

TOWN BOARD  
TOWN OF OYSTER BAY  
REGULAR MEETING  
APRIL 4, 2017  
10:21 a.m.

**HEARING - Fire Protection Contracts**

To consider the 2017 Fire Protection Contracts.  
(M.D. 3/14/17 #14).

JOSEPH SALADINO  
SUPERVISOR

JAMES ALTADONNA JR.  
TOWN CLERK

P R E S E N T:

SUPERVISOR JOSEPH S. SALADINO  
COUNCILMAN JOSEPH D. MUSCARELLA  
COUNCILMAN CHRIS COSCHIGNANO  
COUNCILMAN LOUIS IMBROTO  
COUNCILWOMAN REBECCA M. ALESIA  
COUNCILWOMAN MICHELE M. JOHNSON

N O T P R E S E N T:

COUNCILMAN ANTHONY D. MACAGNONE

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

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

Minutes of the meeting  
taken by:

KRISTINA TRNKA  
Reporter/Notary

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

3 Welcome to the April 4th meeting of the  
4 Oyster Bay Town Board.

5 Today we have an exceptionally special  
6 day where we will be reaching a new height in  
7 transparency in this town, something we're  
8 extremely proud of. Very proud to be responding to  
9 the needs and the requests of our residents.

10 To lead us in prayer, we will be joined  
11 by Rabbi Neil Tow of the Woodbury Jewish Center.  
12 Since it was founded in 1989, the congregation and  
13 the synagogue at the Woodbury Jewish Center has  
14 grown into a wonderful center for Jewish life that  
15 we're very proud of here at the Town of Oyster Bay.

16 The Woodbury Jewish has over 400 member  
17 families. Their mission is to be both a beacon and  
18 mooring for these families interested in  
19 traditional Judaic values. Rabbi Tow was ordained  
20 from the Jewish Theological Seminary in May of  
21 2006. He is an exceptional man and we're very  
22 honored to be joined by Rabbi Tow. Please rise.

23 RABBI TOW: Supervisor Saladino,  
24 Members of the Council, thank you for this  
25 opportunity to share prayer with you this morning.

1 (Whereupon, a prayer was recited by  
2 Rabbi Tow.)

3 SUPERVISOR SALADINO: Before you sit  
4 down, would you remain standing, please? And I'd  
5 like a veteran to volunteer for us.

6 Would you raise your hand if you're a  
7 veteran, please? Anybody? Sir, in the back, step  
8 forward, come forward please. Thank you for your  
9 service to our country.

10 If you'll lead us in the Pledge.

11 (Whereupon, the Pledge of Allegiance  
12 was recited and led by an unknown veteran.)

13 SUPERVISOR SALADINO: Thank you very  
14 much.

15 The Town Clerk will now poll the Board.

16 MR. ALTADONNA: Supervisor Saladino?

17 SUPERVISOR SALADINO: Present.

18 MR. ALTADONNA: Councilman Muscarella?

19 COUNCILMAN MUSCARELLA: Here.

20 MR. ALTADONNA: Councilman Macagnone is  
21 absent.

22 Councilman Coschignano?

23 COUNCILMAN COSCHIGNANO: Here.

24 MR. ALTADONNA: Councilwoman Alesia?

25 COUNCILWOMAN ALESIA: Here.

1 Good morning, James.

2 MR. ALTADONNA: Councilwoman Johnson?

3 COUNCILWOMAN JOHNSON: Here.

4 MR. ALTADONNA: Councilman Imbroto?

5 COUNCILMAN IMBROTO: Present.

6 SUPERVISOR SALADINO: Thank you.

7 And we will now --

8 MR. ALTADONNA: Start with a public  
9 hearing.

10 SUPERVISOR SALADINO: Yes, we will  
11 begin with our first public hearing.

12 MR. ALTADONNA: Okay.

13 It's to consider the 2017 Hydrant  
14 Rental agreement with Plainview Water District,  
15 3/14/17, number 15; to consider amendments to the  
16 code of the Town of Oyster Bay, New York, amending  
17 Chapter 233 of the said Code pertaining to parking,  
18 stopping, crossing, floating zones, through  
19 traffic, trucking operations and other traffic  
20 regulations.

21 SUPERVISOR SALADINO: Good morning.

22 MS. SWANSON: Good morning, Supervisor.

23 Good morning, Council.

24 My name is Donna Swanson, Deputy County  
25 Attorney, Town of Oyster Bay.

1 Supervisor, this hearing is in regard  
2 to the contracts between the Fire Protection  
3 Districts and the Town of Oyster Bay. These  
4 hearings occur -- this hearing occurs every year  
5 unless the fire protection district has a contract  
6 that lasts more than one year. As background to  
7 this, there were two types of fire emergency  
8 services in the Town of Oyster Bay.

9 One are fire districts. Those are  
10 autonomous bodies that set their own budgets and  
11 the taxes are collected for them and we have no say  
12 in what they do. They have their own commissioners  
13 and they have their own Board.

14 The second type of fire emergency  
15 services are the fire protection districts wherein  
16 they do not have their own commissioners and the  
17 Town Board then acts as the commissioners of those  
18 fire protection districts. And as such, we need to  
19 vote on a contract for those services with the  
20 various companies in those areas.

21 The contract prices are then negotiated  
22 between the Town Attorney's Office and those  
23 companies. This year, those prices were negotiated  
24 by Karen Underwood, who is no longer here so I  
25 cannot speak at all on the prices that are listed.

1 And they are, at this point, ready for the Board's  
2 decision.

3 As a note, as in our certain park  
4 districts, as in Syosset Park, only the  
5 neighborhoods that are served by these companies  
6 are taxed. This costs no money for the Town of  
7 Oyster Bay. It's budgeted. Taxes are listed as  
8 Fire Protection District.

9 At this point, we are ready for  
10 signature and approval by the Town Board to be  
11 voted on later on in the Action Calendar.

12 Any questions?

13 (No verbal response given.)

14 MS. SWANSON: Thank you.

15 SUPERVISOR SALADINO: Not at this time.

16 Thank you.

17 Can we have a motion?

18 COUNCILMAN MUSCARELLA: Do you have  
19 anything to read into the record?

20 MR. ALTADONNA: Supervisor, we have  
21 affidavits of publications and postings. There is  
22 no other correspondence.

23 COUNCILMAN MUSCARELLA: Supervisor, I  
24 make a Motion that this public hearing be closed  
25 and the decision be voted on today.

1 COUNCILWOMAN ALESIA: Second.

2 SUPERVISOR SALADINO: All in favor?

3 ALL: "Aye."

4 MR. ALTADONNA: I'll call the poll.

5 Supervisor Saladino?

6 SUPERVISOR SALADINO: "Aye."

7 MR. ALTADONNA: Councilman Muscarella?

8 COUNCILMAN MUSCARELLA: "Aye."

9 MR. ALTADONNA: Councilman Macagnone is

10 absent.

11 Councilman Coschignano?

12 COUNCILMAN COSCHIGNANO: "Aye."

13 MR. ALTADONNA: Councilwoman Alesia?

14 COUNCILWOMAN ALESIA: "Aye."

15 MR. ALTADONNA: Councilwoman Johnson?

16 COUNCILWOMAN JOHNSON: "Aye."

17 MR. ALTADONNA: Councilman Imbroto?

18 COUNCILMAN IMBROTO: "Aye."

19 MR. ALTADONNA: Motion to did adopt the

20 Resolution passes with six "Ayes" and one "Absent."

21 SUPERVISOR SALADINO: Thank you.

22 You can continue now to the Action

23 Calendar.

24 MR. ALTADONNA: Yes.

25 (TIME NOTED: 10:30 a.m.)

TOWN BOARD  
TOWN OF OYSTER BAY  
ACTION CALENDAR  
APRIL 4, 2017  
10:31 a.m.

JOSEPH SALADINO  
SUPERVISOR

JAMES ALTADONNA JR.  
TOWN CLERK

P R E S E N T:

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taken by:

KRISTINA TRNKA  
Reporter/Notary



1 MR. ALTADONNA: May I have a motion to  
2 suspend the rules and add the following walk-on  
3 Resolutions 180 and 181?

4 Resolution No. 180-2017; Resolution  
5 relating to a Home Rule Request to grant a  
6 retroactive membership date in the New York State  
7 and Local Retirement System to a former Town of  
8 Oyster Bay employee. (M.D. 3/28/17 #15).

9 Resolution No. 181-2017; Resolution  
10 authorizing Construction Management Services for  
11 Concrete Replacement throughout the Town of Oyster  
12 Bay, as well as the use of a sub-consultant for  
13 Contract No. H16-146. Account No. HWY H 5197 20000  
14 000 1503 008.r (M.D. 3/28/17 #16).

15 COUNCILMAN MUSCARELLA: So moved.

16 COUNCILMAN COSCHIGNANO: Second.

17 MR. ALTADONNA: Motion made by  
18 Councilman Muscarella, seconded by Councilman  
19 Coschignano.

20 On to the vote, Supervisor Saladino?

21 SUPERVISOR SALADINO: "Aye."

22 MR. ALTADONNA: Councilman Muscarella?

23 COUNCILMAN MUSCARELLA: "Aye."

24 MR. ALTADONNA: Councilman Macagnone is  
25 absent.

1 Councilman Coschignano?

2 COUNCILMAN COSCHIGNANO: "Aye."

3 MR. ALTADONNA: Councilwoman Alesia?

4 COUNCILWOMAN ALESIA: "Aye."

5 MR. ALTADONNA: Councilwoman Johnson?

6 COUNCILWOMAN JOHNSON: "Aye."

7 MR. ALTADONNA: Councilman Imbroto?

8 COUNCILMAN IMBROTO: "Aye."

9 MR. ALTADONNA: Motion to suspend the  
10 rules and add these two Resolutions, 180 and  
11 181-2017 passes with six ayes and one absence.

12 Now we are going to call the Regular  
13 Action Calendar.

14 May I have a motion to adopt Resolution  
15 P-8-17 through 181-2017 on the motion?

16 Personnel Resolution No. P-8-17 and  
17 PA 8-17, PA 11-17; Resolution pertaining to  
18 personnel of various departments within the Town of  
19 Oyster Bay.

20 Transfer of Funds Resolution No.  
21 TF-4-17; Resolution pertaining to Transfer of Funds  
22 within various departments accounts for the Year  
23 2017.

24 Resolution No. 153-2017; Resolution  
25 authorizing the sponsorship of the 2017 Annual

1 Spring Festival, scheduled to be held April 22,  
2 2017 at Syosset-Woodbury Community Park. Account  
3 No. CYS A 7020 47660 000 0000. (M.D. 3/14/17 #4).

4 Resolution No. 154-2017; Resolution  
5 authorizing the issuance of a refund of an ice rink  
6 rental fee at Syosset-Woodbury Community Park with  
7 a waiver of the administrative fee due to inclement  
8 weather to J. Toner. Account No. PKS SP11 0001  
9 02025 529 0000. (M.D. 3/14/17 #6).

10 Resolution No. 155-2017; Resolution  
11 authorizing the issuance of a refund for half of  
12 the fee for winter storage at Theodore Roosevelt  
13 Memorial Marina, with a waiver of the  
14 administrative fee, relative to a reduction in  
15 winter storage rates for eligible Town of Oyster  
16 Bay Shellfish Permit holders, to S. LaCava.  
17 Account No. PKS A 0001 02025 526 0000. (M.D.  
18 3/14/17 #7).

19 Resolution No. 156-2017; Resolution  
20 authorizing the issuance of a refund for half of  
21 the fee for winter storage at Theodore Roosevelt  
22 Memorial Marina, with a waiver of the  
23 administrative fee, relative to a reduction in  
24 winter storage rates for eligible Town of Oyster  
25 Bay Shellfish Permit holders, to G. LaCava.

1 Account No. PKS A 0001 02025 526 0000. (M.D.  
2 3/14/17 #8).

3 Resolution No. 157-2017; Resolution  
4 pertaining to settlement of negligence claim  
5 Lauren Tietz v. Town of Oyster Bay, et al. Account  
6 No. TWN AMS 1910 43010 602 0000 000. (M.D. 3/14/17  
7 #16).

8 Resolution No. 158-2017; Resolution  
9 authorizing changes to the designated parking  
10 spaces in Town of Oyster Bay parking Field M-10,  
11 Massapequa, NY. (M.D. 3/14/17 #17).

12 Resolution No. 159-2017; Resolution  
13 pertaining to Contract No. PWC23-16, On-Call  
14 Engineering Services relative to Environmental  
15 Engineering Bethpage Community Park. Account No.  
16 PKS H 1997 20000 000 1302 001. (M.D. 3/14/17 #18).

17 Resolution No. 160-2017; Resolution  
18 granting request from the Incorporated Village of  
19 Massapequa Park, to use one roll-off container for  
20 their Annual Earth Day Celebration from April 28,  
21 2017 through May 1, 2017. (M.D. 3/14/17 #20).

22 Resolution No. 161-2017; Resolution  
23 authorizing training services for Pool Operators  
24 Certification Course. Account No. PKS A 7110 44900  
25 000 0000. (M.D. 3/21/17 #10).

1 Resolution No. 162-2017; Resolution  
2 authorizing the 2017 Town of Oyster Bay Sports and  
3 Family Events Program. Account No. PKS A 7110  
4 47670 000 0000. (M.D. 3/21/17 #11).

5 Resolution No. 163-2017; Resolution  
6 authorizing the property cleanup assessment of 18A  
7 Park Lane Place, Massapequa, NY, be referred to the  
8 County of Nassau for placement on the Nassau County  
9 Tax Assessment Rolls. (M.D. 3/21/17 #19).

10 Resolution No. 164-2017; Resolution  
11 authorizing the property cleanup assessment of  
12 13 Jefferson Place, Massapequa, NY, be referred to  
13 the County of Nassau for placement on the Nassau  
14 County Tax Assessment Rolls. (M.D. 3/21/17 #20).

15 Resolution No. 165-2017; Resolution  
16 authorizing the property cleanup assessment of  
17 221 North Iowa Avenue, Massapequa, NY, be referred  
18 to the County of Nassau for placement on the Nassau  
19 County Tax Assessment Rolls. (M.D. 3/21/17 #21).

20 Resolution No. 166-2017; Resolution  
21 authorizing the property cleanup assessment of  
22 27 Hart Street, Farmingdale, NY, be referred to the  
23 County of Nassau for placement on the Nassau County  
24 Tax Assessment Rolls. (M.D. 3/21/17 #22).

25 Resolution No. 167-2017; Resolution

1 authorizing the property cleanup assessment of 89A  
2 Ocean Avenue, Massapequa, NY, be referred to the  
3 County of Nassau for placement on the Nassau County  
4 Tax Assessment Rolls. (M.D. 3/21/17 #23).

5 Resolution No. 168-2017; Resolution  
6 granting request from the Incorporated Village of  
7 Massapequa Park, to use one roll-off container for  
8 their Breakfast in the Park event from June 23,  
9 2017 through June 26, 2017. (M.D. 3/21/17 #25).

10 Resolution No. 169-2017; Resolution  
11 ratifying the action of the Town Clerk in  
12 advertising a Notice of Hearing in connection with  
13 the 2017 Fire Protection Districts. Hearing Date:  
14 April 4, 2017. (M.D. 3/14/17 #14).

15 Resolution No. 170-2017; Resolution  
16 directing the Town Clerk to advertise a Notice of  
17 Hearing in connection with the 2017 Hydrant Rental  
18 Agreement with the Plainview Water District.  
19 Hearing Date: April 25, 2017. (M.D. 3/14/17 #15).

20 Resolution No. 171-2017; Resolution  
21 directing the Town Clerk to advertise a Notice of  
22 Hearing in connection with proposed amendments to  
23 the Code of the Town of Oyster Bay, New York,  
24 amending Chapter 233 of the said code pertaining to  
25 parking, stopping, crossing, loading zones, thru

1 traffic, trucking operations and other traffic  
2 regulations. Hearing Date: April 25, 2017. (M.D.  
3 3/21/17 #18).

4 Resolution No. 172-2017; Resolution  
5 authorizing the acceptance of the dedication of  
6 Fairway Drive, Farmingdale, NY as a public highway.  
7 (M.D. 3/21/17 #28).

8 Resolution No. 173-2017; Resolution  
9 pertaining to Legal Counsel for Ongoing Negligence  
10 Matters. Account Nos. TWN AMS 1910 43010 601 0000  
11 000 and TWN AMS 1910 43020 602 0000 000. (M.D.  
12 3/21/17 #29).

13 Resolution No. 174-2017; Resolution  
14 authorizing the fee schedule for Town of Oyster Bay  
15 Field Permit and Equipment Rental. (M.D. 3/21/17  
16 #4 & 3/28/17 #5).

17 Resolution No. 175-2017; Resolution  
18 authorizing fees, rules and regulations for the  
19 Hon. Joseph Colby Town of Oyster Bay Golf Course.  
20 (M.D. 3/21/17 #7 & 3/28/17 #4).

21 Resolution No. 176-2017; Resolution  
22 authorizing the extension of the Financial Advisor  
23 Agreement for the period, April 1, 2017 through  
24 December 31, 2018. (M.D. 3/21/17 #17 & 3/28/17  
25 #9).

1 Resolution No. 177-2017; Resolution  
2 authorizing the design, bid and construction phases  
3 engineering services for Contract No. DPW 17-148,  
4 Reconstruction of the North Massapequa Community  
5 Center. Account No. TWN AMS 1910 43030 606 0000  
6 000. (M.D. 3/21/17 #24 & 3/28/17 #11).

7 Resolution No. 178-2017; Resolution  
8 relating to an agreement with Nassau County in  
9 connection with the Temporary Assistance for Needy  
10 Families Program for the period May 1, 2017 through  
11 December 31, 2017. (M.D. 3/21/17 #27 & 3/28/17  
12 #6).

13 Resolution No. 179-2017; Resolution  
14 pertaining to the decision for the 2017 Fire  
15 Protection Contracts. Hearing held: April 4,  
16 2017. (M.D. 3/14/17 #14).

17 Resolution No. 180-2017; Resolution  
18 relating to a Home Rule Request to grant a  
19 retroactive membership date in the New York State  
20 and Local Retirement System to a former Town of  
21 Oyster Bay employee. (M.D. 3/28/17 #15).

22 Resolution No. 181-2017; Resolution  
23 authorizing Construction Management Services for  
24 Concrete Replacement throughout the Town of Oyster  
25 Bay, as well as the use of a sub-consultant for



1 Contract No. H16-146. Account No. HWY H 5197 20000  
2 000 1503 008.r (M.D. 3/28/17 #16).

3 COUNCILMAN MUSCARELLA: So moved.

4 COUNCILMAN COSCHIGNANO: Second.

5 MR. ALTADONNA: Who seconded?

6 COUNCILMAN MUSCARELLA: Second.

7 MR. ALTADONNA: Okay.

8 Motion made by Councilman Muscarella,  
9 seconded by Councilman Coschignano.

10 Okay. You have speakers on P-8, P-11,  
11 TF-4 and so forth and so on. You have them all  
12 there.

13 SUPERVISOR SALADINO: Robert Frier of  
14 Woodbury, 33 Chestnut Lane.

15 MR. ALTADONNA: Hold on. Robert. We  
16 have a new clock. Go ahead.

17 MR. FRIER: Good morning.

18 Just with regard to the Personnel  
19 Resolutions, can you tell us what they are for and  
20 the names of the people who are getting it?

21 That's all. Thank you.

22 SUPERVISOR SALADINO: Next speaker is  
23 Kevin McKenna.

24 MR. ALTADONNA: Excuse me, Supervisor,  
25 I think that there may be a little confusion

1 because you wanted to have the speakers come and  
2 say one time. I think that -- it's not just for  
3 personnel, it is for all the resolutions. This way  
4 you speak once, and then the next one.

5 MR. FRIER: In the past, you had me  
6 come up just for this type of Resolution and then  
7 go back.

8 Thank you, again.

9 I'm Bob Frier, Chestnut Lane in  
10 Woodbury.

11 Just curious on 153, what the  
12 relationship of Dynamic Entertainment is with the  
13 Town -- do you want me to just go to my questions  
14 and then you'll answer them?

15 SUPERVISOR SALADINO: Sure.

16 MR. FRIER: Second question was on 159,  
17 104,000 for on-call -- 104,000 for on-call  
18 engineering services with a firm -- Holzmacher  
19 McLendon and Murrell.

20 Can you explain what we're -- you know,  
21 what that is for? I read something, you know, with  
22 Bethpage Community Park, why is it that we had  
23 on-staff environmental experts, so I am just  
24 curious why we're hiring yet another outside  
25 environment engineering firm.

1                   Second, 176. I saw that you are  
2                   extending the agreement for the financial  
3                   municipal -- municipal financial advisory firm that  
4                   the town has used for years that we brought up  
5                   several meetings ago and I remember, Rebecca, you  
6                   had second thoughts about voting "Aye" for them.

7                   I was curious, in reading the backup  
8                   online, I saw that the Town had sent out 40  
9                   requests for proposals, but they only got 6  
10                  responses, so I'm curious if you could make the  
11                  list of who was sent those proposals and perhaps  
12                  the actual RFP itself. It just seems like an  
13                  unusually small amount of responses and I'm curious  
14                  if we can find out the reason and here we are still  
15                  going back to this small little financial advisory  
16                  firm in Syracuse, New York, and I venture to say  
17                  their advice might not have been so good  
18                  considering the financial situation of the Town; so  
19                  I would like an explanation to that.

20                  And also on Resolution 181, I see it's  
21                  now referred to in the backup as N and P, but  
22                  that's another \$350,000 contract for Nelson and  
23                  Pope, which I'm sure you all know by now, the  
24                  person who used to sit in Rebecca's seat before she  
25                  become a council person and is now county

1 legislature, Rose Marie Walker, works at Nelson and  
2 Pope so the optics of that just seem questionable  
3 since you loved to talk about and say the word  
4 transparency so much --

5 SUPERVISOR SALADINO: Well, actually --

6 MR. FRIER: Can I finish and then you  
7 can talk? Can you let me finish talking? Can you  
8 let me finish talking and then you can talk?

9 SUPERVISOR SALADINO: I thought you  
10 went astray of the subject.

11 MR. FRIER: No, no. I'm talking about  
12 Resolution 181.

13 SUPERVISOR SALADINO: Okay. Well, I'll  
14 ask you to not go astray of the subject.

15 MR. FRIER: Excuse me?

16 SUPERVISOR SALADINO: I ask you not to  
17 go astray of the subject matter before us.

18 MR. FRIER: I'm not going astray of the  
19 subject matter. So Nelson and Pope or N and P, as  
20 perhaps they are now called -- it just seems that  
21 this Town continually gives that firm millions and  
22 millions of dollars in contracts for work and  
23 again, in the transparency mode that you like to be  
24 in, I would think that there are other firms out  
25 there that can do the work and that's about it. So

1 I'd love to hear your answers to my questions and  
2 I'm done with my testimony.

3 SUPERVISOR SALADINO: Okay.

4 In the terms of the question regarding  
5 the financial advice, that has a phrase there that  
6 actually makes it sound as though they're providing  
7 financial advice to the Town -- how to invest, but  
8 actually that's a different type of service that's  
9 provided.

10 We have -- Mr. Darienzo, would you  
11 please step forward?

12 In an effort to provide some insight to  
13 people who clearly don't understand our financial  
14 system, I'd like you to just very briefly explain  
15 what service this provides and how we came about  
16 choosing this vendor.

17 MR. DARIENZO: Sure.

18 Good morning and Town Board members.

19 This list has a financial advisory  
20 service; but as you mentioned, they don't tell how  
21 to invest, they don't tell us how to prepare our  
22 budget, they don't tell us we're spending too much  
23 money or not taking enough revenue in.

24 They help us market our debt, they help  
25 us issue our debt, they serve as administrators in

1 dealing with our bond, Counsel, and the  
2 underwriters and rate agencies.

3 SUPERVISOR SALADINO: In essence, to  
4 find investors.

5 MR. DARIENZO: Absolutely.

6 SUPERVISOR SALADINO: Okay.

7 And in this process, do we end up  
8 lowering the rate by which we borrowed money in the  
9 past?

10 MR. DARIENZO: As far as this process,  
11 when -- as the resident mentioned, we sent out RFPs  
12 to 40 firms. We received six responses, which is  
13 more than we've ever received in the past. Not a  
14 small amount, and what we're recommending today is  
15 that the Town Board reject all six of those bids  
16 because the contract that we already had in place  
17 with fiscal advisors in marketing is cheaper than  
18 any of the six that were received today.

19 SUPERVISOR SALADINO: Considerably less  
20 expensive?

21 MR. DARIENZO: Considerably so. And  
22 just so everyone's aware, the amount of money we  
23 pay for this service on a given year is directly  
24 tied to how much debt we issue in a given year; so  
25 with the idea that we're going to issue less debt

1       this year and moving forward, this cost will be  
2       lower and lower each year.

3               SUPERVISOR SALADINO:   Okay.

4               And we are going to be considerably  
5       less this year?

6               MR. DARIENZO:   Absolutely.

7               SUPERVISOR SALADINO:   And is it one of  
8       our requirements to look at the cost in a bidding  
9       situation to choose the lowest bidder?

10              MR. DARIENZO:   You don't always choose  
11       the lowest bidder, you choose the lowest  
12       responsible bidder.

13              But in this case, fiscal advisors are  
14       marketing their bid from two years ago is  
15       considerably lower than any of the bids we've  
16       received today and they've done a good job for us  
17       for the past 20-plus years.

18              SUPERVISOR SALADINO:   Which is not  
19       advising us on the financial structure of our  
20       budget or our financial dealings.   It is about  
21       getting investors or attracting investors to the  
22       Town?

23              MR. DARIENZO:   Correct.

24              SUPERVISOR SALADINO:   All right.

25              Thank you very much.

1 MR. DARIENZO: Thank you.

2 SUPERVISOR SALADINO: Our next speaker  
3 is Robert Ripp of Massapequa with no address.

4 MR. FRIER: Supervisor, you didn't  
5 answer the other questions that I asked.

6 Robert, do you want me to sit down  
7 while you answer this question?

8 SUPERVISOR SALADINO: We have quite a  
9 bit to get to today and we're happy to have you  
10 come up in this period of the meeting.

11 MR. RIPP: Hello, my name is Robert  
12 Ripp. I reside at 77 Sunset Road, in Massapequa,  
13 New York.

14 Resolution 162, I can't believe it's  
15 been two years already. I spoke with you the last  
16 time that you voted to approve this but that was  
17 before the Town of Oyster Bay became open, honest  
18 and transparent.

19 D & J Refreshments, the last time you  
20 approved this, the owner of D & J Refreshments was  
21 a Town employee. I don't know if he's still a Town  
22 employee today but that seems like a big ethical  
23 conflict here.

24 I would have assumed -- and hope that  
25 the famous former federal prosecutor reviewed this



1 and realizes that this could be a conflict of  
2 interest here and I urge you to table this today, I  
3 don't think you should vote on it.

4 Resolution 163, this is one of the  
5 house cleanups. I brought this up last meeting.  
6 I'm going the remind you again, I think you should  
7 abstain from voting on any code enforcement  
8 resolutions because you are currently violating the  
9 codes of the Town of Oyster Bay yourself,  
10 Mr. Saladino.

11 Resolution 173, this is really a  
12 remarkable Resolution because when you read this,  
13 this Resolution -- you're hiring back the same  
14 people that Councilwoman Alesia explained left the  
15 services of the Town when we had to hire Jeffrey  
16 Lesser.

17 Now, when you hired Jeffrey Lesser, you  
18 altered the videos of what happened, the  
19 transcripts of what happened were altered, we had a  
20 privileged memo from Leonard Genova to Councilwoman  
21 Alesia instructing her to hire Jeffrey Lesser and  
22 you've refused to explain what Jeffrey Lesser does  
23 for the Town. I don't even know if Jeffrey Lesser  
24 still works for the Town.

25 Resolution 177, you are looking to

1 authorize payment -- excuse me, let me start over.

2 Resolution 177 reads, in response to  
3 request for proposal, seven responses were timely  
4 received. Now I just had an Order signed yesterday  
5 in court because you're violating the open meetings  
6 law. If there were seven proposals received, those  
7 seven proposals, all that information should be  
8 included for public review prior to the meeting.

9 Now, getting into the gist of the  
10 resolution, this is a -- you're authorizing Doug  
11 Wilkie. Okay, Doug Wilkie is the architect that's  
12 behind the Littauer Estate. He was prominent in  
13 the \$2 million loan that -- the \$2 million grant  
14 the Town got from the Federal Government, of which  
15 we paid Doug Wilkie almost 500,000 and then  
16 transferred the rest to a lighting program, where  
17 judging by the Town's own admission figures, in 20  
18 years, we might break even with that.

19 I don't know why we're doing any  
20 business with Doug Wilkie. He's also  
21 instrumental -- excuse me, in the Federal -- rather  
22 the state grants in the north barn at the Littauer  
23 Estate, which I've been waiting for about six  
24 months for Andy Rothstein to get back in touch with  
25 me so we can discuss that so I can explain -- or I

1 can understand what the Town of Oyster Bay did to  
2 north barn with the \$150,000 grant they got from  
3 New York state.

4 On 176, again, this reads six proposals  
5 were received by the deadline. You're violating  
6 the open meetings law again by not releasing that  
7 information. I'd like to know -- these are the  
8 only two questions I have. I'd like to know who  
9 the comptroller is for the Town of Oyster Bay right  
10 now because this reads Robert Darienzo's the  
11 director of finance.

12 And I'd like to know what  
13 qualifications Ms. Weiss -- or Ms. Weiss has to be  
14 the deputy comptroller because from my experience,  
15 she performed -- she was Mr. Labriola's assistant  
16 when he was the Town Clerk and she's bounced around  
17 in a couple of different jobs in the town here and  
18 I just want to know what her educational -- her  
19 background experience is that qualifies her to be  
20 the deputy comptroller in the Town of Oyster Bay,  
21 especially at this time of financial distress.  
22 Thank you.

23 SUPERVISOR SALADINO: Our next speaker  
24 will be Larry Sklar.

25 How you feeling this morning,

1 Mr. Sklar?

2 MR. SKLAR: Fine, wonderful. Mets won  
3 yesterday, great day.

4 The question I have is on 158 which  
5 asks to change the parking spaces in Massapequa  
6 parking lot. I have a little problem with it and I  
7 don't know what the Deputy Commissioner Bishop --  
8 what they're thinking about when they try to figure  
9 this out. This is the problem, there is 230  
10 spaces. They are giving less than two percent of  
11 those spaces to handicap. Out of 230 spaces,  
12 you're reserving only five for handicap people.

13 I think that maybe in the town that  
14 maybe a proposal should be made, maybe the building  
15 department should start looking through our  
16 requirements in parking lots for handicap. We just  
17 don't have enough handicap parking spaces anywhere  
18 in this Town in any shopping center. For instance,  
19 Whole Foods over on Jericho Turnpike on Broadway  
20 has a big parking lot, 500 spaces, 17 for handicap  
21 people. Terrible part is there are two spots in  
22 front of one store, two in front of the post office  
23 and you got to walk five miles to get to the other  
24 ten spaces.

25 I really think it's something we should

1 consider being that our population of the town is  
2 aging, that we do need more handicap parking spaces  
3 available and I'm sure somebody else wouldn't mind  
4 traveling -- walking a little further so a handicap  
5 person can park there.

6 And the biggest thing that I see all  
7 over the place, that people that have a handicap  
8 pass think that that's a reserve spot for them  
9 because they have a handicap spot. There can be  
10 three spaces next to them that are empty and they  
11 won't take it, they want to be in that handicap  
12 spot instead of leaving it for somebody that may  
13 come along and need it later on which it's  
14 deplorable to see it.

15 And people do this all the time. Well,  
16 I got a pass, but you're walking fine, that's your  
17 brother's pass, your mother's pass and that's  
18 really a big problem but I think they should  
19 reconsider some more handicap parking spaces in our  
20 parking lots. Thank you.

21 SUPERVISOR SALADINO: Thank you,  
22 Mr. Sklar.

23 Mr. Bishop, would you step forward,  
24 please?

25 I'd like you to speak to this issue of

1       how we came about with the formations and how we're  
2       addressing the need for handicap spots in our town.

3               MR. BISHOP:   Good morning.

4               We had a received a number of  
5       complaints that they wanted to have additional  
6       spaces available in M-6.   The M-6 lot would not  
7       provide the space so the residents that were in  
8       question checked M-10.   We provided enough space  
9       for them and then altered some spaces in order to  
10      give people that are non-permit the ability to  
11      park.   With that being said with what was brought  
12      up today, we can readjust the parking spaces for  
13      the handicap.

14              SUPERVISOR SALADINO:   How many spots  
15      were available for the disabled prior to today?

16              MR. BISHOP:   I don't think we changed  
17      any of the handicap.   What we changed was  
18      nonpermitted and permitted.

19              SUPERVISOR SALADINO:   Is there room to  
20      add additional spots for the disabled?

21              MR. BISHOP:   We can just re-stripe and  
22      line them and then shift around.

23              SUPERVISOR SALADINO:   So that our total  
24      for the disabled, total number of spots goes up?

25              MR. BISHOP:   Would go up, yes.

1 SUPERVISOR SALADINO: Considerably?

2 MR. BISHOP: Yes.

3 SUPERVISOR SALADINO: Thank you.

4 Kevin McKenna from looks like 3 Eden  
5 Drive, Syosset.

6 MR. McKENNA: Good morning, Town Board.

7 Kevin McKenna, 3 Eden Drive, Syosset.

8 I just want to make a comment on the  
9 transfer of funds. I was reading the backup last  
10 night and there's a transfer of funds of \$5,000  
11 that it said had to do with unexpected overtime.  
12 Didn't really explain the department or what the  
13 nature of that overtime was. I was just wondering  
14 if anybody could just shed light on that.

15 The Bethpage Park Resolution, I was  
16 reading the backup on that and in the one hundred  
17 and somewhat thousand dollar amount of money, I was  
18 wondering why there's a \$20,000 -- they itemized  
19 how they came up to the \$104,000 and there's a  
20 \$20,000 for legal fees or negotiating legal fees  
21 and I'm wondering why a contractor would be putting  
22 money in for legal fees.

23 On Resolution 160, you know, lately,  
24 especially in today's meeting, some of these -- we  
25 are charging more -- we're charging for different

1 items right now and I'm wondering why we don't  
2 charge another town to provide a roll-off  
3 container. We're charging the residents for items  
4 when we provide a -- you know, we're looking for  
5 ways to increase revenue, Why don't we charge for a  
6 roll-off to another town? You know would we charge  
7 Syosset for a roll-off versus Massapequa, I don't  
8 know. Maybe because I live in Syosset you might  
9 charge.

10 SUPERVISOR SALADINO: Neither of those  
11 are towns or municipalities.

12 MR. McKENNA: The big one here, and I  
13 really would appreciate it, Supervisor, if you had  
14 somebody just give us some insight into Number 173  
15 which has to do with the ongoing negligence  
16 matters. When I read the backup last light, and I  
17 could be totally off, but the way that I read it is  
18 for the first time, it talks in there about how the  
19 law firm that Jeffrey Lesser used to work for was  
20 winding down business.

21 It was clear in the backup that they're  
22 winding down business and the only thing I can  
23 surmise from this -- and the only reason I have to  
24 surmise is because nobody makes any comments about  
25 that and I'd love for you to give us some insight



1 on this but what's this resolution about? You  
2 know, in just the spirit of transparency, why can't  
3 somebody explain what this resolution is about?  
4 And I just want to also remind the Board members  
5 that I read the rules last night about town code  
6 and the Board members have the ability to respond  
7 to any of these resolutions, not just the  
8 Supervisor.

9 Is there anybody who wants to elaborate  
10 on this particular Resolution?

11 COUNCILWOMAN ALESIA: The only point of  
12 clarification I would give, Mr. McKenna is I think  
13 you have some confusion about the firm that Jeffrey  
14 Lesser used to work at is not one of the firms  
15 mentioned here. He did not work at either Milber  
16 Makris or at Burns Russo. So he worked at a firm  
17 that I think that was upstate in Westchester, White  
18 Plains or something like that, not one of these two  
19 firms. I just want to clarify that for you.

20 MR. McKENNA: Again, I was really  
21 guessing because nobody really talks about this.

22 COUNCILWOMAN ALESIA: I understand.

23 MR. McKENNA: Anybody wants to comment  
24 on any of the others, I'd appreciate it.

25 SUPERVISOR SALADINO: Thank you for

1 your testimony.

2 Is our Town Attorney here?

3 Yes, Mr. Nocella, would you step  
4 forward, please?

5 MR. NOCELLA: Yes.

6 Although if it's directly on this  
7 point, Mr. Rozea would have been here at the time  
8 and he's able to address this point.

9 SUPERVISOR SALADINO: That would be  
10 absolutely fine.

11 Would you step forward, Mr. Rozea?

12 Could you please speak to us on this  
13 Number 173 so that we could shed light on it?

14 MR. ROZEA: Very briefly, Supervisor  
15 and Members of the Board, the Burns Russo firm that  
16 was handling a large number of the Town's  
17 negligence cases for many years was winding down  
18 late last year. For those of you who are lawyers,  
19 you know that some of these cases in their advanced  
20 stages are well developed in terms of the discovery  
21 and their trial readiness.

22 And so the Town Attorney's office  
23 determined it was in the best interest of the Town  
24 that the attorneys who were handling those cases at  
25 the Burns Russo firm continue on with their

1 representation so that the staff here, and again,  
2 the short staff here, did not need to devote the  
3 time to bring ourselves up to speed and being then  
4 able to try the case.

5 It was the a limited number of the  
6 cases. The bulk of the cases came back in-house  
7 and we are handling them quite frankly as we speak.

8 SUPERVISOR SALADINO: Okay.

9 MR. ROZEA: The only point I would make  
10 is that Jeff Lesser handles, along with myself, the  
11 bulk of the negligence defense cases that came back  
12 in-house from Burns Russo.

13 SUPERVISOR SALADINO: Okay, so the vast  
14 majority of them we handle in-house and incur no  
15 legal fees from outside law firms?

16 MR. ROZEA: Well, to the extent that  
17 there are still cases out -- with outside counsel,  
18 we do incur fees but we've made a significant  
19 effort to bring a number of cases back in-house to  
20 reduce the expense to the taxpayer and we're  
21 handling those with in-house attorneys.

22 SUPERVISOR SALADINO: This is one of  
23 our many cost cutting measures and I appreciate  
24 your testimony.

25 MR. ROZEA: Very good.

1 Thank you.

2 SUPERVISOR SALADINO: Is our Parks  
3 Commissioner here?

4 Commissioner Pinto, would you please  
5 step forward?

6 Good morning, Commissioner.

7 COMMISSIONER PINTO: Good morning,  
8 Supervisor Saladino.

9 SUPERVISOR SALADINO: The question was  
10 asked by the last speaker in relation to the  
11 transfer of funds for overtime and for legal fees  
12 as they relate to the department. Do you any  
13 information on any of the overtime?

14 COMMISSIONER PINTO: What this could be  
15 is the -- there was a break over at Tobay a couple  
16 weeks ago before we did the dune planting so it  
17 could be because we had a main break the Friday  
18 night before and we had --

19 SUPERVISOR SALADINO: By main, you mean  
20 a water main?

21 COMMISSIONER PINTO: Water main break  
22 and we had our Town workers stay over through the  
23 night to get it ready so we could have the dune  
24 planting the next day.

25 SUPERVISOR SALADINO: Was that related

1 to the very cold temperatures, freezing of the  
2 pipe?

3 COMMISSIONER PINTO: We had just opened  
4 up the water prior -- like Thursday and that's what  
5 happen.

6 SUPERVISOR SALADINO: So a freeze that  
7 could have resulted in a leak or break in a point  
8 in the piping and then when you first turn on the  
9 water, you find out that there's a --

10 COMMISSIONER PINTO: Absolutely.

11 SUPERVISOR SALADINO: Okay. Thank you  
12 for the clarification.

13 COMMISSIONER PINTO: You're welcome.

14 MR. RIPP: Excuse me, I have a question  
15 for Mr. Rozea on his statement if he'll take it.

16 SUPERVISOR SALADINO: And you can ask  
17 that during your next period.

18 MR. RIPP: When, tomorrow at public  
19 comments? How would Mr. Rozea even remember what  
20 he said? It's a simple question on something he  
21 said.

22 MR. McKENNA: Town code says that you  
23 can come back up and ask one more question.

24 SUPERVISOR SALADINO: I think we have  
25 gone through our time limit with each and every one

1 of the speakers. I'm looking through it now and it  
2 appears as though each and every one of them have  
3 spoken and if there was any other information -- I  
4 think there was a question on 153 -- yes, 162.

5 Is that community induced services?

6 Yes, Commissioner, would you step  
7 forward and give us some information on this  
8 please, on Resolution Number 162.

9 COMMISSIONER FITZGERALD: Good morning,  
10 Supervisor and Town Board.

11 SUPERVISOR SALADINO: Good morning.

12 COMMISSIONER FITZGERALD: That contract  
13 was an actual bid. It was bid last year for 3-year  
14 term and they -- Dynamic was the lowest most  
15 responsible bidder.

16 SUPERVISOR SALADINO: How many bidders  
17 did we have do you recall that response?

18 COMMISSIONER FITZGERALD: I don't off  
19 the top of my head, I believe we had four or five.

20 SUPERVISOR SALADINO: Four or five.  
21 And this person who bided it, are they currently a  
22 town employee?

23 COMMISSIONER FITZGERALD: No.

24 SUPERVISOR SALADINO: No, they are not  
25 a Town employee.

1 COMMISSIONER FITZGERALD: They are not  
2 a Town employee.

3 SUPERVISOR SALADINO: Do they have the  
4 same rights to bid on this contract as any other  
5 entity in our town?

6 COMMISSIONER FITZGERALD: Absolutely.  
7 They have no relationship other than  
8 being awarded the bid with the Town of Oyster Bay.

9 SUPERVISOR SALADINO: Okay.  
10 Is there any other information on this  
11 that would create a question as to whether or not  
12 we should be voting on this today?

13 COMMISSIONER FITZGERALD: No, they had  
14 been with us previously and then when we went out  
15 to bid, they were not the bidder and then it went  
16 back out to rebid and they did win the bid at that  
17 time.

18 SUPERVISOR SALADINO: When they have  
19 won the bid in the past, was the Town and were you  
20 and your staff very happy with their level of  
21 quality?

22 COMMISSIONER FITZGERALD: Very much so.

23 SUPERVISOR SALADINO: Thank you very  
24 much.

25 Well, if there are no other speakers, I

1 believe we're to take a vote.

2 MR. RIPP: I have a question for  
3 Mr. Rozea on his statement. I didn't know it  
4 before he made it.

5 How could I speak about it?

6 SUPERVISOR SALADINO: We are ready to  
7 take a vote on this.

8 MR. ALTADONNA: Okay.

9 Motion was made by Councilman  
10 Muscarella, seconded by Councilman Coschignano.

11 On the vote?

12 MR. ALTADONNA: Supervisor Saladino?

13 SUPERVISOR SALADINO: "Aye."

14 MR. ALTADONNA: Councilman Muscarella?

15 COUNCILMAN MUSCARELLA: "Aye."

16 MR. ALTADONNA: Councilman Macagnone is  
17 absent.

18 Councilman Coschignano?

19 COUNCILMAN COSCHIGNANO: "Nay" on P-8.  
20 "Aye" on all the rest.

21 MR. ALTADONNA: Councilwoman Alesia?

22 COUNCILWOMAN ALESIA: I just want to  
23 state for the record that I had requested of the  
24 Deputy Supervisor and the Town attorney that  
25 Resolution P-8 be divided out.



1 I want to commend Frank Sammartano  
2 whose been a Town employee for a long time. I've  
3 done a lot of work with IGA. He has done a lot of  
4 excellent things there and he certainly deserves to  
5 be a commissioner and I would have liked to be able  
6 to vote for that but, unfortunately, there are  
7 other items in this personnel resolution that I  
8 can't vote for so, nay as to P-8.

9 As to 173, I'm abstaining and I just  
10 want to make the record clear. The reason I'm  
11 abstaining is because a long time ago in a galaxy  
12 far, far away, I worked for Milber Makris, so I'm  
13 not abstaining because there's anything wrong with  
14 the resolution, but in order to make sure that I am  
15 100 percent transparent and not doing anything  
16 wrong, I'll abstain as to that resolution.

17 "Aye" as to rest.

18 MR. ALTADONNA: Councilwoman Johnson?

19 COUNCILWOMAN JOHNSON: I'm in agreement  
20 with Rebecca on P-8. I do congratulate, or would  
21 have liked to congratulated Commissioner Sammartano  
22 but for today I have to vote nay.

23 MR. ALTADONNA: Okay.

24 "Aye" on all the rest.

25 COUNCILWOMAN JOHNSON: "Aye" on all the

1 rest.

2 MR. ALTADONNA: Okay.

3 Councilman Imbroto?

4 COUNCILMAN IMBROTO: I vote "Aye" on  
5 all.

6 MR. ALTADONNA: Okay.

7 Motion to adopt Resolution P-8. We  
8 have three "Ayes" and three "Nays."

9 Motion to adopt Resolution PA-8 through  
10 172 passes with six "Ayes" and one "Absence."

11 Motion to adopt 173 passes with five  
12 "Ayes", one "abstention" and one "absence."

13 Motion to adopt Resolution 174 through  
14 181 passes with six "Ayes" and one "Absence."

15 COUNCILWOMAN ALESIA: May I ask for a  
16 point of the order?

17 MR. ALTADONNA: Yes.

18 COUNCILWOMAN ALESIA: I'm not sure  
19 whether this would be directed to you or the Town  
20 attorney but if I wanted to make --

21 MR. ALTADONNA: Town attorney.

22 COUNCILWOMAN ALESIA: -- Mr. Nocella, a  
23 separate motion to appoint Frank Sammartano as  
24 Commissioner? Is that something that I would be  
25 entitled to do orally from the dais?

1 MR. NOCELLA: Yes, Councilwoman, you  
2 are able to do that.

3 COUNCILWOMAN ALESIA: I'd like to make  
4 a Motion that this Board appoint Frank Sammartano  
5 commissioner of the department of intergovernmental  
6 affairs.

7 COUNCILMAN MUSCARELLA: I'll second the  
8 motion.

9 MR. ALTADONNA: I'll call the pole.  
10 Supervisor Saladino?

11 SUPERVISOR SALADINO: "Aye."

12 MR. ALTADONNA: Councilman Muscarella?

13 COUNCILMAN MUSCARELLA: "Aye."

14 MR. RIPP: No comments?

15 COUNCILWOMAN ALESIA: We had a comments  
16 on personnel already, Mr. Ripp.

17 MR. RIPP: You're voting on a new  
18 Resolution.

19 COUNCILWOMAN ALESIA: It's not. This  
20 is the same Personnel Resolution that was already  
21 on. We're just meeting out one of the individuals.

22 MR. RIPP: You made it clear that you  
23 already knew about this.

24 SUPERVISOR SALADINO: Excuse me, excuse  
25 me.

1 I'm going to ask for order in the  
2 Boardroom, please.

3 MR. RIPP: Do whatever you want.

4 SUPERVISOR SALADINO: Would you please  
5 continue, Town Clerk?

6 MR. McKENNA: You were asked the names  
7 of the people before by Bob Frier.

8 SUPERVISOR SALADINO: Excuse me, excuse  
9 me.

10 Ladies and gentlemen, we are going to  
11 have order and decorum. I will be reading all of  
12 the names once we're done with the vote.

13 MR. McKENNA: You should read the names  
14 so the public knows --

15 SUPERVISOR SALADINO: Excuse me,  
16 please. We are not going to entertain comments  
17 from the gallery.

18 MR. McKENNA: It's not a comment. It's  
19 just a statement.

20 MR. ALTADONNA: Councilman Macagnone is  
21 absent.

22 Councilman Coschignano?

23 COUNCILMAN COSCHIGNANO: I abstain.

24 MR. ALTADONNA: Councilwoman Alesia?

25 COUNCILWOMAN ALESIA: "Aye."

1 MR. ALTADONNA: Councilwoman Johnson?

2 COUNCILWOMAN JOHNSON: "Aye."

3 MR. ALTADONNA: Councilman Imbroto?

4 COUNCILMAN IMBROTO: "Aye."

5 MR. ALTADONNA: Motion to adopt P-8 in  
6 terms of Mr. Sammartano passes with five "Ayes" one  
7 abstention and one "Absence."

8 That motion passes.

9 SUPERVISOR SALADINO: Vicky, would you  
10 please come forward and give us some information  
11 and shed some more light on this?

12 MS. SPINELLI: The only thing I need to  
13 say is that on P-10 for Frank Sammartano and as  
14 much as I would like to appoint him effective on  
15 the 13th, because I don't now have the budget -- or  
16 the budget line and the manning table for him  
17 because of the P-8, we will just need to change the  
18 effective date of his start.

19 SUPERVISOR SALADINO: What does it need  
20 to be changed to?

21 MS. SPINELLI: If I can recommend the  
22 27th, that will be after the next Board meeting  
23 where we could hopefully get that done.

24 COUNCILMAN IMBROTO: We need a separate  
25 resolution to fix the other things?

1 MS. SPINELLI: We need to be able to fix  
2 the manning table for him so I can't appoint him  
3 until the 27th so if you don't mind if I can amend  
4 this to read the 27th, not the 13th of April?

5 COUNCILWOMAN ALESIA: Thank you, Vicky.  
6 Sorry to make extra work.

7 MS. SPINELLI: Okay. No problem.

8 SUPERVISOR SALADINO: Okay. Now, we  
9 are going to go down the list of the appointments  
10 and the changes.

11 These are the names that have been  
12 moved. The vast majority of them are for the  
13 purpose --

14 MR. ALTADONNA: Supervisor Saladino?  
15 (Inaudible discussion.)

16 MR. ALTADONNA: The Regular Action  
17 Calendar is complete. P-8 has not carried.

18 SUPERVISOR SALADINO: Okay. Okay.

19 MR. ALTADONNA: You can have a motion  
20 to close the meeting.

21 (Inaudible discussion.)

22 COUNCILMAN MUSCARELLA: I'll make a  
23 motion to go into a work session for the RFPs for  
24 facilities at the Town of Oyster Bay.

25 I don't really have to make a motion.

1 We can move forward on the next item.

2 SUPERVISOR SALADINO: I'm going to read  
3 the names that we have acted on today.

4 Obviously, we have had one of those  
5 pass. The names that we were speaking to that puts  
6 people into titles that reflect their  
7 responsibilities are Joseph Guitille (phonetic),  
8 John Koffman (phonetic), Frances --

9 COUNCILMAN MUSCARELLA: It didn't pass  
10 so why are you reading them?

11 SUPERVISOR SALADINO: I'm just going to  
12 provide for transparency.

13 MR. NOCELLA: Supervisor?

14 SUPERVISOR SALADINO: Yes.

15 MR. NOCELLA: Supervisor, it is within  
16 your discretion the preferred approach might very  
17 well be the one that passed but you have the  
18 option --

19 SUPERVISOR SALADINO: Thank you.

20 The one that is passed is Frank  
21 Sammartano as Commissioner of IGA. He was our  
22 Deputy Commissioner.

23 UNKNOWN SPEAKER: At what salary?

24 SUPERVISOR SALADINO: The salary of the  
25 Commissioner will be \$115,000.

1 Thank you.

2 All right. We have a motion?

3 COUNCILMAN MUSCARELLA: I make that we  
4 move work into a work session to discuss the RFPs  
5 that are going to be brought in front of the Board  
6 on the different facilities that we have. First  
7 being the golf course, Joseph Colby's golf course  
8 and then we'll proceed with the others.

9 COUNCILMAN COSCHIGNANO: Second.

10 COUNCILWOMAN JOHNSON: Supervisor,  
11 before this vote is taken, I just want to inform  
12 the Board and the public that in July, I recuse  
13 myself from any and all involvement in the RFP  
14 process and I will be leaving after we close.

15 SUPERVISOR SALADINO: Okay.

16 COUNCILWOMAN JOHNSON: Not closing the  
17 meeting, but I will be leaving before the RFP  
18 process continues.

19 MR. RIPP: What was the reason for your  
20 recusal?

21 COUNCILWOMAN JOHNSON: What is the  
22 reason?

23 MR. RIPP: Yeah, I didn't hear the  
24 reason for your recusal.

25 COUNCILWOMAN JOHNSON: Do I have to



1 give you a reason? I know you --

2 MR. RIPP: I'd like to know why you're  
3 recusing yourself, yes.

4 MR. NOCELLA: Councilwoman Johnson, you  
5 don't have to rely on a reason.

6 COUNCILWOMAN JOHNSON: Well, the reason  
7 is I wouldn't want my presence here to in any way  
8 seem that I'm influencing a decision in one way or  
9 the other.

10 MR. RIPP: How would that do that? Why  
11 would that do that?

12 SUPERVISOR SALADINO: The question has  
13 been answered -- asked and answered and we  
14 appreciate that. The Board member has the right to  
15 recuse themselves from this work session.

16 MR. RIPP: Transparency.

17 (TIME NOTED: 11:06 A.M.)

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TOWN BOARD  
TOWN OF OYSTER BAY  
PRESENTATIONS  
APRIL 4, 2017  
11:07 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 CHRIS COSCHIGNANO  
COUNCILMAN LOUIS IMBROTO  
COUNCILWOMAN REBECCA M. ALESIA  
COUNCILWOMAN MICHELE M. JOHNSON

N O T P R E S E N T:

COUNCILMAN ANTHONY D. MACAGNONE

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

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

Minutes of the meeting  
taken by:

KRISTINA TRNKA  
Reporter/Notary

1 SUPERVISOR SALADINO: Thank you.

2 Ladies and gentlemen, with our ongoing  
3 commitment to greater increase transparency, our  
4 ethical reforms, and greater efficiency in Town  
5 government, we are providing a work session that is  
6 unprecedented in the Town of Oyster Bay.

7 Never before has a system been set up  
8 like this with this level of transparency for the  
9 purpose of choosing and vetting all those who have  
10 responded to RFPs to provide food and beverages at  
11 our town facilities.

12 This is the first time and continuing  
13 to go forward, the Town will be choosing its  
14 concessioners with the highest level of the  
15 transparency and I am unaware of any other  
16 municipality that operates with this high level of  
17 transparency.

18 During today and tomorrow, the Oyster  
19 Bay Town Board will hear presentations for  
20 concession services throughout our Town. As some  
21 of you know, this Town provides its residents with  
22 concession services at a variety of our parks and  
23 beaches including our beautiful town golf course,  
24 Tappen Beach and Tobay Beach.

25 The contracts at all of these

1 facilities, a total of four, have either expired or  
2 are about to expire so to increase expediency and  
3 the efficiency of this process and to make sure  
4 that our summer facilities will be up and running  
5 at perfection in time for the season, we sent out  
6 requests for proposals for all of these locations.

7 We received nearly 30 individual  
8 responses, I believe the exact number is 28, from  
9 companies interested in either some or all of the  
10 concessions and they had the right to provide  
11 proposals for the number that they chose. Unlike  
12 in years past where one single individual was  
13 involved in procuring concession services at the  
14 Town of Oyster Bay.

15 A team of Town employees joined  
16 together at my direction with one sole purpose in  
17 mind, to secure the most ethical, lawful and  
18 transparent fashion, the high quality services to  
19 be delivered for premier concessions at the Town's  
20 beaches and golf course.

21 To accomplish this, we took the  
22 following unprecedented steps. We separated the  
23 request for proposals into four separate RFPs.

24 That allowed for diversity of ideas  
25 tailored to the individual needs of each Town's

1 facilities.

2 The four proposals included one at the  
3 Town golf course, one at Tappen Beach, one to  
4 operate two restaurants and a concession, all  
5 located on the Bay side of Tobay Beach and one to  
6 operate all oceanside concessions at Tobay Beach.

7 We conducted information meeting and  
8 site walk-thrus with prospective concessionaires in  
9 a totally open environment where all discussions  
10 were conducted amongst all other participants so  
11 that no one proposer could gain an advantage other  
12 another. We shared all questions received and  
13 their corresponding answers with all prospective  
14 concessionaires so that there is an entirely  
15 transparent exchange of information from the Town  
16 to the proposers.

17 The draft license agreement was shared  
18 with the request for proposals so that the terms of  
19 the agreement were known to all prospective  
20 concessionaires before responses were submitted.  
21 The request for proposals were posted and are  
22 posted on the Town's website. Though not required  
23 by law or previous Town policies, we published a  
24 notice of the request for proposals in a newspaper  
25 of general circulation on Long Island.

1           We engaged our Town attorney, a former  
2       federal prosecutor in the review of proposals for  
3       compliance with the law and our new heightened  
4       ethical standards. Today and tomorrow, proposals  
5       will make direct presentation to Town Board, to the  
6       public and to the -- and to the extended public via  
7       the Internet. We have also selected the order of  
8       the presentations in a random fashion.

9           As I mention, we'll be live streaming  
10      the presentations over the Internet through the  
11      Town's website, which we will do both on Tuesday  
12      and on Wednesday so that presentations are  
13      available to all interested parties. We will be  
14      inviting the public to offer public comment  
15      following all of the presentations, even though the  
16      law does not mandate public comment.

17           Consistent with the Town's new emphasis  
18      on ethical behavior and on our new Town law, we  
19      will be requiring the successful candidate to file  
20      a town financial disclosure form so that all  
21      interests are known and subject to review.

22           Ladies and gentlemen, these  
23      unprecedented steps are so significant in  
24      achieving our mission of increased ethics and  
25      transparency in our Town. All of the Town Board

1 members are very proud of these accomplishments.  
2 Since taking office just a few short weeks ago, I  
3 promised a heightened transparency and once again,  
4 we are delivering it.

5 We have already constructed and  
6 implemented bold new initiatives to reform ethics  
7 and rebuild the public's trust in Town of Oyster  
8 Bay.

9 Now, as you can imagine, hearing nearly  
10 30 proposals will take quite some time, so the  
11 Board has decided to separate the presentations  
12 into two days.

13 Today we will convene our regularly  
14 scheduled Town Board meeting, which we just  
15 concluded and we will first call the Regular Action  
16 Calendar, which we have already concluded and the  
17 Board will begin what's commonly referred to as a  
18 work session which will be done entirely publicly  
19 for our office and anyone viewing the streaming  
20 footage on our Town website, as well as for the  
21 media.

22 Today we will hear from all companies  
23 who submitted proposals for the Town golf course,  
24 catering facility and restaurant, as well and  
25 following that, for the restaurant at Tappen Beach.

1 Following the presentations on Tuesday or today,  
2 the Town Board will invite the public to provide  
3 comment. We will adjourn at 4:00 p.m. and  
4 reconvene the meeting at 10:00 a.m. on Wednesday at  
5 which time we will hear the proposals related to  
6 the concession and restaurant services at Tobay  
7 Beach.

8 And again, following presentations for  
9 Tobay on Wednesday, the Town Board will invite the  
10 public to provide comment on the proposals which by  
11 the way can also be provided in writing. I'm  
12 unaware of any other municipality who has taken all  
13 of these steps that we will be taking today and  
14 tomorrow. These initiative are further proof of my  
15 overwhelming commitment to create in the Town of  
16 Oyster Bay, the highest ethical standards of any  
17 municipality and clearly unprecedented transparency  
18 in this entire process as we rebuild the trust of  
19 our residents.

20 To help keep us on track, all  
21 components of the presentations, the Town Board  
22 will utilize a clear and concise scoring sheet to  
23 assist us in selecting a concessionaire or  
24 concessioners. Evaluation criteria includes the  
25 firm's overall capabilities, their experience,



1 organizational ability, financial capability and  
2 fee and price structure. We want to provide our  
3 residents with the very best services in a way that  
4 is affordable and enhances their experience at our  
5 parks, beaches and at the town's golf course.

6 Holding this process in a public open  
7 meeting assures that we accomplish this in time for  
8 the upcoming summer season and that we do it right,  
9 something that I promised from day one and  
10 something that we clearly are delivering with the  
11 strongest focus on transparency and efficiency.

12 When I took office, I promised the  
13 residents that a new era would begin now her in the  
14 Town of Oyster Bay with the highest standards of  
15 ethics and complete transparency to regain the  
16 faith and trust of our residents. This process of  
17 a request for proposals follows the letter of the  
18 law but we wanted to do much more to provide  
19 additional transparency.

20 The purpose of these work sessions is  
21 to open the door to the Town of Oyster Bay to  
22 everyone and to ensure that we are operating in  
23 complete sunlight. So I thank you for joining us  
24 today and tomorrow for those who will be returning,  
25 I thank you for these two long days because we

1 believe this is a very important step in our  
2 mission and we believe that it will rebuild the  
3 trust as we go forward in the Town of Oyster Bay.

4 So we will call our first of the day.

5 COUNCILMAN COSCHIGNANO: Supervisor,  
6 before we do that, I just wanted a point of  
7 clarification as you mentioned this mooring process  
8 and I guess what the ultimate determination process  
9 would be.

10 I, for one, just want to be sure that  
11 we have what appears to be a five member Board  
12 remaining as two members are unable to be with us.

13 A suggestion I might make with the Town  
14 attorney's input would be to keep the committee  
15 that you had in place continuing in their efforts  
16 to assist us with any determination that might be  
17 made. Keep them fully involved in the process,  
18 state for the record who they are and have them here  
19 during the process because this Board may need  
20 since it is five members now making determination  
21 instead of seven, may need the assistance and their  
22 input.

23 I also have a schedule conflict  
24 tomorrow morning which I made people aware of and I  
25 don't know if I will be able to participate in that

1 portion of the award but I would feel better with  
2 the four member Board remaining and the committee  
3 in place to advise in case I'm able to still vote  
4 on that information. I am not an expert on  
5 concession contracts. I don't know if any other  
6 Board members are but I would like as much input I  
7 could possible get as you stated and I respect the  
8 fact and I applaud the fact that its an open  
9 process. I just think for my own benefit, I'm a  
10 practicing attorney, but again, I can use any input  
11 that is available to me to help me with the  
12 decision making process so thank you for listening.

13 SUPERVISOR SALADINO: Yeah, I have no  
14 problem with that, but just for belt and  
15 suspenders, I'm going to ask for an opinion from  
16 our Town attorney.

17 MR. NOCELLA: Well, the proposal is  
18 certainly reasonable. In the first instance, I  
19 would just note that this next part of this  
20 transparent and open meeting is a work session is  
21 largely for the public as well as the members of  
22 the Board. This is the opportunity for all of the  
23 people who responded to the RFP to make public what  
24 their proposal is.

25 Any assistance that can be offered to

11

1 the members of the Town Board, regardless of who is  
2 ultimately the decider of this selection process,  
3 it's welcomed, it's appropriate and it's consistent  
4 with the ethical and transparent nature of the  
5 entire progress of the entire work session.

6 SUPERVISOR SALADINO: Thank you,  
7 Mr. Nocella.

8 COUNCILMAN COSCHIGNANO: Then I would  
9 ask that if the committee is going to be involved  
10 that they be identified and they be present for the  
11 entire proceeding if their schedules permit.

12 SUPERVISOR SALADINO: Certainly.

13 MR. NOCELLA: Yes, the committee is  
14 present as it stands.

15 SUPERVISOR SALADINO: Would you give us  
16 those names?

17 MR. NOCELLA: Yes. One second.

18 I want to confer with -- the committee  
19 as originally constituted, Supervisor and Town  
20 Board members, included Christine Wiss, Timothy  
21 Zike, Len Symons, Frank Nocerino and, by the way,  
22 they are all present and/or participating by  
23 observing on the live stream if they are not able  
24 or for any reason they are pulled outside.

25 SUPERVISOR SALADINO: Thank you.

1 And in addition, our Parks Commissioner  
2 is here.

3 COUNCILMAN COSCHIGNANO: Is he on a  
4 committee?

5 COMMISSIONER PINTO: Because the  
6 progress began with a former Commissioner in place  
7 the former Commissioner will be on the committee  
8 and I will not.

9 COUNCILMAN COSCHIGNANO: I'd like  
10 Commissioner Pinto to reconsider if possible,  
11 Supervisor.

12 I think his input would be essential  
13 especially because of all his input when he was a  
14 Town Board member. I think his assistance would be  
15 of great value.

16 SUPERVISOR SALADINO: Mr. Pinto, do you  
17 have a comment on this?

18 COMMISSIONER PINTO: I will be here  
19 through the whole process to listen, but I don't  
20 want to interfere with the committee that is set  
21 up --

22 SUPERVISOR SALADINO: But you will be  
23 here through the whole process. If we ask  
24 questions of you, you're able to provide us answers  
25 to our questions.

1 COMMISSIONER PINTO: Absolutely.

2 COUNCILMAN IMBROTO: Supervisor, I just  
3 want to clarify, the input from the committee is  
4 just going to be in an advisory capacity and the  
5 final decision will still rest with the Board --

6 SUPERVISOR SALADINO: Absolutely.

7 COUNCILMAN IMBROTO: -- based on their  
8 recommendations, taking that into account.

9 SUPERVISOR SALADINO: Thank you for  
10 that clarification.

11 COUNCILMAN MUSCARELLA: Just want to  
12 clarify, is the honorable Lenny Symons here? Is he  
13 present in the room because he's on the Board -- I  
14 mean the committee.

15 MR. NOCELLA: As I indicated Councilman  
16 Muscarella, all members of the committee are  
17 apprised of this work session and they're either  
18 present or they are following on live stream so he  
19 is I'm sure.

20 COUNCILMAN MUSCARELLA: This just  
21 transpired.

22 Can somebody reach out to Lenny Symons  
23 to let him know that we're -- that he's part of  
24 this committee.

25 MR. NOCELLA: Yes.

1 UNKNOWN SPEAKER: Councilman, I spoke  
2 to Lenny Symons and I spoke with Frank Nocerino who  
3 are both members of the original committee and they  
4 are both watching live stream now.

5 COUNCILMAN MUSCARELLA: All right.  
6 Thank you.

7 SUPERVISOR SALADINO: Okay, for our  
8 first presentation, I'll ask Kedis Enterprises to  
9 please step forward.

10 COMMISSIONER PINTO: Supervisor, if I  
11 may, because this just happened today, is there  
12 a -- before we get started, is there a list that  
13 each committee member could have so we will all  
14 know who is up at the podium --

15 SUPERVISOR SALADINO: Yes. Yes.  
16 Mr. Rozea, could you provide that list to them.

17 Good morning, how are you?

18 MR. CHAND: Good morning.

19 Thanks for the opportunity.

20 My name is Sanjiv Chand of Kedis  
21 Enterprises CEO.

22 COUNCILMAN IMBROTO: I can't hear  
23 anything you're saying.

24 COUNCILMAN MUSCARELLA: Why don't just  
25 give a second for people to leave?

1 COUNCILWOMAN ALESIA: We don't want to  
2 miss a word.

3 COUNCILMAN MUSCARELLA: And it's  
4 informal so people can come and go as they please  
5 but in the same token, we need people to settle  
6 down.

7 SUPERVISOR SALADINO: Please proceed.

8 MR. CHAND: Once again, good morning.

9 My name is Sanjiv Chand. I'm CEO of  
10 Kedis Enterprises. We operate about 34 KFCs, most  
11 of them in Long Island. We employ about 700 local  
12 people from Long Island in all of our KFC, Taco  
13 Bell, Long John Silvers. Our organization is based  
14 in Long Island and we have the leadership,  
15 financial capabilities of running the show at any  
16 one of those parks.

17 We have experience of about  
18 approximately 50 plus years in the leadership team  
19 so most of the information -- financial has been  
20 provided as part of the RFPs so I'll open that up  
21 for your questioning if there is any.

22 COUNCILWOMAN ALESIA: I'll start  
23 because I think I'm the only member of the Board up  
24 here that's been a bride so what I'd like to know  
25 is, what's your vision for the facility in terms of



1       weddings, Bar Mitzvahs and sweet sixteens, what's  
2       it going to look like if it's yours?

3               MR. FEINSTEIN:   Good morning.

4               My name is Alan Feinstein.   I'm a  
5       partner with Kedis Enterprises.   I've got twenty  
6       years experience in private public partnerships  
7       specifically in the food and beverage industry.  
8       Discussed with my partners is re-branding the  
9       operation at the Woodlands.   Obviously, there's  
10      been some bumps in the road and repositioning the  
11      Woodlands is a luxury catering venue as well as the  
12      restaurant being -- provide all the services needed  
13      for the residents in the Town of Oyster Bay.

14              Renovation has been stated in our  
15      request for proposal.   The amount of renovation  
16      proposed structurally and decor, retaining the  
17      match and style look on the exterior of the  
18      building and some of the amenities and the bones of  
19      the building on the inside while renovating the  
20      interior to create more of an open feel and attract  
21      more of an upscale bridal situation, social and  
22      corporate business as well.

23              There's a big corporate base in the  
24      area that we feel has been untapped.   The agreement  
25      is also a percentage of gross sales which I think

1 will be with a very strong and calculated sales  
2 effort which we have in place and team members in  
3 place would be a great benefit to the Town of  
4 Oyster Bay.

5 We are also able, with over 1,000  
6 employees company wide to mobilize really any  
7 resources we would need in terms of personnel,  
8 Human Resources and very transparent books and  
9 records to submit to the Town of Oyster Bay as  
10 requested.

11 To answer your question about being a  
12 bride, what would we do? Just provide a very, very  
13 good experience. More of an upscale situation.

14 There's a demand on Long Island for a  
15 new wedding type venue. I hate to use the  
16 expression but kind of the new kid the block and  
17 remarket, reposition and cater to the emerging  
18 markets that are on Long Island and look for a long  
19 relationship with the Town.

20 COUNCILMAN IMBROTO: Do you have  
21 experience running this type of facility? It seems  
22 from your presentation that it's mostly KFC, Taco  
23 Bell.

24 MR. FEINSTEIN: Well, actually, I have  
25 over 20 years in private public partnership. I

1 have a good 15 years in corporate running luxury  
2 hotels, the Fairmont hotel specifically,  
3 Ritz-Carlton hotels and for the past eleven years,  
4 I have a catering facility in Port Washington which  
5 caters to a luxury market clientele specifically  
6 milestone events, weddings, Bar Mitzvahs.

7 We do have a small corporate base of  
8 business but due to some size restrictions, we're  
9 able to shift some of the business over to the  
10 Woodlands as well. But again, joining the  
11 resources of both of our companies, I think we have  
12 a very good balance of what we could put forward.

13 COUNCILWOMAN ALESIA: May I ask when  
14 the name of the catering facility in Port  
15 Washington is?

16 MR. FEINSTEIN: H on the Harbor.

17 COUNCILMAN IMBROTO: What is the name?

18 MR. FEINSTEIN: H on the harbor.

19 COUNCILMAN MUSCARELLA: I have some  
20 questions. Your proposal, you know, is a little  
21 lacking certain things.

22 Number one on my thing is the financial  
23 strength of the company that would be taking over  
24 the Woodlands is essential because obviously the  
25 past person, the SRB, didn't have the assets or the

1 real estate or anything.

2 You stated that you have like 34, 35  
3 fast food places. Could you tell me what your  
4 corporate structure is? What the assets are, what  
5 the real estate is, what the -- I don't see it in  
6 this proposal so I need to know that.

7 MR. CHAND: So the company that will be  
8 signing the concession stand has a systemwide sales  
9 of about \$40 million, Kedis Enterprises itself and  
10 has a [inaudible] of about \$3 billion.

11 COUNCILMAN MUSCARELLA: And your assets  
12 is a big thing.

13 Do you own real estate? Do you own the  
14 so called property that the Taco Bells or the  
15 facilities?

16 MR. CHAND: No, we lease most of the  
17 properties with the exception of one.

18 COUNCILMAN MUSCARELLA: So your assets  
19 are --

20 MR. CHAND: Business assets.

21 COUNCILMAN MUSCARELLA: The  
22 equipment -- the equipment and everything like  
23 that. What are your liabilities? I mean,  
24 obviously your sales are X amount of monies.  
25 Liabilities? I don't see it here. Some of the

1 other proposals were so in depth, so actual, detail  
2 was incredible. I have no idea your financial  
3 strength and that's why I'm asking.

4 MR. CHAND: Sure. No, that's a fair  
5 question.

6 As I said, most of the assets are in  
7 the liability, just some bank loans based on  
8 \$40 million sales.

9 COUNCILMAN MUSCARELLA: All right.

10 Do you -- deciding on expanding your  
11 business, do you have other businesses that you're  
12 going to open up? I mean, the past venue, the last  
13 person that ran it obviously expanded, was  
14 overextended and that was one of the problems he  
15 had.

16 Are you opening up other fast food  
17 restaurants out of the metropolitan area?

18 MR. CHAND: No, there isn't any  
19 opportunities that we are looking in near future  
20 except (inaudible) for maybe airports or concession  
21 stand that's why it brings us to this venue here.

22 COUNCILMAN MUSCARELLA: Okay.

23 Some of the other things, in business,  
24 it's tough nowadays because of multiple variables  
25 that you're facing. Some of them are lawsuits

1 from -- whether it's sales tax, liens, you have no  
2 sales tax liens.

3 MR. CHAND: Absolutely nothing. We  
4 have been audited twice.

5 COUNCILMAN MUSCARELLA: Currently or  
6 have you been sued by the Labor Department on your  
7 employees?

8 MR. CHAND: Absolutely none.

9 COUNCILMAN MUSCARELLA: Because most  
10 places have been sued by the Labor Department and  
11 sometimes that comes into play and great strain on  
12 corporate.

13 MR. CHAND: Absolutely.

14 No, we have no pending lawsuit or past  
15 lawsuits from the Labor Department.

16 SUPERVISOR SALADINO: How many years of  
17 operation experience do you have currently?

18 MR. CHAND: We started in 1986.

19 SUPERVISOR SALADINO: And at the  
20 facility, I believe you said Port Jefferson?

21 MR. FEINSTEIN: Port Washington.

22 SUPERVISOR SALADINO: Port Washington.

23 MR. FEINSTEIN: 2006.

24 SUPERVISOR SALADINO: 2006. Your  
25 application calls for investing \$4 million in

1 capital.

2 Could you walk us through how you would  
3 be spending that?

4 MR. CHAND: It is mostly to build a new  
5 facility within that golf course center to make a  
6 bigger and better place.

7 SUPERVISOR SALADINO: How many square  
8 feet would you be adding?

9 MR. CHAND: Approximately, 10,000  
10 square feet.

11 SUPERVISOR SALADINO: 10,000 square  
12 feet; and what is your budgeted cost for that  
13 10,000 square feet?

14 MR. CHAND: This is a very preliminary  
15 estimate, so we figure about \$3 million.

16 SUPERVISOR SALADINO: About three.  
17 What would you be spending the  
18 additional million dollars on?

19 MR. CHAND: For renovating the existing  
20 facility, interior cosmetics.

21 SUPERVISOR SALADINO: So 10,000 square  
22 foot addition you propose will be for \$3 million  
23 and then the renovation of the total space.

24 MR. CHAND: The current facility,  
25 that's correct.

1 SUPERVISOR SALADINO: How have you  
2 budgeted for the annual maintenance for the  
3 facility?

4 MR. CHAND: That's ongoing operations.  
5 Depending on the use and normal wear and tear will  
6 be mostly three to four-and-a-half percent of the  
7 total revenues is how we --

8 COUNCILMAN SALADINO: Three to four  
9 percent?

10 MR. CHAND: Of the total revenues, yes.

11 SUPERVISOR IMBROTO: Maybe I missed it,  
12 but could you state for the benefit of the public  
13 what your financial proposal is? What you're going  
14 pay in rent and --

15 MR. CHAND: We have offered  
16 half-a-million dollars and bonus signing and ten  
17 percent is rent. Or alternatively, we put two  
18 proposals in for 480,000 minimum guarantee annually  
19 and 18 percent of percentage.

20 SUPERVISOR SALADINO: Any other  
21 questions?

22 Is there any other information you'd  
23 like to provide us with?

24 MR. CHAND: The only other thing to add  
25 to that, we are very cognizant of our donations to



1 the local facilities. Through our harvest program,  
2 we donate about 45,607 pounds of food over the --  
3 just 2016 alone.

4 SUPERVISOR SALADINO: Annually or since  
5 1986?

6 MR. CHAND: I'm sorry.

7 SUPERVISOR SALADINO: Is that annually  
8 or since 1986?

9 MR. CHAND: That's just for  
10 2016 alone -- calendar year 2016.

11 SUPERVISOR SALADINO: 2016.

12 MR. CHAND: And the fair market value  
13 is about \$360,000 for that.

14 COUNCILMAN IMBROTO: I have one other  
15 question. The catering facility in Port  
16 Washington, is that operated by Kedis Enterprises  
17 or is that one of the principals?

18 MR. FEINSTEIN: No, completely  
19 separate.

20 COUNCILWOMAN ALESIA: Would you be  
21 marketing then the same or completely separate?

22 MR. FEINSTEIN: Completely separate.

23 COUNCILWOMAN ALESIA: Okay.

24 Thank you.

25 SUPERVISOR SALADINO: Anything else?

1 MR. FEINSTEIN: Thank you for your time  
2 and consideration.

3 SUPERVISOR SALADINO: You're very  
4 welcome.

5 Thank you.

6 The next presenter, as we stated  
7 earlier, that all of these -- the order was chosen  
8 randomly so as to not give any advantage to one  
9 presenter over another.

10 The next presenter will be Lessing's  
11 Incorporated.

12 Good morning.

13 MR. LESSING: Good morning, Supervisor  
14 Saladino, and Honorable Town Council members.

15 My name is Michael Lessing and I am the  
16 Chief Operating Officer of Lessing's Hospitality  
17 Group. We are a six-generation family owned and  
18 operated food service company that was founded in  
19 1890 by my great-great-grandfather, Maxwell  
20 Lessing.

21 The RFP asked us to detail our relevant  
22 experience. Beginning in 1979, Lessing's was  
23 awarded by New York State Parks, the inland  
24 concession and catering contracts that include  
25 Bethpage State Park, Sunken Meadow and Montauk Down

1 amongst others. Included in our proposal are the  
2 descriptions and terms of the ten municipal  
3 catering venue contracts that we are currently  
4 operating along with our four privately owned  
5 contracts. Nine of these locations are located on  
6 golf courses where we are responsible for all of  
7 food and beverage.

8 We manage the most golf course  
9 operations compared to any of our competitors. Our  
10 current municipal contracts include New York State  
11 Parks with Sunken Meadow and Montauk Downs, Suffolk  
12 County parks with the West Sayville Country Club,  
13 Timber Point Country Club and Coindre Hall, Town of  
14 Smithtown with Smithtown Landing Country Club.  
15 Town of Islip with the Brentwood Country Club, Town  
16 of the Huntington with the seasonal food service  
17 contracts, Town of Oyster Bay with the Joseph Colby  
18 golf course and the City of Rye, Whitby Castle at  
19 Rye Golf Club.

20 Included in our proposal are letters of  
21 recommendation from the City of Rye's Mayor Joe  
22 Sack and Town of Islip Supervisor Andrew Carpenter.  
23 Both of these facilities were in dire shape when we  
24 were awarded the contracts through an open RFP  
25 process. The City of Rye was losing in excess of

1     \$800,000 per year due to improprieties by the food  
2     and beverage manager, an employee of the city. We  
3     proposed a plan to manage all food and beverage  
4     operations on a profit and loss basis with  
5     guaranteed base rent and percentage rent deal  
6     similar to the one that we have proposed here and  
7     turned an \$800,000 loss to the City into a \$255,000  
8     gain or over a \$1 million turnaround to the City of  
9     Rye on an annual basis.

10                This is the same formula we are  
11     proposing to the Town of Oyster Bay. At Brentwood  
12     Country Club, the Town had evicted the prior  
13     operator for mismanagement and serious arrears in  
14     rent. The building was nearly condemned. We  
15     worked to get the building up to code and spent  
16     hundreds of thousands of dollars to repair and  
17     renovate the building.

18                Today, the Brentwood Country Club is a  
19     much needed bright spot for the community with a  
20     sustainable revenue stream for the Town. This  
21     takes us to the Woodlands where we've been  
22     operating for the past six months. We walked in on  
23     the afternoon of September 29th and formulated an  
24     efficient plan to stabilize the current operation  
25     and obtain all necessary legal requirements to

1 operate the facility as we had four parties and a  
2 large wedding in just three days.

3 We called on all of our resources and  
4 capital to repair electrical, plumbing, HVAC and  
5 kitchen equipment. We performed a complete deep  
6 cleaning, provided landscape maintenance and fall  
7 plantings and sanitized and exterminated the entire  
8 facility. We worked closely with the Town to  
9 acquire all necessary permits including fire  
10 marshall approval, health and liquor permits to  
11 operate the facility in a safe and legal manner.

12 I think the words from Danielle, the  
13 bride from that first weekend's wedding, says it  
14 all, thank you for all you've done for us, it was a  
15 magical night and it could not have been more  
16 perfect. Since then, 41 brides and their families  
17 have all been booked and transitioned to Lessing  
18 Hospitality and are excited for their upcoming  
19 nuptials without further disruption.

20 As in terms of the emergency RFP was  
21 coming to an end, the Town asked us to extend the  
22 lease on the original terms to provide enough time  
23 to perform this comprehensive RFP process.  
24 Lessing's worked closely with the Town to renew all  
25 the operating permits needed to continue operation.

1 We also secured all of our vital employees to make  
2 sure the operation would remain seamless for any  
3 catering clients as well as the Town residents.

4 Part of our operating and management  
5 strategy is to maximize the benefit of the  
6 Woodlands facility for all the residents of the  
7 Town of Oyster Bay. As a benefit to the community,  
8 Lessing's began hosting complimentary wellness  
9 nights at the Woodlands. We are hosting targeted  
10 healthy recreation activities such as Yoga combined  
11 with interactive and engaging program held by our  
12 certified nutritionist and culinary staff.

13 We held our first event on March 1st.  
14 Wellness at work was the title and we had a great  
15 turnout and the response from all who attended was  
16 phenomenal. We expect this event to continue to  
17 grow in popularity with the Town residents and we  
18 look to do this on at least a bi-monthly basis  
19 going forward.

20 Lessing's Hospitality currently  
21 operates nine full service restaurants throughout  
22 Long Island, including the Library Cafe in  
23 Farmingdale and the Sandbar in nearby Cold Spring  
24 Harbor. We allocated some of our proposed capital  
25 to create a rooftop restaurant which will be a

1 destination for all Town of Oyster Bay residents.

2 We will host seasonal events such as  
3 Sunday brunches and summer lobster bakes. These  
4 events have proven to be very successful at our  
5 municipal facilities both in increasing revenue as  
6 well as increasing the Town's residents's  
7 participant and enjoyment within their parks.

8 We will distribute VIP Town of Oyster  
9 Bay resident cards offering 10 percents, birthday  
10 specials and other benefits to entice the residents  
11 to utilize this facility. The RFP called for proof  
12 of financial stability. We have been in business  
13 for 127 years and have managed through good times  
14 and bad, including the Great Depression and lately,  
15 the great recession.

16 We have survived and prospered due to  
17 our fiscally conservative management philosophy.  
18 Lessing's has a long history financial stability as  
19 is evident through our certified audited returns  
20 and liquidity charts supplied to you in our  
21 proposal. CohnReznick, a national leading  
22 accounting firm in the hospitality industry is  
23 responsible for auditing our returns.

24 Our returns have been fully audited  
25 dating back to 1917 when the company was first

1 incorporated. All capital used for this proposal  
2 will be self-funded through our existing liquidity.  
3 Lessing's prides ourselves in knowing that we  
4 always honor our financial and contractual  
5 commitments and pay our bills in a timely manner.

6 Throughout the 127 year history, we  
7 have never gone through a restructuring. I would  
8 as you to refer our reference letters from our  
9 banks and our lead vendors for further evidence of  
10 this. The RFP called for a capital program where  
11 the Town will directly benefit. Our capital  
12 commitment is \$4 million for the entire contract  
13 including the option years. \$3 million would be  
14 committed during the initial 20-year term with  
15 \$500,000 committed in each additional 5-year option  
16 period.

17 Our proposal includes paying additional  
18 rent to the Town above the minimum monthly  
19 guarantee of 15 percent on sales above \$6 million  
20 annually. We have built our capital strategy  
21 around efficiently managing our investment to  
22 achieving the sales target by 2019 and then  
23 continually building revenues where the Town will  
24 directly benefit financially. We propose a  
25 \$1 million ballroom renovation including a patio



1 extension and awning that will expand the interior  
2 capacity of the room from 300 to 400 guests.

3 This capital investment will increase  
4 the average wedding size from 180 to 250, growing  
5 revenues by an additional million dollars by the  
6 year 2019. This revenue growth will get us to the  
7 \$6 million sale goal where the Town will start to  
8 participant in additional rent above the guarantee  
9 base. We propose a \$400,000 renovation to the  
10 existing restaurant and rooftop space to open a  
11 destination restaurant.

12 We estimate that this new restaurant  
13 will bring in an additional million dollars in  
14 annually revenue that will help ensure that we  
15 reach our sales goal by 2019. We will use our  
16 restaurant experience to maximize revenues and make  
17 sure all of our customers receive the service and  
18 hospitality they deserve on an evening out at the  
19 Woodlands.

20 We will spend \$100,000 to completely  
21 renovate the current breakfast shack which we call  
22 the breakfast T, and update the 19th hole grill  
23 room. The renovation to the breakfast T will allow  
24 us to serve hot breakfast food and beverage items  
25 conveniently to the morning golfers. The goal in

1 updating the grill room is to improve the residents  
2 dining experience, while also increasing sales.

3 Our capital commitment provides for an  
4 addition \$1.5 million for years three through 20 to  
5 promote revenue growth and continually improve the  
6 facility. Upon successful extension of the  
7 contract beyond the original term, there will be  
8 the additional \$500,000 capital commitment for each  
9 5-year renewal. We forecast that our capital  
10 investment will return \$6.7 million in additional  
11 income to the Town of Oyster Bay over the 20-year  
12 term.

13 Our financial terms offer a guarantee  
14 base rent of \$510,000 annually or \$42,500 per  
15 month. The base of 510 will increase by three  
16 percent each year as per the RFP. The three  
17 percent increase on the rent structure each year  
18 represents an average annually return of \$685,000  
19 to the Town of Oyster Bay or \$13.7 million  
20 guaranteed over the 20-year term of the contact.

21 If annual sales exceed \$6 million or  
22 higher in a given year, 15 percent additional rent  
23 will be paid on every sales dollar over \$6 million.  
24 This allows the Town of Oyster Bay to receive the  
25 additional benefit of the growing sales revenue on

1 top of the guaranteed minimum base rent.

2 Based on our sales projections of the  
3 20-year term, the Town of Oyster Bay would receive  
4 \$20.5 million in total rental income. At the  
5 option of the Town, Lessing's will prepay \$2  
6 million of base rent upon execution of the contract  
7 allowing the Town immediate access to these fund.

8 In summary, there are four main points  
9 I'd like to make.

10 First, our lease proposal and capital  
11 improvement offerings will bring substantial  
12 revenue to the Town of Oyster Bay. Our restaurant  
13 plan where residents can come and experience  
14 remarkable hospitality is something that has not  
15 been offered before and will make the Woodlands a  
16 destination for all.

17 Second, we have the previous 6 months  
18 experience at the Woodlands to prove that we are an  
19 incredible tenant. We have been extremely  
20 accommodating to the residents, the golfers and the  
21 customers. We have remained in constant contact to  
22 make sure that the emergency RFP requirements have  
23 been met and exceeded.

24 Third, we have the financial capacity  
25 to fully fund all of our commitments within our

1 proposal, including our offer of \$2 million up  
2 front rent payment.

3 And lastly, we have the skills, we have  
4 the resources and we have the level of  
5 professionalism that the Town of Oyster Bay and its  
6 residents deserve. No one else can compare to the  
7 type of experience. We have 127 remarkable years  
8 of pure hospitality.

9 Thank you.

10 SUPERVISOR SALADINO: Questions?

11 COUNCILMAN IMBROTO: Thank you,  
12 Mr. Lessing.

13 I just -- this isn't a question for me  
14 necessarily, but for the public, could you explain  
15 your rent proposal? You're going to be offering a  
16 guaranteed base rent, plus additional revenue  
17 sharing? It's not an either/or, it's both.

18 MR. LESSING: It's plus, correct. So  
19 we're guaranteeing \$510,000 annually as the base  
20 rent that is going up, according to the RFP at a  
21 three percent increase. When our sales top the  
22 \$6 million mark, we will pay 15 percent on every  
23 dollar over the \$6 million mark.

24 COUNCILMAN IMBROTO: Of gross revenue?

25 MR. LESSING: Of gross revenue.

1 COUNCILMAN MUSCARELLA: Do you think  
2 that's real, though, \$6 million, that you could  
3 obtain that level? What do you envision going on  
4 there to obtain the \$6 million? The restaurant,  
5 multiple ---

6 MR. LESSING: We operate a lot of  
7 facilities, very similar to this and one very  
8 particular in size, Stonebridge Country Club in  
9 Hauppauge which has a 300 seat ballroom. We  
10 recently enlarged that. It was originally 150  
11 seats and we enlarged that to handle about 325  
12 seats and we've seen our revenue just go up in a  
13 big way. So what we have -- we're looking at the  
14 Woodlands and having been there, we've been through  
15 with the architects and we are able to get the  
16 architects and look at the room.

17 We know that we can increase the size  
18 of the room without increasing the footprint of the  
19 building which is important because it's a  
20 beautiful historic building. We operate in a lot  
21 of historic facilities so we're used to working in  
22 that type of space. We looked at it and we found a  
23 way by eliminating the hallway, without even  
24 needing to add headers because the headers are all  
25 in the right places, we can increase that ballroom

1 from 300 to 400 seats.

2 As I said, the average of 180, if you  
3 can handle a 300-seat wedding, the average  
4 typically knocks down towards that 180, 190 number  
5 and we're doing 1,000 weddings a year so we have a  
6 great number to work off of. So by adding the  
7 additional square footage to the room from 300 to  
8 400, we know that we can add another million  
9 dollars in revenue right there.

10 What this has that Stonebridge does not  
11 have, we're talking about adding a full destination  
12 rooftop restaurant to this so that's another  
13 additional million dollars. And, again, our  
14 estimates we believe are very conservative. We  
15 believe that there's a need for this larger size  
16 ballroom. We have a lot of the rooms that run in  
17 that 200 to 250 range, and we wish all of them  
18 could be closer to the 400 number.

19 That's where the revenue really starts  
20 to ramp up because the better priced weddings  
21 are -- have more friends so they have bigger  
22 weddings and it just helps raise the revenue and we  
23 believe \$6 million is a real number. We believe it  
24 will take us a couple years to get there. We have  
25 a plan to get the room done this year. We had a

1 little window in April, which is just going to pass  
2 us by where we had one empty weekend. We wanted to  
3 put all new wood floors throughout it and again,  
4 enlarge that room. We know we can move through it  
5 fast once we get the proper permits.

6 COUNCILMAN MUSCARELLA: I took a  
7 walkthrough on Sunday. Very nice the way you set  
8 it up. You maximized the look of the room so  
9 you're going to take the wall down which will  
10 square off the ballroom, is that what it is? That  
11 partition in between where it is now, is that it?  
12 Structurally, it's sound I know, the building.  
13 Your architect said there's no beam or anything?

14 MR. LESSING: No.

15 There's a beam, which is in the right  
16 place, so if you were to look at your proposal --  
17 unfortunately, we had a PowerPoint but there's  
18 not -- we weren't prepared for that so taking the  
19 hallway out that connects -- in the past, when the  
20 room was extended, we believe it was extended to  
21 have entry into four different rooms.

22 They've got the air walls in place and  
23 it was so you could go in that room A, B, C, D.  
24 We're not in the same camp that that is the way to  
25 go. We believe we need the bigger ballroom. The

1 room is very long and narrow and this will help to  
2 make it wider. It will make the dance floor by  
3 eliminating all the carpet which is not in good  
4 shape and putting in all wood floors, which we've  
5 done in almost all of our facilities has made a  
6 huge difference in how we are able to utilize the  
7 space because the dance floor is the space that is  
8 left over so we're able to maneuver the room much  
9 better. The beam, we got lucky. The architect was  
10 in there crawling around and it happens to be right  
11 where it needs to be so there's no structure --  
12 it's harder to put the wood floors down than it  
13 will be to take the walls.

14 COUNCILMAN MUSCARELLA: Initially, you  
15 are going to put \$1.5 million into the building?  
16 Is that the initial -- is that inside and outside?  
17 And also time wise. It's set up time now. What's  
18 the time wise do you do? Fix the floor, get it  
19 operational, are you going to shut down for a month  
20 or two?

21 MR. LESSING: We can't shut down. We  
22 have parties booked ongoing and we certainly cannot  
23 disrupt any of that again. There was one weekend  
24 in April, which will pass us by shortly but we'll  
25 have to look at where we can do it because we can't



1 do the floors without doing the wall but we believe  
2 with one weekend or working through the nights, we  
3 can get it done. We turn restaurants around. We  
4 did the Library in Farmingdale in two nights. You  
5 know, we just hate to be closed.

6 COUNCILMAN IMBROTO: When do you expect  
7 to have these completed?

8 MR. LESSING: We plan on working with  
9 the room directly -- you know, as soon as the  
10 schedule allows during this calendar year.

11 COUNCILMAN MUSCARELLA: For the wall to  
12 come down, did you have a time frame? Does that  
13 take a week, two weeks? How are you going to --

14 MR. LESSING: We need -- we really need  
15 one weekend to go through. We can take the wall  
16 down, we can put the floors down and really, you  
17 just need the one week and we'll give you 13 days.  
18 Working around the clock, we can certainly get that  
19 accomplished. We plan on doing that, we plan on  
20 working on the rooftop as well. We have awning  
21 structures which we've showed you in our proposals  
22 that will give you a view of what we're looking to  
23 do. We think it is an awesome space outside there.  
24 The inside is nice, but the outside, I think is  
25 what will really make people want to come to this

1 place and we believe that that's going to be a  
2 completely new revenue source for the facility.

3 COUNCILMAN IMBROTO: Mr. Lessing, you  
4 understand that even though this is a town  
5 facility, we're still requiring you to go through  
6 the permitting process as if it were a private  
7 facility?

8 MR. LESSING: Absolutely. We're very  
9 accustomed with all the municipalities that we work  
10 within. It is a very similar process.

11 COUNCILMAN IMBROTO: And you don't  
12 intend to change the overall aesthetic of the  
13 facility?

14 MR. LESSING: Absolutely not. We love  
15 the historic nature of the building.

16 COUNCILMAN MUSCARELLA: Do you have any  
17 other proposals, buying any other golf courses or  
18 renovations or big projects coming up?

19 MR. LESSING: There's nothing -- I  
20 mean, we are always looking for opportunities but  
21 nothing that would get in the way of this project.

22 COUNCILMAN MUSCARELLA: Again, no  
23 lawsuits or Labor Department disputes or anything  
24 like that?

25 MR. LESSER: No.

1 COUNCILMAN IMBROTO: Mr. Lessing, you  
2 mentioned that you have a number of other  
3 government contracts, municipal facilities.

4 Are you current in all of your  
5 payments?

6 MR. LESSING: Absolutely.

7 COUNCILMAN IMBROTO: Have you always  
8 been current in all of your payments?

9 MR. LESSING: Yes. And we have the  
10 references if you go to -- I'm not sure of the page  
11 in the book, but we had all the references and they  
12 were all awaiting your phone calls or the  
13 committee's phone calls to verify all of what we're  
14 saying.

15 SUPERVISOR SALADINO: You spoke to a  
16 facility in Hauppauge that was the closest in size.  
17 I believe you said 325 seats?

18 MR. LESSING: Yes.

19 SUPERVISOR SALADINO: In that location,  
20 are you currently annually arriving at that \$6  
21 million target or perhaps surpassed it?

22 MR. LESSING: We are not at that number  
23 yet. We do not have the restaurant which I believe  
24 is a big piece of the puzzle that is missing. We  
25 have a small 19th hole that does what typical 19th

1       holes do, somewhere in the \$150,000 range. The  
2       restaurant is one piece here. This room will  
3       actually when done, will have 75 more seats than  
4       the current -- than Stonebridge Country Club.

5               SUPERVISOR SALADINO: Stonebridge,  
6       that's the Hauppauge facility?

7               MR. LESSING: Yes.

8               SUPERVISOR SALADINO: At Stonebridge,  
9       how many years have you been operating there?

10              MR. LESSING: We've been operating  
11       there since 2012.

12              SUPERVISOR SALADINO: Can you give a  
13       sense of where your revenues are at for comparison  
14       purposes?

15              MR. LESSING: We started there in 2012  
16       I told you with a smaller room that's at 150 seats.  
17       We did a million dollars the first year. Last year  
18       we did \$4.7 million.

19              COUNCILWOMAN ALESIA: Excuse me,  
20       Supervisor, what is the basis for thinking that  
21       you'll jump from that number, the 4 million to the  
22       6 million for the Woodlands?

23              MR. LESSING: The basis is that by  
24       increasing the head count from 180 to 250 per  
25       wedding, we expect to do -- most of our places will

1 do in excess of 100 weddings. So we've given you a  
2 proposal -- a breakdown of sales in the proposal  
3 that details how many weddings, how many parties  
4 and the average size and price that equal up to the  
5 number, as well as showing you the path with the  
6 restaurant and the other concession sales at the  
7 park.

8 COUNCILMAN IMBROTO: Do you have a  
9 similar -- you're talking about the rooftop  
10 restaurant, right? You project an extra million in  
11 revenue from the rooftop. Do you have something  
12 similar to that at Stonebridge?

13 MR. LESSING: We do not.

14 COUNCILMAN IMBROTO: Okay.

15 So it will be a million from the  
16 additional capacity and a million from the  
17 restaurant on the roof.

18 MR. LESSING: Correct.

19 COUNCILMAN IMBROTO: That's how you'll  
20 get over the 6 million?

21 MR. LESSING: Again, we've done the  
22 math and as I said, when you start to move that  
23 average from 180 per person -- I mean, 180 per  
24 wedding to 250, it is another 70 heads at an  
25 average of \$160 a head, it moves the dial quickly.

1 COUNCILMAN MUSCARELLA: My concern is  
2 this, you're the best to judge if it works or not,  
3 whether the kitchen is in the right place, the  
4 revenue, because you've been there.

5 My number one concern is some of these  
6 proposals were unreal so by your putting the bar  
7 high, it made me feel comfortable that things will  
8 be profitable both for you and for the Town of  
9 Oyster Bay.

10 I mean, it's a win for the taxpayer  
11 because you're going from very low revenue and to a  
12 very higher revenue and the person prior did not  
13 make it, you understand that.

14 I mean, your proposal is very well done  
15 and very complete with all the details so you do  
16 think it is a viable proposal that you will meet  
17 the obligation of paying the rent and obtaining  
18 maybe \$6 million?

19 MR. LESSING: We do. We are  
20 conservative in our estimates as we always have  
21 been. We would not put something forward that we  
22 would not be able to achieve. You know, when we  
23 put down \$510,000, that's guaranteed income to the  
24 Town. That -- we have to first cross that hurdle.  
25 I'm the 5th generation running this business and

1 the last thing I'm going to do is take on a 20 or  
2 30-year contract that's going impact that in  
3 negative fashion so we have certainly done our  
4 homework on this.

5 The facility is a great facility. I  
6 have no idea how he was not able to run it. Well,  
7 I think he must have done it with other ideas, I  
8 don't know. The kitchen upstairs is in great  
9 shape, it's actually in better shape than the main  
10 kitchen down on the first floor; so to have the  
11 restaurant up there, which he did have at one point  
12 without the outside is very, very doable so we  
13 don't believe the inside is really the draw, we  
14 believe that making that rooftop something  
15 spectacular, that's what's going to draw the  
16 residents into the restaurant.

17 We have a lot of experience in  
18 restaurants. We run the Sandbar restaurant right  
19 in Cold Spring Harbor down the street. It only  
20 opened two years ago and we have one of the best  
21 chefs, if not the best chef on Long Island, Chef  
22 Guy Reuge, who will be working with us to formulate  
23 the new menu and to oversee the restaurant.  
24 There's nobody that compares to him and we will  
25 make this a destination.

1                   SUPERVISOR SALADINO: Are you currently  
2                   earning \$6 million at any of the properties that  
3                   you own and operate?

4                   MR. LESSING: No, we are not.

5                   SUPERVISOR SALADINO: Anything close at  
6                   any of those properties?

7                   MR. LESSING: The closest gets towards  
8                   the \$5 million is at Stonebridge, 4.7 was last  
9                   year's sale. We will surpass that closer to  
10                  five-and-a-half million this year.

11                  SUPERVISOR SALADINO: How many more  
12                  seats do you propose over at Stonebridge?

13                  MR. LESSING: About 75 more seats.

14                  COUNCILMAN IMBROTO: And you're willing  
15                  to prepay \$2 million dollars, plus \$3 million in  
16                  capital improvement so a \$5 million dollar initial  
17                  investment?

18                  MR. LESSING: It's not all initial. \$2  
19                  million upon execution of the contract in prepaid  
20                  rent. A million five was the next set of capital  
21                  that we put forth. A million dollars into the  
22                  ballroom, \$400,000 into the restaurant, \$100,000  
23                  into the breakfast shack. That's the million five.

24                  We have a schedule in our proposal that  
25                  plans that out. Of course, we will jump on



1 everything as fast as possible but in answer to  
2 your question, 2 million up front, plus the capital  
3 structure that we put forward, we are absolutely  
4 prepared to do all that.

5 COUNCILMAN IMBROTO: That's not  
6 financed at all, that's from your own --

7 MR. LESSING: We can write the check or  
8 wire the money tomorrow.

9 COUNCILMAN MUSCARELLA: Is your  
10 corporation financial -- I know, financial  
11 strength, but what are your assets of your  
12 corporation, both real estate, equipment and  
13 abilities? Can you just give me a ball park?

14 MR. LESSING: You have our return.

15 COUNCILMAN MUSCARELLA: I saw it. It  
16 didn't specifically say the real estate holdings or  
17 anything like that?

18 MR. LESSING: The company itself --  
19 Lessing's Incorporated owns two properties, the  
20 Riverview restaurant that we own in Oakdale and  
21 Post Office Cafe in Babylon. All the other  
22 properties are held within the family, that are  
23 owned or not leased. They are outside of the  
24 Lessing's Incorporated umbrella.

25 COUNCILMAN MUSCARELLA: But they're

1 owned by family members?

2 MR. LESSING: Family members. So  
3 outside of the initial, the company itself owns the  
4 two properties.

5 SUPERVISOR SALADINO: Will the menu be  
6 very similar in selections and price to, say, the  
7 Post office?

8 MR. LESSING: No.

9 We were thinking a little bit higher  
10 level than that because we have that same type of  
11 menu which we'll have down in the grill room.  
12 We're thinking -- we put a menu in the proposal for  
13 you that we're -- we like. It's very similar in  
14 style to what we do at the Sandbar in Cold Spring  
15 Harbor and also the Tavern at the Three Village Inn  
16 in Stony Brook. Both of those restaurants are  
17 overseen by Chef Guy Reuge and just phenomenal chef  
18 but we anticipate a very similar but summertime  
19 type menu also.

20 COUNCILMAN IMBROTO: But he will be the  
21 executive chef at -- if you're chosen? The same  
22 executive chef from the Sandbar?

23 MR. LESSING: Yes.

24 COUNCILWOMAN ALESIA: I was just  
25 curious. Obviously, it's been a while since I've

1 planned a wedding, but I'm coming up on Bar Mitzvah  
2 season soon for my son and one thing that I'm  
3 noticing with my friends as they're out pricing is  
4 that pricing structures are different based upon  
5 the location of the venue so just in terms of  
6 comparing what you have in Hauppauge and other  
7 places, do catering facilities in Syosset and  
8 Woodbury in the Town of Oyster Bay command a higher  
9 price tag per plate than other places?

10 MR. LESSING: They definitely will  
11 command a higher price at the Woodland versus  
12 Stonebridge just because of the proximity -- Nassau  
13 County versus Suffolk County. It's a different  
14 clientele, so we would definitely be priced at a  
15 higher rate. It's similar to our Bourne Mansion,  
16 which on the wedding side, is right at the \$200  
17 range. We anticipate similar.

18 We're booking weddings. As I said,  
19 we've got 41 weddings on the books right now. A  
20 lot of the those -- whenever you're in a situation  
21 like we are now, you're trying to fill dates so  
22 you're coming in at lower prices. So if you were  
23 booking it for this year or early next, you would  
24 do better.

25 COUNCILWOMAN ALESIA: One of the

1 things, from personal experience, it always seemed  
2 like people wanted to book at the Woodlands in the  
3 past because it was a little bit less than some of  
4 the other places around. I think it was a feeling  
5 because it was affiliated with the Town, it was a  
6 municipal facility that you could get a deal there.

7 Are we going to sort of carry forth  
8 with that model, or is this going to become  
9 competitive with all of the other catering  
10 facilities in the area?

11 MR. LESSING: I would think that it is  
12 going to be competitive with the other facilities.  
13 Price in the catering world is a supply and demand,  
14 so the further out you book -- again, there's not  
15 as much pressure to fill dates. If we're booking  
16 Bar Mitzvahs, they're typically in a good timeframe  
17 where they're usually in a Saturday afternoon run,  
18 which is a lesser time.

19 We work with all the local communities  
20 in all of our facilities to accommodate their  
21 parties. If they're coming for us on Saturday  
22 night in September, it is going to be a premium  
23 price, but we will always offer solutions. Our  
24 motto is not to say no, our motto is to find the  
25 right solution. We can't always say yes to

1 Saturday night, we're going to do a \$100 wedding  
2 for you, but we can find the right spot for you.

3 COUNCILWOMAN ALESIA: Thank you.

4 SUPERVISOR SALADINO: Another question.

5 Town of Oyster Bay residents, we have  
6 some economic diversity throughout our Town. For  
7 the restaurant, will there be some value items so  
8 that it's affordable to most of our residents.

9 MR. LESSING: Absolutely. You know,  
10 we'll have prefix menus which we do in the  
11 restaurants we've talked about at the Sandbar and  
12 the Tavern, so we'll always have options so that  
13 all the residents can come in and enjoy their  
14 night.

15 SUPERVISOR SALADINO: Should you go  
16 ahead with this expansion, can you talk to us about  
17 how you will manage the parking situation?

18 MR. LESSING: The parking situation --  
19 again, most of the time that we've been running the  
20 property has been off season for the golf but we  
21 will manage -- the peak of the parking will come at  
22 that 12:00 timeframe on a Saturday afternoon and  
23 this happens at Timber Point Country Club,  
24 Stonebridge Country Club, really, most of our  
25 clubs, that Saturday afternoon timeframe is the one

1 spot that, you know, golfers are all out on the  
2 course, they haven't come off the course yet if we  
3 had that early slot.

4 We just solve it with valet parking  
5 because valet can park differently than you and I  
6 can park because they can stack cars tighter  
7 because they've got the keys. We are using the lot  
8 on the right hand side from the mansion door for  
9 catering side, and we have not run into that issue.  
10 I said, but when we run into it, I said the valet  
11 will be the answer and we'll just make that  
12 mandatory.

13 We will include that in the package for  
14 the Saturday afternoon functions. Sundays  
15 typically start a little bit later so that the  
16 early golfer is already moved on and there's not as  
17 many coming in in the afternoon on a Sunday, so  
18 there's really not a problem at that point.

19 SUPERVISOR SALADINO: What's your  
20 maximum seating? The maximum seating currently?

21 MR. LESSING: Currently, 300 is  
22 wall-to-wall so you can go -- I mean, there's was  
23 to finagle the room as you come around the left  
24 side of it, but 300 is really pushing it.

25 SUPERVISOR SALADINO: And you're

1 looking to expand it at least 25 percent.

2 MR. LESSING: Yes.

3 SUPERVISOR SALADINO: Plus the  
4 restaurant?

5 MR. LESSING: Yes.

6 SUPERVISOR SALADINO: And you don't  
7 believe you'll need any off-site parking  
8 whatsoever?

9 MR. LESSING: Again, because of the  
10 timeframe, the restaurant and the catering, I  
11 believe that those timeframes will be at a time  
12 that won't impact with the golf. The golf is there  
13 up until that 2:00 timeframe and they really start  
14 to clear out. The restaurant won't be going strong  
15 at that point.

16 As I said, it's that afternoon function  
17 that will be coming through that the valet will  
18 manage.

19 SUPERVISOR SALADINO: So a Saturday  
20 evening restaurant crowd with a Saturday evening  
21 wedding crowd, what would you expect in the way of  
22 number of cars?

23 MR. LESSING: 2 -- 250.

24 SUPERVISOR SALADINO: And currently  
25 what does the lot hold?

1 MR. LESSING: I don't know that number.

2 SUPERVISOR SALADINO: Do you ever reach  
3 a point where you've reached the maximum capacity  
4 on the lot?

5 MR. LESSING: I'm sure there are times  
6 when you could reach it. I was there when were  
7 doing the community event in November, then they  
8 opened up the entire driving range for the 1,000  
9 people that showed up; so, obviously, we're not  
10 going to do that, but I have not seen an issue  
11 where that has happened.

12 SUPERVISOR SALADINO: Thank you.

13 COUNCILMAN IMBROTO: The valet, you  
14 said that you would have a valet available, where  
15 would the valet park the cars?

16 MR. LESSING: Yes. Valet will still  
17 park in the lot, but the valet is able to --

18 COUNCILMAN IMBROTO: I mean off site.

19 MR. LESSING: They're able to stack the  
20 cars so again, they can stack them up tighter than  
21 if you're driving your own car.

22 SUPERVISOR SALADINO: Anybody else?

23 Is there any other information you'd  
24 like to provide us?

25 MR. LESSING: I think I've given you it



1 all.

2 SUPERVISOR SALADINO: Thank you for a  
3 very thorough presentation.

4 MR. LESSING: You're welcome.

5 Thank you for your time.

6 SUPERVISOR SALADINO: Next group will  
7 be the Culinart Group.

8 (Off the record.)

9 (Time to set up presentation.)

10 SUPERVISOR SALADINO: Sorry for the  
11 delay.

12 Thank you. Thank you for your  
13 patience.

14 MR. KELLY: Supervisor Saladino, good  
15 afternoon.

16 As the clock just surpasses 12:00 and  
17 the rest of the Town Board, thank you for this  
18 opportunity to present Culinart's proposal for the  
19 Joseph Colby golf course concessions.

20 My name is Bob Kelly. I'm the Vice  
21 President of business development for the Culinart  
22 Group, and I have two colleagues here with me, Tom  
23 Cataldo and Lou Vogt. Both will introduce  
24 themselves afterwards as well. So the RFP asked  
25 for a little information about who we are and some

1 of our experience.

2 So Culinart, up until a year ago, we  
3 were the largest privately-owned food management  
4 company on the East Coast. We operate some 280  
5 different locations throughout 18 states now across  
6 the United States. Last April, we were acquired by  
7 the Compass Group. The Compass Group is the  
8 largest public food management company in the  
9 world. They have revenues in excess of \$10 billion  
10 annually throughout United States. They are in  
11 every state of the country. On various points of  
12 service, one being restaurant venues, catering  
13 locations. Culinart has been on Long Island and  
14 founded in 1969 by Joseph Pacifico. Joseph  
15 Pacifico is still our CEO, 48 years later so next  
16 Friday will be his 48th anniversary as our CEO.

17 So Culinart is our division or sector  
18 of the Compass Group. We will not be we folded in.  
19 We stay as a sector but that's how we are  
20 financially backed now so all of our funding comes  
21 through the Compass Group. So Culinart has a  
22 headquarters in Plainview right on the Long Island  
23 Expressway. We are about 3.8 miles from the Joseph  
24 Colby golf course.

25 At that headquarters, we have about 75

1 staff from our marketing department, our health and  
2 wellness department, culinary development, IT, a  
3 full human resource staff, a complete marketing  
4 team, as well as a print shop for all of our  
5 marketing materials. We are committed to the  
6 Long Island Farmer's Bureau. We source a great  
7 deal of our food locally because we are from Long  
8 Island, we are probably the biggest supporter of  
9 that bureau. But we also use local vendors to  
10 source our products as well. Like J Kings has been  
11 on Long Island for a long time and we buy a lot of  
12 food from the J Kings.

13 Culinart has provided the services at  
14 the Hampton Classic for the past 18 years. It is  
15 largest equestrian horse competition show in the  
16 country and it happens on every Memorial -- Labor  
17 Day weekend and we do about a million dollars in  
18 catering in that week's time for a lot of the VIP  
19 chalets and concessions out there. A few of the  
20 locations that we provide catering services across  
21 Long Island is the Village Club at Lake Success, so  
22 we have been there for 16 years and that's of  
23 course adjacent to the golf course that's there.

24 That's a private golf course for the  
25 members of the village. We provide catering

1 services at the Cradle of Aviation Museum over by  
2 the newly restored coliseum and we've been there  
3 for ten plus years as well. Our closest neighbor  
4 to the Joseph Colby golf course is the Woodbury  
5 Jewish Center where Rabbi Tow was here this morning  
6 to say prayer, and we provide all of the catering  
7 services at the Woodbury Jewish Center and we've  
8 been there for approximately 4 years, going on our  
9 fifth year. Tom will talk about how that facility  
10 was in need of the repair, in need of the  
11 investment and we brought that back to life.

12 In addition to those venues I  
13 mentioned, we run a couple beach clubs out in the  
14 Hampton's so we are exclusive caterer of the West  
15 Hampton Bath and Tennis Club, the Bridge Hampton  
16 Tennis and Surf Club and our newest is the Peconic  
17 Bay out on the north fork. That was a large  
18 development project about two years ago that we  
19 just started being able to sell that property. It  
20 is very, very beautiful space right on the water as  
21 well. We handed out a newspaper to you folks of  
22 the ten reasons why we believe Culinart Group would  
23 be the right choice for the Town of Oyster Bay golf  
24 course.

25 Those are ten really good reasons to be

1 in the newspaper so Tom Cataldo is going to explain  
2 a little bit more about our vision for the golf  
3 course and the catering venue. Thank you for your  
4 time and I'll close after we're done as well.

5 SUPERVISOR SALADINO: Thank you.

6 MR. CATALDO: Thank you, Bob, and thank  
7 you to the Town of Oyster Bay officials here today.

8 We are very excited to be here and  
9 present to you all. The next few minutes, I hope  
10 to give you an overview as to why Culinart should  
11 be your top choice to manage the concession stands  
12 here at the Woodlands golf course. Culinart has  
13 met every one of the requirements in your RFP.  
14 Over the next couple of minutes, I can explain each  
15 and every one of those points. I'm sure you're  
16 wondering why we handed you those newspaper  
17 articles there right now. We thought it was a bit  
18 tongue and cheek.

19 Over the last couple of months, there's  
20 been a tremendous amount of press on the Woodlands  
21 golf course and we thought it was a great way of  
22 now bringing some positive press back to the actual  
23 Woodlands property by giving you some of the bullet  
24 points and headlines of what we expect to do as a  
25 company to bring the Woodlands back to its original

1       grandeur.

2                   The newspaper will headline all of the  
3       great things Culinart has in store for the Town of  
4       Oyster Bay residents and Culinart clientele as  
5       well. It's informative, the newspaper is exciting  
6       and I believe it's going to be the best read you'll  
7       have to today. Culinart plans to re brand redesign  
8       and relaunch the Woodlands golf course in Woodbury.  
9       Let me start by talking about the first headline,  
10      which I think is very, very important and pertinent  
11      to where we are today.

12                  Culinart has a history of resurrecting  
13      and turning around troubled and underperforming  
14      properties in record time. Let me give you two  
15      case in points. Ocean Blue, our west Hampton Bath  
16      and Tennis Resort in the Hampton's. Plagued by  
17      mismanagement, consumer perception service issues  
18      which were awful at the time. Ageing  
19      infrastructure on the water and very poor culinary  
20      standards.

21                  Second case in point, Woodbury Jewish  
22      Center which is literally steps away from the  
23      Woodlands, so with the same issues we had at the  
24      West Hampton Bath and Tennis but those issues were  
25      also compounded by religious issues and dwindling

1 congregation at the Woodbury Jewish Center.

2 Woodbury in its hay day was the  
3 pinnacle of quality affluent Jewish catering  
4 events. Through an aggressive public campaign --  
5 public relations campaign, significant financial  
6 investment by Culinart, innovative culinary, hard  
7 working experienced who had their finger on the  
8 pulse as to what exactly was need at that  
9 particular location. We were able to rebrand,  
10 relaunch both properties in record time.

11 As a matter of fact, both of those  
12 properties, within one year, turned a profit, have  
13 since been in the black and are now two of our most  
14 profitable facilities on the island. Culinart  
15 expects the same results with the Woodlands of the  
16 Town of Oyster Bay. Culinart is ready to sign a  
17 check today and start the re branding process  
18 tomorrow. Let me talk a bit more about my next  
19 headline which I feel is very pertinent once again  
20 because it deals with the Woodbury property we just  
21 referenced, which is the Woodbury Jewish Center.  
22 Being on steps away from Woodbury, we cater to most  
23 affluent Jewish clientele in the New York area.

24 Woodbury, in its only second year,  
25 generated 2.6 million in revenue starting with

1 nothing and all the issues we had prior to us  
2 stepping in. We feel the synergy of the Woodbury  
3 Jewish Center and the Woodlands are perfectly  
4 aligned. We realize that 33 percent of the Town of  
5 Oyster Bay population is of Jewish faith.

6 With that said, Regal Caterers, which  
7 is part of the Culinart Group holds the largest  
8 share of kosher and glatt kosher clientele and  
9 business in the Long Island Tri-State New York  
10 area. Think of the benefits that we're going to  
11 have with Woodbury and the Woodlands being in such  
12 close walking distance to each other.

13 We could offer our kosher and glatt  
14 kosher Jewish clientele catered events right here  
15 in Town of Oyster Bay. The public perception that  
16 we'll all receive from being able to offer the  
17 Jewish clientele of the Town of Oyster Bay will be  
18 immeasurable and I will believe will be a  
19 tremendous benefit as we open up a tremendous  
20 revenue stream that only Culinart could bring to  
21 the table from a kosher standpoint.

22 The next headline I want to talk about  
23 which is also in the folder -- in the newsletter  
24 itself also gives you our menu for what we call the  
25 Bistro and it gives you also our re branded logo



1       which we like to now rename the Three Ponds Estate  
2       which I'll discuss later as we go along.

3               The next headlines we discuss is design  
4       and development at the Woodlands. It is time for a  
5       change, time to make new memories and time to get  
6       positive new history at the Woodlands. Part of the  
7       new re branding will be a new name hence the Three  
8       Ponds Estate. The Three Ponds Estate will be  
9       completely re-imagined.

10              The first in an original name dating  
11       back to 1912 by the original family who built the  
12       estate. By rebranding this beautiful estate, it  
13       will give a new and reenergized excitement to the  
14       Woodlands golf course and its residents. Culinart  
15       has a designated design and construction team in  
16       our large infrastructure. Culinart employs over  
17       400,000 employees across the country. There is --  
18       we are only second, I believe, to Wal-Mart so there  
19       is a tremendous infrastructure for us here as well.

20              All of our design teams and  
21       construction firms within the company itself. We  
22       have companies that will restore the building to  
23       its original grandeur. We have companies who just  
24       specialize in renovating and revitalizing old world  
25       properties back to its original state.

1 Culinart has a design construction team  
2 this infrastructure as of day one and we expect to  
3 complete all of the renovations, which will be  
4 tremendous, and we will talk about that as we go  
5 further, within a one-year period. Culinart will  
6 return the Three Ponds Estate back to its original  
7 grandeur and luxury while moving forward with  
8 today's modern designs with \$2.5 million to be  
9 spent in the first three years only will be the  
10 redesign of the Woodlands into a one-of-a-kind  
11 eclectic combination of the original French  
12 baroque, which means modern application and  
13 American style.

14 We, too, have plans to take down the  
15 hallway walls and expand our seating to at least a  
16 400-person capacity. We have a plans to start in  
17 the exterior of the building and bring it back to  
18 its original color schemes and original state. And  
19 we also have plans of recreating a new cocktail  
20 area. When you're looking to expand and seat over  
21 400 and don't have use of an outdoor patio, where  
22 do your 400 guests go for a cocktail hour?

23 The upstairs area which is formerly a  
24 restaurant, we firmly believe will be our cocktail  
25 space with the outdoor patio. We don't believe a

1 restaurant is the right way to go in the former  
2 restaurant space. Over the years, there have been  
3 some terrific restauranteurs that I've worked with  
4 personally over the years and unfortunately,  
5 everyone of those restaurants have failed at the  
6 Woodlands.

7 In order to increase the capacity of  
8 our catered events, which we would need to do to  
9 reach the goals of \$6.5 million -- and again, Bob  
10 will talk about that in a moment. We need the  
11 space for catered events and cocktails. We also  
12 are more of an event driven type of company. When  
13 it comes to the Town of Oyster Bay residents, we  
14 want to give back a bit.

15 We don't want to give back another  
16 failed restaurant, we'll give back in events that  
17 we can offer the Town's residents, such as a  
18 complimentary breakfast with Santa for the  
19 holidays, Easter egg roll on the course for the  
20 children. We are looking to on every Wednesday  
21 night in the upstairs restaurant and of course,  
22 we're also creating a beautiful rooftop dining  
23 patio that we can give the residents every  
24 Wednesday night through the summer with a lobster  
25 boil every week.

1                   We have different special events that  
2                   we'd like to use this space for which we believe  
3                   that would increase the revenue that we're looking  
4                   for without going through the typical process of  
5                   another restaurant again. The design of the  
6                   building itself will bring back the original  
7                   grandeur once again but with very, very modern  
8                   applications. We're looking ornate rich moldings  
9                   to give you that French baroque feel.

10                  Rich brocade wall coverings, leather  
11                  ceilings, crystal appointments, hand carved wood  
12                  floors throughout the facility, which all our  
13                  facilities nowadays have. Restored marble,  
14                  restoring what's left of that that beautiful  
15                  building that unfortunately over the years, a lot  
16                  of it has been added on to and has been taken  
17                  apart. We are looking with to restore as much as  
18                  we can with original limestone with original marble  
19                  and original moldings once again.

20                  Silk draperies and Parisian chandeliers  
21                  will serve to evoke an extravagance and opulence  
22                  and sensuality and pure style for our bride and  
23                  grooms and our local families to have events at the  
24                  new Three Ponds Estate. Another important headline  
25                  in our newspaper will be creating a new culinary

1 experience at the Woodlands. We are not giving up  
2 a restaurant, but what we're doing is we're going  
3 to increase the size of the grill room.

4 Our vision would be to continue that  
5 french baroque and Parisian flair by opening up the  
6 bistro at Three Ponds Estate. This will be a  
7 destination and a new hot lunch spot destination  
8 for the Woodbury ladies who I'm very familiar with  
9 who lunch every single day, and as well as the  
10 golfers alike.

11 The new Three Ponds Bistro will take on  
12 French classic and new American menu and will  
13 feature a design plan reminiscent to the original  
14 Parisian sidewalk cafes. Culinary plans to enlarge  
15 and enclose the former Woodlands Grill and partial  
16 patio space increasing the size of dining for the  
17 golfers and the residents, and being able to  
18 continue the season a little bit longer than what  
19 it is right now -- being restricted to only, I  
20 believe, 20 seats in that small grill room area.

21 The Three Ponds Estate will be able to  
22 accommodate more golfers and more residents with  
23 this and the Town of Oyster Bay residents will now  
24 enjoy a modern dining experience. Part of the new  
25 dining experience at the Three Ponds Estate will be

1     what we call pop-up cafe. There is a picture, of  
2     course, in the proposal. There's one in the  
3     newsletter recap. There is also one here for the  
4     public to see as well.

5             This LA trend made popular by the food  
6     truck craze back many years ago will now be a  
7     standard week event at the Woodlands. Our pop-up  
8     cafe will introduce the hottest food trends such as  
9     street tacos and Korean fried chicken. This pop-up  
10    cafe will pop-up on the outdoor terrace and in  
11    locations throughout the entire golf course every  
12    weekend. This will become a weekend event for  
13    golfers, and again, Town of Oyster Bay residents to  
14    enjoy.

15            In using our advance technology of all  
16    social media forms, Culinart and its residents --  
17    residents and golfers will find out where the  
18    pop-up cafe will be and what's on the pop-up cafe  
19    and where it's being offered by using all these  
20    forms of social media whether it be Twitter,  
21    e-mails, whatever it may be, we will be able to  
22    offer that to you.

23            The pop-up cafe will also be used for  
24    golf outings. I've already used them for golf  
25    outings at our Village Club at Lake Success and

1 it's been wildly successful. Being able to use  
2 this pop-up cafe on various holes, it just gives  
3 the corporate golf -- golf outings just a little --  
4 a boost that it needs to make it look different and  
5 to add some -- interject some kind of fun perk into  
6 that as well.

7 Another headline that I want to speak  
8 about very quickly with you before I close out is  
9 the Culinary at your service. If you take a look  
10 at that -- this should be the first of its kind.  
11 Three Ponds Estate will be the first municipal and  
12 be the first in private golf course setting to  
13 offer a private butler service to all Town of  
14 Oyster Bay residents. This service was designed as  
15 a luxury perk for Town of Oyster Bay residents  
16 only. This will be a one-of-the-kind service that  
17 will offer a guest his or her private golf butler.

18 Services will include a private reserve  
19 parking, a private concierge throughout the entire  
20 day to finish your business or social planning  
21 while you're having -- enjoying your day on the  
22 golf course. We will have a male or female caddy  
23 of your choice, custom ordered breakfast and/or  
24 lunch specified to your needs.

25 On-demand cold water, fresh fruit, ice

1 cold towels to refresh yourself while on the  
2 course. A specially prepared lunch, brunch, after  
3 dinner cocktails, and a private massage by the end  
4 of the day. This is the first of its kind. There  
5 is not a golf course on Long Island or municipal  
6 golf course that offers this type of service.

7 In closing, Culinart intends to be a  
8 fully transparent company. We are known as the big  
9 little company. Our infrastructure is the biggest  
10 there is in the entire world but yet we do boutique  
11 events and offer boutique style service and  
12 pampering at every one of our locations.

13 We look forward to being a good  
14 neighbor. We look for to building relationship  
15 with Nassau County and the Town of Oyster Bay.  
16 Culinart as part of the largest food service in the  
17 world has the unique ability to lead the Town of  
18 Oyster Bay and the new Three Ponds Estate to the  
19 next level. Culinart, myself and my colleagues are  
20 dedicated to the uncompromising, unwavering,  
21 quality of its food and service.

22 We'll create nothing short of  
23 excellence and offer our guests the very best  
24 hospitality experience. Culinart's determined to  
25 develop and offer the most creative, innovative and



1 pleasurable food entertainment experience on Long  
2 Island.

3 Thank you very much for your time.

4 I'm going to turn it back over to Bob  
5 to speak more about financials.

6 COUNCILWOMAN ALESIA: I have a quick  
7 question.

8 I know you spoke briefly about it and I  
9 think it is really, really relevant to the area,  
10 are you planning to have a glatt kosher kitchen in  
11 the restaurant.

12 MR. CATALDO: Yes, thank you. And  
13 that's exactly why we don't feel the restaurant is  
14 necessary for us to increase revenue in any shape  
15 or form.

16 Actually, in very many instances, it  
17 becomes a lost leader when you open up a restaurant  
18 with -- in the catering facility. I honestly can't  
19 name one that's an actual profitable source of  
20 income -- of revenue stream.

21 What we expect is to be able to  
22 generate based on what Woodbury does right now and  
23 Woodbury is sold out for all of 2017 so I could  
24 easily have that dragability that I can increase  
25 that revolution that we would need by just doing

1 kosher and glatt kosher.

2 We would like to take the downstairs  
3 kitchen and have that converted to a full glatt  
4 kosher kitchen under supervision at all times and  
5 how easy it is to walk crass to street. So yes, to  
6 answer your question, we will be making a kosher  
7 kitchen in that facility as well.

8 COUNCILWOMAN ALESIA: Very smart.

9 SUPERVISOR SALADINO: The bistro, I  
10 assume, will take place in the same pub room on the  
11 southwest corner of the building?

12 MR. CATALDO: Yes, but right now with  
13 only 20 seats, I don't even call it a grill room at  
14 this point.

15 I mean, unless you have perfect  
16 weather, you can't sit on the outdoor patio.

17 MR. KELLY: We want to do a  
18 semi-permanent and put that off the patio.

19 MR. CATALDO: We want to be able to  
20 seat at least 75 to 100 on the patio with a  
21 semi-enclosed area. And if we work off that idea  
22 reminiscent of the Parisian street cafes, street  
23 lamps, iron furniture, small canopies lend itself  
24 perfectly to the whole feel that we are trying to  
25 put across and portray with this bistro type of

1 facility.

2 SUPERVISOR SALADINO: How many  
3 additional square feet will you need for that  
4 expansion?

5 MR. CATALDO: If I'm correct, I believe  
6 we're taking 1,200 which was discussed.

7 SUPERVISOR SALADINO: 1,200 additional  
8 square feet for the bistro?

9 MR. CATALDO: From the patio itself,  
10 yes.

11 SUPERVISOR SALADINO: In addition to  
12 the --

13 COUNCILMAN MUSCARELLA: So you're  
14 expanding it out right?

15 MR. KELLY: Not pushing out the wall.  
16 Again, you have the nice french style doors that go  
17 out so it's just enclosing -- semi-enclosing that  
18 space on the patio.

19 MR. CATALDO: We really want that  
20 outdoor patio to be really the key and hook here.  
21 It's just -- we're getting to expand our season and  
22 to accommodate more of the lunchers since we have  
23 no plans of building a restaurant upstairs.

24 SUPERVISOR SALADINO: Can you give us a  
25 sense of what that expansion would look like? What

1 materials you would use for the walls of that  
2 semi-permanent structure?

3 MR. CATALDO: We've already spoken to a  
4 couple of companies and Lou can speak more about  
5 that as well. We have -- it's -- looks like a  
6 super quality tent is what it really looks like to  
7 be honest with you.

8 SUPERVISOR SALADINO: Canvas walls.

9 MR. CATALDO: It's partial canvas walls  
10 and partial stone base to it as well. So it's a  
11 combination of both so when the canopy or the side  
12 walls come off, you're left with a really nice  
13 stone surround that will play into the whole  
14 Parisian style street cafe as well.

15 COUNCILMAN IMBROTO: You don't always  
16 have to have the walls up, the sides come off  
17 during real nice weather?

18 MR. CATALDO: Correct.

19 SUPERVISOR SALADINO: Is this stone  
20 base removable if you want to use the entire patio  
21 for cocktail hour?

22 MR. CATALDO: Absolutely.

23 MR. KELLY: It's semi-permanent. It  
24 comes up and down as needed.

25 SUPERVISOR SALADINO: Right. And the

1 stone base is removable?

2 MR. CATALDO: Absolutely, yes it is.

3 COUNCILMAN IMBROTO: Could you go into  
4 some detail on your financial proposal?

5 MR. KELLY: Sure. Absolutely.

6 MR. CATALDO: For the remainder of  
7 2017, we're prepared to prepay the licensing fee of  
8 \$400,000 upon execution of the license agreement  
9 and for 2018, we'll be offering \$40,000 per month,  
10 which equates to \$480,000 over the 12-month period  
11 so it is a guarantee of \$40,000 a month.

12 For the remainder of '17, we're  
13 offering that \$40,000 as well for the remainder of  
14 '17, so that \$40,000 carries through from '17 to  
15 '18 and then in 2019, we go \$50,000 a month  
16 licensing fee. Again, with a caveat, we believe  
17 there's a \$6 million threshold here, as well, so  
18 anything over that \$6 million, we are offering  
19 additional ten percent of revenue back to the Town  
20 of Oyster Bay. And yes, we do have a property that  
21 reaches \$6 million. The Village Club at Lake  
22 Success and we are sold --

23 SUPERVISOR SALADINO: What club?

24 MR. KELLY: The Village Club at Lake  
25 Success over in Great Neck.

1 COUNCILMAN MUSCARELLA: Describe it to  
2 us. I want square footage.

3 MR. KELLY: The Village Club at Lake  
4 Success is a private Lake Success golf course for  
5 residents only. Residents can then join the golf  
6 course. They have access to their gym downstairs,  
7 they have access to the grill room restaurant which  
8 we operate seven days a week in season, five days a  
9 week out of season, closed only for one month.

10 That restaurant generally generates  
11 about \$400,000 to \$500,000 per season. That money,  
12 every single season, you will lose three to 500,000  
13 every season with that restaurant because we are  
14 limited to only the village residents that go  
15 there -- that belong there. The village is only  
16 made up 800 families. So again, that is what we  
17 loss leader.

18 On the flip side, the catering on the  
19 other side of the building will generate -- I  
20 believe last year was 5.6 million and that was  
21 cutting us back. The problem was we had too many  
22 events going on there with the Village Club. It's  
23 still a golf club first so they opened it up for us  
24 then pulled it back a bit for us as well. So this  
25 year we're predicting 5.6 million. It's a solid

1 number for us. We did hit the 6 million plus  
2 numbers there as well with about 200 events a year  
3 encompassing everything from a shower to a baby  
4 naming to a full fledged wedding as well.

5 MR. CATALDO: It is about 8,000 square  
6 feet so the seating in the ballroom --

7 MR. KELLY: The ballroom seating is  
8 just about 300, 320.

9 MR. CATALDO: It's very comparable to  
10 the Woodlands.

11 MR. CATALDO: And that's why we would  
12 need for the dragability purposes once again, the  
13 Village Club is sold out for all of '17 and is sold  
14 out for all of '18 as well. So again, the  
15 dragability is exactly -- the synergies work so  
16 well between the Village Club and the Woodlands  
17 property as well.

18 MR. CATALDO: We have brides that need  
19 venues.

20 COUNCILMAN MUSCARELLA: I don't see any  
21 increase. Some of the proposals have like a  
22 three percent increase annually.

23 MR. KELLY: We go from 2018 to 2019, we  
24 go from 40,000 a month to 50,000 a month and then  
25 the out years as well. From 2019 and beyond it is

1 50,000 a month is the rent so that adds up to  
2 \$600,000 to the Town of Oyster Bay from year three  
3 on.

4 COUNCILMAN IMBROTO: Plus there's  
5 revenue sharing?

6 MR. KELLY: Plus there above the \$6  
7 million mark, there's ten percent of top line  
8 revenue. Anything above that --

9 COUNCILMAN IMBROTO: Do you have  
10 projections for how much you expect that to  
11 generate for the Town?

12 MR. CATALDO: We project that it will  
13 generate -- yeah, I did have it. In total of the  
14 contract, it was about \$12 million in revenue to  
15 the Town of Oyster Bay.

16 COUNCILMAN IMBROTO: On top of the  
17 roughly \$12 million in to him the Town on top of  
18 the 12 million base rent over the 20 year period?

19 MR. KELLY: That equals that -- that's  
20 what the \$12 million is in the base rent.

21 COUNCILMAN IMBROTO: So that number  
22 includes the ten percent?

23 MR. KELLY: It does not. We'd have to  
24 show you years four and on to give you that  
25 calculation.



1 MR. CATALDO: Which we can show you.

2 MR. Kelly: Absolutely, we can give you  
3 year four through ten by end of business today to  
4 show what the growth is.

5 COUNCILMAN IMBROTO: Could you please  
6 do that because right now we're just looking  
7 blindly at 10 percent of -- I don't know what.

8 MR. KELLY: Absolutely.

9 COUNCILMAN MUSCARELLA: Capital  
10 improvements, you have \$2 million here?

11 MR. KELLY: 2.5 within the.

12 COUNCILMAN MUSCARELLA: 2.5.

13 MR. KELLY: Within the first three  
14 year. We think we're going to spend 1.5 in the  
15 first year.

16 COUNCILMAN MUSCARELLA: What do you  
17 think over the first year you will be doing in the  
18 facility? For instance, obviously, you're  
19 expanding the ballroom, construction wise, the  
20 canopy or whatever.

21 MR. CATALDO: We feel that within the  
22 first year of business, we'll have the complete  
23 renovation completed already in that time frame.

24 COUNCILMAN MUSCARELLA: What is it  
25 going to be?

1 MR. CATALDO: We'll be taking down the  
2 middle walls there and expanding the ballroom  
3 immediately which would be the first thing that we  
4 do.

5 MR. KELLY: We're going redo the  
6 outside. The whole facade of the building to  
7 restore it back to its original color and style.  
8 We are going remove all of the carpet and going to  
9 put all hand carved wood floors. Complete wall  
10 treatments. We're redoing the wall treatments  
11 themselves, not removing any of that beautiful  
12 molding but just with treatments.

13 New window treatments, all new  
14 lighting.

15 MR. CATALDO: Whole renovation upstairs  
16 for cocktails.

17 MR. KELLY: In the foyer, we want to  
18 redo that whole foyer. We have a picture in our  
19 proposal to you of what the foyer looks like.

20 MR. CATALDO: We've actually opened up  
21 walls there as well and of course, the big is that  
22 we want to be able to tap into the season right  
23 away. We're looking to give back to the Town of  
24 Oyster Bay immediately. I think that's one of the  
25 biggest things we need to do is give the perception

1       that there's now a company in this facility that is  
2       working for the Town, no longer for themselves.

3               That's what I want to start right away  
4       so my -- one of my first projects will be to expand  
5       that ballroom as quickly as we can because once the  
6       dragability comes from the other facilities, I need  
7       a spot that can hold 300 plus. You know,  
8       Woodbury's numbers, the low end, is 175 to 200. I  
9       average between three and 750 on a weekly basis at  
10      that facility so to get that dragability, I need  
11      400 seats in that facility at all times. With the  
12      expanded patio and upstairs, it will help me that  
13      much more.

14              COUNCILMAN COSCHIGNANO: Appreciate  
15      comments very much. I just want to recognize  
16      Lessing's for stepping in under difficult  
17      circumstances and being there for the period that  
18      they have been there. I know you want to give it  
19      back to the residents but we've done our job to try  
20      and get it operable we owe Lessing's some thanks  
21      for what they did in the interim.

22              MR. CATALDO: Oh, absolutely.

23              COUNCILMAN COSCHIGNANO: I know your  
24      comments weren't made to sound like it's a -- your  
25      reputation versus anybody else. I don't want to

1 ignore the fact that they stepped in under very  
2 difficult circumstances.

3 MR. CATALDO: We're talking about what  
4 Culinart brings to the table and only what Culinart  
5 brings is -- again, we both have some great  
6 proposals and they did a fantastic job. We've said  
7 that to them directly prior to as well.

8 COUNCILMAN MUSCARELLA: Going back to  
9 the corporate structure, you have this Compass  
10 Group, ten billion, Culinart is the company that  
11 will be running -- signing the lease; is that  
12 correct? Who's signing the lease?

13 MR. KELLY: It would be a Compass  
14 sign -- Compass Group signed lease where Culinart  
15 is mentioned as the licensee or the lessor. That  
16 would just be how that company -- because they are  
17 a public company, they would want it that way.

18 COUNCILMAN MUSCARELLA: So it's under  
19 them?

20 MR. KELLY: 100 percent. They would  
21 sign the NSA. Culinart is about \$300 million in  
22 revenue right now. That's how big Culinart is.

23 SUPERVISOR SALADINO: What is the  
24 maximum of seating -- you might have mentioned this  
25 earlier, I apologize, for catered event and for

1 your restaurant?

2 MR. CATALDO: So you want to be 300.

3 Catered events with the new moving of the walls and  
4 opening up of the ballroom, we expect to be able to  
5 seat 400 comfortably in that space. We also have  
6 some ideas for opening up some of those doors you  
7 have going towards the outdoor patios for extended  
8 seating if the weather is right for us. And we  
9 also plan to expand the grill room a bit, about  
10 1,200 square feet so we have a total seating of  
11 about 75 to 100 guests.

12 SUPERVISOR SALADINO: So 400 for the  
13 catering and 75 to 100 for the restaurant.

14 MR. CATALDO: That's correct, sir.

15 SUPERVISOR SALADINO: What is your plan  
16 to deal with the parking issues that could create?

17 MR. CATALDO: Parking is absolutely no  
18 issue for us. Again, with Woodbury being across  
19 the street, already well thought out before the  
20 proposal was even made. The good part is this, we  
21 believe the busiest time for the Woodlands will be  
22 in the summer season where there's golfing, there's  
23 beautiful weather.

24 Saturday nights will be, like most  
25 caterers, that's the prime night for all of us.

1 Woodbury being a conservative schul does not do  
2 Saturday night business from April through the  
3 second week of August. We are closed at that  
4 period because I can't imagine most people would  
5 who are hosting an affair starting at 9:30, 10:00  
6 at night. So the Woodbury parking lot has almost  
7 300 parking spaces so we would have a system  
8 installed, which we have, of course, valet parkers  
9 on every event no matter how big or small.

10 We'd have a system devised where  
11 there'd be parking in the Woodbury parking lot for  
12 overflow, and I already have a deal with the  
13 convent on Woodbury Road, which I use for Woodbury  
14 when I hit my big numbers of 700 plus, I use their  
15 facility as well for parking, right on Convent  
16 Road. So I have two additional very, very large  
17 parking areas that could probably hold an  
18 additional 500 plus cars if needed.

19 SUPERVISOR SALADINO: So 300 at the  
20 Woodbury facility and you're assuming about 200 --

21 MR. CATALDO: Let's say 200 at the  
22 Convent -- on Convent Road, yes. And the way it  
23 works now with Woodbury, when I hit those large  
24 numbers of those five, six and seven hundreds, we  
25 have a small little bus service that brings you

1 right back and forth from the parking lot right to  
2 the front door of the facility and it works out  
3 very nice, it's a great service for everybody.

4 SUPERVISOR SALADINO: Does the Convent  
5 use the parking spaces for any other event related  
6 to their usage, the school, anything else that  
7 might conflict with the use for overflow?

8 MR. CATALDO: Absolutely, they do use  
9 that on a regular basis of course. They don't use  
10 the facility though on a Saturday night, they  
11 rarely use it on a Sunday, it is a school property  
12 so it's mainly mid-week is what they use that for  
13 so I've never had an issue in all of these years  
14 asking for permission to use that on whatever date  
15 I'm looking for. It's virtually always available  
16 for me on the weekends to use and we don't expect  
17 much also.

18 When it comes to the afternoon business  
19 at the facility, those afternoon events tend to be  
20 slightly smaller. We don't think we'd have any  
21 overflow, even with the golfers for the afternoon  
22 and of course, as stated before, valet parkers  
23 always have a system of jack stacking cars anyway.  
24 We really thinks it's going to be the big Saturday  
25 night or the big Sunday parties that we need the

1 overflow parking.

2 COUNCILMAN IMBROTO: Could we go back  
3 to the capital improvements? You're proposing  
4 2 million.

5 When do you expect that to be  
6 completed? When do you expect them to begin and  
7 when --

8 MR. KELLY: We are proposing  
9 2.5 million. 2.5 million over a three year period,  
10 but we're hoping that the first year, we could  
11 easily invest the 1.5. If we need the 2 or 2.5, we  
12 do it the first year as well. First year is our  
13 goal.

14 COUNCILMAN IMBROTO: Is that going to  
15 include the renovation of the downstairs kitchen?

16 MR. KELLY: The first year? Yes, it  
17 will be. Yes, of course, absolutely.

18 COUNCILMAN IMBROTO: So you're not  
19 going to rely on Woodbury to do the kosher catering  
20 for this facility at all?

21 MR. CATALDO: Oh, absolutely not.

22 Whenever I do kosher events outside the  
23 Woodbury property, it's all completely  
24 self-contained at that property. Revenue stream is  
25 given to the property the event takes place at, not



1 to Woodbury Jewish Center. That's just the  
2 commissary, starts there, finishes at the location  
3 we go to.

4 COUNCILMAN IMBROTO: When you worked  
5 out these overflow parking arrangements, are you  
6 going to paying these other sites to accommodate  
7 the parking?

8 MR. CATALDO: We haven't got there yet  
9 but we would never, of course, have to pay Woodbury  
10 for that at all. As far as the convent goes, to be  
11 honest with you, I bring gifts whenever I use the  
12 parking spot, I meet Sister Mary and I bring her  
13 gifts when I come there and say thank you, I bring  
14 her flowers. That's really what its always worked  
15 out to be. And I don't expect it -- with the 400  
16 capacity on a Saturday night, without the golfers  
17 on a Saturday night, I don't think I'll be  
18 overflowing to that lot, I'll be overflowing to  
19 Woodbury, if at all.

20 COUNCILMAN IMBROTO: Okay. I was just  
21 reading through your exceptions to the RFP.

22 You're looking for the right to  
23 terminate upon 60 days' notice?

24 MR. KELLY: That is correct.

25 COUNCILMAN IMBROTO: That might be an

1 issue.

2 MR. KELLY: Just what section you  
3 looking at, Councilman?

4 COUNCILMAN IMBROTO: In the exceptions,  
5 Section 34 last sentence -- excuse me, Section 38,  
6 page 17.

7 Would you reconsider the right to  
8 terminate upon 60 days notice?

9 MR. KELLY: Yes, we will reconsider  
10 that. Absolutely.

11 MR. CATALDO: Councilman, some of these  
12 points you bring up here are sometimes boilerplate  
13 and we can certainly talk on some of those issues.

14 MR. KELLY: We'll just consult with  
15 legal and find out. What would be acceptable?

16 COUNCILMAN IMBROTO: Not that.

17 COUNCILMAN MUSCARELLA: Quick question.

18 You had mentioned specialty nights,  
19 lobster night, every Friday a lobster night, year  
20 round.

21 MR. CATALDO: Year round, yes, of  
22 course.

23 Some of those -- lobster night may just  
24 be for the Summer, but there will be other  
25 promotions I do year round.

1           Being that Culinart is now part of the  
2           Compass Group, Compass also owns Danny Myers  
3           Corporation, Wolfgang Pucks Corporation, we've been  
4           doing chef oriented nights at all of our facilities  
5           whether it's cooking with the chef, you bring in a  
6           celebrity chef that actually cooks with us as well.

7           So we're taking basically the model  
8           from the Village Club which has been hugely  
9           successful, too successful at times, bringing that  
10          right back over to Woodlands and through the winter  
11          months, we get into more of the wine tasting  
12          evenings, we're getting back into more  
13          demonstrations with top celebrity chefs, more of  
14          that throughout the year where the summer gears to  
15          more using the outdoor rooftop dining area and  
16          those type of promotions as well.

17                 SUPERVISOR SALADINO: All sorts of  
18                 themes, all sorts of culinary styles?

19                 MR. CATALDO: Absolutely.

20                 SUPERVISOR SALADINO: Tex-Mex and  
21                 barbecue.

22                 MR. CATALDO: If that's what you like,  
23                 sir, I'll do Tex-Mex.

24                 SUPERVISOR SALADINO: Pulled pork and  
25                 all of that good stuff.

1 MR. CATALDO: Whatever you want, Joe.  
2 I'll give you an example. I just did steak night  
3 two weeks ago at the Village Club. You know, the  
4 grill room seats 100 comfortably, we did 100 covers  
5 for the steak night and it was a huge success.

6 MR. KELLY: Valentine's dinner.

7 MR. CATALDO: Valentine's dinner,  
8 ballroom was maxed out at 310 with a waiting list  
9 of 70. So when we give back though, these aren't  
10 nights that we need to -- these aren't money making  
11 nights for us. This is just give back, to feel  
12 good, we get back in residual so much more than  
13 trying to charge and make a profit from residents.

14 SUPERVISOR SALADINO: In terms of your  
15 managing the kitchens and so forth, if you were to  
16 serve pulled pork, if you were to serve lobster,  
17 how would you deal with the kosher mandates and  
18 managing that balance?

19 MR. CATALDO: It's a very good  
20 question.

21 You know, on a regular weekend basis,  
22 not only do have properties that we are talking  
23 about here that we have actually set brick and  
24 mortar properties, but we also have a tremendous,  
25 tremendous off-premise catering division for all of

1       our locations. From Manhattan to the Hamptons and  
2       out of state, of course. I'm telling you that  
3       probably weekly, I'm at someone's facility  
4       converting and koshering the kitchens.

5               I'm at the hotels in the city on a  
6       regular basis, Cipriani's, the Pierre, we're at all  
7       these big hotels koshering these kitchens that are  
8       actually doing room service next to me with a  
9       kosher tape dividing up the kitchen. A very  
10      rudimentary way to do this, but that's the way it  
11      works and you keep Rabbis on premise with you to  
12      make sure they supervise that nothing is  
13      contaminated or there's no cross-contamination.

14             When I go to the Woodlands, we're  
15      looking at making the entire downstairs kitchen,  
16      permitted, to do all kosher, glatt kosher catering  
17      under lock and key by a Rabbi only. We use KOF-K  
18      Supervision, it's a national abode. Any Jew across  
19      the country could eat at the Woodbury Jewish Center  
20      or any facility that I cater at. So making that  
21      decision is absolutely not a problem for us, it's  
22      done every single week.

23             COUNCILMAN IMBROTO: So separate  
24      kitchens for kosher and non kosher? No off  
25      premises?

1 MR. CATALDO: Separate kitchens for  
2 kosher and glatt kosher at that facility,  
3 absolutely. All off premise comes across from the  
4 Woodbury facility across the street, which has five  
5 times the size a kitchen that we'd have at the  
6 Woodlands. So all off premise from other  
7 businesses comes from across the street, just the  
8 Woodlands will do the party at hand at that moment.

9 MR. KELLY: We do use Woodbury as a  
10 commissary now for many other locations.

11 COUNCILMAN IMBROTO: But you wouldn't  
12 use it for this facility?

13 MR. KELLY: No, we wouldn't need to.  
14 We'll have a second kosher kitchen.

15 SUPERVISOR SALADINO: Outside facility.

16 COUNCILWOMAN ALESIA: I think that what  
17 you are saying is that you currently cook a lot of  
18 kosher food at Woodbury Jewish Center that you  
19 bring to other facilities to make kosher  
20 accommodations for other people, not vice versa?

21 MR. KELLY: That's right.

22 MR. CATALDO: Nothing will come from  
23 the Woodlands out, it would only come from Woodbury  
24 Jewish Center and the commissary in.

25 COUNCILWOMAN ALESIA: There's

1 definitely no pulled pork nights at Woodbury Jewish  
2 Center.

3 SUPERVISOR SALADINO: One last question  
4 I had.

5 COUNCILWOMAN ALESIA: We thought we may  
6 have uncovered a big scandal.

7 SUPERVISOR SALADINO: What would be  
8 your annual facility management cost? What would  
9 you put in the facility in terms of the capital  
10 improvements and maintenance -- maintenance cost?

11 MR. KELLY: Give me one second.

12 I have it here, Supervisor. So we  
13 have -- we would have a repair maintenance of about  
14 \$7,500 annually. That's for our equipment that we  
15 bring in. Extermination at \$2,500, gas expense  
16 \$25,000, electrical expense \$95,000 for utilities.

17 SUPERVISOR SALADINO: But that's not  
18 coming out of your capital improvements?

19 MR. KELLY: No, these are line items.

20 COUNCILMAN IMBROTO: How will you be  
21 paying for your capital improvements? Are they  
22 going to be financed?

23 MR. KELLY: We are funded through the  
24 Compass Group so it's already been approved by the  
25 CFO, the \$2.5 million has been pre approved with a

1 meeting between Tom and I. It is all in writing  
2 that we've got approval ready to go.

3 MR. CATALDO: And these revenues aren't  
4 coming from the business at hand that we have.  
5 This money is already allotted just for this  
6 situation here as well.

7 MR. KELLY: We expect the revenues in  
8 2017 to be about 1.9 million for the remainder of  
9 '17. 2018, \$4 million and then 2019, 5.6.

10 MR. CATALDO: And based off other  
11 properties, we feel these are very conservative  
12 numbers.

13 MR. KELLY: It's going to take three  
14 years -- two-and-a-half to three years to get to  
15 that high 5.6 million mark.

16 COUNCILMAN IMBROTO: Could you get us a  
17 number for the entire 20-year period, please?

18 MR. KELLY: Not a problem. By the end  
19 of the day, we'll have it over to Cynthia I think  
20 it is I send it to or whoever the RFP information,  
21 we sent it to. Not a problem.

22 SUPERVISOR SALADINO: Just to  
23 reiterate, you said 1.5 million in your first year?

24 MR. KELLY: 1.9.

25 SUPERVISOR SALADINO: 1.9 in your first



1 year.

2 MR. KELLY: I'm sorry, Supervisor, are  
3 we talking about capital or revenue?

4 SUPERVISOR SALADINO: Capital.

5 MR. KELLY: Capital, we are committed  
6 to 2.5 million. We allocate 1.5 of it -- we  
7 allocate 1.5 of it in year one and the remainder  
8 into year two. We're prepared to spend the 2.5 in  
9 the first year.

10 MR. KELLY: And then we have a fund.  
11 Every three years following --

12 SUPERVISOR SALADINO: 2.5 over three  
13 years.

14 MR. KELLY: Over the three years,  
15 correct.

16 SUPERVISOR SALADINO: 1.5 in the first  
17 year.

18 MR. KELLY: Correct. And a million for  
19 the remainder two years.

20 MR. CATALDO: Every three years after  
21 that, we plan to, again, have a slush fund to up  
22 the ante, refresh and continue moving forward every  
23 three years as we do right now with the Village  
24 Club at Lake Success, all of our properties, every  
25 three years, we do a new build-out.

1 MR. KELLY: Or a refresh. Flooring has  
2 to be done. Window treatments, lighting, things of  
3 that nature.

4 MR. CATALDO: The way we work also,  
5 just to give you a little background -- when it  
6 comes to these type of renovations and monies  
7 allotted for renovations, we almost run, to some  
8 degree, on the hotel style of funding and how  
9 hotels work. Every three years, a hotel will do  
10 redo a lobby and refurbish certain rooms within the  
11 hotels itself.

12 That's what we do now as well. Back  
13 years ago, it was about putting in X amount of  
14 dollars up front creating a catering facility.  
15 Times change so quickly.

16 The mind sets that are bright today but  
17 it will be a different mind set in three years from  
18 now as well so if we allow ourselves an every  
19 three year process to do refresh and the redesign,  
20 restyle, it keeps the property fresh at all times  
21 and keeps the residual business coming from  
22 families and brides and friends and the click that  
23 you have weddings with on a regular basis.

24 COUNCILMAN IMBROTO: The 10 percent,  
25 that's 10 percent of gross, right?

1 MR. CATALDO: Yes, it is.

2 MR. KELLY: Correct.

3 SUPERVISOR SALADINO: Anyone else?

4 Thank you very much for your very  
5 detailed proposal.

6 MR. KELLY: Pleasure, thank you.

7 MR. CATALDO: Thank you, Board members.  
8 Appreciate the opportunity.

9 SUPERVISOR SALADINO: We are going to  
10 take a five-minute break for our stenographer.

11 (Whereupon, a brief recess was taken at  
12 12:56 p.m.; then the proceedings resumed at  
13 1:17 p.m. as follows:)

14 SUPERVISOR SALADINO: Okay.

15 Ladies and gentlemen, if we can ask you  
16 to take your seats, we'll get back to it.

17 I thank you for the patience in  
18 allowing us a pause among other reasons so that our  
19 stenographer could take a much needed break.

20 MR. ALTADONNA: Doing well and she's  
21 back to full strength.

22 SUPERVISOR SALADINO: Excellent.

23 For purposes of transparency for their  
24 own reasons, the Healthy Choice Group has pulled  
25 their proposal from this -- from the Town golf

1 course, but not from the others.

2 Our next group is Lovin' Oven.

3 MR. STOOP: Good afternoon.

4 Are we missing someone?

5 SUPERVISOR SALADINO: Yes, he'll be  
6 along in just a moment and he can hear.

7 MR. STOOP: Should I begin or should I  
8 wait for him to arrive?

9 SUPERVISOR SALADINO: I -- everyone in  
10 the room can hear all the discussion, can here the  
11 proposal in the back of the room, everyone is  
12 comfortable on the temperature in the room and I  
13 really appreciate everyone's professionalism and  
14 decorum throughout this whole process. We even  
15 have -- okay, we have the temperature.

16 Thank you.

17 COUNCILWOMAN ALESIA: It is way warmer.

18 MR. STOOP: It's a little warm standing  
19 here.

20 SUPERVISOR SALADINO: As easy as  
21 possible while still getting to all of the  
22 pertinent information, please begin whenever you'd  
23 like.

24 MR. STOOP: Great. Good afternoon,  
25 everybody.

1                   My name is Darryl Stoop and I am the  
2                   general manager of Tribeca Rooftop and Tribeca 360,  
3                   which is part of Lovin' Oven celebrations. I have  
4                   been a part for the past 23 years. I am here this  
5                   morning to show you why selecting Lovin' Oven to  
6                   operate the Woodlands Mansion for the next two to  
7                   three decades would be advantageous for the Oyster  
8                   Bay community. \$20 million, this is no small  
9                   number. This is the amount of monetary benefit we  
10                  will provide to the Town of Oyster Bay and its  
11                  residents over the next 30 years.

12                 This level of the monetary commitment  
13                 shows how serious we are about restoring the beauty  
14                 and reputation of the Woodlands to its original  
15                 grandeur.

16                 For over 30 years, Lovin' Oven has been  
17                 part of both the Long Island and New York  
18                 landscape. We have owned, developed and operated a  
19                 host of distinctly different properties. Each one  
20                 boosts its own special identity.

21                 Long Island is home to several of our  
22                 more stately properties. Flowerfields, which is  
23                 located in St. James is as much about its lush  
24                 gardens and fountains as it is about the beautiful  
25                 celebrations we create inside. In Sayville, Lands

1 End, which is a 19th century mansion, stands  
2 proudly restored to its original beauty and lustre  
3 and welcomes partygoers that desire the old world  
4 charm. In New York City, we operated the 205th  
5 Avenue Club, which was once located inside the  
6 historic toy building.

7 Also in New York City, Tribeca Rooftop  
8 and Tribeca 360 are constantly evolving to meet the  
9 needs of our very cosmopolitan clientele. Being  
10 edgy and being chic is a must. These are two very  
11 special places in New York. Two are the company's  
12 top grossing venues and these venues were developed  
13 out of an old printing factory located in Tribeca.

14 I just wanted to highlight to you some  
15 of the properties where we had established  
16 ourselves as a leader in the industry. Our success  
17 lies with the level of commitment to our clients.  
18 The communities in which we operate, our desire to  
19 innovate and our high quality of standards in food,  
20 beverage and especially service.

21 Our proven track record has also  
22 resulted in Lovin' Oven Celebrations being awarded  
23 the food and beverage service contract to Island  
24 Hills Golf Club, a private membership club located  
25 in Sayville.

1           We also operated Thatch Cottage during  
2           a time in which it was in receivership and we began  
3           these operations with a lead time that was less  
4           than a week. This was only accomplished by our  
5           proven and seasoned management team.

6           During our time in these locations, we  
7           were able to once again establish a leadership role  
8           which resulted in the success of these venues. We  
9           have also developed many relationships along the  
10          way with club members that have only enhanced our  
11          business and reputation by hosting and catering  
12          their special family moments.

13          These moments include weddings, bar and  
14          Bar Mitzvahs, christenings, just to name a few.  
15          Thus, we have experience making relationships work  
16          in a setting such as the Woodlands. Of all the  
17          companies that are here today, I believe the  
18          only -- Culinarart is the only company that has been  
19          operating Manhattan properties in Manhattan. We  
20          have not just been operating, but thriving in one  
21          of the most demanding atmospheres in the world for  
22          the past 23 years. New York is a very special  
23          place and not an easy area to survive and be  
24          successful.

25          Taking our experience from Manhattan

1 and bringing it to the gold coast is the perfect  
2 pairing. There are many people who would  
3 potentially be our clients here who can and have  
4 dined in some of the best restaurants in New York  
5 City and in the world. They have come to expect  
6 the same standards of service, presentation and  
7 food to be present at their family's special  
8 moments and company's important gatherings.

9 They demand great food that is well  
10 presented, they demand great service, they demand  
11 the best. Building respect and a good reputation  
12 are being able to help those in the community with  
13 which we thrive is also very important to us.

14 We did not get here today without  
15 giving back to the communities that we both work  
16 and live in. I myself am personally proud of what  
17 takes place every Sunday at Tribeca Rooftop. For  
18 the past five years, we have been donating our  
19 space to the lower Manhattan community church.  
20 This church found itself without a place to call  
21 home and we were able to help. This has blossomed  
22 into a great relationship for all of us.

23 It has evolved into other events such  
24 as Christmas mass, Good Friday and this year, we  
25 will help them host their second annual Easter egg



1 hunt which will take place later next week.

2 Additionally, we greatly discount all  
3 public and private school fundraising. Some of  
4 these examples are Lower Lab, Gateway School, Pace  
5 University, Beacon School, Epiphany, just to name a  
6 few.

7 We have built relationships with all of  
8 our clients and these clients return year after  
9 year after year. We also feel that since we are in  
10 New York, celebrating the arts is an important part  
11 of our business. We help many theatre and dance  
12 companies benefit by hosting their events on  
13 Mondays and Tuesday evenings. Their downtime and  
14 also in evenings that we can work with them on  
15 price and contribute in our own way to these  
16 programs.

17 Some of these organizations include the  
18 New Group, China Institute, Jose Limon Dance  
19 Theatre, The Knights Maya Theatre [sic], just to  
20 name a few. This is the type of community service  
21 that you should expect here in Oyster Bay. We want  
22 to be considered a partner. As noted in our formal  
23 proposals, we want to make the Woodlands a  
24 supportive partner in the community.

25 We believe we certainly can only win by

1 reaching out to the residents, seniors, military,  
2 the elementary and the high school youth programs.  
3 As noted in our proposal, we propose to waive all  
4 ceremony fees for the residents. We will host  
5 monthly senior breakfasts. We will have theme  
6 luncheon or dinners. We will provide youth  
7 discounts. At the halfway house and we will give  
8 all veterans and active service personnel across  
9 the line 10 percent discounts on their events.

10 We want everyone here to have the  
11 opportunity to experience what the Woodlands will  
12 become. Finding creative ways to help those in the  
13 community achieve is something that we at Lovin'  
14 Oven are very good at. Our vision here is clear  
15 and it is comprehensive. We would like to elevate  
16 what exists at the Woodlands to the standards we  
17 must meet in both New York City and at our other  
18 Long Island locations.

19 We can give the Woodlands what it's  
20 been lacking. Attention to detail, corporate  
21 support, a top notch staff, uncompromising customer  
22 service and hospitality. We create an experience.  
23 One that starts with a simple welcome and ends with  
24 enduring memories. Memories that we are proud will  
25 last a lifetime.

1           And I just want to segue a second to  
2 something that is not scripted, but last night when  
3 I was watching the NCAA basketball game, my  
4 Director of Operations sent me an e-mail from a  
5 client that we actually did their wedding on  
6 Saturday night.

7           On a side note, it happened to be an  
8 art event that we were at and I'm going to read a  
9 line from this thank you. It was actually a long  
10 line, I don't believe I have the time to read the  
11 entire thank you but if afterwards you would like  
12 me.

13           And this is from the mother of  
14 the bride and she said, "You let me experience the  
15 magic of a once-in-a-lifetime night for my  
16 daughter." And this is mom, this is not the bride.  
17 This is what we do.

18           So now I'm going ask all of you, those  
19 of you in back, those of you in front, close your  
20 eyes, take a deep breathe, imagine yourself driving  
21 up the winding road and at the end of the driveway  
22 is a soft light that illuminates the mansion.

23           You exit your car, it's whisked away.  
24 You are greeted at the front door with a welcome, a  
25 glass of champagne, soft music is playing, you

1 climb the circular staircase, you enter onto the  
2 rooftop, you see beautifully maintained grounds,  
3 the air is full of laughter, you can smell both the  
4 garden below and the aroma of the delicious food to  
5 come. The well appointed wait staff passes by with  
6 the first of the Hors d'oeuvres, you hear corks  
7 popping.

8 This is the start. This is the  
9 experience. How it ends up is up to everybody that  
10 partakes and we will help deliver that promise. We  
11 believe we stand out. We are a company that will  
12 bring your community, not just another catering  
13 venue, but a new and innovative neighbor. We  
14 strive for excellence, and in doing so, make those  
15 around us do the same, including the ones that  
16 could be right down the block.

17 Meeting your competition's standards is  
18 great. Being the company setting the standards is  
19 even better and that is who we are. Thank you very  
20 much.

21 SUPERVISOR SALADINO: Thank you.

22 MR. STOOP: Great. No questions.

23 SUPERVISOR SALADINO: Not that easy.

24 COUNCILMAN IMBROTO: Sir, what is your  
25 vision for the facility? Are you planning to do

1 any capital improvements, are you planning to  
2 renovate, are you planning to construct anything?

3 MR. STOOP: We are. We believe that  
4 the beauty lies in the place itself. We do not  
5 have multi-million capital improvements on the  
6 table at this point. We believe there are certain  
7 things that have to happen to make that facility  
8 the standards from painting, some ground work, the  
9 floors and so forth, but with us, we will continue  
10 to renovate as we see fit.

11 COUNCILMAN IMBROTO: So substantially  
12 the same as is it is now, but painted and cleaned  
13 and renovated?

14 MR. STOOP: A little bit more, but yes.  
15 I mean, we have great experience in rooftops. I  
16 mean, Tribeca Rooftop, we do so many things outside  
17 so a lot of probably our budget, in addition to the  
18 painting, will be designated to making that roof or  
19 that patio or however you want to call it, a  
20 spectacular place to hang and be a part of.

21 COUNCILMAN IMBROTO: But no concrete  
22 plans to make significant improvements?

23 MR. STOOP: Not structurally, no.

24 Obviously, we've talked a lot about  
25 removing that wall and enlarging the dinning room.

1 From a catering aspect, the more seats you can put  
2 in the dining room, the more revenue you can  
3 actually build, so that is something down the line  
4 that we would consider doing.

5 COUNCILMAN IMBROTO: Could you just  
6 give some detail on your financial proposal on the  
7 rent that you're proposing to pay and anything  
8 additional?

9 MR. STOOP: You know, our base rent  
10 basically starts at \$225,000 for the first year and  
11 we have taken three percent incremental increases  
12 over the years -- over the next 20 years.

13 COUNCILMAN IMBROTO: 3 percent per  
14 year?

15 MR. STOOP: 3 percent per year.

16 SUPERVISOR SALADINO: Many of the other  
17 proposals include something, revenue sharing,  
18 includes something else. As they say down south,  
19 land yap.

20 Do you have anything in your proposal  
21 to offer something beyond the monthly payments?

22 MR. STOOP: We do not. It's not  
23 something I believe that our company does. We --  
24 it would be very easy for us to make up a number  
25 and say, hey, we are going to do \$8 million and

1 we're going to offer you four percent. I think  
2 that we are giving you a very realistic approach  
3 and a number to what we believe the revenue that we  
4 can generate within the facility.

5 SUPERVISOR SALADINO: Okay.

6 As such, there would be no revenue  
7 sharing. Then there's a million dollars in  
8 capital. Can you talk to us about what that would  
9 involve -- that's a million dollars over the entire  
10 life of the lease, is that a million up front.

11 MR. STOOP: It is not up front. I  
12 believe it is 1.5 over the course of the lease.

13 COUNCILMAN IMBROTO: Yeah, it looks  
14 like it's 125 up front in the first year and then  
15 the rest distributed every year.

16 MR. STOOP: Throughout, that's correct.

17 I mean, again, we're not trying to  
18 change what the Woodlands is. We're not trying to  
19 increase the outside frontage to enlarge that patio  
20 so we don't feel that the numbers that you have  
21 heard in previous presentations is actually needed.

22 COUNCILMAN IMBROTO: You might be  
23 right. We just want to be clear as to what you're  
24 actually proposing.

25 MR. STOOP: Again, from air

1 conditioning, kitchens, driveway, the actual  
2 painting, the restoration of all the patios, the  
3 grounds, the landscaping.

4 Again, the removing of the carpets, the  
5 walls, not changing what it really is but giving it  
6 a brand new look.

7 COUNCILMAN IMBROTO: I just want you to  
8 double check on that 3 percent per year because in  
9 the information that I'm reviewing, it looks like  
10 it caps out at 35,000 in 2019.

11 MR. STOOP: Yes, that's true and then  
12 the 3 percent from there year after year.

13 SUPERVISOR SALADINO: And on the  
14 capital just so we're clear. \$125,000 up front on  
15 this list that you have proposed providing  
16 dumpsters, new paint on the exterior, new paint  
17 throughout the interior, polishing the marble  
18 floors.

19 MR. STOOP: Upgrading the elevators.

20 SUPERVISOR SALADINO: Upgrading the  
21 elevators would be one of the more sizeable ones,  
22 and carpet.

23 And then you are proposing in total one  
24 million dollars throughout the life of the lease?

25 MR. STOOP: That's correct.



1 SUPERVISOR SALADINO: What other  
2 expenses do you see?

3 MR. STOOP: We see daily expenses and  
4 daily upkeep. We're not polishing the floors once  
5 over the term of the entire lease. You know, most  
6 of our facilities have on site maintenance managers  
7 so we do daily upkeep. There's a part of a  
8 position that we feel that we necessary need so  
9 from polishing, marble, painting, it is all  
10 day-to-day.

11 SUPERVISOR SALADINO: So you've blended  
12 the cost of maintenance with your capital cost.  
13 This one million in capital cost is a combination  
14 of the up front \$125,000 and then all of the  
15 maintenance costs that you would have throughout  
16 the term of the lease.

17 MR. STOOP: Some. I would -- I'm  
18 sorry.

19 Again, I would say that's not through  
20 our maintenance budget in terms of day-to-day would  
21 not be within these numbers. That would be a  
22 business expense on our end.

23 SUPERVISOR SALADINO: So that would be  
24 additional?

25 MR. STOOP: Yes, sir.

1 SUPERVISOR SALADINO: What I'm trying  
2 to arrive at if we are looking at \$125,000 up  
3 front, what would the rest of that one million  
4 dollars be spent on in the capital proposal?

5 MR. STOOP: Well, I mean, through the  
6 course of the term, it would be spent on, again,  
7 replacing different items, upgrading different  
8 things that we need. Nothing lasts forever.  
9 Furniture, equipment, there's a life span so some  
10 of those monies would constantly put back in.

11 SUPERVISOR SALADINO: This includes a  
12 combination -- what appears to be a combination of  
13 capital and maintenance in terms of your cleaning  
14 costs but do you have a plan, for instance, how  
15 often, how many years would you see as the life of  
16 the carpeting?

17 MR. STOOP: It all depends on volume.  
18 You know, in Tribeca Rooftop, we replace the carpet  
19 every two years just simply because of the volume.  
20 We don't let things run down before we replace  
21 them. You know, there's a need. It needs to look  
22 fresh walking in to continue that sale. So again,  
23 I hate saying the word "as needed" because it  
24 doesn't really give clarity of what we would do but  
25 it truly is in some of these instances as needed.

1           You know, if you have a bad winter or  
2     the flowers don't bloom, we are going replace. And  
3     again, I think everything here is a baseline, you  
4     know, not being in that space, not knowing how it  
5     operates or what the pitfalls are, we are a little  
6     bit at a disadvantage. Lessing's has been there,  
7     they know the secrets. They know that elevator  
8     door may not open every fifth try. We may get in  
9     there and find out, guess what, that whole elevator  
10    needs to come out. We are not going ignore that  
11    situation.

12           COUNCILMAN IMBROTO: Do you operate any  
13    other municipal or state facilities?

14           MR. STOOP: I'm sorry?

15           COUNCILMAN IMBROTO: Do you operate any  
16    other municipal or state concessions?

17           MR. STOOP: Not at this time. We did  
18    operate Island Hills. So, no.

19           COUNCILMAN MUSCARELLA: Can you tell me  
20    the corporate structure -- or I should say, your  
21    assets, your liabilities, your real estate  
22    holdings? What is the financial strength of your  
23    company?

24           MR. STOOP: The financial structure of  
25    the company is very strong. We own a lot of our

1 real estate so Lands End, Flowerfield, and in  
2 Myrtle Beach, South Carolina, we actually own --

3 COUNCILMAN MUSCARELLA: Can you give me  
4 a dollar amount?

5 MR. STOOP: It is approximately \$30  
6 million in real estate value.

7 COUNCILMAN MUSCARELLA: That's good to  
8 know.

9 COUNCILMAN COSCHIGNANO: Is that a net  
10 or a gross?

11 MR. STOOP: The gross would be closer  
12 to 25 -- 23 to 25.

13 COUNCILMAN COSCHIGNANO: You mean the  
14 net.

15 MR. STOOP: Yes, I'm sorry. Thank you  
16 for saving me. 30, 32 and the net would be 23,25.

17 SUPERVISOR SALADINO: I apologize if I  
18 didn't hear it if you mentioned it. Did you speak  
19 to a restaurant on the facility -- on the premises?

20 MR. STOOP: I did not speak to the  
21 restaurant. Again, we feel that there would a  
22 restaurant, we would manage a restaurant, but we're  
23 not looking to reinvent the wheel. We believe that  
24 the venue -- our purpose, we are caterers, we don't  
25 feel that the restaurant is -- a separate

1 restaurant isn't as important as the catering. We  
2 feel that if somebody is looking to have an event  
3 there, they do want a sense of privacy.

4 They don't want somebody in shorts and  
5 a T-shirt necessarily walking through a common  
6 space by mistake or whatnot, but we do believe that  
7 having a restaurant for the golf club members at  
8 the halfway house, serving breakfast, serving  
9 lunch, and utilizing those facilities, we will have  
10 something. We operate restaurants presently, so  
11 I'm not sure what we would bring in terms of the  
12 concept.

13 SUPERVISOR SALADINO: Okay. So I'm not  
14 entirely clear. Will there be a public  
15 restaurant -- year round public restaurant?

16 MR. STOOP: Yes.

17 SUPERVISOR SALADINO: Where would the  
18 seating be located?

19 MR. STOOP: Seating would be in the  
20 exiting space. Mainly, the evenings or we would  
21 use the patio for spring and summer for what we  
22 vision breakfast and/or lunch, which is sort of  
23 downtime for the catering side of things.

24 COUNCILMAN IMBROTO: So it is not going  
25 to be a full service restaurant that operates

1 during dinnertime, it's just going to be  
2 supplemental to the golfing?

3 MR. STOOP: I think it is still going  
4 to be a full service restaurant, I don't think we  
5 are looking to serve five star cuisine.

6 COUNCILMAN IMBROTO: Are you going  
7 serve dinner?

8 MR. STOOP: Are we going to serve  
9 dinner? Probably, yes.

10 COUNCILWOMAN ALESIA: The current  
11 restaurant there has like Mother's Day, Easter,  
12 this type of stuff.

13 MR. STOOP: Correct, and that is  
14 something we would look to definitely do as some of  
15 the other guys. In some of our other facilities,  
16 we have done lobster nights, we have done wine  
17 dinners, we have done clam bakes; so those are  
18 things that we would definitely do, but obviously,  
19 you know, Saturday nights, which is a wedding  
20 night, I think we would not be looking to seat 400  
21 people for diner.

22 COUNCILWOMAN ALESIA: Primary focus is  
23 the catering?

24 MR. STOOP: Primary focus is the  
25 catering.

1 SUPERVISOR SALADINO: Do you have a  
2 cross section of clientele in terms of  
3 specialization?

4 MR. STOOP: No one -- our business  
5 motto is we try to make things work. You heard a  
6 lot about seating capacities of 300 to 400 people.  
7 Coming from New York, you know, we deal with all  
8 sorts of budgets, we deal with all sorts of  
9 numbers. We try to figure out how we can do an  
10 affair for ten people. We don't just say no.

11 It is our jobs and it's the management  
12 teams that we put in these facilities to try to fit  
13 them in and try to understand how they get used so  
14 that they are not lost in a space. Just like in a  
15 hotel, every day that we do not have an event or  
16 something going on is lost revenue for us, and it's  
17 revenue that we can't recoup until the following  
18 year so we want to fill.

19 SUPERVISOR SALADINO: Will you bringing  
20 any special equipment in, will you re-outfit the  
21 kitchen or kitchens, do you have any in your  
22 business plan?

23 MR. STOOP: I think we have to examine  
24 a little bit more. We toured briefly through  
25 there. We do feel that some of those kitchens do

1       need a little tender love and care, but nothing  
2       substantially -- you know, we are not going build a  
3       pizza oven somewhere in that facility.

4               SUPERVISOR SALADINO:   Have you given  
5       any thoughts in your business plan as to what you  
6       might do differently with the parking situation?

7               MR. STOOP:   You know, I understand from  
8       hearing everybody else that parking is definitely a  
9       concern.   From our experience, we have at our other  
10      locations used the same valet parking company for  
11      the past 23 years.   We would look to their  
12      expertise in helping us solve that matter.

13              I know that in New York, we experiment  
14      with different things.   We have off site parking,  
15      we provide shuttle service when we need to.   There  
16      is different shuttle locations depending on the  
17      volumes of people because obviously parking in New  
18      York is also a challenge.

19              SUPERVISOR SALADINO:   So everything is  
20      on the table?

21              MR. STOOP:   Everything is on the table.  
22      We definitely believe that valet is needed for  
23      events.

24              SUPERVISOR SALADINO:   Including parking  
25      in the residential neighborhoods nearby?



1 MR. STOOP: I would say no. We always  
2 want to be good neighbors. I liked the Compass --  
3 we would analyze the area, we would search out what  
4 we can use, what can be feasible for us to use. I  
5 think the school parking lot on the weekends is a  
6 great idea if that's something that's available to  
7 us to use according -- from you and from the  
8 school, you know, we would utilize that.

9 But we are not the first person I  
10 believe that has come in to the Woodlands. There  
11 have been other events there and I'm sure that  
12 parking has been somewhat managed and maybe it's  
13 not -- I'm not going to say that there's not going  
14 to be a challenge on some night.

15 COUNCILWOMAN ALESIA: As someone whose  
16 attended functions there from time to time, there  
17 definitely is tendency for the cars to build up by  
18 the circular driveway up by the front. I would  
19 agree with your assessment that a valet parking  
20 company would know how to manage that type of  
21 thing. I think that's a fair statement for sure.

22 COUNCILMAN IMBROTO: What is the  
23 relationship between Lovin' Oven and Plantation  
24 House? Who is Plantation House?

25 MR. STOOP: Plantation House is our

1 location out in Myrtle Beach.

2 COUNCILMAN IMBROTO: Okay. Got it.

3 MR. STOOP: And there we run a pool  
4 bar, catering and a steak house.

5 SUPERVISOR SALADINO: Just on the  
6 financials, do you have beyond the catering that  
7 would take place, the revenue on site, do you have  
8 another method of providing revenue to keep the  
9 business afloat.

10 MR. STOOP: Not in the form of the  
11 restaurant, no. We believe from, you know, what we  
12 have to build up over the past 23 years, we are go  
13 getters. We do not wait for business to come to  
14 us, we seek business. And as I mentioned before,  
15 living in a small town in New Jersey, you know, you  
16 know, I would have my staff go to schools.

17 We want to do proms, we want to do year  
18 end lacrosse dinners, year end ice hockey dinners.  
19 You know, maybe we're not going to seat two, 300  
20 people on a wedding but to see 70 people come  
21 through on a Monday night, a Tuesday night, a  
22 Wednesday night, that's our approach to getting  
23 business. We are actively going to seek it.

24 SUPERVISOR SALADINO: Any other  
25 questions?

1 Thank you very much.

2 MR. STOOP: Thank you, all.

3 SUPERVISOR SALADINO: Our next  
4 presenter in the random list is Carlyle Catering.

5 Good afternoon.

6 MR. CARL: Good afternoon.

7 SUPERVISOR SALADINO: How are you?

8 MR. CARL: I brought a few people with  
9 me. We're going to get to them in a minute, but  
10 for those who don't know me, I'm Steve Carl. I'm  
11 the owner of Carlyle and for the last twenty years,  
12 if you've been to Bethpage, which I see many  
13 familiar faces here, I've run and I've built over  
14 Bethpage. It's funny, sitting here today, I'm  
15 looking out in the audience and twenty years ago, I  
16 was standing in front of a group similar to you  
17 that was sitting there saying, what are we going to  
18 do with Bethpage, it's run down, it's falling  
19 apart.

20 They weren't doing much revenue, but  
21 the big thing was is they had the U.S. Open coming,  
22 US open in golf and they really didn't want to look  
23 bad. Here's Long Island, here's Bethpage, they  
24 walk in, what is the general public going to say  
25 about a rundown clubhouse. So the public is the

1 key and as we sit here, I'm a caterer, I'm a  
2 restaurateur, I run golf concessions, I do it all.

3 But the most important thing and I  
4 don't think was really touched on before is what  
5 does this do for the Town of Oyster Bay. You know,  
6 you talk about what everybody else, how they're  
7 going to pay the money, what they are going to do.  
8 You've got people here that want to golf, you've  
9 got people here that want to go out, you've got  
10 people that want a place to go to.

11 I believe that the Woodlands or the  
12 Town of Oyster Bay golf course was for the people  
13 and for everybody to come and to enjoy it. So what  
14 is being done there? Currently, there's a lot of  
15 talk about all of the parties that they had and to  
16 be honest with you, when I look at the physical  
17 structure, I understand why it failed previously.

18 The reason why it failed is because the  
19 physical structure doesn't work. So the first  
20 thing that has to be addressed here, at least on  
21 our end, is what do we have to do to make this so  
22 it's a viable, great facility and make it a crown  
23 jewel and make it one of the places that people  
24 say, I want to go over to the Town of Oyster Bay  
25 golf course or to Carlyle at the Woodlands and I

1 want to bring my family and I want to go there for  
2 special occasions and I want to golf there.

3 And I don't know whether everybody else  
4 has addressed this but this is the more important  
5 thing that should be discussed today. So what we  
6 do is, we're called specialist in what they call  
7 public private partnerships. Why is it public  
8 private partnerships? Because we are private end  
9 that has to be -- understand that this is not just  
10 about us making money. This is about the public  
11 getting something back, getting great things and  
12 being happy to utilize their facility.

13 It is their facility because at the end  
14 of this contract, the Town of Oyster Bay still owns  
15 it. So we're here and what we want to do is we  
16 want to take the next thirty years and we want to  
17 be there were with you. The first thing that needs  
18 to be addressed is what do we need to do to make  
19 this facility work. This is exactly what happened  
20 at Bethpage when I walked in and I saw this small  
21 ballroom and I saw the decaying facility that it  
22 was left in disrepair from the previous operator.

23 I said, we need to put a major  
24 investment. So in this facility I'm going to right  
25 now go to Mr. Michael Russo of Hawkins Webb Jaeger

1       who drew out what we propose to do to make this  
2       facility up to the state of the art that it should  
3       be and then it can be the crown jewel of the Town  
4       of Oyster Bay and not just another golf facility.  
5       So with that, Michael Russo.

6               MR. RUSSO: Good afternoon, everybody.

7               SUPERVISOR SALADINO: Good afternoon.

8               MR. RUSSO: I guess I don't need to  
9       necessarily tell you how special this building is.  
10      This Delano Aldrich building is a phenomenal  
11      example of what they were known best for. There  
12      were many mansions on Long Island that were  
13      designed by them. They quintessential American  
14      architects. Their style of classism, they were  
15      pretty simple and clean, not overly ornate in their  
16      design. Building turned 100-years old a couple of  
17      years ago.

18              So our with approach is really about  
19      how -- as Steve said, how to make the facility  
20      work. At the same time. Honoring its potential  
21      for historic preservation. Potential future  
22      grants, make it eligible for any future plans that  
23      the Town has for it including making it energy  
24      efficient, putting in new mechanical systems,  
25      elevator, lighting, lighting controls, everything

1       that we can to make this building a great example  
2       of a Town-owned facility.

3               Delano Aldrich designed this in 1915.  
4       It was called Three Ponds when it was opened. The  
5       main entrance to the building circled around a  
6       small pond, a small just formed pond which has  
7       since gone through a couple of versions. The main  
8       door entrance going up the front stairs is all very  
9       nice, it needs to be restored as every other  
10      proposer has pointed out.

11             But the part that has kind of been the  
12      sore thumb in our approach, what we see is how this  
13      place is run is the entrance to the restaurant.  
14      It's been pushed off to the side, it looks like a  
15      side door entrance, it is not celebrated in any  
16      way, it just seems an after thought. So part of  
17      what we're to do is to change the way that this  
18      building appears and is used by the general public.

19             Where the entrance to the non-catered  
20      events is as important as the catered events. What  
21      we propose is to build on a large ballroom onto the  
22      south of the building. This would match the  
23      building. If you look at rendering in front of  
24      you, the building -- the addition would be for 450  
25      to 500 people. When you walk into the lobby, make

1 a left, go into that first room. That will act  
2 more as a reception room. The room thereafter will  
3 be followed by the pre-function room, cocktails  
4 and things like that.

5 One of the significant improvements  
6 we'll make to the building other than cleaning up  
7 the kitchen facilities, replacing kitchen  
8 equipment, reducing the size of the first floor  
9 kitchen equipment, moving ware washing down to a  
10 lower level, expanding the 19th Hole, the grill  
11 room, doubling or tripling the size in seating.

12 We will also include fixing the  
13 bathrooms. Where the bathrooms are, how do you get  
14 to them, make sure that all of them are 100 percent  
15 handicap accessible as well. So you walk through  
16 this pre-function room, which will be the existing  
17 south room off on the left. You will be able to  
18 enter into a new indoor ceremony room. Glass  
19 ceiling, same vernacular as the Delano Aldrich  
20 building that would oversee the restored gardens  
21 that are in the lower level on the south side.

22 The ballroom designed with the same  
23 flavor and taste and try to be as historically  
24 accurate as what Delano Aldrich designed it to be.  
25 On top of the addition would be an extended terrace



1 for all different types of events. The goals for  
2 the design of this building was to increase both  
3 public and catered events, increasing the revenue  
4 so it wasn't as simple as just trimming out the  
5 existing ballroom using some of the existing space  
6 that's there. It's to completely change the volume  
7 that this place can do.

8 It's -- Carlyle is well known for the  
9 giant ballroom that they already do have and  
10 operate successfully overseeing a golf course.  
11 None of the changes we are proposing to make will  
12 affect any of the golf management. We are not  
13 moving holes, we are not suggesting to move holes,  
14 it could be built while the existing facility stays  
15 operating.

16 We see this facility of being more the  
17 people's estate. The way the place has been  
18 operated historically is primarily a catering  
19 facility and as many other operators have pointed  
20 out, restaurants haven't worked here really well.  
21 Carlyle has shown that they have the experience to  
22 be able to make restaurants work at a catering  
23 facility as well as on a golf course setting.

24 If you see from the interior  
25 perspective that you see in the packet, which is

1 the fourth slide in the packet -- or fifth slide,  
2 I'm sorry. High ceilings, higher than what is in  
3 the current ballroom. The ballroom that is there  
4 now will be reorganized for additional rooms for  
5 different types of functions, corporate functions,  
6 all different types of maybe smaller venue, smaller  
7 parties. Again, keep the place busy all the time,  
8 all year round, all different types of events.

9 Offer exclusivity to the bride that  
10 wants exclusivity on the public course. That is  
11 very important. Carlyle has made a reputation on  
12 being able to offer to make sure that every party  
13 is successful and exclusive. Steve.

14 MR. CARL: So we drew this out so that  
15 you could get an idea of the extension. The  
16 extension would not out the back as the others had  
17 said because we would lose a lot of the outdoor  
18 dining area. Instead, it would be off to the side  
19 overlooking the beautiful fountains that are out  
20 there and would not interfere with anything that's  
21 golf related.

22 The most important thing to understand  
23 here is that by reconfiguring this facility, it  
24 would allow us to be able to do a lot more business  
25 through the facility.

1                   Consequently, the way that we  
2                   structured our proposal, in terms of financial  
3                   proposal, was to offer you up to \$5,450,000 per  
4                   year with the 3 percent increase and thereafter, at  
5                   \$5 million, ten percent of everything.

6                   If you look at our projection sheet,  
7                   you'll see that in year three, that would get you  
8                   approximately \$675,000 and ultimately when we do  
9                   reach the nine and change million dollars, which we  
10                  have done and which we have the capability of doing  
11                  at this facility, it will far exceed anything that  
12                  anyone else is offering because we have done it.  
13                  We don't talk about we might be able to do it, we  
14                  don't have ideas that our far fetched. By changing  
15                  the physical structure, not only will it be the  
16                  crown jewel, not only will it work effectively but  
17                  you will be proud to bring all the of the great  
18                  functions of the Town of Oyster Bay there.

19                  And maybe I'll lose a few at Bethpage,  
20                  but because of the sheer size, it allows you to  
21                  have a facility that you can not only be proud of  
22                  but it is not a catering facility, it's a Town  
23                  facility, you just happen to have a good caterer  
24                  and we are the most qualified.

25                  Why are we the most qualified? We have

1 a staff of over 500 people. We have five locations  
2 currently. Bethpage is not our only public private  
3 partnership. If you take a look at the old Race  
4 Palace, that couldn't make it for many years and  
5 OTB was failing and they came and they said, take a  
6 look at this, tell us what we can do and I  
7 converted a restaurant into a catering facility.

8 And I made the services for the betters  
9 better and we've been successful there. Another  
10 form of public private partnership. The key thing  
11 here is -- you know, anybody can give money,  
12 anybody can say I want to be a caterer, but how do  
13 you get along with the public on a regular basis,  
14 what do you do for them.

15 So a couple of the things we  
16 implemented at Bethpage is we have a marketing  
17 company -- we have a marketing strategy that we've  
18 implemented for many years and for those of you who  
19 haven't been down to a Wednesday night, called  
20 party in the park. Many years ago we started with  
21 the local neighbors. Why? Because we want to  
22 really friendly to them.

23 And we started off with a couple  
24 hundred people. Now, couple of thousand people.  
25 Why a couple of thousand people? Because they love

1 it. Maybe it is a little too much for the Town of  
2 Oyster Bay, but we bring the people out, we do a  
3 Monday night lobster night, every Monday, 1,000  
4 people come out to eat lobster and seafood on a  
5 Monday night. We do all the corporate events, all  
6 the corporations come to us and they want to have  
7 their events there and they want to have their --  
8 they want to be a part of it. We create the  
9 Carlyle Club.

10 The Carlyle Club is well and above --  
11 better than just saying come here for your wedding.  
12 It's saying come here for everything. We will be  
13 there, we are in this with you. So from a  
14 political end, from a Town end, from a restaurant  
15 end to an outdoor dining -- if you notice on there  
16 with the new addition of the rooftop, imagine  
17 everybody who are going to want to come for Sunday  
18 brunch out on the rooftop.

19 And the way that we segregated it is if  
20 we have a party, we are not limited. The party  
21 will be we in their own space. We're building new  
22 ballrooms so when the public walks in, they don't  
23 say, oh gee, we can't walk in here because there's  
24 a party going on. If you walk in there now, you  
25 see people all dressed up and you're a golfer and

1     you say, uh-oh, maybe I better go home or find  
2     another place if I got use the bathroom because I  
3     may interfere or the bride says, you know  
4     something, I don't want these golfers walking in on  
5     my day of my wedding.

6                 So the physical property has been  
7     flawed and its flawed since the day that they did  
8     it over. If you are redo this over or you're going  
9     to have somebody like me redo it over, you need to  
10    know that for future, for the next 30 years at  
11    least, that you've built the right property. That  
12    the property works and I think that's the most  
13    important thing on the agenda here.

14                Anybody can give you money, anybody can  
15    talk about what they are going to do but the key  
16    thing is we're a partnership here and as a  
17    partnership, and I've proved it out many times,  
18    we're here to be with you. It is not fight about,  
19    oh, we are doing catering today so the people can't  
20    come in the building. It is like, bring them  
21    around to the restaurant, let them enjoy.

22                And the golf outings, there are very  
23    few golf outings that come to Oyster Bay.  
24    Fortunately at Bethpage, we have more golf outings  
25    than we can possibly do. So we can bring golf

1 outings, which creates the revenue. We are golfer  
2 friendly, we know how to make great golf outings.  
3 We've done them, we do about 70 a year. If you  
4 don't any knowledge of not golf, it is a pretty  
5 tough go to try to make the golfers happy and try  
6 to make everybody walking around there on the same  
7 page. So we have the experience, we have done it.

8 We've done it many times. I've done it  
9 for twenty years and in twenty years, I'm proud to  
10 say that we've never had a complaint. Twenty years  
11 of doing this. So if there's somebody with more  
12 qualifications than we are, I say find them, but we  
13 are the people that you should have here. We are  
14 people that should be at the Town of Oyster Bay  
15 because we will make you look the way that the  
16 facility is, like a diamond.

17 So with that, we want to talk about  
18 what we want to do. This is not going to cost a  
19 couple of dollars. So I know other people talked  
20 about building out things, we want to put an  
21 expansion on. What is that expansion going to  
22 cost? Well, between FF&E and the construction,  
23 somewhere in the range of about \$5 million which we  
24 are prepared to do and we are prepared to write the  
25 check. This is a public facility. You don't

1 borrow, you write the check.

2 So with that, I'm going to introduce  
3 you to my partner, Sudhin Roy.

4 MR. ROY: Good afternoon.

5 Before I start, I think you are  
6 starting get a sense for why I'm partnered with  
7 Steve. He just overwhelms you with his energy and  
8 passion. By way of background, I manage a firm out  
9 of New York called the Oracle Partners. We are a  
10 New York based private equity firm. We make  
11 investments in private middle market situations.  
12 Investment sizes going from 5 million all the way  
13 50 million.

14 Prior to that -- just to set the  
15 background a little bit of where I am coming from.  
16 Prior to that, I was the president of  
17 PricewaterhouseCoopers Securities. That's the  
18 broker dealer and investment banking arm of  
19 PricewaterhouseCoopers and I led their investment  
20 banking practice for a while. The expertise that  
21 we bring to the table as Steve's partners on this  
22 project, we are investors, private equity investor  
23 but we also bring financial management skills, sat  
24 on numerous boards and we bring corporate  
25 governance skills.



1           We view this project as something that  
2       has to work on its own. We wouldn't be standing  
3       here wanting to do this if that was not our goal.  
4       It's not something that gets buried in some larger  
5       corporation, it is something that has to work, it  
6       has to succeed on its own and we feel very  
7       comfortable partnering with Steve on this.

8           By way of my background just to close  
9       it out, I sit on a few Boards of large companies.  
10      I sit on the Board of the third largest corporate  
11      company. I don't anymore but I used to. I sat on  
12      the Board of Tatum, the largest CFO services  
13      company, I sit on the Board of Hard Cider, New York  
14      based Hard Cider manufacturer so we bring a lot of  
15      corporate governance skills to this. Want to make  
16      sure that this project gets managed in a way that  
17      we would want any of our investments to be managed.

18           Flip the page over and give you a sense  
19      for some of the things that I've done in my career.  
20      I have a 25-year career in finance. I worked on  
21      many, many situations which will be familiar to  
22      you. Many of them are my clients, many of them are  
23      investments in our portfolio. I don't want to go  
24      through them all here, but I'll just touch up on a  
25      few names that in the food sector, you may be

1 familiar with the Nature Sweet brand, which is  
2 little tomatoes. They are in grocery stores here  
3 in New York, that's our client.

4 AJ [inaudible], the bread manufacturer,  
5 McKenzie's, the Hard Cider. We have been in  
6 hospitality situations, Days Inn of America. We  
7 sold a hotel to Gansevoort so we're -- have  
8 experience there. And other large name  
9 transactions. We were the owner Huffy -- Huffy  
10 Corporation. That one I'm sure you know which is  
11 the -- they make kids bikes. As well as Sylvania,  
12 the bulbs, Chrysler, the car company.

13 What's our role in this? We are  
14 providing the commitment on the capital side. We  
15 feel very comfortable in our partnership with  
16 Steve. We have looked at not just his plans here  
17 at Woodlands but also his performance at Bethpage  
18 and that has given us confidence that he is capable  
19 and it's somebody that we want to be partners with.

20 We will act in addition to bringing the  
21 capital to bear, we are also going to actively  
22 participate in supervising and looking after the  
23 finance function. The accounting side, the  
24 controls, the systems, making sure the right levels  
25 of investments are taking place that appropriate

1 reporting is talking place.

2 And finally, I'll participate in the --  
3 on the Board of directors of this new project. So  
4 that's kind of -- gives you a sense for where we're  
5 coming from. Obviously I'll be available to take  
6 questions either now or later.

7 MR. CARL: So as Carlyle, we are also  
8 as a partner in making an investment in this also  
9 so you got two of us coming out and putting the  
10 money up for this which is not a problem because it  
11 would be a check written from day one that would be  
12 there ready to make it happen. As far as our  
13 projections. If you take a look at the five-year  
14 outlook, you'll take a look at -- that in the third  
15 year, based on our projections which we believe are  
16 easily obtainable, the return to the Town will be  
17 approximately \$675,000.

18 By the time that we get to the end of  
19 the five-year hovering around the nine and change  
20 million dollars, you will be over \$900,000 to the  
21 Town.

22 Ultimately, this contract will come  
23 close to \$28 million dollars because once you fill  
24 out the book, it continues to generate clients year  
25 in year out. Now why do we feel so strongly about

1       being able to fill this out? Well, we have no  
2       dates left at Bethpage. We have very few dates  
3       left at our other four facilities.

4               We are in desperate need of another  
5       facility that's a mansion style property that the  
6       brides who know us that come to us for one party  
7       and the mother of the bride says, I have another  
8       daughter getting married but she doesn't want to  
9       get married at the same place so what do we? We  
10      don't have a place to put them, we have a close  
11      proximity. We have a team of 500 people. The  
12      group that's with me, my sales team, has been with  
13      me for twenty years, most of them.

14             People come, they stay. Unless we get  
15      rid of them, they are there for life. So we have a  
16      big family, but more than that, I have my family  
17      and my family, my kids, have grown up in this  
18      business so they are going to be around for a  
19      really long time and 30 years is a long time. And  
20      the rest of them, that maybe I didn't give birth  
21      to, are all my kids and they are here and it is  
22      important to them that they have a place for their  
23      future and it is important for me to have another  
24      facility that we can grow the great Carlyle name  
25      and the Carlyle brand for not just me, not just for

1 the Town and all the people that are in it, but  
2 also the people that I employ.

3 Now, I want to bring up one other thing  
4 because it's really pertinent here. Town of Oyster  
5 Bay, talked about the Woodbury Jewish Center, you  
6 had the Rabbi here. You know how that began? That  
7 began in my backyard. In 1984, I was sitting  
8 around the pool with two other guys and I was very  
9 successful in the packaging business and they  
10 wanted to build something because the community  
11 didn't have a temple.

12 So I happened to be sitting there and I  
13 said I can help out I can try to get this done.  
14 Well, they have a book that written on the founders  
15 and I'm considered one of the three and the kiddish  
16 room is named after my kids at the Woodbury Jewish  
17 Center so that vision of what could be which was  
18 brought up before really did happen and the vision  
19 at Bethpage when Bernadette Castro sat there and  
20 said what am I going to do with the U.S. Open, that  
21 happened.

22 And when I came to the failing OTB Race  
23 Palace that was owed tremendous money because some  
24 restaurateur that couldn't do anything owed them a  
25 ton of money, I came in and I rebuilt it over and

1 I'm sitting here again today with a similar  
2 situation. So I've done it, I've proved it, I've  
3 done the \$10 million that this facility will do.  
4 I'm not guessing whether I can do it, I did it.

5 I'm not telling you that I'm giving you  
6 more money at the beginning because I want to get  
7 in. What's it going to be ten years down the line?  
8 You know what it's going to be, we have a way that  
9 we deal with things because the state taught us.  
10 It's called an R & R account. What's an R & R  
11 account? Replenishment and refurbishment so every  
12 year, we take a percentage of what we do and we put  
13 it aside so that twenty years from now you're not  
14 looking at a rundown place that you get back but  
15 rather you're looking at a place that stays that  
16 way. That's why Bethpage has been around for  
17 twenty years, because we continue to constantly  
18 upgrade and do the things that need to be done.

19 Anybody can sit here and throw a number  
20 at you to get in. What happens five years, ten  
21 years, what happens with a clause you can get out  
22 in 60 days. We don't want to go anywhere. We want  
23 to be here for 30 years and if I'm lucky, I'd love  
24 to be around for 30 years. What we want to do is  
25 we want to be here and we want to be your partner

1 and I think that's the message that we want to give  
2 you today. That we're here to commit to you guys  
3 to be your partner to build the next great facility  
4 on Long Island and this is not about bumping out a  
5 little space to try and get a few more people in,  
6 it is the whole mentality of how we deal with the  
7 public and how we're going to go about making this  
8 work so no one feels that they can't come into this  
9 clubhouse and yet a bride feels that she's got her  
10 special day and the golfers feel comfortable and we  
11 bring the people out because it is not just a golf  
12 club, it is for the people and it's the people's  
13 country club. With that, we have any questions?

14 COUNCILMAN IMBROTO: You've been  
15 operating at Bethpage for twenty years?

16 MR. CARL: Yes. A little short of 20.

17 COUNCILMAN IMBROTO: What's your annual  
18 revenue at Bethpage.

19 MR. CARL: Approximately, what I'm  
20 showing here.

21 COUNCILMAN IMBROTO: What was it last  
22 year?

23 MR. CARL: I don't know nine and  
24 change. Almost ten.

25 COUNCILMAN IMBROTO: Are you current on

1 your payments there?

2 MR. CARL: Yes.

3 COUNCILMAN IMBROTO: Have you always  
4 been current on your payments there?

5 MR. CARL: Yes.

6 COUNCILMAN IMBROTO: What's the  
7 schedule for the capital improvements?

8 MR. CARL: We intend to put in  
9 approximately \$5 million. We are ready to go as  
10 soon as the schedule can be cleared but because of  
11 what we're doing, we don't have to interrupt some  
12 of the events that are booked there because it  
13 would be an addition so we can phase this in in  
14 such a manner that we're not going to inconvenience  
15 anyone saying, okay, we can't have parties for six  
16 months or a year or whatever so we are able to work  
17 within the frame work.

18 COUNCILMAN IMBROTO: What's the  
19 capacity at your facility at Bethpage?

20 MR. CARL: Approximately 600, 550-600  
21 and this will be a similar size.

22 COUNCILMAN IMBROTO: So you are  
23 proposing 600.

24 MR. CARL: It's probably created for  
25 500, 550. It is approximately 7,000 square foot



1 extension.

2 SUPERVISOR SALADINO: How large was the  
3 extension you put on at Bethpage?

4 MR. CARL: Approximately the same.

5 SUPERVISOR SALADINO: What did you  
6 spend in the initial?

7 MR. CARL: Well, we had to do the whole  
8 entire facility at Bethpage. We spent in excess of  
9 \$10 million in the facility because we had a lot of  
10 other additions. We had to redo the entire air  
11 conditioning throughout the whole facility, we had  
12 to take all the auxiliary rooms no room in Bethpage  
13 was left undone and in this facility, it's a lot  
14 more decor than it is redoing the mechanicals in  
15 some of the spaces.

16 To build over a kitchen, where you have  
17 a kitchen is capable currently to handle the output  
18 of what needs to be done. And by the way, I might  
19 add also that we do have a glatt kosher facility  
20 but it won't be operating out of this facility but  
21 we can come in should anybody want that type of  
22 product. We have Temple Israel of Lawrence and we  
23 have the North Shore Synagogue.

24 COUNCILMAN IMBROTO: Your projection of  
25 28 million over the life of the contract, that's

1 based on what?

2 MR. CARL: That's based on what we  
3 believe -- once we get to a certain number -- see  
4 the way that this business works is once you get up  
5 to that 8-9 million, 10 million number, it stays  
6 that way. It doesn't really drop.

7 COUNCILMAN IMBROTO: It would have to  
8 go up to get to 28 million, right?

9 MR. CARL: No, because we offer you a  
10 base of 450,000 with a 3 percent increase and  
11 10 percent over \$5 million; so if you do the  
12 calculation, you're 450 at 3 percent, plus ten  
13 percent over 5 million, ultimately gets you to that  
14 900 and change thousand, times it by thirty years.

15 COUNCILMAN IMBROTO: 10 percent?

16 MR. CARL: 10 percent.

17 COUNCILMAN IMBROTO: Over 5 million?

18 MR. CARL: Over 5 million. See, we  
19 believe most of the people coming in here leaving  
20 the building the was that it would be, would be  
21 able to achieve approximately 5 million. The  
22 difference in our proposal and their proposals were  
23 that when you're getting to five or five-and-a-half  
24 or if they say six, that's where you're topping  
25 out. So the amount of money that you're being

1       paid, you're almost at the top number then.

2       There's no room to move up.

3               With our proposal, by being able to do  
4       this, we reach higher numbers, give you a facility  
5       that's now available to a lot more people. There  
6       are a lot of parties out there believe it or not  
7       that are in the range of 400 and 450 people that  
8       there are not a lot of facilities available that  
9       can handle them. The ability to be able to do that  
10      is a tremendous ability and sets you apart from  
11      every other small 200 or 250 seat catering house.

12             And the other part about it is by  
13      building the ballroom rather than bumping it out,  
14      the problem with that of doing the bump out is you  
15      still have a pre-function cocktail room so your  
16      cocktail room remains pretty similar even if they  
17      bust out a few walls. You're gaining a little bit  
18      but you're really not gaining the ability to have  
19      space that really works well together.

20             By taking the existing space there and  
21      being able to also create space to do 40th  
22      birthdays, 30th birthdays, you want people to come  
23      into to not just have their wedding there, but be  
24      able to come in. Maybe it is a small Bar Mitzvah,  
25      maybe it's a christening, whatever it is, we want

1 to be able to do it. We want to be friendly to  
2 everyone and we want the general public to know  
3 that this is the place to go.

4 SUPERVISOR SALADINO: Can you show us  
5 on that diagram exactly where your bump out would  
6 be -- where your construction would be?

7 MR. CARL: So this (indicating) is  
8 surrounding your building. So over here, this is  
9 your big bump out over here.

10 Consequently, it interferes with  
11 nothing because it sits up high. Your golf is all  
12 back here. We do not want to go out that way  
13 because we would lose the patio and you would  
14 lose -- you would go and encroach on the golf  
15 course. So by building it out here, we now create  
16 the entire rooftop which is larger.

17 And if you notice in front -- do you  
18 want to talk about the entrance?

19 MR. RUSSO: There's actually two  
20 additions, as I mentioned earlier. You have one  
21 for the grand ballroom and right behind that when  
22 you're in the courtyard, to the left is that single  
23 wall that separates the courtyard from the guard.  
24 Right behind that would be the single story  
25 addition. That would be for an indoor ceremony

1 room.

2 SUPERVISOR SALADINO: On the front of  
3 the building or the north side of the building.

4 MR. RUSSO: On the south side.

5 SUPERVISOR SALADINO: We're looking at  
6 the back then of the facility. That I consider the  
7 front or the north side.

8 MR. RUSSO: To left.

9 MR. CARL: If you look at the atrium  
10 that's being built there, one of the problems when  
11 you have golf outings is that they really don't  
12 have great space. Now you have a golf outing and a  
13 lot of them use that for an outdoor area. There  
14 still won't be an outdoor area but they'll have a  
15 great space to have a golf outing and be able to  
16 access it without having to traipse through the  
17 whole building.

18 A lot of golf outings are only 100  
19 people or 120 people and you're putting them in a  
20 ballroom that's quite large do a golf outing. I  
21 know they're -- they've been there for a few and I  
22 got to tell you, the biggest complaint is we're  
23 lost. So you need to have the spaces available so  
24 that the people that come there feel comfortable in  
25 their environment or they're not coming so

1 programming is key.

2 COUNCILMAN IMBROTO: Mr. Carl, could we  
3 just back up to the financial proposal again?

4 MR. CARL: Sure.

5 COUNCILMAN IMBROTO: What I'm seeing in  
6 my documentation is 450,000 annually with 3 percent  
7 increases.

8 MR. CARL: 3 percent and 10 percent  
9 over 5 million.

10 COUNCILMAN IMBROTO: I've got five  
11 percent up to 2 million and six percent above 2  
12 million.

13 MR. CARL: No. That's what you --  
14 that's what they put into the original -- no, it's  
15 six percent they want, no, it is 10 percent from 5  
16 million up.

17 COUNCILMAN IMBROTO: And what about  
18 below 5 million?

19 MR. CARL: You get the 450,000 with the  
20 increase of 3 percent a year.

21 COUNCILMAN IMBROTO: So until 5 million  
22 there's no --

23 MR. CARL: Right. Until 5 million.  
24 You get 450 increasing 3 percent a year. However,  
25 the increase goes into effect in the third year

1 based on our projections which will then get you to  
2 675 thousand, approximately, in year three and gets  
3 you well up there, close to the 900,000s in year  
4 five which is substantial money for a facility like  
5 this but is doable.

6 Look, we want to be fair. We want --  
7 the town's got to make their money, we've got to be  
8 able to operate it correctly, we have a common goal  
9 here. The common goal is to make the people happy,  
10 make sure that the operator can make money and that  
11 they can be here forever.

12 You know, when you -- by putting 3  
13 percent, just so you should understand, on a  
14 facility that is capped out, let's say they think  
15 they can do five million or whatever and you're  
16 capped out because you don't have the space to do  
17 it, what's going to happen is that three percent's  
18 going to eating up ten years down the line, 15  
19 years down the line.

20 You might have an operator that says  
21 this isn't working for me. However, the way that  
22 we structured it there's enough money to be made  
23 for us and enough money to give back to you that  
24 everybody comes out as a winner. So the -- you  
25 know, anybody that's coming in and saying we'll

1 leave it the way it is, ultimately that's great for  
2 ten years. That's why you might have an opt-out  
3 clause in two months but we don't want to be opted  
4 out, we don't want to leave, we want to be here  
5 forever and we want to be good partners and that's  
6 what you need and somebody that you can talk to.

7 You know, we -- I'm with the State of  
8 the New York. You know what we do? We have  
9 meetings and what we do is we have those meetings  
10 so we can keep them updated on our situation, they  
11 can keep us updated on theirs and we have a very  
12 good line of the communication because that's what  
13 partners do. It's not about us walking and saying  
14 okay, we're taking over your facility, this is your  
15 facility. We just want to be your partner.

16 COUNCILMAN IMBROTO: So just so we're  
17 crystal clear, 450,000 with 3 percent increase is,  
18 and 10 percent above five.

19 MR. CARL: Based on five million, over  
20 five million, right.

21 MR. ROY: He's not going let go. When  
22 we looked at this investment from where we stood,  
23 you know, we did a very close comparison to what he  
24 was saying here versus what he's doing at Bethpage  
25 and we'd encourage that you look at it that way



1 which is his ability to generate the \$10 million of  
2 revenue.

3 I've heard some of the previous  
4 presentations, I'm not sure who they all were, but  
5 they were talking in terms of the \$5, \$6 million  
6 revenues and so when you start sharing large  
7 percentages over and above a \$6 million number when  
8 none of their facilities are actually able to  
9 generate more than the \$6 million, I'd question  
10 what exactly is that higher percentage worth to  
11 you?

12 Whereas here, you actually have a  
13 comparable facility doing \$10 million and so  
14 percentage or not, the dollars become much more  
15 meaningful to you.

16 SUPERVISOR SALADINO: I have a few  
17 questions. On the additions, we talked about the  
18 grand ballroom, east side of the structure.

19 How many square feet is the addition?

20 MR. CARL: That was the 7,000.

21 SUPERVISOR SALADINO: And the atrium  
22 projecting from the north end of the building, near  
23 the entrance?

24 MR. CARL: About 3,000.

25 SUPERVISOR SALADINO: If someone wanted

1 to hold a more modest event, would they be able to  
2 have a school sports dinner there, would there be  
3 able --

4 MR. CARL: That's primarily the reason  
5 for doing it.

6 SUPERVISOR SALADINO: The atrium.

7 MR. CARL: The atrium gives you -- the  
8 most beautiful spot you have is when you enter. It  
9 hasn't been utilized. If you look to the left,  
10 you've got a wood structure there, you've some of  
11 the greatest views, if you notice off of that  
12 you'll see a gorgeous fountain and you have no  
13 access to it.

14 Basically, what happens is right now  
15 they have a little bar out there and some, some  
16 area for your to walk around. It really doesn't,  
17 doesn't get any usage. The only usage you're going  
18 to get is during the summer, if it's a nice night,  
19 and they happen to go out there for a golf outing.

20 MR. RUSSO: I just want to also add on.  
21 Don't forget about the existing ballroom now,  
22 that's there now gets renovated and also gets used  
23 for smaller events.

24 COUNCILMAN MUSCARELLA: So you'll have  
25 maybe two or three events going on at a time do you

1 think?

2 MR. CARL: Well, it will be segregated  
3 though. It won't be as -- when we go we have one  
4 bride at time but the way that we're doing is by --  
5 it's like what happened with Bethpage. It used to  
6 be that when people came there, the golfers would  
7 be walking through the front door with the bride,  
8 you can't do that.

9 So what we're doing and what we're  
10 suggesting and the reason why we're suggesting  
11 doing it this way is that what we will with be able  
12 to do is we will be able to segregate the bride in  
13 her own area, without interference, and we will  
14 have the general public not feel like they're  
15 walking in on a party. So you'll be able to do a  
16 party down one end and you'll be able to have the  
17 wedding going on and currently at Bethpage we use  
18 that exact same way.

19 If you come in and you use the room  
20 across from the -- from Taste 99, which is our  
21 restaurant, you'll be able to have a party in  
22 there, a small party, you'll be able to use the bar  
23 area for a gathering if the golfers want to hang  
24 out, we have a full-scale restaurant which we've  
25 operated for twenty years, by the way, so I

1 understand the caterers typically -- they'll look  
2 at this -- you know, the restaurant is not making a  
3 lot of revenue but reality is we make revenue and  
4 we're very user friendly.

5 COUNCILMAN MUSCARELLA: Okay. So you  
6 have the ballroom to the east, a smaller room to  
7 the back, second floor restaurant.

8 What are you going to have in there?

9 MR. CARL: Second floor we still have  
10 the restaurant and we still have ability to be --  
11 and we were going to bring them through a new and  
12 improved entrance so when you came in to go dine,  
13 you're not walking through that same -- because  
14 this was one of the major things.

15 COUNCILMAN MUSCARELLA: So let's go.  
16 So you have the ballroom going on, you have the  
17 back room, you have the second floor restaurant, I  
18 don't know.

19 MR. CARL: That's correct.

20 COUNCILMAN MUSCARELLA: You got the  
21 top --

22 MR. CARL: That's correct.

23 COUNCILMAN MUSCARELLA: -- open floor  
24 which you're going to expand over the ballroom --

25 MR. CARL: That's correct.

1 COUNCILMAN MUSCARELLA: That's 10,000  
2 square feet.

3 MR. CARL: That's correct.

4 COUNCILMAN MUSCARELLA: You've got  
5 golfers to west and then parking is the problem.

6 MR. RUSSO: Yeah. So --

7 COUNCILMAN MUSCARELLA: That's --

8 MR. RUSSO: I appreciate you bringing  
9 it up. We obviously don't know the facility as  
10 well you do or may have had problems over the last,  
11 you know, however many years, twenty years.  
12 Bethpage, there's no -- there isn't a single place  
13 on Long Island that has the amount of golfers on a  
14 given day for a 500-person wedding happening the  
15 same day. We have solved it. We get into it.

16 Talented valet operators can plan out  
17 everything, phase things, offsetting certain party  
18 times for when the bulk of the people come in, you  
19 know, peeling off certain events a little earlier,  
20 you know, where people come out and come in from  
21 staging of all different things and, quite  
22 honestly, we just take a look to see what the  
23 grounds look like and there could be, there could  
24 be a place that might be -- if there is an event  
25 that is for a 1,000 person even on a given day,

1 once a year, twice a year, that, you know, the Town  
2 decides to develop with the caterer then we find  
3 out where that overflow spot becomes.

4 MR. CARL: We've also had many events  
5 at Bethpage where we've had similar situations to  
6 that. The valet parking company that we, that we  
7 have is our regular valet parking company, runs  
8 vans and parks the cars off-site. We have a lot of  
9 facilities that are very close by that we have no  
10 problem making deals with.

11 I've already spoken to a couple in  
12 thinking that that might come up. So we already  
13 have people that I happen to be friendly with that  
14 are willing to loan their space, which is close by  
15 to the facility. I do not expect that there would  
16 be any problem, at all, with that and we are event  
17 solution providers so we come up with it and we  
18 figure it out.

19 It's not like we're -- you know,  
20 anybody coming into the facility would deal with  
21 the same issues and we've dealt with them  
22 successfully in every one of our locations.

23 SUPERVISOR SALADINO: Can we be assured  
24 that under no circumstances will there be on-street  
25 parking in any of the residential neighborhoods?

1 MR. CARL: Never, never. That's the --  
2 worst thing you could ever do is park cars in  
3 residential -- that, that's a no-no. I mean  
4 anybody that's in our business would know that. We  
5 would never put people's cars into residences.  
6 They'll complain.

7 It will be the worst nightmare you ever  
8 want. No. We're here -- you know, when we take --  
9 and when we come in as a partner, okay, we're here,  
10 we're looking out for the Town and we're looking  
11 out for us. We want to make sure that everybody is  
12 absolutely thrilled with us. We make friends,  
13 we're not looking to make enemies.

14 SUPERVISOR SALADINO: Can you just talk  
15 to us a little bit more about the restaurant? Can  
16 there a menu included with any of your --

17 MR. CARL: They told us they didn't  
18 want menus, but we will be glad to submit you a  
19 menu. We have a grill-style menu over at Bethpage  
20 that -- one of the things we try to do is we are  
21 governed by the State of New York in terms of that.  
22 We can't go out there and overcharge for anything  
23 nor would we want to.

24 We want people to come in there and  
25 understand this is not a high-end steakhouse, this

1 is for the general public, so we do a great dinner,  
2 we do a great lunch, but what we do is we make it  
3 affordable because that's our give back.

4 Part of the allowance of being able to  
5 do catering is the knowledge that people can come  
6 in there and won't feel like they're turned away or  
7 that they're being charged \$6 for a bottle of  
8 water, it's just unheard of. I mean you go to the  
9 movies, they're charging you \$10 for a thing of the  
10 popcorn and water.

11 You know, you feel like you've been  
12 had. This, again, is a public facility. People  
13 should come in and feel like the prices that we  
14 charge are within reason and they should want to  
15 come back. For a few dollars it doesn't pay for us  
16 to go and to overcharge or do anything other than  
17 make people happy.

18 Besides, we want them to come back. On  
19 our Wednesday nights at Bethpage, when we first  
20 opened up, we were charging \$10 a head. You know  
21 what we said? We are not charging \$10 a head. Let  
22 everybody come, let them enjoy, they are go to buy  
23 food, they are going to buy drinks, they are going  
24 to have a great time and they all came.

25 Our seafood night, I don't know any



1 place that does a seafood night on a Monday night  
2 and charge this past year, I don't know, \$50 or \$55  
3 all inclusive. It's the best deal on Long Island  
4 and they come there. Why do we do it? Because to  
5 give back. You want the people that you represent  
6 to feel like they're utilizing what they have.

7 They own homes here. You know, when  
8 you go to a private community, why do they go  
9 private community? They go to a private community  
10 so they can use the clubhouse, they can use the  
11 restaurant. Here, this is your facility for the  
12 residents to use so why not make it affordable to  
13 them? I'm not here to take every last cent. I  
14 make my money off my catering. That's why I built  
15 the right way, done the right way. We are the  
16 right fit for you.

17 SUPERVISOR SALADINO: So if we could  
18 just address that a little more specific because it  
19 sounds great but, more specifically, what do you  
20 get for maybe a burger and fries platter currently  
21 at Bethpage?

22 MR. CARL: This is Andrew.

23 MR. ANDREW: Current pricing, average  
24 pricing for lunch, cover per head is \$11.

25 SUPERVISOR SALADINO: And what would it

1 be at this location?

2 MR. ANDREW: Same at the Woodland.

3 SUPERVISOR SALADINO: And the menu of  
4 choices would be similar?

5 MR. ANDREW: So there's going to be two  
6 components of this. One is going to be servicing  
7 the golfers, which is going to be more of that  
8 casual grill-style menu, and the other is going to  
9 be servicing the general public which is going to  
10 include light-fair food for lunches and something a  
11 little more upscale for dinner as well.

12 We're going to have strong emphasis  
13 here at this facility as we do at Carlyle On The  
14 Green with the taste of New York that has been  
15 dominating restaurants and focusing on local and  
16 organic cuisine.

17 SUPERVISOR SALADINO: Specials and so  
18 forth. Easter, Mother's Day. They'll cater to  
19 those dates?

20 MR. ANDREW: Of course. So as we do  
21 right now at Carlyle On The Green, all holidays and  
22 special events so Thanksgiving, Mother's Day,  
23 Easter.

24 MR. CARL: In excess of 1,200 to 1,300  
25 for Mother's Day, every Mother's Day. We do all

1 the major holidays because most people don't want  
2 to cook. So every holiday. And we would be doing  
3 the same thing here. We would make it open so that  
4 everybody would come on those holidays and any  
5 other type of special events.

6 SUPERVISOR SALADINO: In terms of your  
7 capital improvement, you're putting up a  
8 significant amount up front.

9 What was that total you were --

10 MR. ANDREW: Five million in the first  
11 year.

12 SUPERVISOR SALADINO: Five million in  
13 the first year.

14 What about as we get to your 10 and  
15 further on through the lease?

16 MR. CARL: I mentioned that before that  
17 we have R and R. That out of what we do, we set  
18 aside approximately 2 percent of what we do each  
19 year for replenishment and refurbishment. This way  
20 we're never -- the building never goes into  
21 disrepair.

22 It's the only way that it can stay  
23 fresh and for us to be able to continue to, long  
24 term, to maintain and continue to have long-term  
25 clients the want to walk into a place where the

1 carpet's changed if there is carpet, where the  
2 floor are redone, where the walls are painted so  
3 we're -- and we also have a maintenance staff, by  
4 the way, of 11 that's currently at Bethpage of  
5 which we have a steady maintenance staff here at  
6 the Woodlands that would be -- just be around to  
7 make sure that everything is maintained.

8 MR. ANDREW: Just to add to that, I'm  
9 sorry, so there's two separate line item expenses  
10 that we account for in our P and Ls. First, of  
11 which, is 2 percent for the R and R and above and  
12 beyond that is 3 percent that goes into routine  
13 maintenance annually for the building.

14 COUNCILMAN IMBROTO: All of those  
15 capital improvements, none of that's going to be  
16 financed? That's all going to come from your own  
17 liquidity and from your partners?

18 MR. ANDREW: Correct.

19 COUNCILMAN MUSCARELLA: What's the  
20 financial structure here, again? You have --

21 MR. CARL: We are 50/50 partners.

22 COUNCILMAN MUSCARELLA: 50/50 and  
23 you're both signing?

24 MR. CARL: Yes.

25 COUNCILMAN MUSCARELLA: And assets? I

1 didn't see the assets.

2 MR. CARL: Plenty of assets.

3 MR. ROY: I think we filed a statement.  
4 I certainly did filed a statement of assets with  
5 you guys.

6 MR. CARL: You're welcome to look.

7 COUNCILMAN MUSCARELLA: So it's your  
8 personal money or is this Oracle Capital that's  
9 giving the money like a mortgage lease?

10 MR. CARL: So if you look at the assets  
11 and those are just my assets, there's sufficient  
12 liquidity that are cash and marketable securities  
13 for me to do that myself.

14 SUPERVISOR SALADINO: And you will be  
15 contractually obligated to those percentages?

16 MR. CARL: Yes, we will.

17 SUPERVISOR SALADINO: The 2 percent  
18 annually, the 3 percent in maintenance. The 2  
19 percent annually in upgrades and 3 percent annually  
20 in maintenance.

21 MR. CARL: We are not contracted, but  
22 that's what we do. If they want it, we have no  
23 problem.

24 COUNCILMAN MUSCARELLA: And we talked  
25 about this increased seating capacity. Just talk

1 to us a little bit about what your plans are to  
2 handle that as you increase. We briefly spoke  
3 about the parking, other issues that you're  
4 prepared to handle.

5 MR. CARL: Honestly, I don't see many  
6 other issues. The only real issue is the one you  
7 hit on, which is the parking. We're used to doing  
8 parties of this size all the time. With having 500  
9 in staff, I have -- the maitre d' is the captain,  
10 the captain's the people, I have staff that's with  
11 me constantly, we could walk in there tomorrow.

12 One of the things -- just so you know  
13 how efficient we are, on the temporary RFP we were  
14 granted a Tappen Beach. We had three days to be  
15 able to walk into Tappen Beach with it totally  
16 closed and no one knowing what kind of condition it  
17 was, asking us to come in on a three day and get it  
18 up and get it running. We not only did that but we  
19 did it successfully. It was running.

20 We got a liquor license almost  
21 immediately and we got nothing but rave reviews for  
22 the whole season. So we're used to a fire sale,  
23 we're used to coming in, we're used to getting  
24 things done and we're amenable to work should you  
25 choose us, with the temporary operator, to make

1 things work well in any transition.

2 COUNCILMAN MUSCARELLA: Can I ask a  
3 question? Did you put an RFP Tappen Beach?

4 MR. CARL: No, I did not.

5 COUNCILMAN MUSCARELLA: Can I ask you  
6 why? Because it wasn't feasible?

7 MR. CARL: I'll tell you honestly.

8 COUNCILMAN MUSCARELLA: Yeah, be honest  
9 because that's what we want to do --

10 MR. CARL: We did approximately 400  
11 something thousand dollars at Tappen Beach last  
12 year. We did not feel that the RFP for what we do,  
13 the amount of -- we do things at the certain level  
14 and the amount of what we have to put in to make  
15 that work would have to be substantially more.

16 You're limited there, and it's not by  
17 choice, to an 88-seat facility, that's really your  
18 problem there, and as an 88-seat facility, you  
19 can't -- no matter what, you're not pushing people  
20 out of their seats and they come and they check and  
21 I'm not going do something wrong so we took it over  
22 with an opportunity to see and to see if we could  
23 not do something with the Town of Oyster Bay last  
24 year.

25 We did it, I won't say we, came out and

1 made a fortune because we didn't, but I just feel  
2 that our talents, the way that they are, are better  
3 suited to what we do best and this is what we do  
4 great. Out of the all the RFP's that are out  
5 there, this is what we've done time and time again  
6 and this what we love to do and this is what we're  
7 great at.

8 So I would have bid it, but I also was  
9 under the impression, having seen what's occurred  
10 here, that by bidding all of them, first of all, I  
11 don't think it would be that one operator would get  
12 all of them and a couple of people said, oh, you  
13 should definitely bid Tappen because you'll get it  
14 again, I know I'd get it again, but I really don't  
15 feel that that's what we do best.

16 COUNCILMAN MUSCARELLA: Okay.

17 Fair enough.

18 MR. CARL: Questions?

19 SUPERVISOR SALADINO: Anyone else?

20 Thank you for a very thorough presentation.

21 MR. CARL: Thank you.

22 (Applause.)

23 SUPERVISOR SALADINO: For those of you  
24 in the audience, we're going to take a ten-minute  
25 break.



1 (Whereupon, a brief recess was taken at  
2 2:39 p.m.; then the proceedings resumed at  
3 3:03 p.m. as follows:)

4 SUPERVISOR SALADINO: Thank you for  
5 your patience for our breaks for our stenographer.

6 Our next presenter will be The Dover  
7 Group.

8 MR. YAMALI: Good afternoon.

9 SUPERVISOR SALADINO: Good afternoon.  
10 How are you today?

11 MR. YAMALI: Good.

12 How are you?

13 Thank you. Thanks for the opportunity  
14 for proposing. I appreciate that.

15 My company, The Dover Group, has been  
16 in business for over forty years. We currently  
17 operate under the same corporation, the same tax ID  
18 number and we plan on going another forty years.  
19 I've been doing this for more than forty years as a  
20 kid, even working for my own father. I'm a very  
21 hands-on operator. You'll see me at operations  
22 that we currently own.

23 Some of those operations are The Sands  
24 on Lido Beach, the Coral House in Baldwin, the  
25 Milleridge Inn in Jericho, we operate the Barn in

1 Bethpage Restoration Village, we have Dream event  
2 planning, Hudsons on Nautical Mile, Malibu Beach  
3 Club, Malibu Restaurant, Malibu Beach Camp. I can  
4 go on, we have a few others, and I'll get back to  
5 the reason why I'm giving you all the locations.

6 We've worked closely with government  
7 for many, many years. We do work for the national  
8 park service, the IRS, New York State parks, New  
9 York State, itself, Nassau County, Suffolk County,  
10 Brookhaven, most of the townships in Long Island.  
11 We're in Long Island, our geography's in Long  
12 Island and we hire Long Island staffing.

13 I recommend or urge you guys to call.  
14 These are the references that we have. Most of  
15 them are our vendors and our customers. Many of  
16 the vendors have been dealing with me for over  
17 twenty-five years. Many of the customers, you'll  
18 see, have been with us many years as well. I  
19 didn't give you an account clerk, I gave you the  
20 owner of the company and these are public companies  
21 and major -- not public but major companies as  
22 vendors.

23 My Executive Chef, Chris Silo, has won  
24 many food awards under Dover. We were featured on  
25 ABC, CBS, PIX. We were recently -- about three

1 weeks ago we won Food Fights on channel 12, we were  
2 on Good Morning America for the best chowder in the  
3 country, we were voted that way. We just do a lot  
4 and we do a lot for the community. We are very  
5 community minded and oriented and we're, you know,  
6 we're very focused. Our operations are very  
7 aggressive. We take over places that were once  
8 great like the Malibu or Petters or even the  
9 Milleridge and turn them back into being great.

10 The Coral House, for example. When I  
11 took it over, it was doing about \$3 million. We've  
12 almost tripled that now in a matter of five years.  
13 We didn't rebuild the building, all we did was  
14 renovate it and we did a lot of aggressive  
15 marketing and sales, gave great food, gave great  
16 service and it showed.

17 My staff behind me, I have Adam, right  
18 here, is our vice president of events and planning  
19 and Dream events, Pam is our banquet manager for  
20 all our banquets and T, he's our operations manager  
21 for all The Dover Group locations. They're a very  
22 integral part of our business. They've given me  
23 many, many years and they know the vicinity, they  
24 know the area and they do a lot of the greet things  
25 for the community.

1           Being a hands-on company, we have  
2           different approach. Our approach of operations is  
3           realistic. We heard a lot of different great  
4           proposals here today, but they are very, very  
5           aggressive and while they're great, I don't think  
6           they're real. I mean, I think that our approach is  
7           more realistic where you're taking a building  
8           that's a beautiful building, you're at a golf  
9           course, it has a lot -- you know, has a very small  
10          parking area.

11           By expanding the building, by making it  
12          bigger and better may not be the bigger and better  
13          way to do it. Maybe there's other ways to find  
14          business within the building so that you can  
15          enhance on that. I'll use our location, Malibu, as  
16          an example. When I took it over, it's a  
17          public/private partnership with the Town of  
18          Hempstead.

19           The Town had a hard time doing a lot of  
20          capital on it and that's where we came in. We did  
21          over \$10 million of improvements there. While we  
22          were there, we started a day camp, we opened a  
23          restaurant, Malibu, we opened up a series of stores  
24          and we took a property that's doing about \$2  
25          million, costing the Town probably a million

1 dollars in expense, to us paying the Town over  
2 \$600,000 and we're doing very close to \$6 million  
3 there. We're not enlarging anything.

4 Anything more than just finding ways to  
5 do that. At the Town of Oyster Bay golf course,  
6 our idea is to take Dream Event Planning, which  
7 supplies all our other venues with DJs, all  
8 in-house, DJs, flowers, enhancements for  
9 tablecloths, table sashes, decorations, lighting,  
10 lounge furniture, all that.

11 Instead of getting an outside company  
12 and bringing it in, we're the ones that are going  
13 to provide it to the customer and by doing that, it  
14 enhances our sales and the Town gets a portion of  
15 the sales and that's how we can drive our business  
16 without making the building bigger. Another thing  
17 is we operate the golf course at Eisenhower Park  
18 for many -- over twenty years.

19 We do many, many golf outings. The  
20 Town of Oyster Bay, that's the most beautiful  
21 course out there. There should be golf outings  
22 every week there and we plan on pushing it to get  
23 that. That extra revenue could be \$400 to  
24 \$500,000. You add that, plus Dream Event Planning  
25 and then a restaurant, we could have a nice, cozy

1 Italian-style restaurant, old school, something  
2 that's very nice, quite, nice atmosphere, great  
3 food, great chef, you know things that people would  
4 want to go to. Add that to the sales now you're  
5 getting up there with numbers.

6 So our projection is not in the sky,  
7 they're realistic numbers based on realistic ideas  
8 and then you have different ideas for like events.

9 At our place, the Milleridge this  
10 coming Easter. We already have 2,700 paid for  
11 customers coming for Easter. At The Coral House we  
12 have almost 1,400. So we'll do well over 4,000  
13 clients in that one day. Same thing on Mother's  
14 Day, same thing at Christmastime, same thing at  
15 Thanksgiving.

16 There's no reason why The Woodlands  
17 shouldn't be the same. That should be the  
18 neighborhood go-to place. My other division of  
19 Dover is called Quick Snack. We operate the  
20 vending machines at Syosset High School, we do the  
21 food service at Stillwoods Park when they had the  
22 big events. There's tremendous soccer tournaments  
23 going on, we cater it.

24 Why don't they have their events at The  
25 Woodlands, why don't they have their, you know,

1 presentation of trophies or why doesn't the fire  
2 department go to the Woodlands for their  
3 installation dinners? They should be there. All  
4 my other venues, everything in Baldwin from the  
5 Chamber of Commerce then there's the fire  
6 department, the local precinct, everything happens,  
7 over time everything happens at The Coral House and  
8 I'm working out the Millers, too.

9 We just got the Jericho Fire Department  
10 back, the Jericho Chamber of Commerce, all the  
11 local community people, the temple, the churches.  
12 You have to make friends of the community. That's  
13 what this place is lacking. It doesn't need to be  
14 grander and bigger, it needs to be friendly, it  
15 needs to be more open, it needs to be more  
16 approachable. You know, you walk in a place that's  
17 kind of like dark and you don't know the way to go,  
18 you need a greeter there.

19 Hey, how are you, what's going on, come  
20 to my place, we want to sell you something. The  
21 biggest parties are weddings, we agree, but they  
22 are not the only party. What about showers, what  
23 about Bar Mitzvahs, what about 40th birthday  
24 parties, 75th anniversaries? We do hundreds of  
25 them every year. Pam will tell you.

1                   She's a booker -- booked hundreds and  
2                   hundreds of parties for us. The 300 person parties  
3                   at weddings are very slim. More than 150 and 200  
4                   people because you see the change of times  
5                   throughout the years when years ago people got  
6                   married when they were younger and their parents  
7                   paid for the wedding.

8                   Now, there's a turn where people get  
9                   married a little bit older and they pay their own  
10                  wedding. They're looking for quality and  
11                  affordability and a place maybe they'll have 150  
12                  people. If the room holds 400, there's no way that  
13                  you're going to -- you'd be lost inside the room,  
14                  that's my point. So our way of operation is being  
15                  realistic. Marketing.

16                 If anybody opens up Newsday, you'll see  
17                 that -- let me see, we have our add in the paper  
18                 for my venues almost every day of the week. We  
19                 market on social media. From our day camp, our  
20                 restaurants, our beach club, we have over 150,000  
21                 local names that we broadcast our Facebook pages  
22                 to, any kind of social media that we do.

23                 We have in-house graphic designers, we  
24                 have in-house planners that figure out marketing  
25                 strategies and ideas so we can get to the people.



1 So we push clients from all of our venues. Our day  
2 camp has 500 children. That's 500 changes to get a  
3 Communion or a Bar Mitzvah or Sweet 16.

4 We are going to market those places.  
5 They may not like to go to the -- maybe they want  
6 to go to the north shore. I'm sure they will  
7 because we had a lot of success with that now at  
8 The Milleridge. Brunch, very big. This place has  
9 to have brunch. Outdoor brunch in the Summer,  
10 indoor brunch in the Summer. Very important.

11 Wine pairing dinners. Very important.  
12 You need to have these things during the week.  
13 It's a seven-day operation. What we don't want to  
14 do is offend the golfers. We don't want to offend  
15 the residents by overwhelming the place. We want  
16 the place to be busy, but controllable busy.

17 We also want to offer discounts to all  
18 of our service people, our fire department, the  
19 police department, so we can entice them to come  
20 and make it affordable for them to come, make it  
21 right for them. Recognizing your customers is the  
22 most important thing. There's a lot of different  
23 families in the Town of Oyster Bay and they should  
24 all be able to come to The Woodlands to have a  
25 party, to have an event, to enjoy their facility,

1 to enjoy their facility.

2 As far as outings and for extensions  
3 for bigger parties, that's why they make tents. We  
4 have beautiful tents that we own. We'll put them  
5 outside on the patios. We can get bigger parties,  
6 extend the service and it works out very well in  
7 our other venues. As far as our financial  
8 proposal, we were very aggressive on what we  
9 believe we can do, not aggressive to the point  
10 where we say oh, we think we can do it. No, we're  
11 going to do it.

12 We offer \$300,000 per year as a  
13 guarantee with a 3 percent annual increase, okay,  
14 or 12 percent of the gross right out of the start.  
15 So you'll get 12 percent of the golf parties, 12  
16 percent of the event planning, 12 percent of the  
17 flowers, 12 percent of every dollar that walks in  
18 the door of that billing, okay.

19 So the numbers that we project are very  
20 reachable numbers because we are having a lot of  
21 different services, we're not just focusing on a  
22 wedding or one big party, we're focusing on a lot  
23 keeping people in the building. Okay.

24 We're going to give you a 500,000  
25 payment after the first year and \$1 million payment

1 after the third year as part of the pent, not  
2 instead of the rent, as a part of the rent. Our  
3 capital improvements, we own a company, I own a  
4 company, Holly Company, it is a construction that's  
5 fully insured, bonded company that does work all  
6 over Nassau County, they do all of our own venues,  
7 they work specifically for Dover Group and they are  
8 more than capable to do this so the million dollars  
9 of money, you've got a far more value of that and  
10 that's up front to get it going and then over the  
11 course of time we're responsible for all of the  
12 repairs, maintenance, everything of the venue.

13 Having done work in the state parks,  
14 Mr. Carl said that before, these are R and R  
15 accounts, repair and replacement account. We also  
16 will put up a percentage of our money into an  
17 account like that so there's always funds available  
18 to do the work and keep the place running right.  
19 The Woodlands property is a beautiful property. It  
20 is built strong and sturdy. It has marble, it has  
21 wood, it has beautiful accents everywhere. It just  
22 needs to be maintained. You don't have to replace  
23 it, you have to maintain it to make it beautiful  
24 but you have to continually do so.

25 As far operations, I mean, we've

1 done -- we've done this many, many times. We've  
2 done this four or five times in the past ten years,  
3 similar situations, similar locations.

4 Our Coral House property holds 1,300  
5 people, our Sands property holds 900 people so  
6 having a large venue is great but it's also -- it  
7 can be burdensome because you have to carry that  
8 whole place. This is exactly the right size. 300  
9 persons inside, you can fit a lot of  
10 different-sized parties at the same time.

11 Also one large party, you can smaller  
12 it down if you need to. All of our staff is from  
13 Long Island and we promote staff from within. We  
14 grow our staff. A lot of the people have worked  
15 with me since they were kids in the concessions,  
16 now they are our managers, some right hear and just  
17 a good company. That's pretty much all I have.

18 COUNCILMAN IMBROTO: To begin with,  
19 your proposal for the rent is either/or? It's  
20 either the 300,000 plus 3 percent or 12 percent of  
21 your gross revenues?

22 MR. YAMALI: Correct. You're  
23 guaranteed \$300,000 whether we do a dollar of  
24 business or we do millions of dollars but the  
25 12 percent gives you -- you'll make more as we make

1 more and we plan to make more right away. We're  
2 going to come in hard and strong.

3 COUNCILMAN IMBROTO: Okay. So there's  
4 no blended proposal where we would get a little bit  
5 of both?

6 MR. YAMALI: No.

7 COUNCILMAN IMBROTO: Okay.

8 MR. YAMALI: It's 12 percent because  
9 that's what benefits a town like that.

10 COUNCILMAN IMBROTO: Your capital  
11 improvements, you mentioned you're going to put  
12 500,000 in the first year and one million after the  
13 second year?

14 MR. YAMALI: No.

15 COUNCILMAN IMBROTO: Is that for the  
16 capital?

17 MR. YAMALI: No, that's just straight  
18 rent. That's on top of what we're already giving  
19 you.

20 COUNCILMAN IMBROTO: So you're  
21 prepaying the rent or you're just giving --

22 MR. YAMALI: No. No, that's in  
23 addition to.

24 COUNCILMAN IMBROTO: Like a sign-on  
25 bonus?

1 MR. YAMALI: That's correct.

2 COUNCILMAN IMBROTO: Okay.

3 MR. YAMALI: One comes after a year,  
4 one comes after three years.

5 COUNCILMAN IMBROTO: Can you put a  
6 value on the capital improvements?

7 MR. YAMALI: There's a value in there  
8 of one million dollars. The million dollars is  
9 based on what would it cost us, not as hiring a  
10 contractor. So that million dollars may be worth a  
11 million and-a-half dollars, but we're committed to  
12 continually to renovate the place and if we have to  
13 sign to that, I will sign to that statement.

14 Whatever it takes to renovate it,  
15 update it and upkeep it for the cost of the term,  
16 we are doing it.

17 COUNCILMAN IMBROTO: What percentage of  
18 the revenues are you going to put into the R and R  
19 account?

20 MR. YAMALI: Probably 2 percent.

21 COUNCILMAN IMBROTO: Okay.

22 And then as far as your overall vision  
23 for the facility substantially similar to what's  
24 already there?

25 MR. YAMALI: Similar structure, but

1 we're going to redo the curtains and the flooring  
2 and the walls and the doorways, things that have to  
3 be redone. I'm not going to change the bones of  
4 the building, okay. We're just going to update it  
5 and make it look right, lighting, you know bring in  
6 other things that make it look right. That's  
7 what's lacking now. It's lacking warmth now. It's  
8 not a warm place.

9 SUPERVISOR SALADINO: How much do you  
10 intend to spend on the finishings?

11 MR. YAMALI: Right away, within the  
12 first year or so, about a million dollars.

13 SUPERVISOR SALADINO: Just the  
14 finishings.

15 Before you get outside, before you do  
16 anything?

17 MR. YAMALI: Well, the finishings, I  
18 mean around the front of the building. And if it's  
19 more, it's more. I mean, we don't -- I'm giving an  
20 estimate. I'm not living there. I wasn't -- I  
21 didn't have the luxury of being there operating so  
22 I'm not sure if I'd have to rebuild the exhaust  
23 system. It seems to be working, but I don't know  
24 what other things might be coming my way. Once you  
25 live there a little bit, you get to see. Maybe you

1 do need a new elevator, maybe the elevator just  
2 needs to be repaired so I don't want to likely just  
3 spend all this money on that, I want it as a  
4 package and if it's a million-and-a-half dollars  
5 then that's what it's got to be. We're committed  
6 to make it right.

7 SUPERVISOR SALADINO: Can you talk to  
8 us, please, about -- were you done?

9 COUNCILMAN IMBROTO: Yeah, I don't have  
10 any other questions, yet.

11 SUPERVISOR SALADINO: Okay.

12 Can you talk to us about how you'll get  
13 your financing?

14 MR. YAMALI: In-house financing. I'll  
15 finance it myself.

16 SUPERVISOR SALADINO: Please talk to us  
17 about a restaurant facility, what your plans are.

18 MR. YAMALI: I'm a very big guy here  
19 going to the city and seeking out restaurants and I  
20 love the little quaint Italian restaurants where  
21 you get a good taste of, you know, good cooking and  
22 things of like yesteryear. You know, old  
23 fashion-style Italian food. That, to me, is the  
24 best and I think that people will enjoy that over  
25 there.



1                   There are other Italian restaurants,  
2                   but there's always that little flair or a change to  
3                   it. Go back to Sunday sauce. You know what I  
4                   mean? I want to go back to the good old Italian  
5                   food that's, you know, made my get fat.

6                   SUPERVISOR SALADINO: But more  
7                   specifically, where would the restaurant be located  
8                   on the premises?

9                   MR. YAMALI: The same location where it  
10                  is now.

11                  SUPERVISOR SALADINO: With the same  
12                  number of seats?

13                  MR. YAMALI: We'll expand the seating  
14                  outside when we have to and we'll see where the  
15                  restaurant goes. If it needs to get bigger, we're  
16                  going to make it bigger. I don't think it will. I  
17                  want to make it quaint and good. I don't want to  
18                  make it like this crazy, overwhelming place. We  
19                  have a certain amount of seating one night and  
20                  that's when the seating's over.

21                  COUNCILMAN IMBROTO: With the other  
22                  municipal facilities that you run, have you been  
23                  timely in your payments?

24                  MR. YAMALI: Yes.

25                  COUNCILMAN IMBROTO: Have you ever

1 missed a payment?

2 MR. YAMALI: No.

3 COUNCILMAN IMBROTO: How long have you  
4 operated -- what's the one that you've operated the  
5 longest?

6 MR. YAMALI: Municipal client?

7 COUNCILMAN IMBROTO: Um-hmm.

8 MR. YAMALI: I've operated Nassau  
9 County Parks since the late '80s, early 90's.

10 COUNCIL IMBROTO: Which facility is  
11 that?

12 MR. YAMALI: Eisenhower Park, Cantiague  
13 Park, Wantagh Park, a whole slew of them, Nassau  
14 Beach. There's a couple of times in between where  
15 I lost part of the contract, but I got it back  
16 through bidding, nothing else.

17 COUNCILMAN IMBROTO: Anything similar  
18 in scope to what we're dealing with today?

19 MR. YAMALI: As far as The Sands on  
20 Lido Beach, it's very similar. It doesn't have a  
21 restaurant, there's not a golf course, but a  
22 similar size venue. I took that venue, the doors  
23 had chains on it. It was closed, finished. I  
24 renovated it.

25 We got it running really well and then

1 Hurricane Irene came through. We had to renovate  
2 it again. A year later, Sandy came through. We  
3 had to renovate it again. And yet we're still  
4 standing and it's profitable and it's a very good  
5 location. If you've ever been there, it's a  
6 beautiful place.

7 COUNCILMAN IMBROTO: Okay. You  
8 mentioned that your proposal is more realistic than  
9 the other proposals?

10 MR. YAMALI: In my opinion. Everybody  
11 has their own opinion. In my opinion, I'm telling  
12 you reality because I go to these places that are  
13 -- Malibu Beach Club, that place was bad. I mean  
14 it was -- and it wasn't the Town's fault. It just  
15 got run down, it was old, and we wiled it back up.  
16 There's 3,500 names to get a cabana on that list  
17 now. It wasn't like that years ago so there's a  
18 demand to go there.

19 We started a day camp. We had 14 kids  
20 the first year. We have 500 kids coming this year.  
21 So people want to go. We want people to want to go  
22 there, not just saying here's what we have to offer  
23 and you're going to force it on them, no. We want  
24 people to be excited to go to the facility. This  
25 is your best facility, I think, and you need to

1 make it right.

2 Coming off of a vendor that really --  
3 no, he didn't really care or whatever he was doing,  
4 I don't know, I don't really know, but we can do so  
5 much better and make it so much better for the  
6 community. Now, you're looking to really treat the  
7 residents, right, isn't that -- I guess that's the  
8 main goal here. Not to bring parties in from  
9 Staten Island. You want people from Syosset,  
10 Woodbury, and Massapequa to come to your venue and  
11 to enjoy what they pay taxes for. I think that's  
12 my opinion and my approach to this whole thing.

13 SUPERVISOR SALADINO: Would you have  
14 more than one event going on at the same time?

15 MR. YAMALI: Depending on the event.  
16 Not a wedding because brides tend to get upset.  
17 But if there was a shower and maybe an anniversary  
18 or party that you can blend two together, sure, why  
19 not. You don't want to overwhelm the parking lot  
20 either, so...

21 SUPERVISOR SALADINO: That was my next  
22 question. What is your plan for the parking?

23 MR. YAMALI: It's a problem everywhere.  
24 Everywhere you have it. Coral House has a 300-car  
25 parking lot, a 1,300-seat place.

1                   So we have valet, we stack cars/, we  
2                   find a local place nearby that's willing to -- it's  
3                   either closed at night, when we have the party,  
4                   that we can rent some more space and then we do the  
5                   best we can.

6                   I mean, you know, I don't want to lie  
7                   and say we make it perfect every time. There's  
8                   going to be problems at times, it happens. People  
9                   come and just park their car and they run, you  
10                  know. It happens everywhere that I own.

11                  SUPERVISOR SALADINO: Would there ever  
12                  be a circumstance where any of the clientele would  
13                  be parking on a residential street?

14                  MR. YAMALI: We discourage that at all  
15                  cost. It's a very big problem because people get  
16                  upset. They can't get out of their driveway or  
17                  they're parked in front of something and it's an  
18                  issue and we don't want that. We'll discourage it.

19                  The rule right away, at every place,  
20                  all staff parks offsite so that will free up a lot  
21                  of spots right away because you have 25, 30 people  
22                  working there, they're not allowed to park in that  
23                  property. We'll get them bussed in, we'll get a  
24                  carpool to bring them in. That right away gives  
25                  you more spaces.

1                   SUPERVISOR SALADINO:   Where will your  
2                   staff members be parking?

3                   MR. YAMALI:   They could park at one of  
4                   my other places nearby or we'll figure out, we'll  
5                   talk to the Town.   Maybe we could park at Syosset,  
6                   Woodbury Park or at Stillwoods down the block just  
7                   for the night if it's not a problem.

8                   It's not like it's going to be every  
9                   day where there's a big party, but when we know  
10                  there's a shower for 100, there's not going to be a  
11                  parking issue.   It's when you have the parties in  
12                  the afternoon when men, women come from work and  
13                  it's one person per car and you have 300 people,  
14                  you have 300 cars and that's usually when you have  
15                  the biggest problem with parking and that's when we  
16                  have to get a lot of valet, get those cars quickly  
17                  from the beginning, not once they get by the door  
18                  and get them offsite.

19                  We'll get them somewhere in a safe spot  
20                  where they're not going to be, you know, a nuance  
21                  to everybody.   You get one person parks wrong, the  
22                  whole thing gets messed up.

23                  SUPERVISOR SALADINO:   It's very  
24                  important to us to respect the residential  
25                  communities in that vicinity.

1 MR. YAMALI: It's important to make  
2 your guests happy, too. They have to be able to  
3 park; otherwise, it's a problem. You have to make  
4 it right for them.

5 SUPERVISOR SALADINO: Will you have  
6 valet for --

7 MR. YAMALI: Every --

8 SUPERVISOR SALADINO: -- for everyone?

9 MR. YAMALI: Everything, everything,  
10 everyday, every event.

11 COUNCILMAN COSCHIGNANO: Do you have  
12 any concerning operating around the golf course or  
13 the interaction between the catering facility and  
14 the golf course?

15 MR. YAMALI: No, I don't because I want  
16 to work with the golf pro, whoever's running the  
17 golf course, and do parties around their events and  
18 around peak times for the golf course because the  
19 golf course comes first. We're the guests of the  
20 golf course; not the golf course guests to us.

21 SUPERVISOR SALADINO: Can you tell us a  
22 little bit about some of the programs that you  
23 would offer there? You mentioned the camp. You  
24 mentioned this at different locations.

25 What might we expect here in addition

1 to golf outings and larger catered events?

2 MR. YAMALI: Yeah, scheduled events  
3 right away, every major holiday. That would be  
4 scheduled event number one. We'd have bunches  
5 every week, okay. Wintertime, Summertime. We do  
6 different type of dinners. Pairings. They have a  
7 very popular Bourbon dinners, Scotch dinners, we'd  
8 want to do that, make things more popular.

9 We'll have kids events whenever we can.  
10 We can talk about the driving range where we may be  
11 able to do or bring a camp in and use that or have  
12 part of our camp come in and pay fees to come in  
13 and use the driving range or learn how to play  
14 golf. That's a night that we try do that now. It  
15 works out pretty good for a day trip.

16 Very important things is when you bring  
17 the community together because then people start to  
18 see the place. The more of the residents that come  
19 and see it, the more they're going to use it and  
20 they see it's not -- it's inviting. We don't want  
21 to overwhelm them with pricing either because  
22 that's another big thing.

23 How much does it cost? You have to  
24 make it affordable. You've got quality and  
25 everything else. Fair enough that you can pay your



1 bills and, you know, they can afford it.

2 SUPERVISOR SALADINO: Can you just talk  
3 to us a little bit more about pricing in the  
4 restaurant, for instance? Could we expect moderate  
5 price meals?

6 MR. YAMALI: Everything's going to be  
7 anywhere between the teens, \$19.00, \$20.00. Pasta  
8 meal in the high 20s, maybe a low 30 for expensive  
9 seafood. That's it. We're not going go crazy over  
10 there. It has to be very fairly priced. It has to  
11 be great food. That's the way that's going to  
12 work.

13 COUNCILMAN IMBROTO: Is your focus  
14 going to be more on the catering or on the  
15 restaurant?

16 MR. YAMALI: The whole venue because  
17 you have to have -- I'll have staff focus on the  
18 restaurant to make that restaurant great. My  
19 marketing team will market that as a completely  
20 different venue so they get people there on the  
21 times you want, you know, restaurants and specials  
22 and sales and parties. Whatever you have to do and  
23 another different team will market the catering so  
24 you get that out and get that popular. That's what  
25 we need to do.

1 SUPERVISOR SALADINO: You spoke of the  
2 restaurant and so forth.

3 So you'll have two separate kitchens  
4 operating separately?

5 MR. YAMALI: Correct.

6 SUPERVISOR SALADINO: You spoke to the  
7 investment, the capital investment, and the  
8 finishings.

9 Can you please speak to us about  
10 capital investments as it relates to the kitchens  
11 and equipment and some of the bigger end items? I  
12 know you haven't been operating there but perhaps  
13 you've had time to look at it so we can get a sense  
14 of what you'd like to --

15 MR. YAMALI: The equipment that's in  
16 the facility is good, decent equipment. It wasn't  
17 junk from the beginning. It was decent equipment.  
18 A lot of it needs to be refurbished. A lot of it  
19 needs to be replaced. You don't have to change --  
20 I don't know what exactly doesn't work, but as far  
21 as being there, you have a good start, so that's  
22 not going to create a big expense. More of it's  
23 going to be at the core of the restaurant.  
24 Seating, chairs, linen, you need, you know,  
25 lighting. There's a lot of different things for

1 the restaurant to set that up as well as the  
2 catering hall. Chafing dishes, decor, lighting,  
3 all that stuff costs money and you need to -- it  
4 has to be redone.

5 Outside the property, you need to make  
6 it look like, you know, a beautiful garden. People  
7 are taking their wedding pictures there and their  
8 party pictures. They're coming to your place or  
9 our place to do their special day and their special  
10 moment. We better be special and make it look  
11 right for them, so that's got to be number one  
12 priority. Outside and the way the place looks.  
13 Immaculate, clean, all manicured at all times. It  
14 has to be.

15 SUPERVISOR SALADINO: Anyone else?

16 Thank you very much for that  
17 presentation.

18 MR. YAMALI: Thanks for the  
19 opportunity. Thank you very much.

20 Have a good afternoon.

21 SUPERVISOR SALADINO: You're welcome.

22 MR. YAMALI: One very, very, very  
23 important thing that I need to mention is  
24 transparency on our part with our bookkeeping and  
25 our records and we plan on installing a microsystem

1 in a restaurant where you'll be able to go into the  
2 system, realtime, and see what sales we're doing.

3 You, meaning the Town. We'll have all  
4 our catering program software. You've be able to  
5 access that as well online. So if you want to see  
6 how much is booked, really booked, not somebody  
7 saying what they booked, you'll be able to see it.

8 COUNCILMAN IMBROTO: Who would have  
9 access to that?

10 MR. YAMALI: The Town.

11 COUNCILMAN IMBROTO: The Town Board,  
12 the Town --

13 MR. YAMALI: Whoever you appoint. The  
14 Town Board, we'll give it to the Finance  
15 Department. If you want us -- we're transparent.  
16 You can see it. It's public record anyway, so you  
17 might as well be able to see it right from the  
18 get-go. That's the most important thing in all of  
19 our locations. We give our customers access to our  
20 sales because, you know, saying it and talking  
21 about it is different then looking at it and you're  
22 watching these sales go as they go and, to me,  
23 that's really important. I'm sorry I didn't put it  
24 in the beginning.

25 COUNCILWOMAN ALESIA: That's fine. A

1 good point. That's fine.

2 SUPERVISOR SALADINO: As we stated  
3 earlier -- thank you very much for your  
4 presentation. As we stated earlier Healthy Choice  
5 has decided not to present on this portion of the  
6 RFPs, leaving us the last one which is Scotto  
7 Brothers.

8 How are you today?

9 MR. SCOTTO: Good afternoon, Supervisor  
10 Saladino, Members of the Board.

11 SUPERVISOR SALADINO: Thank you for  
12 waiting. Thank you for your patience.

13 MR. SCOTTO: I had a good time.

14 SUPERVISOR SALADINO: You've enjoyed  
15 the presentations?

16 MR. SCOTTO: Yes, I did.

17 Let me, first congratulate you on this  
18 new approach of open and transparent process.

19 SUPERVISOR SALADINO: Thank you.

20 MR. SCOTTO: I tell you that I will do  
21 the same thing with you. I will tell you the  
22 truth, only the truth, nothing but the truth. I'm  
23 not going to give you a long story; however, what I  
24 will tell you will be the truth.

25 My name is Anthony Scotto and I lead a

1 family business known as Scotto Brothers, today one  
2 of the largest employers in Long Island, in excess  
3 of 1000 people. Most of them from Long Island, a  
4 good number of them from this very own township.  
5 Scotto Brothers is comprised of various  
6 restaurants. I'm sure you know some of them.  
7 They're known to be the better restaurants in Long  
8 Island. Rare 650 in Syosset, Blackstone Steakhouse  
9 in Melville, Insignia Steakhouse in Smithtown.

10 We have four catering places. Chateau  
11 Briand, Old Country Road, Carle Place; Westbury  
12 Manor in Westbury; Fox Hollow, adjacent to your  
13 property; and Watermill in Smithtown.

14 We also have two hotels. Again, one  
15 adjacent to your property known as the Inn at Fox  
16 Hollow. The only hotel in Long Island that is an  
17 all suites hotel, we have 145 suites and, perhaps,  
18 one of the most successful restaurant, successful  
19 hotel in Long Island.

20 We also own some real estate.  
21 90 percent of our restaurants above facilities, we  
22 own the real estate. Only two of the places, we  
23 lease.

24 We have been in business for over  
25 50 years and for 50 years, we've been serving the

1 people of Long Island always with pride and  
2 integrity. If one could estimate one could say  
3 that we have received in excess of 100,000 thank  
4 you letters and cards such as thank you, food was  
5 great, service was amazing, thank you for the great  
6 evening, thank you for the fabulous time, thank you  
7 for giving my daughter the wedding she always  
8 dreamed of, thank you for going above and beyond.

9 And, yes, that is what we do, we go  
10 above and beyond with everything that we do.

11 Another thing that we do is respect and  
12 take care of our employees. We are simple, honest,  
13 hardworking people and understand that taking care  
14 of our employees is first a moral obligation, but  
15 then once you do that, everything else will take of  
16 itself.

17 We know that if employees are not  
18 happy, your customers, your guests will never be.  
19 As I said, some of our locations are adjacent to  
20 your Woodlands, practically within walking  
21 distance, and although Woodlands we have a  
22 dedicated staff, we, at any time, can offer extra  
23 support from next door.

24 We are truly a family business as  
25 everyone one of our locations has one or two family

1 members working there and it will not be any  
2 different for the Woodlands. We are well financed,  
3 as you can see on the response to your proposal,  
4 and have great borrowing power. We mainly bank  
5 with HSBC, a bank that I sat on their Regional  
6 Board for fifteen years. What this means is you  
7 will get your rent and your fees on time.

8 We will do -- we will add some to your  
9 building, but we will not build. We will restore  
10 this property as it deserves and make it the pride  
11 and joy of Oyster Bay, and if needed, with your  
12 approval, we can also drive business at your golf  
13 course during slow times by creating incentives for  
14 our hotel guests for your benefit. We will provide  
15 affordable, quality foods in all of the food and  
16 beverage concessions for the public benefit.

17 We will create an atmosphere that is  
18 welcoming and family friendly for golfers. While  
19 we are excited about the event's potential, we will  
20 dedicate ourselves to make golfers happy and, in so  
21 doing, we will ensure satisfaction and return  
22 visits to the golf course.

23 With all of what we will do, you rest  
24 assure we will increase revenue which will greatly  
25 benefit the township taxpayers.



1                   And that's about it. I thank you for  
2                   your time and opportunity and I'm hoping that you  
3                   will consider us your best bet, and I'll be happy  
4                   to answer any questions that you might have and I  
5                   hope that my English is good enough for you to  
6                   understand.

7                   SUPERVISOR SALADINO: It's excellent.

8                   COUNCILWOMAN ALESIA: It's beautiful.  
9                   Lovely to listen to.

10                  COUNCILMAN IMBROTO: Mr. Scotto, just  
11                  for the benefit of the residents, could you go  
12                  through your financial proposal, the amount of rent  
13                  that you're proposing to pay?

14                  MR. SCOTTO: Yes.

15                  I actually gave you two ways of doing  
16                  it.

17                  Option one, base rent of \$45,000 per  
18                  month, \$545,000 a year. Option two, \$50,000 per  
19                  month -- I'm sorry. On the first one, there was  
20                  also a 3 percent increase on yearly basis.

21                  COUNCILMAN IMBROTO: Compound annually?

22                  MR. SCOTTO: In the option two, base  
23                  rent of \$50,000 per month, meaning \$600,000 per  
24                  year, and 10 percent increases every ten years. I  
25                  didn't do -- every five years.

1 I correct that. Thank you for  
2 correcting me.

3 I didn't do any -- I didn't structure  
4 anything where we'll give you 10 percent over this  
5 or over that.

6 I want you to have something that you  
7 know you're going to get no matter I do. It's easy  
8 to say after 6 million, after 7 million, we'll give  
9 you this, we'll give you that. I'd rather let you  
10 know what you're going to get.

11 COUNCILMAN IMBROTO: Okay.

12 And as for the capital improvements, it  
13 doesn't seem like there's a specific value?

14 MR. SCOTTO: I also, I also, if I may,  
15 and I'm sorry, I don't mean to interrupt you, we  
16 offering on option number one, three years prepaid  
17 rent to you and \$200,000 key money to you which  
18 amounts to \$1,869,000.

19 On option number two, we will give you  
20 the same three years rent, which is \$1,800,000 plus  
21 key money of \$200,000 which is \$2 million that  
22 you'll have in your hands. We'd be willing to  
23 write you a check.

24 SUPERVISOR SALADINO: At what point?  
25 At what point in the process is that become

1        offered?    At what year?

2                    MR. SCOTTO:    No, no.    We're going to  
3        give you this ahead of time.    The minute we sign  
4        the deal, we'll give you a check.

5                    SUPERVISOR SALADINO:    In both cases?

6                    MR. SCOTTO:    In both cases, right.

7                    In one scenario you'll get 1,869,000  
8        and in the other scenario you'll get exactly \$2  
9        million.    So you have three years prepaid rent and  
10       a couple hundred thousand dollars, my gift to you.

11                   SUPERVISOR SALADINO:    Why structure it  
12       that way versus just putting it right into the  
13       annual numbers?    I'm sorry.

14                   Why structure it that way as a bonus as  
15       opposed to putting it directly into your numbers on  
16       your 3-year, 5-year, 10-year projections or  
17       guarantees?

18                   MR. SCOTTO:    I apologize.    I'm not  
19       understanding the question.

20                   What do you mean?

21                   SUPERVISOR SALADINO:    Why are you  
22       choosing to provide it in that way?    What is the  
23       benefit?

24                   COUNCILMAN MUSCARELLA:    It's an option,  
25       right?    It's an option.

1 UNKNOWN SPEAKER: The key money, it's  
2 kind of like an industry standard, when you take  
3 over a restaurant, being that the place is standing  
4 -- excuse me. I don't mean to interrupt.

5 Being that the place is standing there,  
6 they call it key money.

7 When you walk into a --

8 COUNCILMAN MUSCARELLA: Can you stand,  
9 please? We need your name.

10 GENNARO TALLARICO: Gennaro Tallarico,  
11 Scotto Brothers.

12 The key money is basically like an  
13 industry standard when you walk into a -- whether  
14 it's a restaurant pad or a shopping center or a  
15 standalone, if there is a facility there already  
16 with a kitchen, with some equipment, the landlord  
17 will say well, you know what, you're walking into a  
18 place where you can pretty much operate right away.  
19 It's key money.

20 MR. SCOTTO: It's what is known as key  
21 money in our business.

22 In other words, we are willing to give  
23 you \$200,000 for whatever that's there for you to  
24 keep. That's all.

25 UNKNOWN SPEAKER: For the bones.

1 COUNCILMAN IMBROTO: Okay.

2 And, Mr. Scotto, the improvements that  
3 you're proposing to make, I see there's reference  
4 to a line of credit that you have.

5 Can you pin down a value on the  
6 improvements that you're planning to do?

7 MR. SCOTTO: Well, listen, I think that  
8 we will be putting about a couple million dollars  
9 in the first three years in there, okay, to fix  
10 what you have. I believe that the place is in  
11 disarray right now, okay. I walked through the  
12 place two or three times. First floor, second  
13 floor, downstairs, it's a horror show, okay, so you  
14 need a couple million dollars just to put this  
15 place back in shape, and in the near future, we  
16 have something for you to see what we envision.

17 COUNCILMAN IMBROTO: Yeah, let's -- I  
18 think we have copies of this so maybe we should  
19 keep them --

20 MR. SCOTTO: You do, you do, but I  
21 thought that maybe this would give you a little  
22 better understanding. That's all.

23 COUNCILMAN MUSCARELLA: All right.

24 Let's do specifics, I guess.

25 Do the ballroom.

1                   Are you expending the ballroom? Are  
2                   you going to --

3                   MR. SCOTTO: Yes. These are just  
4                   visions, the way we envision the place.

5                   Yes, we would expand.

6                   COUNCILMAN MUSCARELLA: Okay. So  
7                   you're expanding it, taking out the hallway,  
8                   whatever, to make it --

9                   MR. SCOTTO: I couldn't answer you that  
10                  now, to be honest, okay.

11                  COUNCILMAN MUSCARELLA: Okay.

12                  MR. SCOTTO: I will probably take the  
13                  hallway -- I think that the room is long and  
14                  narrow, okay. Not the best for a catering house,  
15                  so we will look at it, we will look at the, at the,  
16                  at the structure of it and see if we can enlarge  
17                  within the building or go out.

18                  We would add about 25 percent more  
19                  space to the building to make it square and be able  
20                  to seat 350, 375 people. We think that if you try  
21                  to do anything more than that, you're go to destroy  
22                  what the building is all about, you're going to  
23                  destroy the mansion and you're going to have a  
24                  parking nightmare and I don't care what anybody  
25                  says.

1 COUNCILMAN MUSCARELLA: Okay. Let's go  
2 over -- we'll go over.

3 So the ballroom you're going to expand?

4 MR. SCOTTO: Right.

5 COUNCILMAN MUSCARELLA: You have the  
6 conservatory. We see pictures here which are  
7 stunning and, obviously, you have a line of credit,  
8 10 million or whatever, so we just want to  
9 visualize what you want to do and part of the  
10 presentation in this is well done, you have like  
11 gardens you're bringing back, you're putting in a  
12 lot of investment, but you -- you have a line of  
13 credit 10 million, how much -- you say a few  
14 million? Can you give us --

15 MR. SCOTTO: Well, like I say there's  
16 the first two years --

17 COUNCILMAN MUSCARELLA: By the way,  
18 Mr. Scotto, you can sign, but we don't know if  
19 you're going to spend a dollar.

20 MR. SCOTTO: I understand, I  
21 understand.

22 Like I said that we probably put a  
23 couple million dollars in the first three years,  
24 and after that, in order to do anything like this,  
25 according to how many square feet you add to it,

1       you're talking anywhere from 5 to 7 million  
2       dollars.

3                   COUNCILMAN MUSCARELLA:   Okay.

4                   MR. SCOTTO:   And those are real  
5       numbers.

6                   COUNCILMAN MUSCARELLA:   So like the  
7       pictures you have here, I mean they're stately,  
8       beautiful, you know, very nice.

9                   MR. SCOTTO:   Right.

10                  COUNCILMAN MUSCARELLA:   So is this what  
11       you're proposing to do with your line of credit?

12                  MR. SCOTTO:   Correct.   That's the  
13       conservatory on your patio on the north side of the  
14       building, we would like the cover that patio.

15                  SUPERVISOR SALADINO:   In the first  
16       three years?

17                  COUNCILMAN MUSCARELLA:   When you say  
18       north side, you mean the east side as I'm looking  
19       at --

20                  MR. SCOTTO:   On the northeast side of  
21       the building.

22                  COUNCILMAN MUSCARELLA:   So this would  
23       go there, and do you know how long it would take to  
24       build this or were you going to do it immediately?

25                  MR. SCOTTO:   No.   We'll probably do



1 that in a couple years from now.

2 I like to go in, I'd like to assess the  
3 situation. I'd like -- I didn't have the privilege  
4 of being there and know what's going on, okay.

5 I like to go in, I assess the situation  
6 and then do whatever needs to be done.

7 Let me just tell you that the exception  
8 of two restaurants, I opened up 40 restaurants in  
9 my lifetime, my company, right. All of them were  
10 places that went out of business, so we are experts  
11 in getting places that people close two, three,  
12 four times before us and make a success out of that  
13 and I'm sure you know some of them.

14 Chateau Briand is one of them, Westbury  
15 Manor is one of them, Watermill is one of them, Fox  
16 Hollow was nearly out when I took it over, and I  
17 don't have any catering halls that do 6 million  
18 dollars. I don't have any that do under 10. Fox  
19 Hollow next door does about 14.

20 COUNCILMAN MUSCARELLA: All right.

21 So you're going to have the ballroom  
22 extended?

23 MR. SCOTTO: Right.

24 COUNCILMAN MUSCARELLA: Okay. You're  
25 going to have the second floor be a restaurant

1 maybe or just how do you --

2 MR. SCOTTO: We would have, we would  
3 have the room extended. We would build that on the  
4 patio. We will fix the upstairs for a second party  
5 when you don't have a wedding, right. If you have  
6 two, a wedding will be one at a time, but if you  
7 have a shower, an anniversary, a Bar Mitzvah, you  
8 could have two parties at the same time, yeah. We  
9 will probably use the upstairs patio for cocktail  
10 hour as well and the patio downstairs for cocktail  
11 hour as well.

12 So there will be more than one way of  
13 doing a party and, again, I can stay here and tell  
14 you stories instead of telling you the truth that I  
15 will go there spend a year, 18 months, and then  
16 decide what to do and I know that when I'll doing  
17 it, it will be right.

18 I never say something that I don't do.  
19 I could stay here and play the violin for thirty  
20 minutes for you. I don't do that. I tell you only  
21 the truth.

22 COUNCILMAN IMBROTO: Do you have any  
23 experience running a municipal facility or dealing  
24 with a government agency?

25 MR. SCOTTO: Why you tell me what

1 difference those would make for someone to open up  
2 40 restaurants Italian, American, steakhouses,  
3 catering houses, hotels.

4 Do I believe that running a catering  
5 house because there's a golf course there is any  
6 different?

7 No, it's not.

8 COUNCILMAN IMBROTO: So you think it  
9 would be substantial in --

10 MR. SCOTTO: I don't think. I know I  
11 can.

12 SUPERVISOR SALADINO: Just so I have  
13 this clear, in the capital cost, 2 million for the  
14 first three years, you might not want to  
15 immediately expand because you want to get a feel  
16 for the place, I understand that, but are those  
17 expansions that we spoke of, the conservatory and  
18 so forth, is that included in the 2 million?

19 MR. SCOTTO: Of course not.

20 SUPERVISOR SALADINO: No, that would be  
21 an --

22 MR. SCOTTO: That's going to take 5 to  
23 7 million.

24 SUPERVISOR SALADINO: 5 to 7 million on  
25 any of the expansions.

1                   2 million covers what?

2                   MR. SCOTTO: 2 million covers going in,  
3                   writing up and fixing and redoing the place. You  
4                   walk in there, you have dirty carpets, it doesn't  
5                   flow with small wooden floor. All that has to come  
6                   out, you got to put a new floor.

7                   You got to redo the room. All around  
8                   you need new lighting, new sconces. I saw your  
9                   equipment in the kitchen. You could work with that  
10                  a couple months, but after that, you've got change  
11                  everything. The downstairs is a disaster. The  
12                  outside of the building is a disaster. It will  
13                  take easy a million and a half, two million dollars  
14                  to do that.

15                  Listen, I'm building another place in  
16                  the Town of Oyster Bay right now. I took over the  
17                  Maine Maiden as a favor to this Town and, yeah, as  
18                  a favor to this town, I did that. Somebody told me  
19                  Tony, take it over. It's been here ten years.  
20                  Nobody wants it. I don't want it either, you know,  
21                  but they said look, "We all love you. Why don't  
22                  you take it over?"

23                  I said, okay, if you love me that much  
24                  I'll take a look at it. So a year later, I took a  
25                  look, at it and I took it over and I promise you

1       that that's going to be the, by far, the best  
2       looking restaurant in Long Island. I'm at eight  
3       and-a-half million dollars and I'm not finished. I  
4       only do it one way. I do it right.

5               SUPERVISOR SALADINO: Can you speak to  
6       us about a restaurant and what your plans would be  
7       for a restaurant at this facility?

8               MR. SCOTTO: I didn't have any real  
9       desire to do a restaurant here to be honest and  
10      I'll tell you why and others could tell you  
11      whatever they want. As I said, I opened up 40 of  
12      them, okay. This restaurant here, you'll do a  
13      million dollars a year, you'll lose money. It's a  
14      distraction. If you say look, it's very important  
15      to us that you put a little restaurant here of some  
16      sort I'll say okay, I'll do it, but I don't believe  
17      that monetarily it's going to do anything for me or  
18      you.

19              SUPERVISOR SALADINO: And having a  
20      facility so close immediately adjacent, can you  
21      talk to us about where the advantage is and the  
22      disadvantages are to that?

23              MR. SCOTTO: Certainly, there are no  
24      disadvantages, only advantages. All right?

25              I can solve the parking problem and I'm

1 the only one that can solve the parking problem.  
2 What happens at Fox Hollow right now, right, when  
3 we have weddings on weekends, if you have a weekend  
4 over 175 people, about 50 percent of those guests  
5 are staying at my hotel next door. When we take  
6 this place over, pretty much the same thing will  
7 happen.

8 So I will be able to have guests at my  
9 hotel, they'll leave their cars there and we  
10 shuttle them to the Woodlands. So by far, I'd be  
11 the only guy here that will not have a parking  
12 problem, but anyone that goes here and thinks it's  
13 going to be 400, 500, 600 people, that's going to  
14 infer with the golfers, it's going to interfere  
15 with what you need to do for your golfers, for your  
16 citizens. I will not cause you any trouble.

17 SUPERVISOR SALADINO: So we can be  
18 assured of no residential on-street parking,  
19 whatsoever, for guests, staff, anyone?

20 MR. SCOTTO: None whatsoever.

21 In addition to that, I also own a  
22 building right across the street from my hotel, my  
23 office building. 31,000 square feet building with  
24 about 200 parking spaces completely empty at night.  
25 I can shuttle there as well. So I have the

1 advantages that nobody else has.

2 Look, I'm your best bet and I really  
3 believe that.

4 COUNCILWOMAN ALESIA: Excuse me,  
5 Mr. Scotto, with respect to the golfers and the  
6 golf course, what are your intentions for the  
7 Halfway House or the 19th Hole or anything?

8 MR. SCOTTO: Oh, we will certainly take  
9 care of that. We will offer them a menu that  
10 you've never had over there, and by the same token,  
11 we will, we will definitely improve your business  
12 over there with -- with golf. We do a lot of the  
13 business from your golf course right now at Fox  
14 Hollow. When you have tournaments over there, a  
15 lot of them, when it comes to the food, they go to  
16 Fox Hollow. I guarantee you that you will have --  
17 after I've been there for a year, I guarantee you  
18 that you will have tournaments on a regular basis  
19 every week because of the food that we serve.

20 Listen, I'm sure that at one point or  
21 another, one of you have been in my restaurants.  
22 Rare 650, Blackstone, Insignia. I'm sure that one  
23 time or another of you has been at a wedding.  
24 Fifty years, I've done about 60,000 weddings in  
25 Long Island so I'm sure that at one point or

1 another you've been there and I'm going to ask you  
2 have you ever before been dissatisfied? Did you  
3 ever have a bad plate of pasta? Did you ever have  
4 fish that smelled? Did you ever have a bad piece  
5 of meat? And I'm sorry for sounding almost cocky  
6 but, yeah, that's what we do, we serve the best.

7 My culture is people pay you and you  
8 owe them for what they paid you and I really  
9 believe when I say that you need to take care of  
10 your employees, when you take care of your  
11 employees, everything will work out. Your guests  
12 will be happy.

13 You want to know who Tony Scotto is or  
14 the other guy or the other guy? Ask their  
15 employees. Ask them who their boss is. What does  
16 he do for them? Is he a good guy? Is he a bad  
17 guy? That's the best way for you to find out and I  
18 challenge any one of you to find one of my  
19 employees that will tell you that I'm not a good  
20 employer.

21 In Long Island, I am known as the  
22 Employer of Choice because not everything that I do  
23 is about money.

24 SUPERVISOR SALADINO: How many  
25 employees will you have at this site?



1 MR. SCOTTO: Well, you know, catering  
2 it's full time, part time, but in a place like  
3 this, you got to figure you need in order to  
4 accommodate the business once you're in full swing  
5 doing 8 to 10 million dollars a year, you're going  
6 to need approximately 200 people, 175 to 200  
7 between full and part time.

8 SUPERVISOR SALADINO: Are there any  
9 other questions?

10 Thank you for the very thorough  
11 presentation.

12 MR. SCOTTO: I thank you very much.

13 Have a good evening.

14 SUPERVISOR SALADINO: Thank you.

15 Okay. That's all of the presentations  
16 for our golf course and now we are going to go over  
17 to the Tappen Beach presentations.

18 COUNCILMAN COSCHIGNANO: Are we really?  
19 Are we doing public comment?

20 SUPERVISOR SALADINO: Oh, I apologize.

21 Yes, the public comment portion,  
22 exactly what I was looking forward to.

23 Okay. We have two folks here for  
24 public comment, Robert Frier and Mr. Ripp, but not  
25 for this.

1 We'll open the floor.

2 Is there anyone who would like to make  
3 a public comment on any of the proposals, but I ask  
4 that you stick to the proposal and let us know  
5 which proposal you're commenting on.

6 Anyone?

7 Yes, please step up.

8 Can you state your name and address for  
9 the record?

10 MR. LEVER: Yes, please.

11 Ray Leifer, 48 Nassau Avenue,  
12 Plainview, New York, 11803.

13 SUPERVISOR SALADINO: Ray, are you in  
14 this industry, the catering industry in any way?

15 MR. LEVER: I am not.

16 I am a Oyster Bay resident and  
17 frequenter of catering halls and restaurants. My  
18 business does require me to host events at catering  
19 halls and restaurants which I do very often --  
20 quite frequently, so wanted to make a comment in  
21 support of Steve Carl and his presentation and  
22 proposal.

23 I have been hosting events at the  
24 Carlyle On the Green and Carlyle on the Palace for  
25 years. I have had, I would say, incredible success

1 to the point now where those are pretty much the  
2 only facilities that I will bring my business to.

3 I have had events there, dinners for 15  
4 people in a small room up to fundraisers where  
5 we've raised hundreds of thousands of dollars for  
6 breast cancer and cancer research with over 1,200  
7 people, so I've seen every iteration of how they  
8 are able to handle their business and it is  
9 fantastic.

10 I work very well with Steve. I work  
11 very well with his staff, and I will continue to be  
12 bringing my business to him because it is so  
13 seamless and they do such an incredible job.

14 I just -- again, I just wanted to  
15 support what he's trying to do. He's obviously --  
16 he has the experience of working with  
17 municipalities, public private partnerships.

18 At Carlyle on the Green, they have the  
19 catering hall as well as working around the golf  
20 course and they've hosted pretty much the biggest  
21 golf events you can have in the world. They've  
22 hosted the U.S. Open and I've been there and they  
23 do an incredible job, so I know that they would  
24 be -- they would do such a great job at working  
25 with the golf and working around the golf,

1 incorporating the golf, as well as having -- I've  
2 been to weddings there; I've been to Bar Mitzvahs  
3 there; I've been to just about everything you can  
4 possibly do as a guest and also as a host, and it's  
5 top notch service and I really would implore the  
6 Board to choose Mr. Carl and his partner to operate  
7 at the Woodlands. I've been to the Woodlands.  
8 I've played golf at the Woodlands. I think it has  
9 the opportunity and the potential to be an  
10 excellent facility and I know that Steve and his  
11 group are the most qualified people to do it so,  
12 thank you.

13 COUNCILWOMAN ALESIA: Thank you, Ray.

14 SUPERVISOR SALADINO: Does anyone have  
15 any questions?

16 Thank you very much. If there's no one  
17 else who's interested in public comment.

18 Mr. McKenna, please step up.

19 Would you state your name and address  
20 for the record?

21 MR. McKENNA: Kevin McKenna, 3 Edna  
22 Drive, Syosset.

23 Very interesting presentations. One  
24 thing that didn't come up was, and they all did a  
25 great job, I think that as a big advantage to

1       whichever company it is that has people on staff  
2       already, I think the turnaround time where they  
3       have to go is by May 1st -- I'm not even sure when  
4       it is.

5                   COUNCILMAN COSCHIGNANO:   May 1st.   It  
6       seems like the other one expires April 30th.

7                   MR. McKENNA:   So some of these  
8       companies, you know, obviously Lessing's, Scotto  
9       Brothers, and maybe some of others, I don't know  
10      but they have people, employees -- probably a lot  
11      of them that live in the Town of Oyster Bay or  
12      certainly live on Long Island.   I think that being  
13      that's it's a quick turnaround, that should carry  
14      weight in whichever one you select, that they have  
15      the people rather than have to start from scratch  
16      to go hire them.

17                   Thank you.

18                   SUPERVISOR SALADINO:   Mr. McKenna, may  
19      I ask you a question or two?

20                   MR. McKENNA:   Sure.

21                   SUPERVISOR SALADINO:   What's your  
22      opinion of our new process to present these  
23      proposals publicly?

24                   MR. McKENNA:   I think I actually had  
25      said when you announced this, I had said it, it's

1 great because what you've done here was -- it was  
2 done, it was done not to extent that this was done,  
3 but it was done with the emergency.

4 No, it wasn't the vendors presenting,  
5 we got to watch the Board review the submitted  
6 bids, so this was a lot more involved and it was  
7 very interesting. That's why I stayed.

8 SUPERVISOR SALADINO: I'm glad you did.

9 MR. McKENNA: I'll tell you, I would  
10 have a tough decision.

11 SUPERVISOR SALADINO: Mr. McKenna, do  
12 you think it is helpful the way it was designed and  
13 presented in terms of the public fully  
14 understanding what we're doing?

15 MR. McKENNA: Absolutely.

16 The one thing that went through my mind  
17 is that if you were to do this again, I think it is  
18 an advantage to somebody who goes second or last  
19 because they get to hear. So I was saying to  
20 someone earlier, maybe they shouldn't be able to be  
21 in the room, you know, because if I'm at the end  
22 and I hear whichever company, I could very easily  
23 come up here and say, you know what, and steal  
24 their idea, but I don't know because they've  
25 submitted written bids, you know? I don't know how

1       that would work.

2               SUPERVISOR SALADINO: We discussed  
3       that. That was one of the issues that we spent  
4       some time on and we decided that, obviously,  
5       advantages and disadvantages to both and we decided  
6       that by pulling the numbers out of the hat, if you  
7       will, to provide a system that's foolproof allowed  
8       by chance when people would go for that very  
9       reason.

10              But because it is public, it would be  
11       very difficult to keep them out of the information  
12       because they could just be sitting in their car  
13       with a tablet and watch the whole thing so there  
14       was no way to keep the other presenters out and as  
15       members of the public, the whole idea was trying  
16       to -- there would be no safeguard for that.

17              Do you think we obtained the level of  
18       transparency that the public has been asking for in  
19       this presentation?

20              MR. McKENNA: This presentation  
21       definitely was an area of transparency, but I think  
22       there are other areas of transparency that also  
23       have to be addressed.

24              SUPERVISOR SALADINO: And we will be  
25       continuing to address those things, and we

1 appreciate --

2 MR. McKENNA: And it has to do with  
3 communication.

4 SUPERVISOR SALADINO: Well, obviously,  
5 that's an area -- another area where we will be  
6 trying.

7 One last question, did you feel as  
8 though there was a more professional atmosphere in  
9 this meeting than some of past Board meetings we've  
10 held in the last few months?

11 MR. McKENNA: Well, it was different  
12 because you have presenters. You know, aside from  
13 the presenters, you know, it was a similar meeting.  
14 Although we haven't gotten to public session yet.

15 SUPERVISOR SALADINO: Okay.

16 Well, my feeling so far was that it  
17 was --

18 MR. McKENNA: No, it was an excellent  
19 meeting.

20 SUPERVISOR SALADINO: Very,  
21 very excellent meeting, and that the decorum in the  
22 room was more professional.

23 MR. McKENNA: You have a tough decision  
24 because you have basic, you have medium, you  
25 have --



1 COUNCILMAN MUSCARELLA: We're down to  
2 the point where now we have to decide who's the  
3 best vendor for the Town of Oyster Bay. It is a  
4 win/win for the taxpayer at any level because we  
5 have like, open bidding -- I shouldn't say that,  
6 but real credible RFPs who are, you know, renowned  
7 in their field.

8 MR. McKENNA: They all have different  
9 concepts. I was in this business a little bit and  
10 you have to decide whether you want to keep it just  
11 catering, you know, catering/restaurant, do you  
12 want to keep it basic.

13 Smaller is easier to control. Bigger  
14 is harder to control but then again, you know, you  
15 have the expertise of Scotto Brothers, their  
16 expertise is in big, so it depends on what you're  
17 looking for. It's going to be a tough decision.

18 SUPERVISOR SALADINO: Well, I want to  
19 personally thank you for contributing to the  
20 discussion. Thank you for your professional  
21 decorum throughout this meeting. And thank you for  
22 sticking around for it.

23 MR. McKENNA: Thank you very much.

24 SUPERVISOR SALADINO: Okay. We're  
25 going to move on now to the Tappen Beach.

1                   If you will bear with us, we will just  
2                   take a five-minute break.

3                   (Whereupon, a discussion was held off  
4                   the record.)

5                   (Whereupon, a recess was taken at  
6                   4:02 p.m.; then the proceedings resumed at  
7                   4:32 p.m.)

8                   (Whereupon, a discussion was held off  
9                   the record.)

10                  SUPERVISOR SALADINO: Okay.

11                  Ladies and gentlemen, if I could have  
12                  your attention. We appreciate everyone's patience.  
13                  We had some excellent presentations and, yes, it  
14                  is, as was mentioned, a very tough decision because  
15                  of the quality of the presentations.

16                  What the Town of Oyster Bay is going to  
17                  do is hear all the presentations before we make our  
18                  final decisions and announce our -- and take our  
19                  vote. So we'll obviously be doing that publicly  
20                  but for those of you who are waiting to hear for  
21                  today's presentations, I apologize, but we'll be  
22                  taking that vote at the end of all presentations of  
23                  the two days.

24                  Now, we will begin, everyone's back, so  
25                  we will begin the Tappen Beach proposals beginning

1 with Paul Sra and David Lin.

2 MR. TROY: Hello, Supervisor and  
3 Members of the Board.

4 SUPERVISOR SALADINO: Hi.

5 How are you today?

6 MR. TROY: My name is Edward Troy and  
7 I'm the attorney for Mr. Sra and Mr. Lin and I'm  
8 coming up in the hopes of expediting matters.

9 I just want to ensure the Board that I  
10 was involved with the Board at one time when they  
11 were going over the licensing agreements. We are  
12 ready to sign the licensing agreement immediately.  
13 We have no changes, so if your decision is them,  
14 they are willing to sign right way.

15 I will just tell you briefly Mr. Sra is  
16 a franchisee for Au Bon Pain. I don't know if  
17 people know Au Bon Pain. It is like Panera Bread.  
18 They are big in the city. He's been in the  
19 business for twenty years.

20 Mr. Lin has also been in the business  
21 twenty years. They also work in colleges and in  
22 hospitals. And I'm going let them speak on their  
23 own behalf, but I just wanted to let you know that  
24 their proposal is 13 percent and anything over a  
25 million dollars would be 15 percent. There's no

1 bump because we figure cost of living will cause  
2 the prices to rise anyway, so we're not making an  
3 offer that has a bump in it, like a three-year bump  
4 every year term. Okay?

5 Thank you.

6 MR. SRA: Good afternoon.

7 Paul Sra.

8 SUPERVISOR SALADINO: Good afternoon.

9 MR. SRA: This is David Lin and we want  
10 to keep it short and sweet.

11 We are operators. You know, I've been  
12 in the restaurant business for twenty years plus  
13 and a successful franchisee with Au Bon Pain for  
14 the last 13 years plus. We have dealt with state  
15 governments, municipal, state colleges, Kean  
16 University is an example in New Jersey, and JFK  
17 Hospital is another one, you know, so we  
18 understand the business opportunities that is being  
19 presenting for us know. We visited the site and,  
20 you know, we are operators, so we know what's  
21 required there and what's required to run a  
22 successful operation. We are hands on. We will be  
23 there. We will have -- our presence will be felt  
24 over there, so that's a key element of that  
25 particular operation.

1 MR. LIN: We are going to basically  
2 spend some monies, you know, capital investments  
3 into the property. The facility -- going to  
4 upgrade the restaurant a little bit to make more  
5 like a family oriented -- more like safety issues  
6 and try to have a healthy menu.

7 MR. SRA: That's the key I think, you  
8 know, being from a franchise environment, it's  
9 important for us to sort of offer something for  
10 everybody.

11 For example, we'll have the general hot  
12 dogs, hamburgers and whatnot, but we also want to  
13 introduce more healthy options, possibly like wraps,  
14 salads, things of that nature, in terms of the food  
15 service.

16 And in terms of the liquor license, we  
17 have operated a lounge in Manhattan so we have had  
18 liquor licenses without any issues and I don't  
19 anticipate that we would have any concerns getting  
20 a liquor license for this facility as well and I  
21 think that will be a good revenue income as well --  
22 source of income as well over there.

23 I mean, as far as our presentation, we  
24 want to emphasize that we will be hands on, we want  
25 to make capital improvements obviously. We have

1 visited the site. We want to freshen it up  
2 initially and over the course of the next couple of  
3 years, we want to improve in terms of equipment and  
4 in terms of the general menu. We will work towards  
5 that end.

6 COUNCILMAN IMBROTO: So you're offering  
7 13 percent and then 15 percent when you reach 1  
8 million or 3 million?

9 MR. SRA: 1 million.

10 COUNCILMAN IMBROTO: The proposal says  
11 3 million.

12 MR. SRA: It should be 1 million, yeah.

13 COUNCILMAN IMBROTO: Okay.

14 Should be 1 million?

15 MR. SRA: That's right. That's  
16 correct.

17 COUNCILMAN IMBROTO: Okay.

18 Do you have any projections on what the  
19 revenue would be at the site?

20 MR. SRA: I mean, we anticipate, based  
21 on previous years, we anticipate that we can hit  
22 the million mark and above in the first couple of  
23 years. First year will probably be a challenge  
24 because we'll see how quickly we can get the liquor  
25 license and whatnot. To be fully operational, I

1 would anticipate near year two, year three, we  
2 should hit one million plus and we are hoping to do  
3 a million five eventually with the type of  
4 offerings we will sort of introduce.

5 COUNCILMAN IMBROTO: Okay.

6 And how would that be paid?

7 MR. SRA: How would what be paid?

8 COUNCILMAN IMBROTO: Would you be  
9 paying on a monthly basis, on a --

10 MR. LIN: Monthly basis.

11 MR. SRA: Yeah, we can do -- let's say,  
12 for example, the 15th of the following month, we  
13 can sort of negotiate that, but this is similar in  
14 agreement that we have with JFK Hospital, for  
15 example where we provide our sales for, let's say,  
16 April, by the middle of May, and so on and so  
17 forth.

18 That's how we've done things. And  
19 again, you know, we are a franchise environment, we  
20 will have an NCR system, where again, you know,  
21 it's remote access for the sales on the daily basis  
22 if need be and things of that nature, so that's  
23 something we can definitely provide as well.

24 COUNCILMAN IMBROTO: What is the  
25 structure of your partnership? You're just two

1 individual partners?

2 MR. LIN: Two individual partners.

3 MR. SRA: Right. That's right.

4 So we have projects already that we are  
5 partners in and, for example, we have Au Bon, as  
6 indicated, it's a franchise restaurant in  
7 New Jersey, and we are partners in that, and then  
8 we have something in development in New York City  
9 and also in Long Island, so we're moving towards  
10 Long Island as well.

11 SUPERVISOR SALADINO: Where do have a  
12 facility on Long Island currently?

13 MR. SRA: We don't have anything  
14 currently, but we have something in development in  
15 Long Island.

16 SUPERVISOR SALADINO: Can you tell us  
17 what part of Long Island, what community?

18 MR. SRA: It's Suffolk County.

19 SUPERVISOR SALADINO: In Suffolk  
20 County.

21 MR. SRA: That's right.

22 Currently, we have something in  
23 development in New York City as well.

24 SUPERVISOR SALADINO: Nothing on Long  
25 Island?



1 MR. SRA: No, nothing on Long Island.

2 MR. LIN: We are working on the  
3 projects.

4 MR. SRA: Yeah, we're working on  
5 projects.

6 COUNCILMAN IMBROTO: Basically, you are  
7 proposing something that's going to be essentially  
8 like a snack bar, sandwiches and wraps, things like  
9 that? Is there going to be servers?

10 MR. SRA: First year is probably going  
11 to be like simple menu, but next year, we need to  
12 upgrade the whole facility, the kitchens.

13 COUNCILMAN IMBROTO: Counter service,  
14 table service?

15 MR. LIN: Counter service and table  
16 service.

17 COUNCILMAN IMBROTO: Both?

18 MR. LIN: Yes.

19 COUNCILMAN IMBROTO: And your  
20 experience is mainly in --

21 MR. LIN: Dining restaurants.

22 More like formal, casual restaurants.

23 COUNCILMAN IMBROTO: Okay, you  
24 mentioned Au Bon Pain.

25 MR. SRA: That's right. Au Bon Pain is

1 a fast casual restaurant.

2 COUNCILMAN IMBROTO: That's sit down  
3 service?

4 MR. SRA: Yes. That has liquor  
5 license.

6 COUNCILMAN IMBROTO: Have you ever done  
7 work for a municipality before?

8 MR. SRA: Not at the municipality level  
9 but, again, we are with the hospital and Kean  
10 University.

11 COUNCILWOMAN ALESIA: No chance that  
12 we'll be getting an Au Bon Pain coming in, huh?

13 MR. SRA: Well, they will be similar to  
14 Au Bon Pain. And, again, we can discuss with Au  
15 Bon Pain if that's something even feasible, I'm not  
16 sure. But comparable food, definitely possible.  
17 It's some of the healthier options for, example.

18 We don't want to have just simply hot  
19 dogs, hamburgers and things of that nature. I  
20 mean, we'll have that clientele, but we also are  
21 aware that there's other clientele that would want  
22 something a little more healthy or lighter fare and  
23 things of that nature.

24 For example, we'll probably have grab  
25 and go which will be very important, fruit cups,

1       yogurts, things of that nature.

2               Yeah, we want to be able to be  
3       accessible to the whole palate.

4               SUPERVISOR SALADINO: I'm always  
5       concerned about the residents and making things  
6       affordable for them so can you give us some  
7       examples of items on your menu, the value menu  
8       portion? What is the item and what will you  
9       charge?

10              MR. SRA: Absolutely.

11              For example, we even with Au Bon Pain,  
12       for example. There's different tiers of pricing.  
13       There's a tier one to a tier ten. Depending on  
14       where the actual location is. So we would do  
15       something similar here where in the hospital  
16       environment for Au Bon Pain, the tier is lower  
17       because we want a lower price point, so I believe  
18       for this type of an operation, we do need a lower  
19       price point so, you know, for example, a hot doing  
20       would be like \$2.50 to \$3.50. Hamburgers would be  
21       like 5 to \$6.00. A platter would be \$8.00.  
22       Meaning a hamburger.

23              SUPERVISOR SALADINO: I'm sorry. I  
24       just want to take some notes. \$2.50 to \$3.50 for a  
25       hot dog, hamburger?

1 MR. SRA: Would be in the \$5.00 to  
2 \$6.00 range.

3 A platter, like a hamburger with fries  
4 and a drink, under \$10.00, \$9.00, along those  
5 lines.

6 COUNCILMAN IMBROTO: Your financial  
7 statements, these were prepared by you personally?

8 MR. SRA: That's right, yeah.

9 COUNCILMAN IMBROTO: Do you have any  
10 way we can verify any of this?

11 MR. SRA: We can verify. Whatever's  
12 there can be verified, for example --

13 COUNCILMAN IMBROTO: In other words, I  
14 don't see something from an accountant or an  
15 auditor. I don't see a tax return. I just see a  
16 form that you guys filled out.

17 MR. SRA: Obviously, the bulk of it is  
18 just bank accounts. Right? I mean, funds that are  
19 liquid options, is that what you're looking for so  
20 we can provide verification?

21 COUNCILMAN IMBROTO: We want to make  
22 sure that you're financially stable, that we're not  
23 going to have any issues, that you don't have any  
24 bankruptcies in the past.

25 MR. SRA: Of course, absolutely.

1 MR. LIN: We'll give you whatever bank  
2 statements.

3 MR. SRA: We can provide bank  
4 statements, we can provide a statement from our  
5 accountant, yeah.

6 COUNCILMAN IMBROTO: Okay.

7 SUPERVISOR SALADINO: Any other  
8 questions?

9 Thank you.

10 MR. SRA: Thank you.

11 We appreciate your time.

12 SUPERVISOR SALADINO: Thank you very  
13 much.

14 Our next presenter will be Healthy  
15 Choice.

16 DR. AZUL: Good afternoon.

17 I'm Dr. Azul. I'm with Healthy Choice.

18 We've been in food service business for  
19 well over twenty-five years. Initially, we started  
20 with concessions from New York City Parks  
21 Department. Thereafter, growing into a franchise  
22 business.

23 We had joined Burger King in the early  
24 '90s and then after brands with Taco Bell, Pizza  
25 Hut and so on. It was roughly about twenty years

1       ago or so was when we had acquired our first  
2       institutional client which was Long Island College  
3       Hospital, so we were actually the first ones to  
4       develop Au Bon Pain in New York City, so we were  
5       the ones that brought it out.

6               Essentially, I'm a physician so I was  
7       given that site and instead of trying to build the  
8       whole menu and everything, it was much easier to go  
9       that route.

10              Since then, over the past twenty years  
11       or so, we have grown into other hospitals, colleges  
12       and so on and over this time, obviously, we also  
13       had a chance to improvise our menu, especially the  
14       fact that we are very strong in healthcare  
15       environment and offering those menus to our  
16       customers.

17              Generally speaking, we don't really  
18       have a landlord/tenant relationship at any of the  
19       places that we currently operate in. It is always  
20       essentially a partnership. We basically are there  
21       to serve our patrons.

22              Some of the institutions that we  
23       operate in with New York City Health and Hospitals  
24       Corporation, so essentially -- which has pretty  
25       strict restrictions in regards to caloric counts,

1       sodiums, et cetera.

2                   But besides that, basically because of  
3       the fact that customers are 90 percent recurring  
4       customers, so it really matters what we feed to  
5       them.

6                   And some of the institutions I  
7       mentioned, we were there over twenty years so we  
8       really pay attention to all the garbage that goes  
9       into mass produced food, so, essentially, minimal  
10      to no preservatives, natural proteins, no  
11      antibiotics, no hormones, so on -- all the greens  
12      that we use are organic. You know, so in regards to  
13      operating the concessions, that was essentially  
14      what we had entered into the food service business  
15      with, so in 2014, we had actually proposed for the  
16      Robert Moses State Park and we were awarded that.

17                   SUPERVISOR SALADINO: I'm sorry, what  
18      year?

19                   DR. AZUL: It was 2014 that we had bid  
20      on Robert Moses and essentially -- actually, just  
21      the way everything worked out with the state, we  
22      were given the chance to enter the contract the  
23      first week of May, having to start operations about  
24      ten days later. Within that time period, we  
25      actually renovated all the fields -- all four field

1       ands we were up and running.

2               The only issue that we did have was  
3       acquiring a liquor license there for the first  
4       season, and the reason for that was actually  
5       because none of the Towns wanted to take ownership  
6       of the park so, essentially, it was a matter of  
7       meeting the requirements for the liquor authority  
8       to serve the 30-day notices and so on, and because  
9       of the fact that the season was so short.

10              Despite having that hiccup, we were  
11      able to beat all prior operators sales records for  
12      the first ten years.

13              And as of last year, we were the  
14      highest operators with year-over-year percentage  
15      sales and increase. That includes Jones Beach or  
16      any of the other large State parks including Sunken  
17      Meadow. So, essentially, you know, that pertains  
18      to a lot of things.

19              One of the things is that we actually  
20      offered healthier food options so it was no longer,  
21      you know, burgers, hot dogs, et cetera. There was  
22      a broader menu offering including sandwiches,  
23      salads, vegan options and so on, and there was a  
24      lot of customer engagement as well. We did do a  
25      good deal of improvements on the hospitality



1 aspects of it.

2 One of the biggest things that we  
3 actually learned from our customers was really for  
4 a need for delivery service. And especially, I  
5 guess this is less applicable here but more in  
6 those State parks where the beach is a decent  
7 distance from the venues so, essentially, the thing  
8 that we offered for that was that we actually had  
9 to development application for the IOS and Apple  
10 and Android devices so the customers can order from  
11 their tablet or Smart phone.

12 So, essentially, what they've got a  
13 choice for is, you know, from that app, they can  
14 place an order, customize the menu for whatever  
15 they need based on allergies, calories, whatever.  
16 They have all feedback there, and in addition to  
17 that, they are also able to give us feedback,  
18 suggestions, a better method of engagement.

19 And, again, another thing which is a  
20 little bit less applicable here, but a lot of  
21 times, you know, the coastal weather is very  
22 different from the city so local weather station,  
23 customer is able to get the local weather and also  
24 high definition camera for the view of the beach,  
25 what it looks like when you are little bit iffy

1       whether you want to go or not.

2               So as far as the delivery service, this  
3       is especially useful for the elderly and the  
4       families with little kids which really becomes  
5       burdensome to be able to pick up and go and, you  
6       know, so on.

7               So it is just a matter of the  
8       convenience aspect of it. The thing is that  
9       though, this is something which wasn't out there  
10      because this is a bit different than, let's say,  
11      you know, ordering from GrubHub or Seamless or  
12      something because your customers don't have a  
13      physical address so the technology that we use,  
14      we're able to get about a five-foot radius accuracy  
15      to deliver the food and, obviously, the customer is  
16      still while also placing the food order enters a  
17      PIN, so there in accuracy and security for delivery  
18      aspect as well.

19              So those are the -- some of the  
20      technology components -- and obviously to make this  
21      possible, you are dealing with, not in an inner  
22      city area, but an area where you could very likely  
23      have dead cell zones so for that part, we would  
24      need to provide wi-fi access for the customers and  
25      we actually have to work with the Parks Department

1 to allow us to put repeaters throughout which would  
2 be self-contained. They don't need any additional  
3 power or anything. That would provide free  
4 internet access to everyone that's there and we  
5 would be responsible for back hauling the internet  
6 access as well.

7 Other than that, obviously -- you know,  
8 the other things is that, you know, speed of  
9 service. So, we have always thrived at operating  
10 in hospitals and colleges where you have students  
11 either running between classes or, you know, you  
12 have a nurse, doctor, whatever may be with a few  
13 minutes.

14 So we have a lot of pre-made  
15 sandwiches, salads, et cetera that's available, but  
16 in addition to that, the way we really -- in an  
17 environment like this, where you really have a big  
18 rush during the lunch hours is to break up the  
19 stations, so there's a separate station for  
20 sandwiches, salads, burgers so you'll try to  
21 minimize any of the lines that would be there.

22 In addition to that, obviously, we  
23 would need to have self-order kiosks. Again, with  
24 a self-order kiosk, it's not just a matter of  
25 placing an order. It's also a patron engagement to

1 get their feedback, what we can do better, or any  
2 complaints that they may have so that it can be  
3 addressed. Because a lot of the times, especially  
4 in this industry, you are not able to get a  
5 feedback. As a result, you would probably lose  
6 that customer forever; whereas, trying to improve  
7 things, you know, and trying to make things right.

8 Especially in environments that we  
9 operate in where, you know, nearly 90 percent of  
10 our customers is a repeat customers, and if you  
11 serve one customer bad, you'll probably lose ten  
12 customers in those environments that we are in.

13 And other than that, basically, we'd be  
14 improving as far as the menu panels, et cetera, to  
15 having a completely seamless point of sale system  
16 with open access to you guys and obviously in the  
17 State parks, we are audited on a daily basis, and  
18 we would provide similar type of access to you guys  
19 to be able to do that.

20 In addition to that, we would like to  
21 expand outdoor seating, especially for the  
22 Summertime. Everybody want to be outdoors, and we  
23 would have a full service restaurant there as well,  
24 somewhere in between with full table service,  
25 though.

1 SUPERVISOR SALADINO: How many seats  
2 outside?

3 DR. AZUL: We could probably expand  
4 outdoors with about 50 to 60 seats in the current  
5 vending site of the building, in addition to the  
6 ones that are already there.

7 And, again, you know, I think one of  
8 the things that we would try do is alleviate a lot  
9 of the patrons which would [inaudible] the location  
10 by trying to offer deliver service and quicker  
11 service, you know, the walk-in customers aren't  
12 just there taking up space or, you know, just  
13 standing in lines.

14 COUNCILMAN IMBROTO: So, the concept is  
15 basically sandwiches, grab and go type fare.

16 Would you have table service.

17 DR. AZUL: Yes, table service.

18 COUNCILMAN IMBROTO: Table service.

19 And you're proposing what rent?

20 DR. AZUL: \$85,000 fixed guaranteed  
21 versus --

22 COUNCILMAN IMBROTO: Yearly basis?

23 DR. AZUL: Yes, with a 3 percent  
24 increase.

25 COUNCILMAN IMBROTO: I don't see any

1 financial statements.

2 DR. AZUL: I think they should have  
3 been submitted, but we can send that over, if that  
4 wasn't there.

5 COUNCILMAN IMBROTO: Okay. The  
6 operator is going to be Mangia Fresco.

7 Is that a company that's being formed  
8 just to operate this facility?

9 DR. AZUL: Because what is with most of  
10 these -- well, I would say majority of the -- we  
11 deal with municipalities a lot, so they need to  
12 have open books for that entity, so that would be  
13 the reason for that.

14 COUNCILMAN IMBROTO: Okay.

15 So it would only be to operate this one  
16 facility?

17 DR. AZUL: Exactly.

18 COUNCILMAN IMBROTO: Does Mangia Fresco  
19 have any assets?

20 DR. AZUL: Yes.

21 COUNCILMAN IMBROTO: What are they?

22 DR. AZUL: We operate other locations  
23 as well.

24 COUNCILMAN IMBROTO: As Mangia Fresco?

25 DR. AZUL: Mm-hmm.

1 COUNCILMAN IMBROTO: So it is not a  
2 company that you're just forming to operate this  
3 one facility?

4 DR. AZUL: It would be a daughter  
5 company specifically for that so this way all the  
6 books would be separate for that.

7 COUNCILMAN IMBROTO: So there's a  
8 parent company?

9 DR. AZUL: Yes, exactly.

10 COUNCILMAN IMBROTO: What's the name of  
11 that company?

12 DR. AZUL: Healthy Choice is a parent  
13 company.

14 COUNCILMAN IMBROTO: Healthy Choice,  
15 what are your assets, the assets of Healthy Choice?

16 DR. AZUL: Roughly around 8 million or  
17 so.

18 We'll provide the full financials by  
19 tomorrow.

20 COUNCILMAN IMBROTO: Okay. That would  
21 be easier than going through all of this.

22 DR. AZUL: They should have been there.  
23 We will have that by tomorrow.

24 COUNCILMAN IMBROTO: Have you always  
25 been current in your payments?

1 DR. AZUL: Yes.

2 COUNCILMAN IMBROTO: At all of your  
3 other operations at Robert Moses?

4 DR. AZUL: We operate four locations at  
5 Robert Moses.

6 SUPERVISOR SALADINO: I've been  
7 reminded that the total of seating allowed is 80  
8 seats, indoors and out.

9 Are you aware of that?

10 DR. AZUL: Right. But there's  
11 additional space that can be developed though.

12 And that would be with just basically  
13 outdoor seating and umbrellas. The current --  
14 that's separate from the current seating.

15 COUNCILMAN MUSCARELLA: I stepped out.  
16 What is the business to pay us or what  
17 is that?

18 DR. AZUL: It is 85,000 as a minimum  
19 guarantee with 3 percent increase or just 6 percent  
20 of the sales.

21 COUNCILMAN MUSCARELLA: \$85,000?

22 DR. AZUL: Minimum guarantee.

23 COUNCILMAN MUSCARELLA: And what are  
24 sales thereafter?

25 DR. AZUL: 6 percent on the sales.



1 COUNCILMAN IMBROTO: 85,000 plus 6  
2 percent of the sales?

3 DR. AZUL: \$85,000 versus 6 percent.

4 COUNCILMAN IMBROTO: Or 6 percent?  
5 Either/or?

6 DR. AZUL: Whichever is greater.

7 COUNCILMAN IMBROTO: The greater of.

8 And you said that you are going to  
9 providing free Internet.

10 Is that just for the purposes of this  
11 deliver system that you have?

12 DR. AZUL: No. That would be open  
13 access for whatever they want to use it for.

14 Obviously, in order to make this  
15 happen, we would need to be able to provide them  
16 the Intrnet access.

17 SUPERVISOR SALADINO: Can you talk to  
18 us about some of your value menu choices and  
19 prices? What is on the lowest end of  
20 affordability?

21 DR. AZUL: So, one of the things I do  
22 need to point out is the fact that everything that  
23 we use would be either organic or, you now, natural  
24 which is essentially no antibiotics or hormones,  
25 et cetera. So the quality food is better so it's

1 not really comparable to typical concession food.  
2 For example, a hot dog would be in the \$4.00 range  
3 rather than, you know, off the shelf which would be  
4 a bit cheaper. To a burger, it would be around the  
5 \$7.00 range.

6 SUPERVISOR SALADINO: \$4.00 for a hot  
7 dogm and a burger?

8 DR. AZUL: \$7.00.

9 SUPERVISOR SALADINO: \$7.00.

10 Soda, how much is a soda.

11 DR. AZUL: Standard pricing. That's  
12 under \$3.00 for soda or water.

13 SUPERVISOR SALADINO: A wrap?

14 DR. AZUL: I believe our wraps are  
15 anywhere between \$8.00 and \$9.00, depending on  
16 which one. It's the same price points for the  
17 salads as well.

18 SUPERVISOR SALADINO: Anybody else?

19 Thank you.

20 Are there any other questions?

21 Just one thing I wanted to ask because  
22 I'm not sure I heard it mentioned.

23 What is your investment in the  
24 property?

25 DR. AZUL: We are looking at roughly

1 about 225 range and that would really be dependent  
2 on how much of equipment, et cetera, we would need  
3 to change. But one of the things that we've  
4 learned is that it's better to change everything in  
5 the beginning because once you are into the season,  
6 it becomes very, very difficult and that was a lot  
7 of the problems that we have faced in the past.

8 SUPERVISOR SALADINO: So you're looking  
9 to invest \$225,000? Is that what I heard?

10 DR. AZUL: Mm-hmm.

11 SUPERVISOR SALADINO: Any other  
12 questions?

13 COUNCILMAN MUSCARELLA: It would be  
14 best to get the financials to us as soon as  
15 possibly.

16 DR. AZUL: Yes.

17 SUPERVISOR SALADINO: Thank you very  
18 much for the presentation.

19 And the next one up is Kedis  
20 Enterprises.

21 MR. TROY: Supervisor, they told me  
22 they were withdrawing theirs as of now.

23 SUPERVISOR SALADINO: Okay.

24 COUNCILMAN IMBROTO: Do you represent  
25 Kedis?

1 MR. TROY: I'm friends with him.

2 COUNCILMAN IMBROTO: So you're with  
3 drawing them as their friend? You're withdrawing  
4 their bid?

5 COUNCILMAN MUSCARELLA: Well, they're  
6 not.

7 MR. TROY: They told me they were  
8 leaving, to tell the Board.

9 SUPERVISOR SALADINO: It looks like  
10 there's no one else on that list.

11 Just one last ask, anyone else on that  
12 list that I missed? No.

13 Okay. Then let's go into our public  
14 comment.

15 Would anyone like to make a public  
16 comment on any of these three -- two applications.

17 Anyone? Okay. Would you like to use  
18 some of this time then to start the process? Do we  
19 have anyone that would like to start because we  
20 have a little bit of time now?

21 As we stated, we won't be taking a vote  
22 today, we'll be taking that tomorrow, giving some  
23 time for some written comments or just time for us  
24 to chew on this, if you don't mind the pun.

25 Is Kedis ready to make a presentation

1 on the Tobay restaurants?

2 MR. TROY: For tomorrow?

3 SUPERVISOR SALADINO: Yes.

4 MR. TROY: Yes, they will be back  
5 tomorrow.

6 SUPERVISOR SALADINO: They'll be back.

7 Is anyone ready that was scheduled for  
8 tomorrow? Anyone here who would like to go early  
9 and make their presentation now?

10 Okay. All right.

11 COUNCILMAN MUSCARELLA: Make a motion?

12 SUPERVISOR SALADINO: So we're going to  
13 close it?

14 COUNCILMAN MUSCARELLA: I think so.

15 Unless you want to open comment on the work session  
16 to discuss the proposals.

17 COUNCILWOMAN ALESIA: Aren't we  
18 adjourning the work session until tomorrow morning?  
19 Isn't that what we're doing?

20 SUPERVISOR SALADINO: That's what the  
21 plan was. We just had a little bit of time to see  
22 if we wanted to use it for any of this.

23 COUNCILMAN MUSCARELLA: Supervisor, I  
24 make a motion to have this meeting adjourned and  
25 then continue tomorrow morning, Wednesday, April 5,

1 2017 at 10:00 a.m.

2 COUNCILWOMAN ALESIA: Second.

3 COUNCILMAN COSCHIGNANO: All in favor?

4 ALL: "Aye."

5 SUPERVISOR SALADINO: Thank you,  
6 everyone. Thank you for your time. Thank you for  
7 the presentations.

8 This was very successful.

9 (Time noted: 5:03 p.m.)