
10 the services is structurally sound, financially
11 strong, and able to deliver for the residents.

12 COUNCILMAN IMBROTO: Additionally each
13 proposer had a disclosure that was filled out,
14 correct?

15 MR. ROZEA: Absolutely.

16 COUNCILMAN IMBROTO: And that was
17 reviewed?

18 MR. ROZEA: Absolutely correct.

19 I'd be remiss if I didn't mention
20 Inspector General Noone who also participated in
21 the review of the proposals once they came in to
22 verify that the disclosures were complete, that the
23 information was truthful, and that we had a full
24 picture of who it is that we're dealing with, both
25 today at the proposer session and ultimately once

1 the licenses are awarded.

2 SUPERVISOR SALADINO: That's an
3 important point that you just made. I mean that
4 was one of the main reasons why we brought an
5 inspector general here to the Town of Oyster Bay.

6 And he was fully steeped in the
7 process?

8 MR. ROZEA: Absolutely. Yes.

9 COUNCILMAN IMBROTO: Any red flags,
10 Matt?

11 MR. ROZEA: None that I believe serve
12 as an impediment or a barre to any of these
13 entities being selected.

14 SUPERVISOR SALADINO: Does the
15 Inspector General concur with that?

16 MR. NOONE: I do.

17 SUPERVISOR SALADINO: Please let the
18 record reflect that our Inspector General answered
19 that he does concur with the statement just made by
20 our Deputy Town Attorney.

21 MR. ROZEA: Mr. Adelman was that -- all
22 right. Thank you.

23 SUPERVISOR SALADINO: Thank you.

24 We only have two slips. Judging from
25 who I see in the room that looks like all the folks

1 we have here that are not employees or presenters.

2 But if anyone -- any other member of the public?

3 (No verbal response given.)

4 SUPERVISOR SALADINO: Okay.

5 Let the record reflect that no one else
6 has been recognized as wanting to speak and provide
7 public comment.

8 So now we begin the -- now that the
9 public comment portion is done, we will begin the
10 public deliberation. We have not deliberated on
11 these presenters and we will begin that publically
12 and openly.

13 COUNCILMAN IMBROTO: Well, I thought
14 that Island Time had a very strong proposal. I
15 thought that their numbers were very conservative.
16 I think they're reachable. I think their concept
17 is great. I think they have the financial backing
18 that we really need to be comfortable going forward
19 with them.

20 COUNCILMAN HAND: From a financial
21 background standpoint -- I'm sorry, Councilman.

22 COUNCILMAN MUSCARELLA: My opinion is
23 obviously it's between J&B and Island Time. Both
24 are strong financially. Both have the experience
25 and the capability of making it a vacation spot for

1 people. It'd be a good thing for people to go
2 there and spend their vacation instead of going
3 abroad.

4 Joe, who is very talented and gifted in
5 his restaurant, doesn't meet the standard that we
6 have to have.

7 My choice between both of them would be
8 Island Time, but --

9 COUNCILMAN IMBROTO: And I -- you know,
10 Blu Iguana had a very strong proposal as well. I'm
11 just concerned with the financial structure of
12 the --

13 COUNCILMAN MUSCARELLA: Correct.

14 COUNCILMAN IMBROTO: -- entity. I
15 don't think that they're going to be able to -- not
16 that I don't think they will. I'm just concerned
17 that they might not be able to.

18 SUPERVISOR SALADINO: I thought all
19 three proposals were phenomenal. We really got
20 some great ideas out of this. And all three
21 entities had lots of wonderful ideas and wonderful
22 proposals. But, obviously, we have the very
23 difficult job of narrowing it down to one. I
24 really liked the experience of the three. There
25 were highlights for all three that were very

1 interesting, that were very attractive. Each one
2 brought something to the table or multiple items to
3 the table, in my opinion, that our residents would
4 love.

5 One of the strongest experiences I
6 found in a very close contest, if you will,
7 competition between the three. It's very, very
8 close to me. But the experience that our residents
9 would receive, I thought Island Time had the top of
10 the three in this -- of these.

11 COUNCILMAN IMBROTO: And I think their
12 experience at the Babylon concessions -- you know,
13 they come highly recommended. I think that they
14 will be able to perform as we need them to. I'm a
15 little bit concerned that they'll be competing with
16 themselves and, you know, I hope that that won't
17 lead you to promote our concession any less than
18 you do the Babylon concessions, if you're chosen.
19 I hope you'll put just as much into ours as you do
20 there and not --

21 SUPERVISOR SALADINO: Councilman, let's
22 keep our remarks to the Board Members, if you don't
23 mind.

24 COUNCILMAN MUSCARELLA: The key to
25 this, I think, with Island Time, is their success

1 is our success. The more they do -- the more
2 successful they do, and have more people
3 participating and eating and having a fun time, our
4 revenues will go up because he's giving us a
5 10 percent above a million dollars. No one else is
6 giving that. If you 2, 3, 4 million, it's --

7 COUNCILMAN IMBROTO: Right. I think
8 the guaranteed amount is conservative enough that
9 they'll be able to meet it and I think the upside
10 is much greater than we'll be able to see from any
11 of the other --

12 COUNCILMAN MUSCARELLA: Endless
13 potential. The others don't have that.

14 COUNCILMAN MACAGNONE: To be honest, I
15 do not like the proposal removing mini golf.
16 That's -- honestly, I like recreational stuff. To
17 be quite honest with you.

18 COUNCILMAN MUSCARELLA: Having
19 grandchildren, I don't see that they're going to --
20 miniature golf is not in today's society. It just
21 doesn't -- it's like bowling --

22 SUPERVISOR SALADINO: With all due
23 respect to Councilman Macagnone, one thing that the
24 commissioner did make very clear to us is it would
25 be relatively easy and cost effective to move it to

1 another location at Tobay.

2 COUNCILMAN MACAGNONE: Maybe even to
3 another park facility.

4 (Inaudible crosstalk.)

5 SUPERVISOR SALADINO: I agree with you.
6 It might be nice and we'd have to crunch the
7 numbers, to still maintain miniature golf either at
8 the beach or at another park.

9 COUNCILMAN MUSCARELLA: But you want to
10 make it that experience.

11 SUPERVISOR SALADINO: Which is an
12 option for us.

13 COUNCILWOMAN JOHNSON: Just in terms of
14 the mini golf and then I'll comment on the
15 proposals themselves.

16 If you have more space maximized for
17 service, it would be better for the owners and if
18 no one is using the mini golf, I really don't
19 understand why we would have to make it --

20 COUNCILMAN MACAGNONE: I don't
21 understand why we haven't promoted that.

22 (Inaudible crosstalk.)

23 COUNCILWOMAN JOHNSON: I will say from
24 personal experience with kids, I find it to be very
25 frustrating to play mini golf.

1 COUNCILMAN MUSCARELLA: Not only that,
2 people don't go to the beach to play miniature
3 golf, number one. Number two, if you take away the
4 miniature golf and put the band there -- more
5 people come, more people drink, more people eat,
6 our revenues go up. Now, in turn, we're getting
7 10 percent above that -- I think it's a win, win,
8 win.

9 COUNCILMAN MACAGNONE: I'm going to
10 disagree with you. I go to Jones Beach and play
11 the mini golf they have there. I enjoy it on a
12 nice Summer night.

13 COUNCILMAN MUSCARELLA: Are there other
14 people with you?

15 COUNCILMAN MACAGNONE: My wife is with
16 me, yeah.

17 COUNCILMAN MUSCARELLA: But have you
18 looked around?

19 (Inaudible crosstalk.)

20 SUPERVISOR SALADINO: I think we have
21 to keep in mind that --

22 COUNCILMAN MACAGNONE: She's a 10
23 handicap in mini golf.

24 SUPERVISOR SALADINO: I think we have
25 to keep in mind that our Parks Department

1 Commissioner made it very, very clear that it would
2 be relatively easy and cost effective, although he
3 still has to crunch the numbers, to move it to
4 another location at the beach or at another park.

5 COUNCILMAN MACAGNONE: Understood.

6 COUNCILMAN IMBROTO: I think the other
7 thing we have to keep in mind is we don't operate
8 the mini golf, right, the concessionaire does?

9 COUNCILMAN MUSCARELLA: We used to.
10 That used to cost us money. Having someone stand
11 there all day.

12 SUPERVISOR SALADINO: So it's not a big
13 enough issue to really let it enter into the
14 importance of the decision-making at hand.

15 COUNCILMAN IMBROTO: For me, it's not a
16 big enough issue.

17 For Councilman Macagnone, the skilled
18 mini golfer, I'm not sure.

19 SUPERVISOR SALADINO: So as we look at
20 the experience, as we look at the revenues, as we
21 look at who has the background, and who has the
22 resources we have to pare this down now and try to
23 come up with a plan that we're all comfortable with
24 or the majority --

25 COUNCILMAN HAND: The two financially

1 sound organizations here that was presented with
2 the paperwork in front of us was J&B and Island
3 Time. They are very, very close in their actually
4 proposals. The difference is there's an upside and
5 I see a big investment with Island Time because
6 they're putting in a significant amount of upfront
7 money for capital improvements. And the 10
8 percent, what I believe to be a very -- based on
9 their professional opinion -- estimates of \$3
10 million not putting that far out of reach --
11 putting that as an outstanding proposal.

12 That's the one I like at this point in
13 time.

14 COUNCILMAN IMBROTO: As far as the
15 capital improvements, I don't think the number is
16 as relevant -- I mean, everybody is going to put in
17 what they need to make money off of it, but I think
18 the concept that was presented is the most
19 important thing and I really liked theirs.

20 SUPERVISOR SALADINO: So we have two
21 people who are with Island Time.

22 What do you think, Councilwoman?

23 COUNCILWOMAN JOHNSON: I would also be
24 between Island Time and J&B. Obviously, two
25 different groups, two different ways of presenting.

1 One is much more corporately structured. I do see
2 more women in one group -- not to put the guys out,
3 because there is no reverse discrimination. You
4 guys seem like more hometown group, you're local,
5 you're throughout. I do like the thought of the
6 extra going into capital improvements for sure.
7 It's part in parcel of running a good restaurant to
8 make sure that everything -- not just the service
9 -- but everything inside, in the back, everything
10 has to be up to snuff. So I'm kind of leaning
11 based on that towards Island Time.

12 COUNCILMAN LABRIOLA: Supervisor, just
13 a question really and to process, when these
14 capital improvement promises are being made, we are
15 talking about a build out over five years. Some
16 are going to build out faster than others according
17 to the presenters.

18 Is our Town Attorney going to hold them
19 to that? In other words, is there a default -- in
20 the legal agreement, will there be the ability to
21 default if a concessionaire doesn't live up to a
22 promise?

23 SUPERVISOR SALADINO: Excellent
24 question.

25 (Inaudible crosstalk.)

1 SUPERVISOR SALADINO: For the public to
2 know and for our Board Members to know, let's bring
3 our representative from the Town Attorney up for
4 100 percent clarity and, obviously, an assurance to
5 our residents.

6 MR. ROZEA: Yes. Same appearance.

7 Councilman, that's absolutely correct.
8 One of the -- in drafting this new license
9 agreement, one of the items that we insisted upon
10 is -- yes, there is a breach for failure to live up
11 to the terms of the RFP proposal. One of the other
12 ideas that our Town Attorney, Mr. Nocella, had was
13 also that the concessionaire put up a performance
14 bond that will guarantee one year's payment
15 throughout the life of the agreement.

16 So, we've built in a number of
17 protections. Security bonds, breach provisions,
18 morality provisions in the event of -- unfortunate
19 event that one of the proposers or their members
20 were to be implicated in some type of nefarious
21 activity, providing the Town with all types of
22 rights to protect the taxpayer in ant instance.

23 SUPERVISOR SALADINO: Does that fully
24 answer your question, Councilman?

25 COUNCILMAN LABRIOLA: Yes, it does.

1 Thank you.

2 COUNCILMAN MACAGNONE: Good job.

3 SUPERVISOR SALADINO: Moving along.

4 Councilman, what are your thoughts at
5 this point?

6 COUNCILMAN MACAGNONE: I, like the
7 other Board Members, are torn between Island Time
8 and J&B. I think they both did great proposals and
9 some great ideas. So that's what my thoughts are
10 right now.

11 I do like Blu Iguana. I like the work
12 they're doing up at Tappen. I don't think they're
13 a large enough group and we saw what happened when
14 we didn't have a large enough group to handle the
15 volume that they are going to need to have.

16 COUNCILMAN IMBROTO: I agree.

17 The feedback we've gotten from Tappen
18 has been overwhelming positive, really. You're
19 doing a great job there, really. I don't want what
20 we're saying about this proposal to reflect on that
21 at all.

22 MR. DiGIROLOMO: Understood.

23 COUNCILMAN LABRIOLA: Just some
24 concerns, I'll openly share them with the Board
25 Members.

1 SUPERVISOR SALADINO: Please.

2 COUNCILMAN LABRIOLA: I'm just
3 concerned about some of the comments -- well, we
4 heard one senior in particular talking about, I
5 guess, the passiveness about our current situation.

6 Now, we're turning it into more of a,
7 you know, a good time -- I'll call it that --
8 particularly, towards the evening hours.

9 During the daytime hours if we were,
10 for instance, react to residents who claim maybe
11 that it's just too boisterous during the daytime
12 and maybe that would impact upon their income and
13 revenues, is this something that the Commissioner
14 of Parks will have control over?

15 SUPERVISOR SALADINO: It exactly is.
16 But I'm going to bring up our representative from
17 the Town Attorney's Office because I want 100
18 percent clarity on this.

19 (Inaudible Crosstalk.)

20 SUPERVISOR SALADINO: This is something
21 that was discussed during the creation --

22 (Inaudible Crosstalk.)

23 SUPERVISOR SALADINO: It is a very good
24 point, Councilman, and it's something that was
25 discussed during the entire process -- formulation

1 of this process so that we had belts and
2 suspenders.

3 Your appearance again?

4 MR. ROZEA: Same appearance.

5 Yes, Councilman, much of what the
6 concessionaire will be able to do at the facility
7 is at the discretion of the Commissioner of Parks
8 exercising his reasonable judgment as to the nature
9 of the activity that the concessionaire proposes,
10 the times, and the days when those activities may
11 take place.

12 SUPERVISOR SALADINO: This really
13 illustrates all the time and effort that's been put
14 into creating a process that works, that is --
15 that's able to adjust to any situation and resolve
16 any situation that might come up?

17 MR. ROZEA: That's precisely the idea,
18 yes.

19 COUNCILMAN MACAGNONE: Thank you.

20 MR. ROZEA: I think the way to look at
21 this really is we want to have a rigid framework to
22 protect the resident and the taxpayer while
23 allowing certain flexibility in those areas where
24 you need to have the give and take between the
25 proposer so that they can be successful and that we

1 can then share in their success in providing the
2 beach experience that we all wish and hope for.

3 SUPERVISOR SALADINO: Does that fully
4 answer your question, Councilman?

5 COUNCILMAN LABRIOLA: Yes, it does.

6 And I've expressed my reservations to
7 the Commissioner of Parks in other conversations as
8 the months have progressed in terms of turning our
9 beach into something more in the 21st century, what
10 people expect when they come into a beach; you
11 know, where we have always traditionally been more
12 of a passive activity at the beach.

13 SUPERVISOR SALADINO: So that you, the
14 rest of the Board Members, and all of the public
15 fully understands, we have worked that into the
16 system, we will be very cautious through
17 negotiating the contract and policing the process
18 of whoever is chosen and their rollout and we will
19 be able to make adjustments based on the
20 contractual agreement.

21 And I do want to point out to the
22 public that all of the Board Members will continue
23 to have input and will keep an eye on things, will
24 listen to the public to ensure that whoever is
25 chosen, that the concessionaire is running it in a

1 way that does continue to fit the needs of our
2 residents, putting our residents first. So it
3 won't be a one and done. It will be policed on a
4 continual basis and all of the Board Members, and
5 our residents, and our Parks Department and our
6 Town Attorney's Office and public safety and our
7 departments will continue to play a role in
8 ensuring not only that the choosing of the
9 concessionaire is done the best way, but that their
10 operation will be boilerplate.

11 COUNCILMAN IMBROTO: Councilman, your
12 point is very well taken.

13 I think it is important to note that
14 these concessions are not on the beach. They are
15 on the other side. And they do not really
16 interfere with the ocean side of the facility that
17 much. You know, I think it's very important that
18 we maintain a family friendly environment on the
19 ocean side where people are going to the beach.

20 SUPERVISOR SALADINO: And that, quite
21 frankly, when families come to these restaurants,
22 they can have a family experience as well.

23 Does anyone on our Board feel the need
24 to continue our deliberation or are we in a place
25 -- do you all feel that we're in a place that we're

1 ready to take our vote?

2 COUNCILMAN IMBROTO: I'm ready.

3 COUNCILMAN MUSCARELLA: Good to vote.

4 SUPERVISOR SALADINO: Everyone on this
5 side?

6 (No verbal response given.)

7 SUPERVISOR SALADINO: Okay. Well, I'd
8 like to just point out that all three presenters
9 have been phenomenal. All three presenters come
10 with great recommendations and bring quite a bit to
11 the table. And we are proud of the outcome of the
12 RFP because we just have high quality people and
13 this is a very, very difficult decision, but we
14 have to make that decision. And I'm going to ask
15 for the motion so we can now take a vote on the
16 concessions for Tobay restaurants.

17 COUNCILMAN MUSCARELLA: I'll second
18 that motion.

19 MR. ALTADONNA: We need a motion.

20 COUNCILMAN MUSCARELLA: I'll make a
21 motion to --

22 MR. ALTADONNA: You're making a
23 motion --

24 COUNCILMAN MUSCARELLA: He's making the
25 motion. I'm seconding it.

1 MR. ALTADONNA: Motion made by
2 Supervisor Saladino --

3 SUPERVISOR SALADINO: Actually, why
4 don't we do it -- have Board Members do that as
5 we --

6 MR. ROZEA: Supervisor, if I may, just
7 for the clarity of the record, I'd suggest that the
8 form of the motion be to award the restaurant
9 concession license agreement at Tobay Beach
10 pursuant to the terms of the RFP and the proposal
11 of whichever entity it is that the Board sees fit
12 to award the license to.

13 COUNCILMAN MUSCARELLA: So moved.
14 I'll move that.

15 You want to second that, Tony?

16 COUNCILMAN MACAGNONE: I'll second
17 that.

18 COUNCILMAN MUSCARELLA: Thank you,
19 Counselor.

20 Thank you, Counselor.

21 COUNCILMAN IMBROTO: I think we have to
22 decide who we're awarding it to before we have the
23 motion to award it.

24 COUNCILMAN MACAGNONE: Our vote will
25 award it.

1 SUPERVISOR SALADINO: No. We are going
2 to take a vote and each Board Member will vote for
3 the specific company, entity.

4 COUNCILMAN MUSCARELLA: Four votes
5 wins.

6 MR. ALTADONNA: So we're going to make
7 a motion to award it?

8 COUNCILMAN MUSCARELLA: Yes.

9 MR. ALTADONNA: Who's proposing that
10 motion?

11 COUNCILMAN MUSCARELLA: I did.

12 COUNCILMAN MACAGNONE: I'll second
13 that.

14 MR. ALTADONNA: Motion made by
15 Councilman Muscarella, seconded by Councilman
16 Macagnone.

17 On the vote, supervisor?

18 SUPERVISOR SALADINO: In a very tight
19 choice with three excellent presenters, everything
20 taken into consideration including the revenue,
21 including the experience, including the capital
22 improvements, I'm going to vote for Island Time.

23 MR. ALTADONNA: Councilman Muscarella?

24 COUNCILMAN MUSCARELLA: I vote for
25 Island Time.

1 MR. ALTADONNA: Councilman Macagnone?

2 COUNCILMAN MACAGNONE: I'm going to
3 vote for J&B.

4 MR. ALTADONNA: Councilwoman Johnson?

5 COUNCILWOMAN JOHNSON: I vote for
6 Island Time. And I like their concept better and
7 I'm happy about the capital improvements that we'll
8 be seeing coming.

9 MR. ALTADONNA: Councilman Imbroto?

10 COUNCILMAN IMBROTO: I also vote for
11 Island Time. I think that their financial proposal
12 is right in line with where it needs to be and I
13 really like their concept.

14 MR. ALTADONNA: Councilman Hand?

15 COUNCILMAN HAND: Island Time for
16 reasons discussed.

17 MR. ALTADONNA: You just saved the
18 taxpayers money.

19 Councilman Labriola?

20 COUNCILMAN LABRIOLA: I was really torn
21 between Island Time and J&B's presentations to be
22 honest. They were both excellent. And the fact is
23 that I think they're both capable of providing the
24 kind of service that we and our residents expect
25 and deserve. So really, for me, this is coming

1 down to the dollars and cents and the revenues for
2 the taxpayers.

3 In the proposal, it's clear that Island
4 Time provides better revenues for the taxpayers, so
5 for that reason and that reason alone I have to
6 agree the majority with Island Time.

7 MR. ALTADONNA: Motion carries.

8 SUPERVISOR SALADINO: Would you
9 announce the totals?

10 MR. ALTADONNA: The total is six for
11 Island Time and one for J&B.

12 SUPERVISOR SALADINO: We would like to
13 thank all of presenters today. Everyone did an
14 excellent job. You are very reputable entities and
15 as was stated, I concur, and I believe we all
16 concur, that all entities would provide exceptional
17 services here for our residents and our taxpayers,
18 but a decision has to be made and it was a close
19 decision among excellent presentations and very
20 close, we're all in agreement.

21 So, we thank all the presenters and we
22 will be taking a break and we are going to come
23 back in --

24 COUNCILMAN MUSCARELLA: Motion to
25 adjourn to 2 o'clock.

1 COUNCILMAN MACAGNONE: Second.

2 COUNCILMAN MUSCARELLA: 2:00 p.m.

3 SUPERVISOR SALADINO: All in favor,
4 please signify by saying "Aye."

5 ALL: "Aye."

6 SUPERVISOR SALADINO: Those opposed,
7 "Nay."

8 (No verbal response given.)

9 SUPERVISOR SALADINO: The "Ayes" have
10 it.

11 Congratulations to all of you. We will
12 be returning for the Tobay concession hearing.

13 (TIME NOTED: 1:12 P.M.)

14 (Whereupon, a recess was taken at this
15 time and the proceedings resumed at 2:04 p.m. as
16 follows:)

17 SUPERVISOR SALADINO: Good afternoon,
18 ladies and gentlemen.

19 Thank you for your patience.

20 May I have a motion to reconvene?

21 COUNCILMAN MUSCARELLA: I'll make a
22 motion to open the meeting.

23 COUNCILMAN MACAGNONE: Second.

24 SUPERVISOR SALADINO: All in favor
25 please signify by saying "Aye."

1 ALL: "Aye."

2 SUPERVISOR SALADINO: Those opposed,
3 "Nay."

4 (No verbal response given.)

5 SUPERVISOR SALADINO: The "Ayes" have
6 it.

7 Once again, we are beginning the second
8 half of our program -- our open meeting vetting
9 concessionaires -- vetting those who have responded
10 to our RFP for the concessions at Tobay Beach.

11 We greatly appreciate everyone's
12 participation in this very open, honest, and
13 transparent process, which quite frankly, we're
14 very proud of. Our staffs have worked very hard on
15 putting together this process and continuing to
16 improve upon it. I'd like to thank all of them.

17 Now, we are moving into the second
18 phase, which is the presentations on the
19 concessions at Tobay Beach. Our first up -- the
20 order in which the concessionaires or potential
21 concessionaires are presenting was done in a matter
22 by pulling numbers out of a jar.

23 So, with that being said, first up will
24 be D&J Refreshments.

25 Good afternoon.

1 MR. PARKS: Good afternoon, everyone.

2 How are you? I hope everyone had a
3 nice lunch.

4 SUPERVISOR SALADINO: I actually didn't
5 eat anything, but it's good to see you.

6 Could you please start off by fully
7 identifying yourself for the record?

8 MR. PARKS: Sure.

9 My name is John Parks from D&J
10 Refreshments. I am President of the corporation,
11 which was incorporated in 1984. It has never had a
12 name change, has never had a bankruptcy, has never
13 had a civil judgment, and all the other things that
14 were checked by the Town Attorneys.

15 SUPERVISOR SALADINO: I'm sorry to
16 interrupt you, but also by our Inspector General
17 who has vetted the process as well.

18 MR. PARKS: So from 1989 to 1993, I
19 operated the concessions at Tobay Beach, at which
20 time a bid came up, and straight bid by numbers, I
21 was not a highest bidder and was not selected to
22 continue. In 2000, the Town was looking for
23 another proposal to go out for Tobay Beach. They
24 put out more of an RFP as opposed to a straight bid
25 and I was selected to run the concessions at Tobay

1 from 2000 to 2004.

2 At that time, we had a very good
3 relationship with the residents, the Parks
4 Commissioners, the, you know, employees of the Town
5 of Oyster Bay, and I think we did a very nice job
6 servicing them. So, we had two consecutive -- the
7 Commissioner, Woody Kennedy -- God rest his soul --
8 he was ready to bring us back and had proposed to
9 the Board to bring us back. They went through a
10 process which did not at that time -- we weren't
11 successful in that process. That's when the Singh
12 organization came in.

13 In the other part of the Oyster Bay
14 there are, as we know, pools and ice rinks and 24
15 out of the last 30 years, I've had the pleasure of
16 operating those facilities -- the concessions in
17 those facilities.

18 When it comes to my proposal for Tobay
19 Beach -- I have to play a little devil's advocate.
20 I know a lot about the concessions down there. I
21 know a lot about Tobay Beach. There are
22 challenges.

23 As you know, the marina concession is
24 very popular amongst the boaters. They would like
25 to see it open. They would like to have an egg

1 sandwich on Saturday and Sunday morning. They
2 would like to get bags of ice. They would like
3 their kids to be able to go over and get an ice
4 cream bar or a candy bar.

5 This has been an issue, I think, since
6 the day I left, if I may say, because I keep track.
7 I run down to Tobay every once in a while and see
8 what's going on down there. So, the marina
9 concession is something that I feel like we did a
10 very good job with. We only opened it on Saturdays
11 and Sundays. There wasn't a big need -- and
12 holidays and sometimes Friday of a holiday weekend
13 and whatnot.

14 So, this is a concession that can
15 provide -- it's a very small facility so we can't
16 get -- you know, there's great ideas of what can be
17 done there, but there is a small facility. And
18 right now, it's probably legal to cook in there
19 based on the equipment and the fire marshal and the
20 Board of Health, so there is some work to be done
21 there. But we need to provide service for those
22 boaters at the marina on the weekends. I think we
23 did that in the past, the ten years that we were
24 there. We had a good relationship with everybody
25 down there -- the dock masters and the boaters.

1 And I think it was a good opportunity for
2 everybody.

3 The problem is that when you talk about
4 a part-time operation, you know, we're only going
5 to open on Saturday and Sunday, or you talk about a
6 concession like the west that may not be as busy as
7 the main, you have the same expenses. You have to
8 manage that facility, you have to staff that
9 facility, you have to provide service, and you have
10 to license and permit it.

11 So we have to go to the Health
12 Department. They're not giving us a discount
13 because we choose to open up, you know, two days
14 for 20 weeks. We pay the same fee for each
15 facility down there. We have to insure it. And we
16 have to make sure we manage it. It has to be
17 managed properly so we give the right service to
18 the residents.

19 So, there are, you know, issues when it
20 comes to the operation of the concessions at Tobay
21 Beach and making them profitable, and those are
22 some of them. The ability to give service, stay
23 open for the length of time during the day,
24 whether, you know, it be 10:00 to 5:00 on the
25 weekdays and earlier on the weekends; rain, shine,

1 cloudy weather, whatever, and to provide some
2 service for the residents that go down. I think
3 it's very important to you, to the residents and
4 also to me and the reputation that I have.

5 So, what I want to do in the
6 concessions at Tobay is -- again, this might be a
7 little repetitive from two years ago -- I want to
8 run them as concessions. I want to run them as
9 snack bars. I want people to come up get great
10 hamburgers, great french fries, great chicken
11 tenders, expanding into wraps and salads, healthy
12 choice options. Being open in the main concession
13 and at the marina concession on weekends very early
14 so people that want to come down early, can enjoy a
15 little breakfast, get an egg sandwich, cup of
16 coffee.

17 There's a balance and the balance is
18 three partners. The partners are the residents,
19 the Town officials and the vendor. I have to make
20 money, you guys have to be paid, and the residents
21 have to be happy. That's what I try to find in all
22 the proposals that I present for any concession in
23 any municipality that I do.

24 Besides Town of Oyster Bay I do work
25 for the Town of Huntington, the Village of Valley

1 Stream, the Village of Floral Park, the Village of
2 Garden City, and the Great Neck Park District.

3 So we have the ability to, you know,
4 run Tobay. We have the management staff. We have
5 the experience, obviously, we were there for ten
6 years with -- again, it's hard to go back and talk
7 to people from those eras. And that beer, by the
8 way, may have been stolen from me that was passed
9 out the window because I was there for ten years.
10 So probably somebody took -- owes me a case of
11 beer.

12 The east and west concession also, you
13 know, they are very important to the operation.
14 People favor different areas of the beach, whether
15 the young kids go to one side and the older people
16 go to another side or the quiet side. So, we have
17 to provide service to all those areas. We can't
18 just say the main is a home run, we are going to
19 keep the main open and everything else shuts down,
20 you know. That's what we want to do.

21 We are going to provide beer and wine
22 in our concessions, but we are not going to provide
23 any other alcoholic beverages, even at the main
24 concession. It's just not what I believe should be
25 there, so that's what I'm going to standby. It's

1 up to you guys what you want, but that's what I'm
2 proposing in my proposal there.

3 We have to realize that families come
4 down there. There has to be some combo meals, some
5 kiddie combo meals. Unfortunately, today food cost
6 is soaring and labor going up -- minimum wage goes
7 up a dollar a year every January 1st for the next
8 three years. It's not easy to do that anymore. So
9 to tell you I'm going to do a dollar menu or
10 something like that, it would be -- you know, I'm
11 not going to tell you that because I can't. I
12 can't manage the facility and give away the food at
13 that rate, but we are very conscious of families.
14 We are very conscious of children. We want to make
15 sure we have items for everybody that comes to
16 enjoy the beach.

17 We'll have a management team there of a
18 general manager, he'll be assisted so that he can
19 get a day off every once in a while, but not too
20 many in the Summer, I hope. Then each location we
21 are going to try to find a crew leader that will be
22 assigned to each one of the locations where they
23 won't be moved around. A person for the west will
24 know, he's in the west or she's in the west. The
25 same with the east, the spray park, and the marina

1 on the weekends, as well as the main.

2 Basically, what I'm saying is I'm going
3 to give you great concession services, a great
4 product, and fair prices. I don't want to have to
5 charge \$7.50 for a hamburger or \$3.50 for a bottle
6 of -- a 20-ounce bottle of Coke.

7 Again, unfortunately with the times,
8 the prices are raising. I will not -- I'm not
9 going to pretend that I'm giving anything away. We
10 are here to make money.

11 There was a page in the RFP, it was
12 Page 2, where it says, "The Town has the right to
13 negotiate with the proposer, if the proposer is
14 selected." I would not sign without exercising
15 that right. There are some issues in the RFP.

16 Again, this is my opinion. So I'm not
17 saying anybody did anything right or wrong. This
18 is just my opinion. There are some issues in the
19 RFP that I don't agree with. I can state them
20 here, but they're listed --

21 COUNCILMAN IMBROTO: Are those your
22 objection that are listed?

23 MR. PARKS: That's correct. That's
24 correct.

25 There -- I may have added one to it,

1 but you can see it put no -- in addition to my
2 objections, I also put no money towards furniture
3 for the main concession. I just feel like that's
4 -- that's the Town's responsibility to provide that
5 furniture so that everybody can enjoy eating here,
6 not just my customers. But if you want to bring a
7 bag lunch and take my napkins and ketchup, go right
8 ahead. You know, that's fine with me. We are here
9 to service your residents.

10 But, so there are objections there and
11 I would not sign, just to let you know, without
12 having that meeting to go over those objections.

13 My reputation, my years in business
14 speak for themselves. You guys know me and I think
15 for the most I am very responsive to the needs of
16 the public. I am certainly very responsive to
17 things that the Town would like to see done. But I
18 do believe that in order to be successful, we have
19 to do our part; the Town has to do their part.

20 So it might be a different approach and
21 it might not be the approach you guys are
22 necessarily looking for -- I hope it is -- but
23 there are some objections. And that's, you know,
24 that's just to make me comfortable so I know I can
25 make my obligations to not only the Town Board, but

1 the residents of the Town of Oyster Bay and myself.
2 I have an obligation to make money for me and my
3 family.

4 Any questions?

5 COUNCILMAN IMBROTO: Could you just go
6 over your financial proposal for the benefit of the
7 residents?

8 MR. PARKS: Sure. Absolutely.

9 So there are some equipment issues in
10 all of the locations at Tobay. There are some fire
11 marshal issues, I believe, that whether or not they
12 have been picked up in the past, we should address;
13 especially the cooking issue at the marina to be
14 able to offer the marina residents -- marina
15 patrons a little bit more than they currently get.

16 So, we put a capital improvement in the
17 first year of \$30,000. That's basically equipment.
18 We need to get some new grills, some new fryers, we
19 need to get things going with the fire marshal and
20 get that in -- and the annual fee with that would
21 be \$40,000. So the total investment on year one is
22 \$70,000 -- \$40,000 for the annual fee, \$30,000 for
23 the capital investment.

24 In Year 2, the annual will just rise by
25 your, you know, the mandated percentage so it would

1 be \$41,350 and another \$20,000 invested into
2 equipment and infrastructure. I want the
3 concessions to be safe. I want them to be
4 sanitary. And I want them to exceed expectations
5 of the Health Department and the fire marshal.

6 As far as aesthetics, we'll always make
7 our concessions customer friendly. They'll always
8 have nice, bright displays; nice, lit up menu
9 boards; uniform personnel. That's the way we do
10 it. That's the way we've been doing it, like I
11 said, since 1984.

12 In Year 3, we put another \$20,000 into
13 the capital. \$42,590 into the annual fee.

14 In Year 4, it's \$43,870 into the annual
15 fee.

16 And Year 5, it's \$51,190 into the
17 annual fee.

18 Now, there's no capital in those years.
19 So we take care of what we need to take care of.
20 If something breaks, we are not going to push it to
21 the side and not, you know, utilize it. Again,
22 that's evidenced by my experience with the Town.

23 Anything that needs to be done, any
24 trends that need to be kept up with. The hottest
25 item now is acai bowls and acai smoothies. You

1 know, we're going to take care of that. We're
2 going to have the equipment to make sure we can
3 provide those to the residents. So, that's not
4 something I would expect to put into capital, but
5 replacement of equipment, updating of equipment,
6 updating of menus, staying with trends, that's
7 something that we just naturally do.

8 SUPERVISOR SALADINO: Questions?

9 (No verbal response given.)

10 SUPERVISOR SALADINO: Could you please
11 talk to us about your point of sale software?

12 MR. PARKS: I don't have one currently
13 for the location.

14 I have no percentages built into the
15 bid. It's straight rent paid to the Town and of
16 course the capital investment. So I don't know
17 what, you know, right now, we would obviously --
18 you know, our menu boards will be nice illuminated,
19 flat screen menu boards. They'll be bright.
20 There'll be pictures.

21 SUPERVISOR SALADINO: They're
22 electronic?

23 MR. PARKS: They're electronic.

24 SUPERVISOR SALADINO: All of them?

25 MR. PARKS: Yes.

1 SUPERVISOR SALADINO: Even in the
2 marina?

3 MR. PARKS: Yeah, they will be, but
4 there's no software package that goes with that.

5 SUPERVISOR SALADINO: Your presentation
6 included extended hours of operation.

7 Can you talk to us about the different
8 locations and what the hours of operation would be?

9 MR. PARKS: Sure.

10 Not to rehash old news, but I went down
11 to Tobay 2:30 one afternoon this past Summer to
12 grab some lunch because I was down in that area
13 grabbing some tickets from the Theater at Jones
14 Beach. I went down to Tobay to have some lunch,
15 2:30 in the afternoon; not one concession was open.
16 That's not service to the residents. I don't want
17 to look -- you know, the past is the past. But the
18 difference is we are not going to overpay; we're
19 not going to promise the Town things that we can't
20 do; we're not going to pay for the electric; we're
21 not going to put someone on the beach picking up
22 the garage. I'm just being honest. But what we're
23 going to do is give you great food and great
24 service.

25 That service includes that gate being

1 open during the week; 'til 5:00 in the afternoon,
2 on the weekends maybe 6:00 in the afternoon. Being
3 there in the morning on Saturday and Sunday so we
4 can provide breakfast for the boaters and the
5 people that come to the main concession. That's
6 what I think the people deserve. That's what I
7 think they look for. And that's what I think will
8 make, you know, the food service at Tobay back to
9 where it should be after many years of its ups and
10 downs.

11 SUPERVISOR SALADINO: So you're saying
12 that you'll stay open to 5:00 p.m. weekdays at all
13 of the concessions?

14 MR. PARKS: Correct. Yes.

15 Now, of course, this is weather
16 permitting. We always check with the Park Manager
17 or somebody in Parks Department office before we
18 would close.

19 COUNCILMAN MACAGNONE: In other words,
20 if there's a dollar to be made you want to make it?

21 MR. PARKS: True. Yeah.

22 COUNCILMAN MACAGNONE: There's nothing
23 wrong with that.

24 MR. PARKS: Definitely.

25 And I think that if you stop providing

1 those hours, then people don't know when you're
2 going be there. They can't count on you to be open
3 so they are going to look at alternatives. They
4 are going to bring -- they are going to stop at
5 7-Eleven, McDonalds, Burger King, whatever it may
6 be because they're just not sure you're going to
7 provide a service for them.

8 COUNCILMAN MACAGNONE: Understood.

9 MR. PARKS: So, your business is going
10 to be, you know, it might cost you a few dollars on
11 one day when you're not as busy because it's cloudy
12 and cooler, but at least the people know you're
13 going to be there and you're going to be
14 consistent. We have to be consistent there.

15 SUPERVISOR SALADINO: What hours --
16 what times will you be opening at --

17 MR. PARKS: Sure.

18 On the weekends, we would open the
19 marina at 7:00 in morning, stay until 6:00. The
20 main pavilion would be 9:00 to 6:00 on the
21 weekends. The other locations would open at 10:00
22 and they would stay between 5:00 and 6:00, you
23 know, close no earlier than 5:00.

24 On the weekdays, the marina concession
25 would not be open. The spray park and the other

1 concessions would open -- the spray park, possibly,
2 and the main concession would open at 10:00, stay a
3 minimum 'til 5:00. The others would be open, full
4 operational, by 11:00 and also stay 'til a minimum
5 of 5:00.

6 SUPERVISOR SALADINO: Just to back up a
7 minute.

8 MR. PARKS: Yes?

9 SUPERVISOR SALADINO: You said during
10 the week, the marina --

11 MR. PARKS: The marine does not open --
12 has never -- well, I shouldn't say that. I don't
13 want to say never. The marina does not function
14 much during the week. We opened it on weekends,
15 holidays, and occasionally Friday of a holiday
16 weekend as well.

17 COUNCILMAN LABRIOLA: Supervisor, if I
18 could?

19 SUPERVISOR SALADINO: Please.

20 COUNCILMAN LABRIOLA: These numbers
21 that you just went through on your financials here,
22 are they dependent upon you successfully arguing
23 your objections to the license agreement?

24 MR. PARKS: Yes. That's why it's in my
25 response.

1 COUNCILMAN LABRIOLA: So if you're not
2 successful, the possibility exists that you would
3 withdraw these numbers?

4 MR. PARKS: That's correct.

5 COUNCILMAN IMBROTO: Your proposal is
6 contingent on these objections?

7 MR. PARKS: Yes. And it's stated
8 clearly in the RFP that we can do that. It's not
9 something that I'm bringing from the outside. I
10 can give you the page if you want. I think it's on
11 Page 2, Paragraph 2.

12 SUPERVISOR SALADINO: In terms of
13 utilizing the Internet, will our residents and
14 beach goers and people visiting Tobay be able to
15 pull up anything online, perhaps your menu --

16 MR. PARKS: They will be able to pull
17 up our menus. At this point, we don't have a
18 delivery app or anything like that.

19 SUPERVISOR SALADINO: Can they order?

20 MR. PARKS: Sure.

21 SUPERVISOR SALADINO: They can order
22 online?

23 MR. PARKS: We have a place where they
24 can preorder, and when they come to the concession
25 it will be ready for them.

1 SUPERVISOR SALADINO: Okay.

2 Anything else you'd like to tell us
3 about something special or different or a unique
4 idea for the experience that you'd like to --

5 MR. PARKS: My unique idea is to bring
6 it back to the way I think the residents want it.
7 And that's to give great service, really good food,
8 and be there when they want to come up to the snack
9 bar. I think that is unique in comparison --
10 again, I'm not here to trash anything but I think
11 that is unique to the last couple years -- bless
12 you -- of the type of service that's been available
13 at Tobay.

14 COUNCILWOMAN JOHNSON: And you won't be
15 selling any additional merchandise other than food
16 service and beverage service?

17 MR. PARKS: At the -- so there is a
18 concession at the walkway as you enter the tunnel
19 -- before you enter the tunnel from the parking
20 lot, so there we may have some, you know, kiddie
21 things, some spray lotions, you know, suntan
22 lotions, T-shirt, things like that but nothing --

23 COUNCILMAN MACAGNONE: No cigarettes?

24 MR. PARKS: No cigarettes.

25 COUNCILMAN IMBROTO: Same as what's

1 there now, right?

2 MR. PARKS: Yeah. That will mostly be
3 quick serve, pre-packaged ice cream, and beverage
4 station with some candies for the children.

5 SUPERVISOR SALADINO: Would you
6 consider selling suntan lotion at other locations
7 besides that pavilion?

8 MR. PARKS: Yes.

9 SUPERVISOR SALADINO: Will you commit
10 to selling suntan lotion at other locations?

11 MR. PARKS: Sure.

12 COUNCILWOMAN JOHNSON: I'd like to ask
13 not only you but a thought for the other
14 concessionaires going forward, is anyone looking
15 into reef-safe sun lotions or use of paper straws
16 as opposed to plastic straws?

17 MR. PARKS: I have not looked into it,
18 but certainly it's something that we can address.
19 It's not, you know, we deal with the biggest paper
20 company -- I mean, small in comparison, but we deal
21 with the biggest paper companies on Long Island,
22 the biggest food service companies on Long Island
23 just like the other proposers do.

24 COUNCILWOMAN JOHNSON: In terms of the
25 containers, you'll be using, will they be

1 Styrofoam, plastic --

2 MR. PARKS: We don't use any Styrofoam.
3 It's mostly cardboard and paper. We don't use any
4 Styrofoam at this point. There's no need to in
5 these facilities with these type of menus. I don't
6 see the need for any Styrofoam.

7 SUPERVISOR SALADINO: Anything unique
8 at the marina outside of the footprint of the
9 building?

10 MR. PARKS: So, the marina, again, has
11 some challenges. I don't think the Board of Health
12 and fire marshal's standards have been met over the
13 past couple of years, so we have to address that
14 first. Outside of the footprint, I don't see
15 anything other than providing an ice machine with
16 bagged ice. No.

17 SUPERVISOR SALADINO: Again, the same
18 holds true with the furniture, you would not be
19 providing any --

20 MR. PARKS: No.

21 SUPERVISOR SALADINO: -- tables,
22 speciality tables, umbrellas, sun blocks, nothing
23 along -- or any other item that --

24 MR. PARKS: No.

25 SUPERVISOR SALADINO: Anything else

1 you'd like us to know?

2 MR. PARKS: I think that covers it.

3 SUPERVISOR SALADINO: Thank you very
4 much for your presentation.

5 MR. PARKS: No other questions from the
6 Board Members?

7 (No verbal response given.)

8 SUPERVISOR SALADINO: Okay. Thank you
9 very much.

10 (TIME NOTED: 2:28 P.M.)

11 COUNCILWOMAN JOHNSON: I have a
12 question for the commissioner.

13 Is the marina concession --

14 SUPERVISOR SALADINO: Why don't we
15 bring the Commissioner up rather than as it to the
16 gallery?

17 Thank you, Councilwoman.

18 Commissioner, would you kindly start by
19 stating your appearance for the record?

20 COMMISSIONER PINTO: Joe Pinto,
21 Commissioner of Park, Town of Oyster Bay.

22 COUNCILWOMAN JOHNSON: What's the
23 status of the marina concession spot?

24 COMMISSIONER PINTO: Okay. We've had a
25 lot of complaints about the concession at the

1 marina. That it was very rarely open and that's
2 one of the things we're hoping to solve with
3 whoever comes in this year.

4 COUNCILWOMAN JOHNSON: Is it
5 operational?

6 COMMISSIONER PINTO: It definitely is.
7 It's just that wasn't much attention being given to
8 that concession area.

9 COUNCILWOMAN JOHNSON: When was the
10 last time it was in use?

11 COMMISSIONER PINTO: It was used this
12 Summer, but it was sporadic.

13 COUNCILWOMAN JOHNSON: Okay. Thank
14 you.

15 COUNCILMAN MACAGNONE: Thank you,
16 Commissioner.

17 SUPERVISOR SALADINO: Thank you.

18 Our next presenter will be Island Time
19 Hospitality Group.

20 Good afternoon, gentlemen.

21 MR. MILLER: Good afternoon. I guess
22 we will start over for the people at home.

23 We are Island Time Hospital Group,
24 James Bonanno, Mark Miller, Scottie Campbell, Kevin
25 Boyle, Frank Mills. We are the owners and

1 operators of Island Time Hospitality Group, looking
2 to take over the concessions at Tobay Beach.

3 I'm going to give you a quick outline
4 of our vision for what we see there, how it will
5 relate to running the other restaurants at Tobay
6 Beach, and Jamie will tell you a couple things
7 about our product, and then we'll leave some time
8 for questions.

9 Earlier this morning you heard a lot
10 about us, our past. What gives us a unique skill
11 set for this and the other presenters that you have
12 here -- I know both of them well and they are both
13 professionals, so you're in good hands.

14 We believe we're a little bit
15 different. What brings a different twist to it is
16 the Bango Bowls flare. We have five, six locations
17 of these; the sixth one being worked on now. We do
18 this down at Cedar Beach. We call it Bango Beach.
19 We have one at Cedar and one at Overlook.

20 These concessions that we are talking
21 about are extremely similar to Overlook Beach.
22 Overlook is the jewel to the residents of the Town
23 of Babylon, especially the family side. They need
24 quick, healthy food done right. They let us know
25 that, you know. Even though that might not be the

1 cash cow, that was a priority, and we knew that,
2 and I am getting the same feeling from your
3 residents here that are on the beach. They want
4 good food for their children. They want it done
5 right. And the Bango Bowls' side of it providing
6 poke bowls, acai bowls, different types of healthy
7 options besides good all American burgers, dogs,
8 wraps at the beach.

9 It was refreshing to hear the previous
10 presenter, John, you know, there is nothing like a
11 seasoned veteran spelling it out just like it is.

12 In that line, we're a little bit
13 concerned as the people that are going to be
14 running the concession as to how that relationship
15 is going to work with another person running the
16 other five entities down there. We are extremely
17 easygoing and we get along with everybody. But
18 when talking about, you know, how the garbage is
19 going to work out and the bathrooms and, you know,
20 certain parking areas, that's a little bit of a
21 concern. And kind of like John just said, you
22 know, those will be things that we're going to need
23 to negotiate also as the concessionaires at the
24 restaurant.

25 In regards to down here, I echo the

1 previous presenter, there's not a lot of action
2 down there by the marina. Speaking to the previous
3 tenants that have been there, we are going to -- we
4 run marinas. We have 250 boat slips at one marina,
5 a gas dock and 50 boat slips at another marina, and
6 behind one of our restaurants is 50 boat slips.

7 This is what we do. We know all about boaters, all
8 their great qualities and all their not so great
9 qualities. I can say that because we all own a
10 boat.

11 So, we are going to provide exactly
12 what they need, and I don't disagree that beyond
13 the weekends and doing it right, you know, if they
14 has to walk a little bit down to get an acai bowl
15 during the middle of the week or breakfast during
16 the week, a little bit down the parking lot, that
17 might have to be the case.

18 The other entities -- not that we're
19 not excited about the marina -- but the spray park
20 and the commitment from the Town of Oyster Bay --
21 the financial commitment that you have all put
22 forth to renovate that this year, I think that's
23 going to be a home run. We're really excited about
24 getting in there doing soft serve ice cream. Just
25 a good wholesome experience -- ice cream, the acai

1 bowls are going to be great, burgers, wraps.
2 Quick, easy -- mom and dad over there, the kids
3 will be safe.

4 We do -- with the acai bowls, we are
5 very eco-friendly. We're moving more towards
6 straws upon request at this point, yeah, but it's a
7 hot topic. We are doing that in all of our
8 locations. The acai and poke -- Jim, you want to
9 tell them about the eco-friendliness and --

10 MR. BONANNO: You can see, we have a
11 handful of locations on Long Island right now. One
12 right in Massapequa Park, right in downtown right
13 there, one in Walt Whitman Mall, right around the
14 corner. If you were to break right now and go get
15 a bowl after this, you would see that we serve them
16 in compostable eco-friendly bowls. You can see the
17 same thing with the poke, those bowls are
18 compostable as well. Meaning that that bowl will
19 turn to soil within 90 days, and our spoons and
20 forks, same thing.

21 I actually brought a bunch of acai
22 bowls here but they've melted. But you can see the
23 eco-friendly packaging. They're right in my car in
24 the parking lot right here. That's what we do at
25 all of our locations throughout the Island and it's

1 what we do down at Cedar Beach and Overlook Beach
2 as well.

3 So, we are just trying to give -- in
4 addition to that traditional concession-type food
5 of burgers, chicken fingers, and fries, but give
6 the parents and the kids an option that they can
7 get something -- a healthier option, quick. So,
8 that's what we provide.

9 COUNCILWOMAN JOHNSON: Do you use th
10 eco-friendly packaging for everything or only those
11 bowls?

12 MR. BONANNO: No, not everything. For
13 the acai and the poke.

14 COUNCILMAN MACAGNONE: But are you
15 moving towards using eco-friendly packaging more
16 and more?

17 MR. BONANNO: More and more, yeah.

18 Like Mark said, last year we used, you
19 know, put straws in every drink -- even in our Main
20 Street restaurants like in Patchogue -- and we're
21 not the only ones. I chair the restaurant
22 committee in Patchogue, all of us owners get
23 together every month and it's something we've been
24 discussing the past few months. So if you go into
25 some of our restaurants on Main Street there,

1 you'll see table tents on the tables, on the bars
2 saying, you know, we're trying to go more green and
3 that's why you don't see a straw in your drink.
4 Please ask, if you'd like one.

5 COUNCILMAN MACAGNONE: Thank you.

6 MR. MILLER: The proposal itself the --
7 what we call the pavilion -- up on the ocean, I
8 think we had named it Dublin Dunes. The -- it's
9 pretty tattered, you know, you had a frame for a
10 tent, but you didn't have a tent. You didn't have
11 -- the rollups are all rusted out. A lot of the
12 financial, you know, commitment that we came forth
13 is just stuff that needs to be done.

14 Then a portion of that is predicated on
15 being able to eventually build -- make the bar
16 nicer. A big square bar up there. We heard your
17 comments this morning about concerns about it
18 becoming a Boardy Barn. That's not our intention.
19 It is from 9:00 or 10:00 in the morning until 5:00
20 or 6:00 at night. Exactly what the town needs --
21 good food, good drinks, just background music going
22 on. On weekends, from sunset 'til 9:00 or 10:00,
23 there will be music. Great if there's a great band
24 across the parking lot -- if 45RPM is over at the
25 Wharf, then they'll be a double play, which is a

1 two or three-piece Kenny Chesney kind of thing over
2 there, just so people can -- residents can come
3 down, have a margarita, glass of wine. You're so
4 close to the water. It's kind of -- we're
5 cautiously concerned but excited. I can't fathom
6 how it's not extremely successful. It's so
7 beautiful. The beach is right there. So while
8 we're concerned and I'm listening to other people
9 -- we're excited to go down and make that thing
10 something special.

11 You know, the furniture that we're
12 talking about for that pavilion will be strong
13 enough and sturdy enough, just like we talked
14 about, to handle the weather and the salt. We did
15 put in our proposal that will -- I know that was a
16 problem for you folks last year -- who's going to
17 do the tent? He said he's going to do that tent.
18 We'll take care of the tent, which is also in our
19 proposal.

20 So, the menu and feel, as the
21 supervisor likes to hear about the feel of the
22 experience, it's going be very similar to at --
23 Dublin Dunes is going to be very similar to the
24 food at Cedar Beach in Babylon.

25 The other pavilions -- the east and the

1 west pavilion -- is going to be very similar to our
2 concession at Overlook. Family orientated, the
3 acai and poke on one side of the menu, and the
4 other side good old American beach burger and
5 wraps.

6 We are -- at the west pavilion, we're
7 going to focus on -- it seemed like in the
8 walkthrough, a lot of the traffic or a good portion
9 of the traffic was because the bike path ended
10 right there, so we want to have a little refueling
11 station. Where we're talking about smoothies with
12 wheatgrass and, you know, Gatorade and all that
13 kind of stuff.

14 MR. BONANNO: Protein bars.

15 MR. MILLER: We just want to let the
16 bikers know, hey, listen we care. You know, this
17 is where it ends, this is where it starts. Come
18 and get your protein bars.

19 So, that's kind of our vision for those
20 from the spray park to the pavilion, all the way
21 through. You shouldn't have concerns about, you
22 know, we don't intend to run a Boardy Barn. I
23 intend to be by midnight every day back east.

24 We do have -- there is that one little
25 hut there. I forgot what it was called previously

1 but where, I think, you sold ice cream out of, but
2 that's going to be Sully's Shack. I got a little
3 guy name Sully and -- a little special guy -- and
4 that's where we'll sell -- well, all the places --
5 but in there we'll have the speciality T-shirts
6 that you guys are so excited about, the suntan
7 location, lip balm, sunglasses, all the above. I'm
8 not yet familiar with eco-friendly suntan lotion,
9 but it sounds like I'm going to be very shortly.

10 COUNCILWOMAN JOHNSON: Thank you.

11 MR. MILLER: We do have a concern and
12 if awarded one and not the other, you know, we are
13 going to have to just be careful for everybody
14 involved -- for the residents that -- you know, how
15 things are going to intertwine -- parking, garbage,
16 electric. We don't know -- we're new, so we don't
17 know the ins and outs as well as you do or even
18 that the previous presenter does.

19 So, our financial thing, again, we came
20 back to 10 percent, 10 percent occupancy. So, I
21 know what the previous guy did last year, we added
22 25 percent to that. We started there and -- I
23 shouldn't say I know. I've been told. We started
24 with the 10 percent occupancy, so it was 50,000 and
25 10,000 -- 10 percent above 500, which is going to

1 play right out at the same percent.

2 I didn't hear the previous
3 presenters --

4 COUNCILMAN MUSCARELLA: We have it.

5 But \$350,000 in capital improvements
6 you have currently proposed?

7 MR. MILLER: That's upon being able to
8 build that bar, that big square bar at the
9 pavilion.

10 SUPERVISOR SALADINO: At the main
11 pavilion?

12 COUNCILMAN MUSCARELLA: Well, building
13 the bar -- is that going to be open during the day
14 and night or just when you have the music at night?

15 MR. MILLER: No. That's open day and
16 night. What's better than a margarita at 1:00 in
17 the afternoon, you know, just background music
18 playing --

19 COUNCILMAN MUSCARELLA: Just wanted to
20 clarify it.

21 MR. MILLER: -- eating lunch there.

22 COUNCILWOMAN JOHNSON: Mr. Park spoke
23 about just having benches and tables for people to
24 come sit. I've been down there in past Summers and
25 I've seen, you know, couples playing cards or a

1 Mahjong game going on.

2 Are you going to shoo people off the
3 deck that are taking up some of your tables?

4 MR. MILLER: If they're taking up our
5 tables, no.

6 Again, we'll have to navigate it
7 together. I don't know what's been done in the
8 past.

9 Traditionally, in our other locations,
10 all we sell is food and drink so we don't encourage
11 people to bring their own food and drink to -- you
12 know, it's a restaurant.

13 COUNCILMAN IMBROTO: But would you
14 consider the deck part of your restaurant or is
15 that a public area?

16 MR. MILLER: I guess that's going to be
17 dictated by you, Councilman.

18 I thought it was part of our restaurant
19 but, like, we incurred this at Cedar and they tell
20 us exactly -- if they're over there or over there
21 in those picnic tables that we provided, that's not
22 on you; if they're inside your footprint, then they
23 are not welcome to bring their own food and drink,
24 which would make sense. Right? That's all we
25 sell, and we're partners, you know. We're

1 10 percent partners.

2 SUPERVISOR SALADINO: Will you have
3 point of sale software that we can have access to
4 in realtime?

5 MR. MILLER: Yeah. We're going to be
6 partners so that --

7 COUNCILMAN IMBROTO: Same as the other
8 side.

9 MR. MILLER: Same exact.

10 SUPERVISOR SALADINO: Did you say the
11 marina concession will be open during the week?

12 MR. MILLER: No.

13 SUPERVISOR SALADINO: It will not,
14 weekends only.

15 Do you plan on constructing or having
16 anything outside of the footprint of the building?

17 MR. MILLER: At that location or --

18 SUPERVISOR SALADINO: At the marina.

19 MR. MILLER: I don't think so. Maybe I
20 don't understand your question.

21 For instance?

22 SUPERVISOR SALADINO: Outside of the
23 footprint of the building, will you build or set up
24 or have anything going on outside of tables to eat
25 at?

1 MR. MILLER: We'll have furniture --

2 SUPERVISOR SALADINO: It could be
3 furniture, it could be lounge chairs, it could be a
4 tiki bar --

5 MR. MILLER: Sure.

6 You mean on the deck right behind
7 there?

8 SUPERVISOR SALADINO: On the deck.

9 MR. MILLER: So in my mind that is --
10 that is the marine concession, that deck, and so
11 we're going to provide places for people to sit, of
12 course.

13 SUPERVISOR SALADINO: Anything else
14 besides places for people to sit?

15 MR. MILLER: Palm trees.

16 SUPERVISOR SALADINO: Palm trees.

17 What else? There's no photo of that,
18 so I'm trying to get a vision of --

19 MR. MILLER: Sure. I guess in my mind
20 I consider that the marina concession.

21 SUPERVISOR SALADINO: Yes. There's a
22 building there.

23 MR. MILLER: And a deck.

24 SUPERVISOR SALADINO: And a deck.

25 So tell us what we'll see --

1 MR. MILLER: We're going to take care
2 of all of that. We're going to have seating out
3 there.

4 SUPERVISOR SALADINO: Seating.
5 What else?

6 MR. MILLER: You know, palm trees in
7 the corner, seating there. We will be open on
8 weekends. I think -- I believe there's already
9 grills down the beach a little bit that you guys
10 provide, right?

11 SUPERVISOR SALADINO: Yes.

12 Are you providing music on that deck?
13 We want to get a sense of what the experience will
14 be for our residents on that deck.

15 MR. MILLER: We did not have in the
16 budget because the real life situation is there's
17 -- how many boat slips? 180, and of them, you
18 know, they come, they park their boats there.

19 Again, we do this for a living. They
20 come, they bring their boats. Many of them are
21 going to try to bring them for the whole Summer.
22 It's going to be their vacation home. They are
23 going to show up late Friday night, have some
24 cocktails on their boats. They want the
25 convenience of the weekends and there will be a

1 select 15 to 20 people that will be there during
2 the week and, you know, they would have to walk
3 through the parking lot down to get whatever it is
4 that's not available during the week.

5 But to staff and -- you know, you would
6 just have food constantly going bad with the lack
7 of traffic. It really even wouldn't be safe. I
8 can't imagine it'd be unless you just threw out
9 food every single day. You can't feed 20 people a
10 day and keep it open. I know the boaters don't
11 like to hear that. And they're probably watching
12 on TV right now.

13 SUPERVISOR SALADINO: We just wanted to
14 get an idea of what the experience will be on that
15 deck on the weekends and during the week.

16 There are also residents down there who
17 come there who are not boaters and just choose to
18 come to the bay side for their bathing, for their
19 setup in the sand.

20 And one last question, if a resident is
21 not purchasing food from you, perhaps they purchase
22 a drink or perhaps they don't purchase anything,
23 would they be allowed to use any of the tables?
24 Would they -- if a resident came down there --

25 MR. MILLER: In the marina?

1 SUPERVISOR SALADINO: In the marina.

2 MR. MILLER: Sure.

3 SUPERVISOR SALADINO: They can use the
4 tables on that deck --

5 COUNCILMAN IMBROTO: And the deck on
6 the ocean side, too. That's really what I'm more
7 concerned about.

8 Right now a lot of members of the
9 public go and they sit there and use that as sort
10 of like a picnic area or a seating area to get off
11 the beach.

12 COUNCILWOMAN JOHNSON: They don't
13 understand that it's a concession business.

14 For them, it's a place to sit by the
15 water that we're maybe older and we can't get down
16 to the ocean, but we want to sit there. I can't
17 think that it's that many people -- this is just
18 what I've seen. I can't think it's that many
19 people. But, you know, I have seen games of
20 Mahjong and cards being played. Maybe they bring
21 their drink, maybe they buy their drink, I don't
22 know, but I don't know how that's going to work. I
23 don't want any of the residents to be
24 disenfranchised.

25 SUPERVISOR SALADINO: And with all due

1 respect to your business plan, we want to know if
2 that's something that works with your business plan
3 to tie up tables that aren't for your customers.

4 COUNCILWOMAN JOHNSON: Do we know how
5 many tables are actually there?

6 MR. BONANNO: I think what it possibly
7 could change is our capital contribution amount.
8 If knowing that we could lose a certain amount of
9 business, which I understand where you're coming
10 from and I could see the distinction from the
11 public that I'm coming to a public beach, I have
12 food I brought from home, there's a table here, it
13 looks like on a public pavilion, I should be able
14 to eat here. I can see that makes sense, which
15 would kind of change our revenue projections which,
16 in turn, would have to change our capital
17 contribution.

18 SUPERVISOR SALADINO: Would you add --
19 would you consider adding additional tables on
20 either of those pavilions, either of those decks?

21 MR. MILLER: You mean at our cost
22 provide tables for the resident and our customers?

23 COUNCILWOMAN JOHNSON: Are you
24 replacing all those tables to begin with?

25 MR. MILLER: From what I understand,

1 they weren't worth anything.

2 Is it the procedure of -- in our
3 readings and in speaking to people, this is the
4 first time that we're hearing that the tables and
5 chairs within the pavilion are for public to come
6 and picnic.

7 COUNCILWOMAN JOHNSON: It's not
8 necessarily, but --

9 COUNCILMAN IMBROTO: We are just trying
10 to figure out what your plan is --

11 (Inaudible crosstalk.)

12 COUNCILMAN MACAGNONE: It's going to
13 happen.

14 COUNCILMAN MUSCARELLA: We don't want
15 calls from residents telling us, you know, they
16 kicked us off the deck and we have to respond to
17 that.

18 SUPERVISOR SALADINO: We want to know
19 if that's works under your business plan. We have
20 respect for what you have budgeted for.

21 COUNCILMAN MUSCARELLA: We will work it
22 out.

23 COUNCILWOMAN JOHNSON: Or maybe figure
24 out how many tables there are and what percentage
25 maybe you could just kind of keep off to the side

1 open for --

2 COUNCILMAN IMBROTO: There's a lot of
3 seniors that can't go on the beach that come down
4 and they go to look at the ocean.

5 COUNCILWOMAN JOHNSON: But they want to
6 see the ocean.

7 MR. MILLER: We're so amenable this is
8 like foreign territory for us. We never really had
9 these problems.

10 MR. BONANNO: Even at Cedar Beach where
11 they say we have the ability to say people can't
12 bring in their own food, there's probably twice a
13 week that we allow large groups to come in with
14 their own food.

15 Senior citizens, they come every single
16 week with a bus. And there's also a lot of schools
17 that have field trips that come in and they bring
18 their own lunches. They bring their own DJ. You
19 know, whatever it is, we just give them the
20 facility, give them ketchup -- you know we give
21 them out stuff and it's fine.

22 COUNCILMAN IMBROTO: We just want
23 everyone to be happy.

24 MR. BONANNO: Exactly.

25 MR. MILLER: This happens on a weekly

1 basis. We'll show up at work and there will be
2 three school buses that say West Babylon High
3 School and they just take over.

4 I'm sorry if it seems that we're being
5 adversary. We're not. It's just a shocker. We
6 don't have a problem with any of that, you know.

7 SUPERVISOR SALADINO: In terms of green
8 items, are you going to be selling -- do you plan
9 on selling -- will you commit to selling sunblock
10 for adults and children at every location?

11 MR. MILLER: Sure.

12 SUPERVISOR SALADINO: Plastic straws
13 versus paper straws and paper goods?

14 MR. MILLER: The straw controversy
15 we've been investigating a lot, trying to figure
16 out an affordable option. What we've committed to
17 changing for this year is just straws upon request,
18 which servers say that you're only going to give
19 out 15 percent of what you were before. Not only
20 does it help the ocean, it actually helps the
21 bottom line cost, too, but that's our plan as far
22 as the straws are concerned.

23 The acai bowls, as James said earlier,
24 we do have an eco-friendly to-go thing for that.
25 And we'll continue to get better at that as the

1 world does. I mean, this is what we do for a
2 living so we're --

3 SUPERVISOR SALADINO: Are you prepared
4 and staffed to handle the policing of litter for
5 any items on your footprint and beyond? The wind
6 blows things past your footprint. Are you prepared
7 and staffed to do policing of the area to clean up
8 litter?

9 MR. MILLER: 100 percent. The
10 footprint of all of our places -- our places, we
11 take pride in that.

12 And then I'm assuming you're talking
13 about just the beach front right in front of us,
14 right?

15 SUPERVISOR SALADINO: Yes, of course.

16 MR. MILLER: Just in that general area,
17 100 percent.

18 SUPERVISOR SALADINO: Thank you.

19 COUNCILMAN HAND: Quick question.

20 Being there's a 10 percent component
21 for revenues over \$500,000, what's your anticipated
22 revenue on the concessions, if you compare it to,
23 say, what you have going on over in Cedar and
24 Overlook?

25 MR. MILLER: The numbers that we --

1 when we were running it, we ran it between 6 and
2 800,000, and that really could double if and when
3 we build a big square -- you know, make the bar
4 nicer at the pavilion, at the actual Dublin Dunes
5 location.

6 We've experienced that in our other
7 venues. You have a little tiny bar. There's not a
8 lot going on -- you have a big square bar where
9 people can look across and engage with other
10 residents. Now, all of a sudden, there's something
11 going on and everybody is looking up there. Hey,
12 what's going on up there and then you double. Now,
13 you're over a million.

14 COUNCILMAN LABRIOLA: Mr. Miller, I'm
15 looking at your improvement schedule.

16 Phase One, does that mean in the first
17 year that you're opening? Is that \$234,000 in
18 Phase One --

19 MR. MILLER: I think -- the \$234,000,
20 it also was predicated on building that bar; wasn't
21 it?

22 MR. BONANNO: Yes. It depends on
23 approvals and permits.

24 MR. MILLER: So, Phase One might be the
25 first 18 months because it's going to be April 1st

1 next week and I'm not familiar with how fast the
2 permitting process will be with the Town of Oyster
3 Bay. This is our first business over here. I'm
4 seeing some chuckles.

5 COUNCILMAN LABRIOLA: Is it 24 hours,
6 Supervisor?

7 MR. MILLER: Yes, Phase One. But Phase
8 One might be 18 months, you know. We're hoping
9 not. We're hoping to have everything done. But
10 just furniture -- I mean, all the equipment and all
11 those things, it's not good. It's all going to
12 have to be replaced.

13 COUNCILMAN LABRIOLA: I was looking at,
14 you know, it's very detailed and extensive, by the
15 way in Section F, and I was looking at -- you're
16 talking about using three-quarter-inch plywood, and
17 I notice a lot in the Florida beaches, they are
18 using this plastic wood.

19 COUNCILMAN MACAGNONE: Trex.

20 COUNCILMAN LABRIOLA: Is that what it's
21 called? Is that something you've consider and have
22 said that --

23 MR. MILLER: We have. It's triple the
24 cost.

25 COUNCILMAN LABRIOLA: That's a big

1 difference. I just thought in terms of --
2 wondering why they were using it over there.

3 MR. MILLER: Now, as new partners, if
4 we want to --

5 COUNCILMAN LABRIOLA: I know there's no
6 splinters in plastic wood.

7 COUNCILWOMAN JOHNSON: Is that going
8 backwards from the eco-friendly? We're using
9 plastic instead of wood?

10 COUNCILMAN MUSCARELLA: I think it's
11 exactly recyclable plastic.

12 COUNCILWOMAN JOHNSON: Oh, it is?
13 I stand corrected.

14 COUNCILMAN MUSCARELLA: It doesn't work
15 that well either.

16 COUNCILMAN MACAGNONE: It's an easy
17 product to use, too. It's a good product to
18 install. It's good stuff. Good stuff. Like you
19 said, it's three times the cost.

20 MR. MILLER: Yeah.

21 SUPERVISOR SALADINO: Does anyone have
22 any other questions?

23 MR. MILLER: Our one concern is going
24 to be, you know, should we get the restaurants, but
25 not the concessions and that marriage between

1 parking, utilities -- we are extremely easy men to
2 get along with, but I just -- it looks a little
3 scary.

4 COUNCILMAN MACAGNONE: Okay.

5 SUPERVISOR SALADINO: Any other
6 questions?

7 (No verbal response given.)

8 SUPERVISOR SALADINO: Thank you very,
9 very much for your presentation.

10 Unless someone has a question of the
11 Commissioner, I believe we're ready to move on to
12 the last --

13 COUNCILWOMAN JOHNSON: Commissioner,
14 did you want to share anything with us? I see you
15 moved a little forward.

16 SUPERVISOR SALADINO: Why don't you
17 come forward, Commissioner, please?

18 COUNCILMAN MACAGNONE: State your name.

19 COUNCILMAN MUSCARELLA: State your
20 presence.

21 COMMISSIONER PINTO: Whatever the
22 situation is with the tables and chairs and who's
23 sitting there, we will work that out. Whoever gets
24 the agreement, we'll sit down with them and we'll
25 tell them what we like to see there and --

1 COUNCILMAN IMBROTO: Has there ever
2 been a problem?

3 COMMISSIONER PINTO: Has never been.

4 SUPERVISOR SALADINO: Thank you,
5 Commissioner.

6 Really appreciate it.

7 COUNCILMAN LABRIOLA: Commissioner, do
8 we use that plastic wood anywhere else on our --

9 COMMISSIONER PINTO: No. It's triple
10 the cost.

11 COUNCILMAN MUSCARELLA: Steve, that
12 answered your question, right?

13 (Inaudible crosstalk.)

14 (TIME NOTED: 2:55 P.M.)

15 SUPERVISOR SALADINO: And our last
16 presenter this afternoon will be J&B Restaurant
17 Partners.

18 Please step forward.

19 MS. PETITE: Good afternoon.

20 SUPERVISOR SALADINO: Good afternoon.

21 MS. PETITE: I will ask you if you want
22 me to skip all of the history --

23 COUNCILMAN IMBROTO: Let's not repeat
24 ourselves, yes.

25 MS. PETITE: Okay, good.

1 You got it, right?

2 Okay. So some of the key points from
3 our written presentation include at the main
4 concession creating an additional full-service
5 window, adding a tent just outside the concession
6 to create a full-service restaurant bringing a
7 family dining option for an elevated dining
8 experience during the day and a reason to visit
9 again at night.

10 Theme nights offering specials like
11 lobster bakes with an ocean view will create the
12 kind of unique experience that Tobay residents will
13 love.

14 At the spray park, we'll be offering
15 healthy options as well as traditional kid friendly
16 items. And an addition of an interactive attendant
17 at the spray park during peak times will be welcome
18 by families. Imagine hula hoop contests, freeze
19 dancing, or bean bag toss at the spray park.

20 At the marina, we'll remodel the
21 existing building, adding a small bait and tackle
22 shop and convenience shop and offer monthly fishing
23 tournaments run by our own fisherman, Captain Ed.

24 At the east and west concessions,
25 they'll receive interior remodels and we'll be

1 adding healthy options to the standard menu.

2 At the tunnel access building, we
3 would, again, be bringing the logoed wear and all
4 the necessary PABA things that the beach patrons
5 need. Okay. You know, all your suntan lotions,
6 hats, sunglasses, those types of things.

7 The -- we have already decided on a
8 management team for this location. Greg is our
9 Director of Operations and John is our Operations
10 manager. John has 20 years in the restaurant
11 business and John also ran the food and retail
12 concessions at Jones Beach and Robert Moses, both
13 at the same time. Couple that with our 2,000
14 current employees making sure that we're always
15 well staffed.

16 And again, the technology that we spoke
17 about earlier with the ability to be able to order
18 and pay on the phone prior to getting to the
19 concession stand allows for a parent that's on the
20 beach to be able to type in their order, pay for
21 it, and then maybe just go up to the concession
22 stand and grab it and go back. Okay.

23 So, we, at J&B are known for and
24 specialize in restaurants, catering, and seasonal
25 venues. And are extremely confident that our

1 experience and expertise are unmatched and make us
2 a perfect partner for the Town of Oyster Bay.

3 With that, I'm going to bring Joe up to
4 walk you through our capital.

5 MR. VITRANO: Pretty quick there, Dawn.

6 I'm going to reintroduce myself. I
7 like hearing myself speak. Only but anyway -- only
8 joking around. Sorry about that. It's getting
9 late.

10 COUNCILWOMAN JOHNSON: You're in good
11 company.

12 MR. VITRANO: There you go.

13 Supervisor, Councilwoman and
14 Councilmen, as you can see here, Sue put up our
15 vision for the main concession.

16 And did you pass out the packages yet,
17 Sue, if you don't mind?

18 You guys know what it looks like now?
19 Maybe some of you do know what it looks like. It's
20 pretty run down now, as Mr. Miller has stated
21 already.

22 We've done this in the past and it
23 works very well. We actually put a tent up where
24 the existing tent is. If you look at Page 1, it
25 will show you the BEFORE picture. This is what we

1 envision the AFTER picture will look up there for
2 the residents of the Town of Oyster Bay.

3 Create a themed restaurant called the
4 Ocean Breeze. Perfect location for it. Perfect
5 name for it, I think. I mean, shrimp cocktails,
6 fried calamari, baked calms, sunset burger, lobster
7 roll, lobster mac and cheese, even a fisherman's
8 platter.

9 The concession stand is always open,
10 obviously, right next door to it, which I'll show
11 you in a couple of minutes. But we feel that
12 building this kind of area for waitress service
13 worked very well for us at Jones Beach and Cedar
14 Beach and other beaches where we have this. It can
15 be used for people that buy hamburgers and chicken
16 fingers and go there and sit down or if they want
17 waitress service, waitress service is available.

18 In addition, we know that there are no
19 exterior tables and chairs at this location. I
20 think that is what was told to us during the
21 walkthrough. That we wouldn't even want to use the
22 ones that were there. We are going to be providing
23 for residents all those deuces along the front area
24 you see by the fence and also some tables and
25 umbrellas on the outside of the area. So that will

1 be available to the public for anything they want
2 to either eat from us or bring their own meals
3 there.

4 Next, in addition to that, obviously,
5 Dawn said we'll provide music there. And this is
6 planning to be open to until -- go back to the
7 Ocean Breeze real quick, Sue, if you don't mind.
8 This area will be or we plan to be open during dusk
9 during the Summertime, so probably 9:00 or so, 9:30
10 on June 21st, which is the longest daylight hours
11 and, obviously, as the Summer goes out and gets
12 darker earlier, we'll close 8:30 -- 8:45, 8:30,
13 8:00, and so on.

14 Next picture is what the -- if you guys
15 flip to the next page, you'll see what your
16 concession looks like now. There's a full bar. It
17 actually blocks off half of the concession windows.
18 I've been there in the Summertime and I see the
19 concessions. They get lined up. I don't know
20 whether it is poor speed or service on the part of
21 the concessionaire or whether it's just backed up
22 because of their lack of people in the kitchen or
23 just the lack of window space.

24 So, to me, we're going to be selling
25 liquor here and hurricanes and mixed drinks along

1 with beer and wine. We are going to cut that bar
2 back a little bit, make it kind of a walk-up bar.
3 We feel that patrons do like having those cocktails
4 and especially since we're going to be having the
5 menu offerings at the Ocean Breeze restaurant
6 adjacent to it.

7 But if look at it, it does look pretty
8 nice. It's going to be done with reclaimed wood
9 look, new bar, new menu board. And -- Sue, if you
10 go to the next picture -- it will actually show you
11 what the windows look like, which if you flip to
12 the next page on your book right now, it's pretty
13 run down. But when you give yourself a full view
14 of the concession windows, there's ample space
15 there, providing you have the right staffing to
16 really serve the customers as quick as they'd like
17 to be served.

18 This menu, of course, will be
19 traditional fare along with smoothies, wraps,
20 salads, healthy alternatives, a very wide variety
21 of -- you know, we don't just sell foundation soda
22 at these -- at our beaches. We sell coconut
23 waters, organic drinks, beverages, a lot of
24 different varieties of waters, isotonics, teas,
25 vitamin waters, et cetera. So, that with the

1 regular fare that you'll actually see at every
2 beach, I think, will make this very, very well
3 rounded, well received new location for the Town of
4 Oyster Bay.

5 Sue, our next picture. The tunnel
6 access building. Not to get everybody overly
7 excited, I don't think you're going to do \$2
8 million in retail here, but we're in that retail
9 business. To me, I think there's a huge need and
10 desire it sounds like to have your own logo wear
11 for the residents to -- part of our bid, obviously,
12 is that the retail or the concessionaire for -- the
13 people chosen for the concession are the only ones
14 allowed to be able to print their own logoed
15 retail. You don't want competing people doing
16 different eschews. To me, that helps bring our
17 sales up for this particular location.

18 But remodeling that building and
19 offering everything and anything that we do in all
20 of our souvenir shops is going to be a huge benefit
21 to the Town. Bug sprays, lotions, flip-flops,
22 bathing suits, all the logo wear that we talk
23 about, plus we bring in Margaritaville clothing, we
24 bring in Panama Jack clothing. We have this
25 clothing already in our other locations. It does

1 very, very well. Also, we sell beach chairs, beach
2 umbrellas, and we will rent beach chairs and beach
3 umbrellas, if allowed by the Town as well. All
4 revenue income. To me, I think this is a very
5 unique building to have. And it's really right
6 there on the parking lot when you're going up or if
7 you forgot something. Also, it will have a variety
8 of health and beauty aids, too.

9 Next -- before you do that picture, the
10 next thing I want to talk about is the east and
11 west concessions. We don't want to leave them out.
12 They are pretty run down. As some people have
13 already stated, you got the west concession which
14 is good for the bikers and the east concession.
15 Those will be open pretty much during the whole
16 Summertime. They will be traditional burgers,
17 fries, but we will offer a wide variety of drinks.
18 We are going to be putting smoothies in both of
19 those. It's in our proposal. Wraps and salads,
20 healthy alternative beverages, as well in both of
21 those concessions. Repaint the whole inside, put
22 new menu boards up, all new point of sale that Dawn
23 will talk about later on when we talk about the
24 capital. We don't consider point of sale capital,
25 by the way. So that's part of what we normally set

1 up.

2 Next is the spray park. Nice looking
3 building. Not going to make any changes. Just
4 paint it and call it kind of a Tiki Joe's Snack
5 Shack. It will be a snack shack on steroids.
6 There will be an ice cream cart. We have a bunch
7 of them. As you know, we are in Friendly's
8 business as well so we will rewrap that cart. That
9 will be hand-grab Good Humor-type bars for the
10 kids, if they want. Also, inside we have the soft
11 serve machines, smoothies, wraps, wide variety of
12 beverages, \$5 kids meals at both the concession and
13 at this particular location as well. Kids get a
14 hot dog, one or two chicken fingers, a boxed drink
15 and a piece of fruit. Putting a little stand there
16 next to that if people want to sit along side the
17 building as well.

18 Dawn talked about an interactive
19 attendant. We think this is really something
20 pretty cool. We'll put a sign up on the side of
21 the building, same thing you guys see when you go
22 on vacation. When you go to the pool or in that
23 area, they have, this dancer is going to be on,
24 this music is going to be on at this time. We
25 actually have people that will come in and do hula

1 hoops, dance freeze contests, corn hole contests --
2 1:00, 3:00, 5:00. Somebody comes here, they get a
3 hamburger or they're going over to the other
4 concession, the kids may say, mom, I want to go
5 down. I want to join the hula hoop contest. That
6 interactive person -- this isn't a water park you
7 just run through. It's beautiful. It's large. I
8 think it's used quite frequently. I remember
9 seeing that last year or the year before. I think
10 it would be a perfect addition for something new
11 and different for this particular park.

12 And then, lastly, the marina. We feel
13 this is a big opportunity as well. It is pretty
14 well rundown as everybody has stated. Dawn can
15 talk about the hours of operation, but this is what
16 we envision this will look like. Put a brand-new
17 canopy up there, divide it up in half. There are
18 100 some-odd boat slips there. To me, there is a
19 need for a bait and tackle shop. We have a bait
20 and tackle shop at Jones Beach currently now. It's
21 pretty big. It's about 1,850 square feet. Also
22 dividing the other half for a concession. As you
23 can see you need, an ice machine there. You need
24 to sell a lot of grab-and-go items. You need to
25 sell hamburgers, hot dogs, and, again, the

1 smoothies, wraps, and salads.

2 If permitted by the Town of Oyster Bay,
3 we would like to build a bar out there. We feel
4 that the boatermen are there. They're not driving.
5 They do sit on their boats all weekend long. Even
6 though they have cocktails on their boats, we would
7 put music here on the weekends -- one or two piece
8 bands, you know, nothing crazy, no big concerts.
9 But we feel that tied in with the bar will be a
10 perfect place for people to kind of use this, I
11 think, under utilized facility.

12 We also do fishing contests that we may
13 want to run out of this as well. We do it now
14 every single -- every other two weeks. We run
15 contests for prizes where you win money, plus a
16 hat, plus a T-shirt at the bait shop. So bringing
17 that to this facility, I think, will definitely
18 work well.

19 With that being said, I'd like to bring
20 up Maria to talk about marketing, if you don't
21 mind, Supervisor, then we can talk about the
22 capital.

23 Is that okay? And answer any
24 questions.

25 MS. DiLEO: Hi, again. Good afternoon.

1 So when you think about the beach, you
2 think about swimming, sandcastles, sunshine,
3 tanning, ice cream, family and fun. These are all
4 words that are associated with a day at the beach.
5 Thoughts of the beach bring smiles to anyone's face
6 and the marketing of the concessions at Tobay will
7 tap into all of those positive feelings.

8 What we're going to do, is we're going
9 to create a buzz around Tobay. We will launch,
10 again, as we said earlier, Facebook, Instagram,
11 Twitter pages for the concessions at Tobay to
12 generate interest in the concessions and Ocean
13 Breeze -- the outdoor restaurant that Joe mentioned
14 -- while interacting in realtime with our
15 customers. We will integrate hashtags --
16 #OceanBreeze, #TikiJoesTOBAY and #myTOBAY to keep
17 people engaged and encourage them to continue those
18 conversations on their own pages.

19 Posting compelling content frequently
20 on social media will ensure our message reaches
21 residents throughout the Town of Oyster Bay, as
22 well those surrounding areas.

23 As Dawn mentioned earlier, having theme
24 nights like beach barbecues and lobster nights at
25 Ocean Breeze outdoor restaurant, that's going to

1 create the kind of experiences that your residents
2 are looking for.

3 We'll advertise those, of course,
4 through our social media pages, on our website, in
5 print, and on radio when possible. Our music
6 booking agency will put together a live music event
7 program for Ocean Breeze outdoor restaurant with
8 popular local bands with large followings bringing
9 new customers to Tobay while encouraging existing
10 customers to come more often. It's all about,
11 again, creating those moments. Moments people will
12 want to remember and share with their friends both
13 online and face to face creating that buzz.

14 We're going to take that buzz and make
15 it spread. Ocean Breeze outdoor restaurant will be
16 added to the already existing Tiki Joe's Beach Club
17 website. Exposing web visitors for our other beach
18 venues to the newest addition to the Tiki Joe's
19 family. This will allow us to maximize on our
20 existing following for our Tiki Joe's brand.

21 All of our on-site printed marketing
22 materials will contain our Facebook, Instagram, and
23 Twitter page info encouraging people to share their
24 photos. This is a free advertising tool for us
25 and, honestly, the most effective marketing tool

1 around right now. This creates an environment of
2 consistent recommendations flowing in through
3 multiple online channels every day. Encouraging
4 people to use those hashtags -- #OceanBreeze
5 #TikiJoesTOBAY, #myTOBAY -- ensures that not only
6 can we search for and read all of that buzz being
7 created but we are also further promoting our brand
8 and the Tobay beach.

9 Our existing relationships with our
10 radio and print partners at Cox, Connoisseur, and
11 Newsday will be leveraged when needed to ensure
12 that we are reaching out potential audience through
13 every touch point possible. We will also, of
14 course, partner with the Town to post our events
15 information on the Town website and social web
16 pages when possible.

17 No matter what we do, all the social
18 media and print programs, radios, posters, and
19 flyers -- our customers will always be our most
20 effective marketing tool. All of the
21 recommendations both word of mouth and through
22 online posts are so incredibly valuable and often
23 speak -- valuable and oftentimes our customers even
24 become walking billboards for us.

25 I am speaking, of course, about all

1 that branded apparel. Walk into a local Dunkin'
2 Donuts or CVS this winter on the East End and you
3 very well may see someone wearing a Tiki Joe's
4 hoodie or Tiki Joe's sweatpants.

5 On occasion, I've worn my hoodie into
6 my local supermarket. It's almost always resulted
7 in the person online behind me with that big logo
8 on my back getting into a conversation with me
9 about this great experience they had at the beach
10 over the Summer and how they just can't wait for
11 2019 to come. And as soon as they hear I'm the
12 marketing director, it's what bands are coming on
13 July 4th weekend, so sometimes we just have a
14 general conversation.

15 But, of course, as a marketer, I'm just
16 thinking that's buzz, buzz, buzz. That's all that
17 buzz we're working to create in reality. Creating
18 that buzz and maintaining excitement through
19 phenomenal food, a compelling music and events
20 program, unforgettable experiences, and generating
21 all of those positive Long Island beach feelings,
22 that is what we do.

23 And to that I'm going to bring back Joe
24 or Dawn right now. Joe is going to come back up.

25 MR. VITRANO: So our concession fee,

1 which you guys already have in front of you, the
2 proposal is \$120,000 for the first year. It goes
3 up 3 percent a year for five years or a total of
4 \$637,000 for five years.

5 Our capital commitment is approximately
6 \$150-something thousand. \$50,000 spent the first
7 year on the items that we discussed and the others
8 will be rolled in. A total commitment to the Town
9 for both capital and license fee of almost \$800,000
10 or \$790,000.

11 With that, I'd answer any questions.
12 I'd like to bring Dawn up.

13 COUNCILMAN MACAGNONE: I have a
14 question.

15 MR. VITRANO: Sure.

16 COUNCILMAN MACAGNONE: Now, you're
17 going to be bringing all this advertising, you
18 expect outsiders to come to Tobay Beach. On
19 weekends, I don't think we allow outsiders at Tobay
20 Beach.

21 COUNCILMAN IMBROTO: Were you aware of
22 that?

23 MR. VITRANO: At nighttime.

24 COUNCILMAN MACAGNONE: At nighttime,
25 yes, but during the day --

1 MR. VITRANO: We know that.

2 During the day, they got to pay \$50.

3 So the bottom line is --

4 COUNCILMAN MACAGNONE: On weekends,
5 there's no --

6 MR. VITRANO: Oh, they're not allowed.
7 That could be a small, obviously, disclaimer that
8 we put on it.

9 Thank you.

10 COUNCILMAN IMBROTO: How do you think,
11 given that the other concession was awarded to a
12 different entity, how do you think that's going to
13 work? How will the two of you interact? Is that
14 going to be an issue?

15 MR. VITRANO: I don't know Mark
16 himself, but I know of his operations. He runs
17 very professional operations. We run very
18 professional operations. I think it could be a
19 pretty good mix.

20 COUNCILMAN IMBROTO: Are competing for
21 the same customers?

22 MR. VITRANO: I think it's two
23 different customers.

24 I mean, you know, we got bikinis,
25 bathing suits, and sand between people's feet. I

1 mean then you got to get in your car, drive all the
2 way back across the parking lot. You're not
3 walking that distance, it's pretty far. So some of
4 the customers will play back and forth with each
5 other, some may not. But competition is always
6 good, Councilman.

7 COUNCILMAN HAND: In regards to the
8 Ocean Breeze restaurant that you're proposing,
9 that's a little more than I intended when I thought
10 it was going to be about the concession.

11 That being said, are you dipping into
12 the restaurant portion and if it was excluded that
13 would considerable change your bid, I would assume?

14 MR. VITRANO: That is correct.

15 COUNCILMAN HAND: How much do you
16 attribute to the Ocean Breeze portion of your
17 presentation?

18 MR. VITRANO: I'm assuming it's a good
19 portion of our \$120,000 because I think it could be
20 a quarter million dollars to \$350,000 revenue
21 producing. We think that with everything we just
22 did here, this speech, should do a million dollars
23 in sales. I think it does between 600 and 800
24 right about now. That's probably our second year.
25 First year, we get everything up and running.

1 Second year, it should do north of a million
2 dollars. That's why we bid the money we did.

3 COUNCILWOMAN JOHNSON: Can you talk to
4 the question before about the seating for persons
5 that aren't necessarily patrons?

6 MR. VITRANO: Yeah, that's what we do
7 now. Whether our not they are patrons or not, we
8 deal with that in every single venue we have right
9 now. As a matter of fact, the first picture -- I
10 don't know if I mentioned it or not -- those tables
11 outside of that gate, in that area are all provided
12 for because I think I heard them say that the
13 tables and chairs you currently have for this
14 facility are not usable. So, we are buying them
15 specifically for patrons that want to use it even
16 with their own lunches.

17 COUNCILMAN IMBROTO: So, you're
18 providing an area for the public even if they are
19 coming to your place or not?

20 MR. VITRANO: Outside, yeah.

21 COUNCILMAN: Outside the area --

22 MR. VITRANO: The entire fenced area,
23 there's deuces up and down that whole area, that's
24 going be all for whoever wants to use them.

25 COUNCILMAN MACAGNONE: Maybe next time

1 they'll eat at your restaurant.

2 MR. VITRANO: By the way, if people
3 want to but and use inside under that tented area,
4 they're allowed to do that as well now because they
5 do it right now at Cedar Beach and at Meschutt
6 Beach.

7 COUNCILMAN IMBROTO: You bid on both
8 concessions.

9 This concession alone is viable for you
10 even though you didn't get the other concession?

11 MR. VITRANO: Yes. Yes. Absolutely.

12 We're in the concession business.
13 We've been doing it for 16, 17 years. So, we know
14 the business. We know, I think, the potential of
15 this area. I think that every area needs to be
16 worked. The spray park could be improved, like
17 based on what I just said. I think the marina is
18 far under utilized. I think there's an opportunity
19 there. And I know this area has been under
20 utilized. Definitely because I've been there a
21 couple of times and it's -- doesn't look that good
22 and it's been poorly operated. Not to say anything
23 against the past concessionaires, but it takes a
24 long time to get food there. It used to anyway.

25 COUNCILWOMAN JOHNSON: Based on the

1 amount you're providing for capital improvements,
2 do you think you can get all of this done with that
3 amount of money?

4 MR. VITRANO: Absolutely get it done.
5 And we've always been known to overspend. We
6 usually spend our commitment for five or ten years
7 in the first year or two years.

8 COUNCILWOMAN JOHNSON: And the actual
9 kitchen area in the main pavilion, what do you
10 intend to do there?

11 MR. VITRANO: There's, if I remember,
12 there's not a lot -- there's no freezer space in
13 that area. We got to buy a couple of freezers. We
14 have freezers we can probably put in here. And
15 also the grills needs to be upgraded and the friers
16 need to be upgraded. And we need absolutely all
17 new POS and all new menu boards.

18 COUNCILWOMAN JOHNSON: Does your
19 commitment earlier about a percentage of the
20 merchandise perhaps still hold true?

21 MR. VITRANO: That's baked into this
22 number.

23 COUNCILMAN IMBROTO: So no sharing,
24 just the fee?

25 MR. VITRANO: It's in that fee, yeah.

1 COUNCILMAN LABRIOLA: I have a
2 question.

3 In terms of your employees, I was
4 speaking to our commissioner of public safety
5 earlier during the break, and what I learned was
6 that we do criminal background checks on our
7 employees. And we do that regular with each and
8 every perspective employee.

9 Would you object to your employees
10 going through a screening process through our
11 systems here with public safety if we choose to go
12 in that direction?

13 MS. PETITE: We would appreciate that.
14 No problem with that.

15 COUNCILMAN LABRIOLA: Just thinking
16 about the question now. I would have asked the
17 other concessionaires also.

18 SUPERVISOR SALADINO: For safety of our
19 residents.

20 MR. VITRANO: Yeah, absolutely.

21 SUPERVISOR SALADINO: I have a few
22 questions and I apologize if you've already
23 answered any of these. A couple of minor
24 questions.

25 Suntan lotion, that would be sold at

1 all locations?

2 MR. VITRANO: We do that, yes, we sell
3 everything at all locations.

4 SUPERVISOR SALADINO: So, for
5 convenience, they don't have to walk all the way
6 back?

7 MR. VITRANO: Absolutely. Bug spray,
8 suntan lotions, lip balm.

9 MS. PETITE: Hats and sunglasses, very
10 important.

11 SUPERVISOR SALADINO: At all locations?

12 MS. PETITE: You can get them anywhere.

13 SUPERVISOR SALADINO: Great. Great.

14 The biggest question of all that I have
15 -- quite frankly you've answered most of my
16 questions in your presentation -- will you commit
17 to building everything you're showing us for this
18 season?

19 MR. VITRANO: It depends on the Board,
20 the Town -- I have no idea how long the permit
21 process takes. But we can actually do that if we
22 get the plans to you, you can get them turned
23 around and give us a building permit absolutely.
24 We can do that. No question, Supervisor.

25 COUNCILMAN LABRIOLA: In your capital

1 improvements, I don't see you doing any decking.

2 MR. VITRANO: There is no decking, no.

3 COUNCILMAN LABRIOLA: You're not doing
4 any of that?

5 MR. VITRANO: No. I don't know where
6 you'd need decking.

7 COUNCILMAN LABRIOLA: I wasn't sure. I
8 thought the other presenter said it wasn't in very
9 good shape.

10 MR. VITRANO: Seems okay to me.

11 COUNCILMAN LABRIOLA: So, you have no
12 improvements at all on the decking?

13 MR. VITRANO: No.

14 COUNCILMAN LABRIOLA: Not even
15 polyurethane or anything like that?

16 MR. VITRANO: It's three times the
17 cost.

18 COUNCILMAN IMBROTO: I think --

19 MS. PETITE: If it needs, it we will do
20 some.

21 MR. VITRANO: I got to be honest with
22 you, we were there in the Wintertime and it was
23 really cold. I didn't really notice any deck areas
24 that needed to be replaced, but, obviously, if
25 there are in heavy trafficked areas, it's normal to

1 replace that stuff. By the way, that wouldn't be
2 capital, that would be maintenance. We would pay
3 for it out of our own pocket. We do that now
4 wherever we are, so...

5 COUNCILMAN LABRIOLA: Thank you.

6 Thank you for that.

7 COUNCILWOMAN JOHNSON: Maybe I wasn't
8 listening, can you talk to, again, the
9 restaurant portion at the main pavilion, what kind
10 of a menu and price points?

11 MR. VITRANO: We have provided a menu.
12 We also do specials, but it will be a pretty wide
13 variety of everything from -- I'll review it --
14 shrimp cocktail, fried calamari, baked clams. We
15 offer --

16 COUNCILWOMAN JOHNSON: Calamari. I
17 remember you saying it now.

18 MR. VITRANO: Three or four different
19 salads. We have a kid's meal on this particular
20 menu. And also in the concession they'll be
21 offered a \$5 kid's meal, which will be a limited
22 type of a kids meal, but it will be more
23 affordable, but there is kid's meals on the bottom
24 left of this menu as well, if you want waitress
25 service.

1 Again, again, just to reiterate, you
2 don't have to eat off this menu underneath that
3 tent. It's available if you go buy hotdogs,
4 hamburgers, or a smoothie, you can sit underneath
5 the tent to get out of the -- under the shade.

6 COUNCILMAN IMBROTO: Is the -- and I'm
7 sorry if I missed this -- is the food in the
8 restaurant area going to be the same as the food in
9 the snack bar?

10 MR. VITRANO: Two different.

11 COUNCILMAN IMBROTO: Two different,
12 okay.

13 MR. VITRANO: Absolutely.

14 SUPERVISOR SALADINO: Are there any
15 other questions of the Board?

16 (No verbal response given.)

17 SUPERVISOR SALADINO: Thank you. Thank
18 you very much.

19 I'm going to now ask our representative
20 from the Town Attorney's Office to step forward
21 please to answer a few questions that myself and
22 the other Board Members may have.

23 MR. ROZEA: Good afternoon.

24 You have the appearance, right?

25 SUPERVISOR SALADINO: Matt is back.

1 MR. ROZEA: I never left.

2 SUPERVISOR SALADINO: At the podium.

3 Matt, would you just confirm for us
4 that the Town Attorney's Office has gone through
5 the paperwork, the documentation, and the
6 financials of all of the applicants?

7 MR. ROZEA: That's correct. That's
8 correct.

9 If you'd like, I can elaborate on the
10 entire process from when the RFP went out to today.

11 SUPERVISOR SALADINO: Is that a threat?

12 MR. ROZEA: Is that a threat?

13 If it's helpful.

14 SUPERVISOR SALADINO: Just to give us a
15 little information, has our outside CPA firm gone
16 over their documentation?

17 MR. ROZEA: That's correct.

18 We sent the numbers of the financials
19 to our accountants for their review of, you know,
20 what was submitted.

21 SUPERVISOR SALADINO: And between the
22 accountants and your office's review, do you feel
23 everything is in order and will all three of them
24 meet the criteria?

25 MR. ROZEA: Yes. I agree and not only

1 to the Town Attorney's Office and Joe Nocella and
2 myself and my colleagues, the accountants looked at
3 the submissions, as did the Inspector General.

4 SUPERVISOR SALADINO: I'd like to ask
5 the Inspector General if you concur with that
6 statement.

7 MR. NOONE: Yes, I do.

8 SUPERVISOR SALADINO: You have gone
9 over all of the applications?

10 MR. NOONE: Absolutely.

11 SUPERVISOR SALADINO: Thank you.

12 So all three of these organizations
13 have met all of our criteria and they are all
14 worthy of consideration?

15 MR. ROZEA: That's right.

16 We thoroughly vetted the proposals as
17 they came in to make sure that it complied with the
18 terms of the RFP; that the required documents were
19 submitted, which included Town disclosure, the
20 questionnaires, the financial statements, as well
21 as substantive responses to what the RFP called
22 for.

23 SUPERVISOR SALADINO: You left no stone
24 unturned here?

25 MR. ROZEA: I would say that's correct,

1 yes.

2 SUPERVISOR SALADINO: Does the Board
3 have any questions for Mr. Rozea?

4 COUNCILMAN MACAGNONE: No.

5 Thank you for your thorough job.

6 COUNCILMAN HAND: I just have one quick
7 question --

8 MR. ROZEA: Of course.

9 COUNCILMAN HAND: -- in regards to my
10 followup for the fact that a restaurant was
11 included in the concession proposal --

12 MR. ROZEA: Right.

13 COUNCILMAN HAND: -- do you see any
14 potential conflict with that based on we had two
15 proposals today, one for restaurant and one for
16 concession.

17 MR. ROZEA: Right.

18 COUNCILMAN HAND: And now the latter
19 has just given a proposal for a concessions/
20 restaurant.

21 MR. ROZEA: It's possible, yes. I
22 would say it's possible.

23 The RFP did call for concessions, and
24 as the Board is well aware, there was an RFP for
25 restaurants as well. So if there was a restaurant

1 proposal, I'm not sure that it was properly made in
2 the context of the concession RFP. It might be
3 something for the Board to consider in making its
4 decision.

5 SUPERVISOR SALADINO: Can that be
6 worked out through the negotiation of the contract?

7 MR. ROZEA: Well, that would probably
8 be putting the cart after the horse because I think
9 we really need to know what the proposal is and it
10 sounded to me like there could be some significant
11 deviation from what the proposal is if that
12 restaurant component is not a part of --

13 COUNCILMAN HAND: We already awarded
14 restaurant RFPs this morning.

15 MR. ROZEA: That's absolutely correct.

16 SUPERVISOR SALADINO: What I'm really
17 asking is, in terms of negotiation, everyone knows
18 at a concession, you're allowed to buy the food at
19 the concession stand and walk over to the table to
20 eat it.

21 MR. ROZEA: Absolutely.

22 SUPERVISOR SALADINO: So outside of
23 that, the only difference is waiter service.

24 MR. ROZEA: Right.

25 SUPERVISOR SALADINO: So, the -- the

1 only difference would through the -- I assume and
2 I'm asking you -- through the negotiations of
3 working out the contract after an official opinion
4 has been rendered, whether or not they would
5 continue to have the waiter services --

6 MR. ROZEA: I would rather hear the
7 proposer make that commitment or representation to
8 the Board rather than leave it to --

9 COUNCILWOMAN JOHNSON: Supervisor, I
10 believe that the proprietor said it would change
11 his numbers completely.

12 SUPERVISOR SALADINO: We can bring --

13 COUNCILMAN IMBROTO: I think the real
14 question is, is there a legal issue with awarding
15 this concession to someone who plans to operate a
16 restaurant there or are we just splitting hairs
17 over what the title of it was, concession versus
18 restaurant? It seems like it was called concession
19 versus restaurant just to identify one and the
20 other. I don't think there's legal significance to
21 that; is there?

22 MR. ROZEA: But the facilities as
23 they're used and perhaps the Parks Department can
24 speak more appropriately to this particular
25 question, but the facilities that were a portion or

1 a part of the concession RFP were traditional
2 concessions.

3 COUNCILMAN IMBROTO: Right. But is
4 there a legal issue -- that's the question I'm
5 asking you -- is there a legal issue with them
6 operating a restaurant?

7 MR. ROZEA: Well, arguably, it's not
8 responsive to the RFP because we were calling for
9 concession services rather than restaurant services
10 under the concession RFP.

11 COUNCILMAN MUSCARELLA: It changes the
12 dynamics of the beach. Now, you have three
13 restaurants. Two, they bid or they went through
14 the restaurant process. Putting two restaurants
15 there, that might affect their revenue and
16 everything else. They might not have bid on the
17 RFP.

18 COUNCILMAN IMBROTO: I don't know if
19 that's a question for the Town Attorney.

20 MR. ROZEA: That's why I think the
21 answer to Councilman Imbroto's question is: We put
22 an RFP for concession services, we put an RFP for
23 restaurant services. If there was a restaurant to
24 be proposed, it was to be made under the restaurant
25 RFP, not the concession RFP.

1 COUNCILMAN MUSCARELLA: They are
2 putting capital improvements, they are putting all
3 this money up front and everything else and yet you
4 got another restaurant across the way in the
5 parking lot.

6 MR. ROZEA: Right. Right.

7 SUPERVISOR SALADINO: Let's do this, if
8 you feel it is appropriate, I would have no problem
9 bringing the respondent to the RFP up and asking
10 them the question, and let's see what their answer
11 is in terms of the flexibility of that.

12 MR. ROZEA: Right.

13 COUNCILMAN IMBROTO: But my question --

14 COUNCILMAN MUSCARELLA: Wait a minute.

15 It's ironic that the restaurant -- that
16 those -- Island Time said they would probably not
17 bid -- if they didn't get the restaurant portion,
18 they would not bid on the concession part. Yet the
19 -- obviously, J&B is now putting a restaurant
20 there. They would --

21 SUPERVISOR SALADINO: If they're
22 subject to that.

23 You would have no problem with me
24 bringing them back up, right?

25 MR. ROZEA: With bringing who, J&B?

1 SUPERVISOR SALADINO: J&B back up.

2 MR. ROZEA: Right.

3 SUPERVISOR SALADINO: If the whole
4 definition comes down to whether or not there is a
5 waiter or wait service --

6 MR. ROZEA: And sit down service,
7 right.

8 If it's operated -- if they're willing
9 to make the representation to the Board that they
10 won't operate the facility as a traditional
11 restaurant, then I don't believe there's a legal
12 impediment; however --

13 COUNCILMAN IMBROTO: But you do believe
14 that this is nonresponsive to the RFP simply
15 because they are offering wait service because
16 that's outside the scope of --

17 MR. ROZEA: Because it's being operated
18 as a restaurant. I believe it should have been a
19 proposal under the restaurant RFP as opposed to the
20 concession stand.

21 (Inaudible crosstalk.)

22 COUNCILMAN IMBROTO: Should be does not
23 mean that it must be.

24 MR. MUSCARELLA: I think we should
25 bring them back up.

1 MR. ROZEA: I'm sorry?

2 SUPERVISOR SALADINO: I think we may be
3 getting too deeply into this.

4 Let's bring him back up --

5 COUNCILMAN IMBROTO: But I'm not asking
6 them. I'm asking for a legal opinion as to whether
7 this proposal is responsive to the RFP and whether
8 it could be awarded no matter what the proposer
9 comes back and says.

10 MR. ROZEA: The trouble is, that
11 component --

12 COUNCILMAN IMBROTO: Is that outside
13 the scope of the RFP?

14 MR. ROZEA: I believe it may be. Yes,
15 I believe it may be, but the trouble is that the
16 other components of their proposal are traditional
17 concession services.

18 SUPERVISOR SALADINO: So why don't we
19 bring them up --

20 MR. ROZEA: Yes.

21 SUPERVISOR SALADINO: -- unless you
22 have an objection.

23 MR. ROZEA: I don't.

24 SUPERVISOR SALADINO: -- we'll ask him
25 that question and then we'll see who's chosen and

1 then -- it could be the same entity, it could be
2 different entities --

3 MR. ROZEA: That's right.

4 SUPERVISOR SALADINO: We have three
5 proposals --

6 MR. ROZEA: I just want to be clear
7 that the reason -- I want the record to be clear --
8 and that the answer to be on the record is that we
9 need to have the concessionaire in place for the
10 beginning of this season.

11 I don't want to be dealing with this
12 issue as part of our contract negotiations after an
13 award has been made, so I think for thoroughness
14 and completeness, let's do it here and now.

15 MR. MUSCARELLA: Okay. Thank you,
16 Counsel.

17 SUPERVISOR SALADINO: We appreciate
18 that.

19 We'd like ask Joe to come back up or
20 the team to come back up from J&B so we may ask you
21 a few other questions on this issue.

22 J&B Restaurant Partners.

23 MR. VITRANO: I can -- I apologize not
24 to interrupt, Supervisor, but we can make it real
25 easy and just remove the server part of that. Not

1 having a restaurant -- it won't be a server, won't
2 be a service restaurant --

3 COUNCILMAN MACAGNONE: It will be a
4 concession.

5 SUPERVISOR SALADINO: (Inaudible)
6 everything else remains the same?

7 MR. VITRANO: Concession food on
8 steroids, very simple. There won't servers, won't
9 be a hostess stand. It will just an area to sit
10 that you can enjoy out of the sun under a tent.

11 COUNCILWOMAN JOHNSON: Does that change
12 your numbers?

13 MR. VITRANO: No. Because we'll sell
14 the same food out of the window. It will just be
15 -- you know, if order -- whether you order fried
16 calamari or a hotdog or hamburger, you just walk
17 over and sit down like any concession would do.

18 SUPERVISOR SALADINO: You would just
19 walk over and sit down.

20 Counsel is comfortable with that?

21 MR. ROZEA: Just a moment.

22 COUNCILMAN IMBROTO: I'm really not
23 sure that it makes a difference whether there's a
24 waiter or not legally, but...

25 MR. VITRANO: But just for the sake of

1 everybody here, and I know they are spending a lot
2 of money on their restaurants, we just won't have
3 any service up there. It's very simple.

4 SUPERVISOR SALADINO: It's a
5 concession. Nothing changed. They buy it at the
6 counter and they walk over to --

7 COUNCILMAN IMBROTO: I'm not sure that
8 it would be that's permissible, even if there was a
9 waiter. I think that it's fine if they have a
10 waiter.

11 MR. VITRANO: It's up to you guys.

12 MR. MUSCARELLA: One was a sit down and
13 one wasn't.

14 SUPERVISOR SALADINO: We are going
15 to get --

16 COUNCILMAN IMBROTO: I understand
17 there's a difference. I just --

18 (Inaudible crosstalk.)

19 SUPERVISOR SALADINO: You can
20 understand us wanting to be cautious. We
21 appreciate everyone's patience. We are going to
22 get a legal opinion and that's what we've set up in
23 this process to deal with and solve any issue that
24 could come up.

25 So, once again, this whole exercise

1 proves that we have a system that deals with
2 whatever might come along.

3 Thank you.

4 (Inaudible crosstalk.)

5 SUPERVISOR SALADINO: If someone is
6 disabled, would we refuse assistance by taking
7 their food out to them?

8 (Inaudible crosstalk.)

9 COUNCILWOMAN JOHNSON: Could,
10 Commissioner Pinto, just come up to the podium for
11 a minute, too?

12 (Inaudible crosstalk.)

13 SUPERVISOR SALADINO: Let's just hear
14 from Counsel, please, first.

15 Matt?

16 MR. ROZEA: Right.

17 So I think the Commissioner will
18 probably agree with what I'm about to say -- beach
19 concession facilities are open during beach hours,
20 which is roughly until 5 o'clock at night. So if
21 there is no wait service -- no wait service and the
22 facility is open only during those beach hours,
23 then I believe it falls within the concession as
24 opposed to a restaurant.

25 COUNCILMAN IMBROTO: Was there anything

1 in the request for proposal that said they couldn't
2 have wait service? Why can't they have wait
3 service?

4 MR. ROZEA: Well, as I mentioned to
5 Councilman Labriola earlier in the session this
6 morning, much of what is allowed or not allowed is
7 at the Commissioner's discretion. All right.

8 So, again, if this is no wait service
9 and during the hours of operation of the beach
10 only, then it seems that it would fall within the
11 definition of concession as opposed to restaurant.
12 Because those restaurants are open until 8:00,
13 9:00, perhaps later.

14 COUNCILWOMAN JOHNSON: So we'd have to
15 hear back from J&B.

16 Does that change because they are not
17 going to have nighttime service and band or
18 whatever you thought you might be able to have
19 later during the evening?

20 MR. VITRANO: I didn't understand
21 exactly.

22 SUPERVISOR SALADINO: Would you like to
23 step up and answer the question?

24 MR. MUSCARELLA: The hours of
25 operation --

1 MR. VITRANO: Are you dictating the
2 hours? Our bid is predicated on being open, as we
3 are in every concession we have, 'til it gets dark
4 out.

5 COMMISSIONER PINTO: The hours of
6 operation are at the discretion of the
7 Commissioner's office and the Parks Department.

8 COUNCILMAN MUSCARELLA: Darkness is
9 8:00 p.m. instead of 5:00 --

10 COUNCILWOMAN JOHNSON: Didn't you just
11 say a minute ago that the concession traditionally
12 is --

13 MR. ROZEA: 5 o'clock when the beach
14 closes.

15 (Inaudible crosstalk.)

16 COUNCILWOMAN JOHNSON: Was that stated
17 anywhere in the RFP?

18 COUNCILMAN IMBROTO: Does the beach
19 close at 5:00? I never left the beach before 5:00.

20 COUNCILWOMAN JOHNSON: Was that stated
21 anywhere in the RFP?

22 COMMISSIONER PINTO: If anybody wanted
23 to extend the hours of operation, they'd have to
24 come to the Commissioner's officer and we'd have to
25 take a look at that and we'd have to decide on

1 that.

2 We haven't been -- that hasn't been
3 presented officially to us yet because nobody has
4 been awarded the contract. But any time anybody
5 would like to extend past the hours of operation,
6 they have to come to the Commissioner's office.

7 COUNCILWOMAN JOHNSON: Were the hours
8 outlined in the RFP?

9 COMMISSIONER PINTO: I think the hours
10 were outlined.

11 COUNCILMAN LABRIOLA: They're outlined.
12 They're open until 9:00 at the main in
13 this proposal. Open until 9:00 p.m. at the main
14 concession.

15 COUNCILWOMAN JOHNSON: That's what you
16 put out there that it would be open until 9:00?

17 COMMISSIONER PINTO: I'm just letting
18 you know, if there's anything that deviates from
19 what's being discussed today, we can allow other
20 hours of operation, if they come to us and present
21 us with their reasons behind that.

22 COUNCILWOMAN JOHNSON: I'm not trying
23 to be dense -- when you sent out the RFP, did it
24 specifically state that the concession will only be
25 open to 5:00?

1 COUNCILMAN MUSCARELLA: He's stating
2 9:00 p.m., correct?

3 COUNCILWOMAN JOHNSON: That's their
4 response.

5 COUNCILMAN IMBROTO: What about the
6 RFP?

7 COMMISSIONER PINTO: I would have to
8 defer to Andy. Andy is our contractor manager.

9 SUPERVISOR SALADINO: Andy, would you
10 please step forward?

11 (Inaudible crosstalk.)

12 SUPERVISOR SALADINO: Matt, please step
13 up to the podium.

14 MR. ROZEA: So, the draft agreement
15 that was included with the RFP in which the RFP
16 made clear would be what the Town would enter into
17 in substantially similar form indicates that the
18 concessionaire with the approval of the
19 Commissioner would establish its hours of
20 operation.

21 So again, as I mentioned, this is the
22 Commissioner discretion.

23 COUNCILWOMAN JOHNSON: Thank you.

24 SUPERVISOR SALADINO: Thank you.

25 Is everyone's question satisfied?

1 COUNCILMAN IMBROTO: Yes.

2 SUPERVISOR SALADINO: Good.

3 Are there any other questions from our
4 Board Members.

5 COUNCILMAN MACAGNONE: No, sir.

6 SUPERVISOR SALADINO: No.

7 Well, it's time -- we do have one --
8 okay.

9 MR. ALTADONNA: I know it's me.

10 SUPERVISOR SALADINO: It is you.

11 MR. ALTADONNA: Well, because as an
12 elected official, I would like to have some
13 comment, you know, not as a candidate.

14 SUPERVISOR SALADINO: Not as a
15 candidate.

16 MR. ALTADONNA: As an elected official.

17 SUPERVISOR SALADINO: But for the
18 record you are currently a candidate.

19 MR. ALTADONNA: And so are you,
20 Supervisor.

21 COUNCILWOMAN JOHNSON: I got to be
22 somewhere.

23 MR. ALTADONNA: I would like to have
24 the hours straightened out now before we vote on
25 anything because we have two business people here

1 that are putting their lives and their money up
2 front.

3 I don't think that things should be
4 changed after we vote. So let's get the hours of
5 operation iron clad so this gentleman knows what
6 he's bidding on, this gentleman here knows what
7 he's bidding on, and then we can make a proper
8 vote. That's what I'd like to see.

9 No, that the commissioner can change
10 their hours, no. These people are putting an
11 investment in our community and we need to know
12 what's going on.

13 Thank you.

14 SUPERVISOR SALADINO: So, I'm going to
15 ask that our representative of the Town Attorney's
16 Office to come up, please, so that we can solidify
17 the opinion on the request made.

18 MR. ROZEA: Just one moment,
19 Supervisor.

20 COUNCILMAN MACAGNONE: Can I ask Island
21 Time a question?

22 MR. MILLER: Sure.

23 COUNCILMAN MACAGNONE: What was your
24 hours of operation for the main pavilion?

25 MR. MILLER: As we were walking around

1 that day and having discussions with the Oyster Bay
2 employees -- I don't want to name any of them
3 because I'm going to leave somebody out -- they
4 basically said that you can be here at least until
5 the sun goes down. Generally, there hasn't been
6 business beyond that. Our proposal is based on
7 being open at least until the 9, 10 o'clock hour.

8 SUPERVISOR SALADINO: For the
9 concessions?

10 MR. MILLER: For the -- what I call the
11 pavilion -- up on the ocean.

12 SUPERVISOR SALADINO: Until 9:00 or
13 10:00 p.m.?

14 MR. MILLER: Yes.

15 MR. ALTADONNA: Supervisor, what we
16 want to try and provide or prevent is
17 cannibalization. We don't want one company --

18 SUPERVISOR SALADINO: We understand.

19 MR. ALTADONNA: We don't want one
20 cannibalizing the other.

21 SUPERVISOR SALADINO: Jim, we fully
22 understand what it is.

23 Thank you.

24 MR. ALTADONNA: Okay. But I would like
25 to speak because I sit here very quietly for quite

1 a long time.

2 SUPERVISOR SALADINO: You just did.
3 You just spoke.

4 MR. ALTADONNA: So I'm not only allowed
5 to speak -- I'm only allowed to have one sentence?
6 Is that it? Seriously, everyone else hear has
7 spoken.

8 COUNCILMAN IMBROTO: Let's not lose
9 sight of the big picture here.

10 SUPERVISOR SALADINO: That's exactly
11 right. Let's first get an opinion, okay, rather
12 than turn this into a back and forth.

13 We've heard from one of the -- we heard
14 from both concessionaires, but we certainly will be
15 happy to hear from them again. And let's get -- I
16 have no problem ironing this out.

17 MR. ROZEA: The question on the table
18 is: Can we resolve the hours --

19 MR. ALTADONNA: Solidify the hours.

20 MR. ROZEA: Okay. Right. Okay.

21 Ms. Faughnan just pointed out to me
22 that the RFP for the restaurants indicates that the
23 restaurants are generally open from the morning
24 until about 10:00. There is no such provision
25 within the RFP for the concessions. I believe the

1 reason for that is because it is generally accepted
2 that those facilities are open during beach hours,
3 5 o'clock, maybe 5:30.

4 I would really need to speak with the
5 Commissioner and I don't want to do it at the
6 podium to find out what --

7 SUPERVISOR SALADINO: Certainly.

8 COUNCILMAN IMBROTO: I mean, I've been
9 to the beach far later than 5:30.

10 MR. ROZEA: I'm sorry?

11 COUNCILMAN IMBROTO: I've never left
12 the beach at 5:30. The beach doesn't close at
13 5:30.

14 SUPERVISOR SALADINO: The point is that
15 people can come there, drive there at 6:00 or
16 7:00 p.m. and they would choose where they want to
17 go to.

18 Why don't we take a quick two -- minute
19 recess or a five-minute recess --

20 MR. ROZEA: One other observation, I've
21 just quickly leafed through the RFP that J&B
22 Restaurant Partners proposed, and I didn't see any
23 hours of operation proposed.

24 (Inaudible crosstalk.)

25 MR. ROZEA: I'm sorry.

1 Okay. I stand corrected. Thank you.

2 All right. Let me take a moment.

3 SUPERVISOR SALADINO: Please, we are
4 going to take a five-minute recess.

5 (TIME NOTED: 3:38 P.M.)

6 (Whereupon, a recess was taken at this
7 time and the proceedings resumed at 3:47 p.m. as
8 follows:)

9 SUPERVISOR SALADINO: The white smoke
10 is coming from the chimney.

11 So, this is what we're going to do, so
12 there is no issue and that we're continuing to run
13 this operation to the letter of the law and
14 appropriately.

15 We are going ask the Commissioner to
16 come up to present his opinion about how -- what
17 our expectation should be and what we're going to
18 stand by. Then we're going to ask each of the
19 three entities to come up and we're going to ask
20 you if can abide by that in terms of your
21 application and if that changes anything to your
22 numbers, anything substantially.

23 Okay?

24 So, we are going to start off with
25 Commissioner Joe Pinto.

1 COMMISSIONER PINTO: So our
2 understanding of the concessions and their hours of
3 operation should be when the beach is opening; that
4 is, when the lifeguards are on duty.

5 When the lifeguards go off duty, our
6 beach concessions should really close.

7 Now, there have been instances in the
8 past couple of years that I've been Commissioner,
9 that there have been requests made on occasion to
10 extend, especially on the ocean side, a couple --
11 few hours. But that doesn't happen every day.
12 It's only isolated and it should be rarity.

13 SUPERVISOR SALADINO: So the hours of
14 operation that you feel will be appropriate and
15 that we can live by will be what?

16 COMMISSIONER PINTO: Well --

17 SUPERVISOR SALADINO: On the main
18 pavilion?

19 COMMISSIONER PINTO: When the
20 lifeguards go off duty, I think, between 5:00 and
21 5:30. There are some times when it's extremely hot
22 out and we will extend the beach hours a little bit
23 and the lifeguards will stay. But I think it's
24 safe to say when the lifeguards go off duty, the
25 beach concession should close.

1 COUNCILMAN IMBROTO: I think that
2 should have been in the RFP so that people wouldn't
3 have been --

4 SUPERVISOR SALADINO: Well, it wasn't,
5 so now we're dealing with it --

6 COUNCILMAN IMBROTO: But everyone made
7 their proposal based on the RFP.

8 SUPERVISOR SALADINO: We are going to
9 bring them up one by one and get their opinions.
10 Let's allow them to tell us rather than us tell
11 them.

12 COUNCILMAN MUSCARELLA: Is everything
13 to the discretion of the Commissioner?

14 COMMISSIONER PINTO: Yes.

15 COUNCILWOMAN JOHNSON: Is that safety
16 thing you don't want --

17 COMMISSIONER PINTO: I was just going
18 to go into that, too.

19 On the ocean side, you know, there's a
20 fear for safety. On those rare occasions when
21 people did ask for hours to be extended, we go
22 through extensive questioning of: Are you going to
23 provide your own security?

24 SUPERVISOR SALADINO: We understand.

25 COUNCILMAN MUSCARELLA: Can I ask the

1 counsel one question? Is it up to the discretion
2 of the Commissioner Joe Pinto to determine
3 thereafter this vote that we take today what the
4 hours of operation are for that, whoever we --

5 SUPERVISOR SALADINO: Is that in the
6 RFP?

7 MR. ROZEA: I'm sorry. I was looking
8 at the questions and answers that we exchanged with
9 the proposers.

10 COUNCILMAN MUSCARELLA: After we vote
11 on who the vendor should be for the concession, is
12 it up to the discretion of the Commissioner Joe
13 Pinto, Parks Commissioner, to determine what the
14 hours could be thereafter?

15 MR. ROZEA: On a case-by-case basis?

16 COUNCILMAN MUSCARELLA: Yes.

17 MR. ROZEA: I think that's what
18 Mr. Pinto just indicated.

19 COUNCILMAN MUSCARELLA: I just wanted
20 to clarify.

21 SUPERVISOR SALADINO: Okay, but in
22 terms of --

23 COUNCILWOMAN JOHNSON: But it would be
24 your opinion that you would not necessarily want to
25 extend those hours?

1 COMMISSIONER PINTO: Not regularly.

2 COUNCILMAN MUSCARELLA: But --

3 SUPERVISOR SALADINO: So, in large
4 part, the majority of the times would the
5 concession at the main pavilion close when the
6 lifeguards come off duty?

7 COMMISSIONER PINTO: That would be what
8 I would recommend.

9 SUPERVISOR SALADINO: Okay.

10 In addition to that, what would the
11 scenario be at the marina concession.

12 COMMISSIONER PINTO: The marina, I
13 think, we already established that's a little bit
14 different, because we do have people who, like
15 somebody mentioned already, they stay extended
16 hours.

17 COUNCILMAN MACAGNONE: Sometimes they
18 reside there over the weekend.

19 COMMISSIONER PINTO: So, that one I
20 believe, I would allow to go further into the
21 evening on a regular basis.

22 SUPERVISOR SALADINO: Extended, okay.
23 Thank you, Commissioner.

24 COMMISSIONER PINTO: You're welcome.

25 COUNCILMAN LABRIOLA: Commissioner --

1 just one thing with the Commissioner.

2 I was going to ask him, is your concern
3 about sunset, is that all based upon safety of the
4 potential night swimming, that kind of thing? Is
5 it based on that?

6 COMMISSIONER PINTO: I'm concerned that
7 the Town of Oyster Bay does not have lifeguards on
8 duty 'til, you know, dusk, sunset. We have our
9 lifeguards on duty until a certain time and we need
10 to protect our residents, so I'm a little concerned
11 that we wouldn't have lifeguards there for our
12 residents when they're swimming.

13 COUNCILMAN MACAGNONE: Or --

14 SUPERVISOR SALADINO: We have much less
15 in the way of --

16 COMMISSIONER PINTO: I'm sorry?

17 COUNCILMAN MACAGNONE: -- or a patron
18 of the restaurant --

19 COMMISSIONER PINTO: Correct.

20 COUNCILMAN MACAGNONE: -- who might not
21 be a resident.

22 SUPERVISOR SALADINO: Thank you,
23 Commissioner.

24 COMMISSIONER PINTO: Are we good?

25 SUPERVISOR SALADINO: Matt?

1 COUNCILMAN IMBROTO: Do we have
2 lifeguards on duty on the bay side after 5 o'clock?

3 COMMISSIONER PINTO: We do not.

4 MR. ROZEA: Just to further explain the
5 process that takes place here as a part of an RFP,
6 the RFP is published and it's reviewed by potential
7 vendors. Oftentimes there are questions that
8 vendors may have regarding the terms in the RFP,
9 what the scope of the services to be provided under
10 the RFP might be, or any other concern that may
11 arise during their review and drafting of the
12 proposal; particularly, after the walkthrough of
13 the facility.

14 In this instance, we did receive a
15 number of questions from the proposers and we
16 responded in kind to each of those questions to
17 each of those proposers.

18 As part of the response, there was a
19 particular question regarding the hours of
20 operation of the park and we made clear that
21 current hours of operation are 8:00 a.m. to
22 6:00 p.m. each day unless otherwise designated by
23 the Commissioner of Parks. The restaurants may set
24 their own hours of operation as specified in the
25 RFP with the prior approval of Commissioner of

1 Parks.

2 There's an additional question that was
3 requested to be answered regarding the marina
4 specifically. In response from the Town to all of
5 the proposers was that the current hours of
6 operation are 10:00 a.m. to 4:00 p.m. Friday
7 through Sunday and holidays unless otherwise
8 designated by the Commissioner Of parks.

9 The concessionaire may set their own
10 hours of operation -- again, this is just to the
11 marina -- as specified in the RFP, again, with the
12 prior approval of the Commissioner of Parks.

13 SUPERVISOR SALADINO: And that response
14 was sent to all --

15 MR. ROZEA: Transmitted to all parties,
16 yes.

17 SUPERVISOR SALADINO: -- to all
18 parties?

19 MR. ROZEA: Yes. Anyone who asked a
20 question regardless of the number of questions the
21 received the questions, all of the questions and
22 all of the answers.

23 COUNCILMAN IMBROTO: So the answer that
24 was given was that they could set their own hours
25 or the answer was that --

1 MR. ROZEA: That the hours of the park
2 were 8:00 to 6:00 p.m. unless otherwise designated
3 by the Commissioner.

4 And as to the restaurants, they may set
5 their own hours of operation, again with the prior
6 approval of the Commissioner.

7 COUNCILMAN IMBROTO: So they have
8 discretion to set their own hours of operation?

9 MR. ROZEA: The restaurants.

10 COUNCILMAN MACAGNONE: Not the
11 concession.

12 SUPERVISOR SALADINO: The Commissioner
13 wouldn't allow it to go to 4:00 in the morning or
14 5:00 in the morning, but it's very clear.

15 MR. ROZEA: For the lawyers in the
16 room, inclusion of one to the exclusion of the
17 other, indicates that obviously the hours of
18 operation of the park would deem to control with
19 respect to those concessions. That was provided to
20 all the proposers before they made their --

21 SUPERVISOR SALADINO: Before they
22 presented their numbers to us.

23 MR. ROZEA: That's correct.

24 SUPERVISOR SALADINO: Okay.

25 Thank you very much.

1 So now that we have crystal clarity on
2 that, I'm going to bring up each of the presenters
3 again in the same order to ask the same question of
4 each and every one of them, starting with D&J
5 Refreshments.

6 Thank you.

7 MR. PARKS: Sure.

8 SUPERVISOR SALADINO: You're the
9 proprietor of D&J Refreshments?

10 MR. PARKS: I am.

11 SUPERVISOR SALADINO: You just made a
12 presentation to us?

13 MR. PARKS: I did.

14 SUPERVISOR SALADINO: Okay.

15 So you're seen we're gone through this
16 exercise to bring more clarity, and do you
17 understand what was discussed and what was arrived
18 at?

19 MR. PARKS: Absolutely.

20 SUPERVISOR SALADINO: Okay.

21 Now that you have heard this, does it
22 in any way change any of the presentation, the
23 numbers or any of the information you've given us?

24 MR. PARKS: No, it does not.

25 SUPERVISOR SALADINO: Thank you.

1 Do you have any question of us?

2 MR. PARKS: I do not.

3 SUPERVISOR SALADINO: Thank you very
4 much.

5 Okay. Next up, we're going to ask the
6 proprietors of Island Time Hospitality Group to
7 please come back up to the podium.

8 Are you the proprietors and owners of
9 Island Time Hospitality Group?

10 MR. MILLER: Yes, sir.

11 SUPERVISOR SALADINO: Have you made
12 your presentation to this Board today for
13 concessions --

14 MR. MILLER: We have.

15 SUPERVISOR SALADINO: -- at Tobay?

16 We have gone through this process to
17 bring clarity to the issue that came forward.

18 Do you understand what we arrived at?

19 MR. CAMPBELL: Our understanding, the
20 parks close at 6:00 -- that's all parks? The
21 pavilion, the marina, the water park --

22 SUPERVISOR SALADINO: Not the marina,
23 but everything else.

24 MR. MILLER: The marina is for 6:00 or
25 the discretion of the Commissioner?

1 SUPERVISOR SALADINO: So it could be
2 longer on the weekends.

3 MR. MILLER: It could be longer on the
4 weekends.

5 Could you tell me about the spray park?

6 SUPERVISOR SALADINO: Commissioner?

7 COMMISSIONER PINTO: Spray park closes
8 when the beach closes.

9 SUPERVISOR SALADINO: Spray park closes
10 when the beach closes, and we're told that's at
11 6:00 p.m. 5:30?

12 MR. MILLER: So, we do understand and
13 we will continue with our proposal, except it will
14 change the capital improvements of the pavilion
15 location, which we'll call the beach front place,
16 because as we stated, we're trying to make that
17 similar to our Cedar Beach, Overlook Beach
18 location, having some live music, having -- you
19 know, the suns going down, there's a little Jimmy
20 Buffet band playing there and the sun's not going
21 down in the Summertime at 5:30, nor for the
22 residents here and the residents that are
23 listening, are they going to want it closed at that
24 the point but -- our capital improvements will
25 change because we won't be building that bar.

1 We're not going to be -- well, some of the things
2 that are more orientated with nighttime
3 entertainment will be dumbed down a little bit.

4 That's it.

5 SUPERVISOR SALADINO: Would you like to
6 provide us with a sense of what that means in terms
7 of numbers? The rent remains the same is what
8 you're telling us; it's just the capital
9 improvements would be reduced, but --

10 MR. MILLER: Correct.

11 SUPERVISOR SALADINO: By a significant
12 amount or --

13 MR. MILLER: Yeah. In that location,
14 yeah. Because a lot of that -- you know, the
15 kitchen side -- I would say 50 percent is going to
16 be pretty safe.

17 SUPERVISOR SALADINO: Of that --

18 MR. MILLER: Because the kitchen needs
19 to be renovated. That stays the same. But the bar
20 operation and thereof is going to be a little bit
21 different.

22 All of this commotion started over a
23 waitress and he already withdrew that. When we
24 were doing the walkthrough, it was pretty much --

25 SUPERVISOR SALADINO: I happen to agree

1 with you.

2 MR. MILLER: -- it was pretty much
3 spoke out aloud that, you know, hey, this is going
4 to be the perfect spot, yes, you can have music,
5 yes, about 9:00, 10:00 they would be out of here.

6 So my thinking, I'm sure Joe's things
7 and John's thinking, was based upon that.

8 I shouldn't speak for John, but...

9 SUPERVISOR SALADINO: We understand the
10 points you're bringing up. We could get further
11 into the woods on this because we were talking
12 about, well, what if someone has a physical
13 disability, they've ordered by their cell phone and
14 they'd like someone of your staff to bring that
15 food to them, and we would hope that the Town would
16 allow one of your employees to bring the item to
17 the person with the disability that might not be
18 able to negotiate through there as a courtesy to
19 them.

20 So, you know, where this could end --
21 but we understand and we want to make sure that
22 you're comfortable with this as your bid and that
23 we respect your position on this.

24 So, you've told us that you do
25 understand what we have come up with, and your

1 change to your application would be a reduction of
2 the capital improvement at the main pavilion?

3 MR. MILLER: Correct.

4 SUPERVISOR SALADINO: Okay.

5 MR. MILLER: We are also --

6 SUPERVISOR SALADINO: Do you have any
7 other questions so that we're --

8 MR. MILLER: No, but just so we don't
9 have to come back up here, we are also okay if you
10 guys need to table this and spell it out directly
11 as you'd like it to be, we're fine with that.

12 SUPERVISOR SALADINO: I think we're all
13 very, very clear on the our end and we're hearing
14 from you that you're clear on your end.

15 MR. MILLER: Thank you.

16 COUNCILMAN LABRIOLA: Supervisor, I
17 have a question for Mr. Miller. Let me just follow
18 up.

19 Mr. Rozea stood up here and said that
20 he answered questions prior to you submitting your
21 RFP. He said that he made it clear that the hours
22 of operation were from 8:00 a.m. to 6:00 p.m.

23 Was that made clear to you?

24 MR. MILLER: I did not see that e-mail.
25 Jamie was responsible for seeing that.

1 Did you happen to see that one e-mail?

2 I will tell you verbally we walked
3 around the place. We were asking questions exactly
4 about, hey, we're thinking about having bands here,
5 that kind of stuff, what time do people generally
6 leave and, you know, it was told to us that it
7 wasn't a problem. Generally, they were closed
8 around dark. They wanted everybody out by the time
9 it was real dark for safety reasons.

10 But our vision was similar to, you
11 know, down the block, which, by the way, they don't
12 have lifeguards down there at that time either. We
13 are on the beach.

14 SUPERVISOR SALADINO: Were you told
15 that the reality of the situation is currently by
16 5 o'clock, there's very few people on the ocean
17 side?

18 MR. BONANNO: We had thought it was
19 more of because there wasn't a reason for them to
20 come. We heard there was people who would come and
21 bring their own food, bring their own drinks after
22 hours and they are kind of just there anyway.

23 A lot of my customers at the Tap Room
24 in Massapequa Park say that. Even the boaters
25 said, you have the jewel on the ocean. That's

1 where we want to be. But there's no reason to be
2 there because there's nothing there for us.
3 There's nothing going on. That's why we wanted to
4 provide that for the residents. That was a big
5 part of --

6 MR. MILLER: We were trying to change
7 that.

8 COUNCILMAN LABRIOLA: I was listening
9 carefully to your presentation and you said that
10 Dublin Dunes, your vision was to leave it open
11 Saturdays and Sundays up until between about 9:00
12 and 10:00 p.m. That's my notes.

13 MR. MILLER: We did put that in our
14 proposal, yes.

15 COUNCILMAN LABRIOLA: So, your revenue
16 stream is anticipated that it continued between
17 those hours from 5:30 or, 6:00 p.m. to 9:00 p.m.
18 So we're talking about a difference of about three
19 hours of operation.

20 MR. MILLER: Correct.

21 COUNCILMAN LABRIOLA: You're still
22 going to stand by your licensing dollars, but not
23 the capital improvement dollars?

24 MR. BONANNO: Right.

25 COUNCILMAN LABRIOLA: The capital

1 improvement is what this will affect.

2 (Inaudible crosstalk.)

3 COUNCILWOMAN JOHNSON: (Inaudible) what
4 would your capital improvement entail? Obviously,
5 it's not going to be that far. What about --

6 MR. MILLER: I told the Commissioner
7 roughly 50 percent.

8 COUNCILWOMAN JOHNSON: I heard that,
9 but do you still intend upon --

10 MR. MILLER: Our capital improvements
11 now are going to be, you know, we promised to take
12 care of the tent, we'll do that. We got to
13 renovate the kitchen, we'll do that. The rusted
14 out rollups, we'll take care of that. We are going
15 to do some type of furniture. You know, it might
16 not be the same -- if we're leaving at 5 o'clock,
17 it might not be the same durable and --

18 COUNCILWOMAN JOHNSON: Okay.

19 SUPERVISOR SALADINO: Thank you.

20 Now, it's time to ask J&B Restaurant
21 Partners to please step forward.

22 Are you the proprietor of J&B
23 Restaurant Partners?

24 MR. VITRANO: Yes.

25 SUPERVISOR SALADINO: Have you made a

1 presentation to us today?

2 MR. VITRANO: Yes.

3 SUPERVISOR SALADINO: We have had a
4 discussion after you sat down about the issue of
5 hours of operation. We have shown you and the
6 public that that question was answered for people
7 and the issue of whether or not there would wait
8 service there.

9 Do you understand the clarifications
10 that have been made?

11 MR. VITRANO: Yes, I do.

12 SUPERVISOR SALADINO: Does your
13 application to us change in any way?

14 MR. VITRANO: Capital will remain the
15 same. I think that the buildings need the
16 refurbishing that we've alluded to in the pictures
17 I showed you.

18 However, at this time, I'd have to
19 adjust my guaranteed fee to the Town because we
20 were expecting to keep the hours open similar to
21 what Mark had discussed and we had all agreed on
22 because we all have beach venues.

23 The lifeguards are gone at 4:30 and the
24 beaches are open and people, kind of, still
25 congregate and stay there. So now that we know we

1 have to close at 6:00, I heard that the right
2 number, we'd like to drop our \$120,000 by
3 25 percent and probably go to \$90,000. Not
4 probably, that will be the new number, \$90,000.

5 We're going to lose three hours of
6 probably good solid sales. It will probably still
7 end up being about 15 percent of sales, in my
8 guesstimate of what the sales would be there.

9 SUPERVISOR SALADINO: Thank you.

10 COUNCILMAN LABRIOLA: I just have a
11 follow-up question for Mr. Vitrano.

12 On your proposal, you had also
13 indicated that from May 24th to September 2nd, that
14 your daily operations at the main would 'til
15 9:00 p.m.?

16 MR. VITRANO: Mm-hmm.

17 COUNCILMAN LABRIOLA: I heard Mr. Rozea
18 testify earlier here that he also answered
19 questions. I assume you were in the loop on those
20 questions that said they would close them at
21 6:00 p.m.

22 Was there some further discussion that
23 made you come up with this idea to go beyond those
24 hours?

25 MR. VITRANO: No.

1 The only thing is my experience with
2 Towns, States, and County, they have exactly
3 provisions in every one of the RFPs that I've
4 gotten, the same questions are asked and then you
5 simply go to the Town or the County or the State
6 and you say, by the way, we're going to be doing
7 this to the beaches, we're going to spend this
8 money, is it okay to stay open after those hours
9 and I have never been turned down.

10 So it would have been assumed that I
11 would have went in, showed you the hours -- okay,
12 on bait shop, okay on concession, main concession
13 as well. It's not on the beach. It's off of the
14 beach. It's up on a deck. It's easy to close the
15 tunnel access to the beach. That would have been
16 fine.

17 Based on that assumption, maybe I was
18 wrong in doing that, that's why I assumed similar
19 to the other concessionaires -- presenters here
20 that we could have done other things with that
21 property.

22 COUNCILMAN LABRIOLA: I appreciate your
23 answer.

24 Just as a Council member, I am saying,
25 those are things we should consider maybe going

1 forward, you know, in terms of the fact that it
2 will have a substantial impact upon the revenues
3 that this beach produces. And it's something that,
4 I think, we need to discuss.

5 SUPERVISOR SALADINO: Well, as we
6 stated, it's still subject to the Commissioner. We
7 know what your application is if it's open 'til
8 approximately 9:00 p.m., and we know what your
9 application is if it is closed at 5:30 or 6:00 p.m.

10 Each entity has made it very clear
11 where you stand in either scenario allowing the
12 Town the flexibility to make that decision based on
13 understanding your dual application presentations.

14 MR. VITRANO: And our capital stays the
15 same.

16 SUPERVISOR SALADINO: And your capital
17 stays the same.

18 Does your vision stay the same of the
19 same layout that you showed us --

20 MR. VITRANO: Every single thing.

21 SUPERVISOR SALADINO: -- on each and
22 every one of these slides?

23 MR. VITRANO: Yes. Every vision stays
24 the same. I believe it's important to the Town and
25 important to is as a potential operator.

1 SUPERVISOR SALADINO: Does anyone have
2 any questions?

3 (No verbal response given.)

4 SUPERVISOR SALADINO: I'm just going to
5 ask for the --

6 COUNCILMAN MACAGNONE: Thank you.

7 SUPERVISOR SALADINO: Thank you very
8 much.

9 I'm going to ask our Town Attorney to
10 step up.

11 MR. ROZEA: Sure.

12 SUPERVISOR SALADINO: You are Matt
13 Rozea from our Town Attorney's Office?

14 MR. ROZEA: Sure am. Yes.

15 SUPERVISOR SALADINO: All right.

16 You witnessed what took place with each
17 of these entities?

18 MR. ROZEA: That's right.

19 SUPERVISOR SALADINO: Do you feel that
20 everything that took place including the way they
21 presented their information with dual applications,
22 in essence, and from -- we spoke to all three of
23 them, they gave us the information depending the
24 hours of operation at the main pavilion
25 specifically, we told them that the commissioner

1 will still have the say.

2 Do you feel that this has all been done
3 in a proper manner which allows us to now vote on
4 it?

5 MR. ROZEA: I believe it's totally and
6 wholly consistent with what the RFP set forth.

7 The responses to the questions that
8 were provided to the proposers and ultimately the
9 purpose of this session today which was to vet the
10 proposals and have this type of discussion in an
11 open way so that we can work issues out before they
12 become a problem.

13 SUPERVISOR SALADINO: Thank you. Thank
14 you very much.

15 And now to our Inspector General.

16 You were in the room and witnessed what
17 just took place?

18 MR. NOONE: Yes, I did.

19 SUPERVISOR SALADINO: Do you find that
20 it meets all the standards?

21 MR. NOONE: Yes, sir.

22 SUPERVISOR SALADINO: And that we are
23 able to go forward based on all the information
24 presented to us, we're able to go forward with a
25 vote on the concessionaires?

1 MR. NOONE: Yes.

2 SUPERVISOR SALADINO: Please let the
3 record reflect he responded, "Yes."

4 Thank you to all for that exercise.

5 There are no other members of the
6 public here to speak and provide any information on
7 this. And I believe we're ready at this point for
8 our deliberations.

9 Who would like to begin?

10 COUNCILMAN HAND: I'll start.

11 The reason I brought up restaurant was
12 not to open up the window with regards to hours; it
13 was about the fact that we already had a vote this
14 morning to award the restaurant. And it was going
15 to be deemed that the second entity was adding a
16 restaurant to their proposal, it might present a
17 problem to our vote this morning.

18 That being said, it's a nonissue at
19 this point. We've gone over the time. I'm ready
20 to vote when you're ready.

21 SUPERVISOR SALADINO: Would you like to
22 provide us some insight on --

23 COUNCILMAN HAND: Yeah.

24 I'll give you some insight on the
25 applicants.

1 I think they all did a wonderful job
2 and they come at it from different angles. I
3 appreciate the work that D&J does at our skating
4 rink. They do a tremendous job. His is very basic
5 to the concession situation.

6 The others, with our discussion now,
7 have toned it down more to a concession type of
8 environment. Not necessarily what I thought was
9 going to happen, but that's what happened.

10 Being that we're going to close the
11 concessions at 6:00, Island Time, I would have
12 liked to have seen us be able to combine, but with
13 the pricing the way it is -- like I voted on the
14 first one -- I'm leaning towards the money, because
15 they are equal in experience and expertise, so I
16 think \$90,000 would trump the \$50,000.

17 That's just my opinion at this point in
18 time.

19 SUPERVISOR SALADINO: Councilwoman,
20 would you like to go next?

21 COUNCILWOMAN JOHNSON: Yes.

22 And I do appreciate D&J's proposal. I
23 enjoy the simplicity of it, but, unfortunately, or
24 maybe fortunately for some people, but we're not
25 really living in that simplistic time and I do

1 think a lot of the patrons enjoy a pina colada or
2 maybe a little bit more upscale feel down at the
3 beach. The no point of sale system is a little bit
4 of a worry as well, but I do appreciate your
5 proposal.

6 I liked both proposals. I liked Island
7 Time. I like J&B. I think going into it, I did
8 think it was only going to be for concession.
9 Obviously, you changed the operation hours, it
10 changes the revenue source. I'm leaning towards
11 Island Time because I think the continuity of
12 service throughout the whole beach might be what
13 changes the dynamic and not having two competing
14 interests down there.

15 SUPERVISOR SALADINO: Councilman?

16 COUNCILMAN MUSCARELLA: I had come into
17 this meeting thinking that we should separate both
18 the restaurants from the concessions because
19 healthy competition is ideal. You would have
20 better for the residents, the prices would come
21 down, it would be the overall best for the
22 taxpayer.

23 But, after seeing what went on, the
24 goal here is to maximize the revenue. The goal
25 here is to make it where a corporation could come

1 in there and do what they do best to make the Town
2 of Oyster Bay the best in the nation. You know,
3 the creativity on all of them were there, but
4 Island Time was a little better than the others.
5 And two, after what I saw, whether it's going to be
6 a restaurant and anything else, I am now committed
7 to voting to Island Time.

8 SUPERVISOR SALADINO: Counselman
9 Macagnone?

10 COUNCILMAN MACAGNONE: Much like
11 Councilman Hand, I'm going with the money. I liked
12 J&B's proposals better, so I'm going with J&B.

13 SUPERVISOR SALADINO: Councilman?

14 COUNCILMAN IMBROTO: At this point, I'm
15 really unclear as to what the hours of operation
16 are going to be. I know that everyone gave
17 multiple -- two proposals based on different hours
18 of operation, but I think it's material to the
19 decision that we're making to know what the hours
20 are.

21 I think that not having that
22 information is very difficult to for me to decide
23 whether we're going to be having something that's
24 open to 9 o'clock. Or we're going to be having a
25 snack bar that closes at 6:00.

1 (Inaudible crosstalk.)

2 SUPERVISOR SALADINO: Just so it's
3 clear, it's still going to come down to the
4 Commissioner -- the office of the Commissioner and
5 our input through that based on talking to our
6 residents to determine what the needs and the will
7 of the residents are will weigh into that.

8 COUNCILMAN IMBROTO: But it's also
9 going to affect the financial component of Island
10 Time's proposal, which includes revenue sharing.

11 Do you have something to --

12 SUPERVISOR SALADINO: What I can add to
13 that is this should not be a revenue-only decision,
14 which we've talked about throughout this entire
15 process.

16 COUNCILMAN IMBROTO: I agree that it
17 shouldn't be a revenue-only decision. I'm unclear
18 what really the concept is going to be now that
19 there have been such substantial changes made.

20 I think Tobay Beach is a place where
21 families go to enjoy the beach. I don't
22 necessarily think they're going there for
23 restaurants. So I think really if we're looking at
24 a snack bar at the beach, I think D&J knows how to
25 do that. They've done it for a long time, so I

1 would -- and I think they're more compatible with
2 the restaurants being on the other side, so I'm
3 leaning towards D&J at this point.

4 SUPERVISOR SALADINO: Councilman
5 Labriola?

6 COUNCILMAN LABRIOLA: Well, I agree
7 with a lot of what my colleagues have said and it's
8 unfortunate that we had this discrepancy over the
9 hours of operation. It's made our applicants
10 change their proposals on the fly. So I'm not too
11 pleased that that had to happen. I feel terrible
12 about that.

13 But considering the fact that there may
14 be future discretion to operate -- but I'm going to
15 base my decision based upon the revisions that you
16 both made on the fly. The truth of the matter is I
17 like both proposals very much so, but in this
18 instance, again, leaning heavily with the proposal
19 regarding dollars and cents for the taxpayers, the
20 revenue stream that is necessary for this Town to
21 operate, I'm leaning towards J&B. I like their
22 concept. I like the Ocean Breeze. I think their
23 marketing ideas and strategies. They're going to
24 use social media. The concept of social media
25 today and to market the Town of Oyster Bay because,

1 let's face it, our logo and -- our logo is
2 consistent with what we're selling here. We're
3 selling a great life. It's a place that you want
4 to live, raise your family, the beach, the seagull,
5 it's all there, so I think that the marketing on
6 the ocean side I think is more important in terms
7 of bringing the revenue streams in to this Town. I
8 think that that will be a bigger draw.

9 In terms of their proposal between
10 Dublin Dunes and Ocean Breeze, they are very
11 similar in nature. I think that Ocean Breeze's
12 concept will be more compatible with what our
13 residents expect on the ocean side. I think that,
14 you know, in addition to the fact that there
15 monetarily I have to go with the fact that this
16 will bring in more revenues because now their
17 capital improvements are pretty much the same
18 between the two proposers as a result of the
19 modifications due to the hours of operation. So, I
20 would -- I'm confident in my vote for J&B and I
21 think they'll do a great job.

22 SUPERVISOR SALADINO: First and
23 foremost, I believe all three entities are high
24 quality organizations. They all have a provable
25 track record. They all have done very well in

1 their individual entities.

2 We have a lot of experience with D&J.
3 They do a fine job. I think they're exceptionally
4 qualified and they have provided -- they continue
5 to provide us an excellent service in our places of
6 operation. I also enjoyed the creativity of Island
7 Time Hospitality Group.

8 But I'm very clear on this, I know for
9 sure of how we set this process up and we
10 considered everything. And I know for sure that we
11 cannot just look at the dollars and cents and it
12 has to be the entire vision.

13 I saw something at Ocean Breeze that
14 looks very exciting, looking very interesting, and
15 it brings a -- more of a total environment to our
16 residents. I saw a tremendous difference in the
17 three applicants when it came to the marina
18 concession with events -- fishing events -- having
19 an ice machine right there for the boaters.

20 As a lifelong boater, to be able to
21 pull up or have your boat there and restock ice at
22 any time, to be able to have concessions that are
23 operating for the extended hours, and have a
24 location to enjoy in the sun, they really made the
25 most of the spaces in terms of bringing a variety

1 of foods at all locations and bringing the largest
2 experience to all locations.

3 My feeling is that -- quite frankly, it
4 was all of you who told me that you're all
5 professionals. Each one of you complimented the
6 other. I'm very impressed with that.

7 But in addition to that, I'm happy with
8 the fact that it tells me that each and every one
9 of you can work together even if there are
10 different entities on location. It tells me that
11 you are professionals first and foremost to work
12 side by side. We did not have that the last time.
13 And I'm interested in seeing how that works and
14 working out those issues that come up.

15 But by far, in my opinion, the best
16 experience overall for our residents and the -- and
17 taking everything into consideration overall
18 including the capital improvements, in my heart of
19 hearts and in the best interest of the residents, I
20 feel very strong about J&B Restaurant Partners for
21 the concessions.

22 Is everyone ready to take a vote?

23 COUNCILMAN MUSCARELLA: I make a motion
24 to vote on the concessions at Tobay Beach.

25 COUNCILMAN MACAGNONE: Second.

1 MR. ALTADONNA: Motion made by
2 Councilman Muscarella, seconded by Councilman
3 Macagnone.

4 On the vote:
5 Supervisor?

6 SUPERVISOR SALADINO: I vote for J&B
7 Restaurant Partners.

8 MR. ALTADONNA: Councilman Muscarella?

9 COUNCILMAN MUSCARELLA: I vote for
10 Island Time.

11 MR. ALTADONNA: Councilman Macagnone?

12 COUNCILMAN MACAGNONE: J&B Restaurant
13 Partners.

14 MR. ALTADONNA: Councilwoman Johnson?

15 COUNCILWOMAN JOHNSON: I vote for
16 Island Time.

17 Again, I'm concerned about having two
18 competing entities down there.

19 MR. ALTADONNA: Councilman Imbroto?

20 COUNCILMAN IMBROTO: I vote for D&J.

21 MR. ALTADONNA: Councilman Hand?

22 COUNCILMAN HAND: I vote for J&B.

23 And I'm happy to say we were able to
24 differentiate between the restaurant and the
25 concession bids.

1 MR. ALTADONNA: Councilman Labriola?

2 COUNCILMAN LABRIOLA: I vote for J&B.

3 SUPERVISOR SALADINO: The clerk will
4 announce the result.

5 MR. ALTADONNA: Four votes for J&B, two
6 votes for Island Times, one vote for D&J.

7 SUPERVISOR SALADINO: Okay. So it is
8 resolved we have voted for J&B as our
9 concessionaire and we have for Island Time to run
10 our restaurants, both at Tobay Beach.

11 I'd like to commend everyone. We saw
12 tremendous professionalism. We saw entities are of
13 the highest quality. We are looking forward to
14 working with the two of you and continuing to work
15 with D&J, who continues to give us the best of the
16 best services.

17 In this case, all three of you are
18 winners because we get to work with all three of
19 you. And more importantly, our residents get to be
20 served by all three of you. We are looking forward
21 to this. We know there are contract negotiations
22 going on.

23 And I'd like to take this opportunity
24 to thank the staff, to thank our legal team, to
25 thank all of those with our Parks Department, to

1 thank our Inspector General. Individually and
2 separately, we have belt and suspenders and this is
3 once again proven to our residents that we have
4 accomplished a process that is open, that is
5 honest, that is fully transparent, and that we are
6 heading in a very good direction in the Town of
7 Oyster Bay.

8 We all sense this is going to work out
9 very well, and I know that we'll be working out any
10 bump in the road that will come up and today's
11 exercise proves that, because when a question did
12 come up we easily and quickly got it resolved. So,
13 we are looking forward to working with all of you
14 in the continuation of efforts for the betterment
15 of our residents of the Town of Oyster Bay.

16 Thank you very much each and every one
17 of you.

18 May I have a motion to close?

19 COUNCILMAN MUSCARELLA: I make a motion
20 to close the meeting.

21 COUNCILMAN MACAGNONE: Second.

22 SUPERVISOR SALADINO: All in favor
23 please signify by saying "Aye."

24 ALL: "Aye."

25 SUPERVISOR SALADINO: Those opposed,

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"Nay."

(No verbal response given.)

SUPERVISOR SALADINO: The "Ayes" have
it.

Thank you.

(TIME NOTED: 4:23 P.M.)