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TOWN BOARD
TOWN OF OYSTER BAY
PRESENTATIONS
APRIL 5, 2017
10:17 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
JAMES J. STEFANICH, RECEIVER OF TAXES

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

JAMES ALTADONNA JR., TOWN CLERK

Minutes of the meeting
taken by:

KRISTINA TRNKA
Reporter/Notary

1 SUPERVISOR SALADINO: Good morning,
2 everyone.

3 Welcome to the continuation of our work
4 session for April 5, 2017.

5 To lead us in a -- I'd like everybody
6 to rise, please.

7 Before we do the Pledge, I'd like to
8 ask for a moment of silence. We have lost some
9 people who mean a lot to us in this town recently.
10 We lost a young man in Plainview. We lost a dear
11 friend, a former elected official in this Town
12 named Jack O'Leary, and for all the personal losses
13 that each and every one of us has experienced of
14 loved ones.

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

17 SUPERVISOR SALADINO: Thank you.

18 And now if Councilwoman Rebecca Alesia
19 would lead us in the Pledge of Allegiance.

20 COUNCILWOMAN ALESIA: Thank you,
21 Supervisor.

22 (Whereupon, the Pledge of Allegiance
23 was recited and led by Councilwoman Alesia.)

24 SUPERVISOR SALADINO: Thank you,
25 Councilwoman Alesia.

1 This has been historic. Yesterday went
2 especially well. I hope everyone would agree.
3 We're -- today we're continuing our ongoing
4 commitment to greatly increasing transparency,
5 ethical reform and efficiency.

6 Ah, sorry.

7 Would the Town Clerk poll the Board,
8 please?

9 MR. ALTADONNA: Sure.

10 Supervisor Saladino?

11 SUPERVISOR SALADINO: Present.

12 MR. ALTADONNA: Councilman Muscarella?

13 COUNCILMAN MUSCARELLA: Here.

14 MR. ALTADONNA: Councilman Macagnone is
15 absent.

16 Councilman Coschignano is absent.

17 MR. ALTADONNA: Councilwoman Alesia?

18 COUNCILWOMAN ALESIA: Yeah.

19 Good morning, Jim.

20 MR. ALTADONNA: Good morning.

21 Councilman Johnson is absent.

22 Councilman Imbroto?

23 COUNCILMAN IMBROTO: Present.

24 SUPERVISOR SALADINO: Okay. We have
25 our quorum, and we are continuing to increase

1 transparency, ethical reform, and greater
2 efficiency in Town of Oyster Bay government. As I
3 stated, this is unprecedented.

4 For the first time and going forward,
5 the Town will be choosing its concessionaires with
6 the highest level of transparency through this
7 process, and quite frankly, I'm unaware of any
8 other municipality that is operating at this level
9 of transparency.

10 Both yesterday and today, the Oyster
11 Bay Town Board will continue to hear presentations
12 for our concession services throughout our Town.

13 Today, we'll be focusing on the Tobay
14 restaurants and the Tobay concessions over at Town
15 of Oyster Bay's beloved beach on Ocean Parkway.

16 As some of you may know, the Town
17 provides its residents with concession services at
18 a variety of our parks and beaches, including our
19 beautiful Town golf course, Tappen Beach and Tobay
20 Beach, which we will be listening to today.

21 The contracts of all these facilities,
22 a total of four altogether, have either expired or
23 are about to expire so to increase expediency and
24 efficiency and to make sure that our Summer
25 facilities will be up and running in time for the

1 season, we sent out requests for proposals at all
2 of these locations.

3 Unlike in years past where one single
4 individual was involved in procuring concessions
5 services for Town facilities, a team of Town
6 employees joined together at my direction with one
7 sole purpose in mind: To secure the most ethical,
8 lawful, and transparent fashion, the services of
9 highly qualified entities to deliver premier
10 concession services at our Town's beaches and golf
11 course.

12 To accomplish this, we took the
13 following unprecedented steps: We separated the
14 request for proposals into four separate RFPs.

15 The four proposals including one at the
16 Town golf course, one at Tappen Beach, one to
17 operate two restaurants and a concession, all
18 located on the bay side of Tobay Beach and one
19 separate on all the ocean side concessions at Tobay
20 Beach, which we'll be hearing today.

21 We conducted informal informational
22 meetings and site walkthroughs with prospective
23 concessionaires in a totally open environment. We
24 shared all questions received and their
25 corresponding answers with all prospective

1 concessionaires, which I believe really speaks to
2 fairness and transparency. The draft license
3 agreement was shared with the request for proposals
4 so that the terms of the agreement were known to
5 all of the prospective concessionaires before their
6 responses were submitted.

7 The request for proposals were all
8 posted on the Town's website. Though not required
9 by law or previous Town policies, we published the
10 notice of the request for proposals in a newspaper
11 of general circulation. We engaged the Town
12 Attorney in a review of the proposals for
13 compliance with the law and our new ethical
14 standards.

15 Yesterday and today, proposers will
16 make a direct presentation to the Town Board so
17 that all proposers have an equal and fair
18 opportunity to explain their vision for the Town
19 facilities, to the Town Board and to our residents.

20 We have also selected the order of the
21 presentations in a random fashion, so that it's
22 not -- so that it's done in that random fashion to
23 make it more fair to everyone.

24 We will be live streaming the
25 presentations over the Internet through the Town's

1 website, which allows anyone in the public to be a
2 part of this. We will be inviting the public to
3 offer public comment following the presentations
4 even though the law does not mandate such public
5 comment.

6 And consistent with the Town's new
7 emphasis on ethical behavior and our new Town law,
8 we will be requiring the successful candidates to
9 file -- or candidates, to file a Town financial
10 disclosure form so that all interests are known and
11 subject to review.

12 Ladies and gentlemen, these
13 unprecedented steps are so significant in achieving
14 our mission of increased ethics and transparency in
15 our Town, and we are very proud to be part of the
16 Town Board undertaking these steps and bringing a
17 new day in the Town of Oyster Bay.

18 As stated, I'm unaware of any other
19 municipality that has taken this many steps which
20 we are prepared to continue to take today, as we
21 did yesterday, as well as going forward.

22 These initiatives are further proof of
23 my overwhelming commitment to create in the Town of
24 Oyster Bay, the highest ethical standards of any
25 municipality and rebuild the trust of our

1 residents.

2 We want to provide the residents with
3 the best services in a way that is affordable and
4 enhances their experience at our parks, beaches and
5 our premier golf course. Holding this process at a
6 public open meeting ensures that we accomplish this
7 in time for the upcoming Summer season and that we
8 do it right, with the strongest focus, as
9 mentioned, on transparency and efficiency.

10 When I took office, I promised
11 residents that a new era would begin in the Town of
12 Oyster Bay, one with the highest ethical standards
13 and complete transparency to regain the faith and
14 trust of our residents. This process of requests
15 for proposals follows the letter of the law, but we
16 wanted to do so much more to provide additional
17 transparency. The purpose of these work sessions
18 is to open the doors of Town government to everyone
19 and to ensure that we are operating in complete
20 sunlight.

21 Thank you all for joining us, and let's
22 get started with our first presentation.

23 Okay, for the Tobay restaurants
24 presentations, our first presenter will be Healthy
25 Choice.

1 And I ask that we try to adhere as best
2 as possible to our time limit so that we can move
3 it along and keep this process going. We have a
4 twenty-minute time on the clock, so if you can keep
5 an eye on that, and let's make sure that that's
6 turned in a way, Town Clerk, so that our presenters
7 can see that clock. So this way, not only is it
8 fair to everyone, but we get this all done today.

9 All right, Healthy Choice, if you would
10 please come on up.

11 MR. AZUL: Good morning.

12 SUPERVISOR SALADINO: Good morning.

13 DR. AZUL: I'm Dr. Azul. I'm with
14 Healthy Choice, as I mentioned yesterday.

15 We've been in food service for over
16 25 years, and we've been in institutional
17 operations for a little bit over 20 years.

18 Most of our focus in food service is
19 hospitals and colleges, but as -- obviously, we
20 have been operating in the concession business for
21 over 25 years, especially with New York City Parks
22 Department and also very busy locations, such as --
23 we were involved with Intrepid Museum until a year
24 after Hurricane Sandy when we were actually
25 basically destroyed over there.

1 And we've done very, very large venue
2 operations such as the Fleet Week where for one
3 weekend, you get about 250 to 300,000 visitors
4 there and we were the exclusive food service
5 providers.

6 In regards to the Tobay restaurants, we
7 would basically be looking to operate the Mexican
8 concept. As a Mexican, we currently do operate
9 Mexican concept at this point, and the other
10 restaurant, we would do as a seafood and grill.

11 We are not envisioning to do any
12 structural changes there. It would be more of
13 aesthetics and improvements, equipment changes and
14 are looking at roughly about \$700,000 in
15 improvements for those locations.

16 Obviously, as far as our compensation,
17 it is at \$102,000 whereas 6 percent of the sales so
18 the minimum guarantee would be \$102,000 per annum.

19 SUPERVISOR SALADINO: I'm sorry.

20 Can I ask you to repeat that part again
21 about your investment?

22 COUNCILMAN IMBROTO: And, Doctor, if
23 you don't mind, could you speak a little louder?

24 SUPERVISOR SALADINO: Thank you.

25 DR. AZUL: About \$700,000 in

1 improvements and \$102,000 in compensation as the
2 minimum guarantee whereas 6 percent of the sales.

3 SUPERVISOR SALADINO: 700,000 in
4 improvements and second number was...

5 DR. AZUL: 102,000 with a 3 percent
6 increase versus 6 percent of the sales.

7 SUPERVISOR SALADINO: And 6 percent of
8 the gross sales?

9 COUNCILMAN IMBROTO: You said 102,000
10 and 6 percent?

11 DR. AZUL: 102,000 or 6 percent.

12 COUNCILMAN IMBROTO: Or six, either/or?

13 DR. AZUL: Whichever is greater.

14 SUPERVISOR SALADINO: For both
15 restaurants and the concession by the spray park?

16 DR. AZUL: Right.

17 COUNCILMAN IMBROTO: Do you have any
18 projections on the revenue?

19 DR. AZUL: Yeah.

20 I mean -- as far as -- obviously, we're
21 not aware of any numbers from the past, and we are
22 familiar with the location just because we operate
23 at Robert Moses Beaches and we frequented the
24 locations there. We're anticipating for both
25 locations around 2.2 million.

1 COUNCILMAN IMBROTO: Is that roughly
2 what you are doing at Robert Moses?

3 DR. AZUL: Well, obviously, Robert
4 Moses is purely a concession business -- is very
5 different. It would be more similar to the next
6 concessions.

7 COUNCILMAN MUSCARELLA: Doctor, do you
8 run restaurants now at all? I mean, I know you
9 have small restaurants -- of this capacity --
10 because you're taking on not only one, but a second
11 one at the same time?

12 DR. AZUL: So we actually operate many
13 colleges where we do far number of checks per day.

14 As far as table service is concerned,
15 we have not done table service for at least five
16 years because most of our focus has been with
17 municipal and institutional settings. So -- and
18 most of those are either fast casual or quick
19 service.

20 But we do very large operations. In
21 the institutions that we are in, we are the
22 exclusive food service providers, and in a typical
23 day, we would probably have at least 1,000 -- over
24 1,000 checks a day.

25 COUNCILMAN MUSCARELLA: All right.

1 Now, you did make a proposal yesterday
2 at Tappen Beach, obviously, and this is another
3 proposal so that would be three almost.

4 DR. AZUL: Right.

5 COUNCILMAN MUSCARELLA: Could you
6 handle that capacity?

7 DR. AZUL: So, I mean, I give the
8 example of Robert Moses, that we had it turned over
9 in ten days, and that's four locations. And those
10 were up and running by Memorial Day.

11 And we've been in food service for a
12 very long time and we actually operate as far as
13 Upstate New York. We work University of Rochester.
14 We still are in Glens Falls Hospital. So, most of
15 our operations are, at this point, on the East
16 Coast, but in the past, we have operated on the
17 West Coast as well, so we are not a very small
18 operator.

19 COUNCILMAN MUSCARELLA: All right.

20 The thing that was lacking in
21 yesterday's proposal and the proposal here is your
22 financial statements and yesterday you stated to
23 the Councilman that you would provide us with that
24 because that's a pre-criteria.

25 DR. AZUL: Yes, those were forwarded

1 over to Cynthia this morning.

2 COUNCILMAN MUSCARELLA: It was
3 forwarded? Because we need that to make a
4 decision -- educated decision on that.

5 Yes. Can we have those? The
6 Commissioner of Parks is going to obtain that for
7 us.

8 SUPERVISOR SALADINO: Doctor, can you
9 just give us the theme of these restaurants and the
10 names?

11 DR. AZUL: As far as the Seafood Shack,
12 that would be -- we would be operating as a grill
13 and a seafood restaurant, and Mexican, we would be
14 operating as a Mexican. We have not finalized the
15 names yet.

16 COUNCILMAN IMBROTO: So, are you
17 envisioning something similar to what was there
18 before?

19 DR. AZUL: Exactly.

20 SUPERVISOR SALADINO: So Seafood Shack
21 would be a grill for healthy foods and seafood?

22 MR. AZUL: And seafood, yes.

23 SUPERVISOR SALADINO: And the other --
24 the theme of the other?

25 DR. AZUL: It would be Mexican.

1 SUPERVISOR SALADINO: Mexican.

2 Tex-Mex or just Mexican?

3 DR. AZUL: Just Mexican.

4 COUNCILWOMAN ALESIA: Forgive me if you
5 had already answered this question, but do you have
6 any concerns about getting an alcohol license?

7 DR. AZUL: No, we've actually looked
8 into that.

9 We should be able procure that within
10 two weeks -- the temporary license that would be at
11 least good for three months, good part of the
12 season and we should be able to do that.

13 And as I had mentioned yesterday, that
14 was actually one of the hiccups we had at Robert
15 Moses and it was largely to do with which Town that
16 that really belonged to because it belongs to
17 multiple towns, and that was really the issues.

18 And on this -- this is the license that
19 were issued here were after the changes in the
20 State Liquor Authority regulations, so this is not
21 an issue.

22 COUNCILWOMAN ALESIA: Okay. Great.
23 Thanks.

24 SUPERVISOR SALADINO: Any other
25 questions?

1 Thank you very much for your
2 presentation.

3 DR. AZUL: Sorry, just a quick
4 question.

5 Are we able to combine the other, as
6 well, or that would be in the afternoon since it's
7 not very different?

8 SUPERVISOR SALADINO: We -- well, we
9 were -- our plan is to do them -- get through all
10 of these for this location. It helps us in the
11 process. I apologize if that causes you to stay
12 for -- throughout the day. I'm so sorry.

13 DR. AZUL: That's fine. Thank you.

14 SUPERVISOR SALADINO: Our next
15 presenter is Kedis Enterprises.

16 MR. TROY: Good morning, Supervisor.

17 SUPERVISOR SALADINO: Good morning.
18 How are you?

19 MR. TROY: I'm doing well.

20 You may remember me from yesterday, I
21 was with Paul Sra and David Lin.

22 Just for housekeeping, they are
23 withdrawing their things for today. They're only
24 interested in Tappen, so you can cross them off the
25 list.

1 SUPERVISOR SALADINO: They're only
2 interested in Tappen?

3 COUNCILMAN IMBROTO: Mr. Troy, who are
4 you up here on behalf of right now?

5 MR. TROY: Kedis.

6 COUNCILMAN IMBROTO: Okay, but Kedis is
7 not withdrawing?

8 MR. TROY: Kedis is not withdrawing.

9 COUNCILMAN IMBROTO: Okay.

10 MR. TROY: That's why they can hire me
11 because Mr. Lin -- they're not competing against
12 each other.

13 SUPERVISOR SALADINO: Okay.

14 MR. TROY: I believe yesterday you had
15 the chance to meet with Mr. Chand and with
16 Mr. Feinstein. Mr. Feinstein operates a catering
17 hall in Port Washington with the -- for these
18 circumstances, the unfortunate name of H on the
19 Harbor. There is nothing to do with Mr. Singh, it
20 just happens to be the name. My clients have
21 indicated that they were submitting this with the
22 hope of getting the two being considered as one; in
23 other words, the bay side restaurant and the
24 concession on the ocean side being considered as
25 one because that made it more feasible for them.

1 As they have stated yesterday, they
2 operate about 35 Kentucky Fried Chickens on
3 Long Island.

4 SUPERVISOR SALADINO: 35 KFCs.

5 MR. TROY: KFCs, yes.

6 They also have Checkers. They have
7 Taco Bell. They have Long John Silver.

8 COUNCILMAN IMBROTO: Mr. Troy, I just
9 want to back up one second.

10 Did they submit separate proposals for
11 the restaurants and the concessions?

12 MR. TROY: They addressed both in one.

13 COUNCILMAN IMBROTO: Okay.

14 So this is one single proposal for
15 both?

16 MR. TROY: Correct.

17 COUNCILMAN IMBROTO: Even though they
18 were bid separately?

19 MR. TROY: That is correct.

20 They have a professional staff that
21 runs their organization. Mr. Chand is the Chief
22 Executive Officer. Mr. Stiles is the Chief
23 Operating Officer for the company.

24 Mr. Stiles has a rather impressive
25 resume. He retired from the United States Navy

1 with a rank of captain. If you are not familiar
2 with the Naval ranks compared to Army ranks, it's
3 the equivalent of a colonel; and both of them are
4 one step down from a flag officer or a vice admiral
5 or a brigadier general.

6 He has been with the company for 17
7 years. He is running the operation and they have
8 asked me -- well, first, I wanted to assure you
9 that they are very wealthy people. They have
10 liquid assets right now in the bank of over \$6
11 million.

12 What they want to do here is -- a
13 proposed capital improvement would be \$300,000 to
14 immediately clean up the area, put in new
15 equipment, put in systems where you guys can
16 monitor what the average sales are going to be.

17 In addition to that, they have a plan
18 and they've retained an architect to draw up the
19 schematics where they want to build cabanas to the
20 west side of the parking lot.

21 The thing about cabanas -- I don't know
22 if you know about Nickerson Beach or Silver
23 Point -- cabanas are a moneymaker. I think they
24 charge \$7,900 for a two-year lease at Nickerson;
25 they charge \$6,000 at Silver Point, per season.

1 COUNCILMAN IMBROTO: I don't want to
2 cut you off, but is this proposal contingent on him
3 building the cabanas?

4 COUNCILWOMAN ALESIA: I was just going
5 to ask the same thing. I'm going to give you a
6 heads up that my family has been in the Beach Club
7 industry on South Shore for decades, so I know a
8 thing or two about it. And I don't want to speak
9 for anyone else up here, but it's a very different
10 animal than running restaurants.

11 MR. TROY: I'm aware of that, and so is
12 the architect that was retained to do this.

13 COUNCILMAN IMBROTO: So Mr. Troy, yes
14 or no; if there's no cabanas, is there no proposal
15 or --

16 MR. TROY: Well, no. There's still a
17 proposal, but the beauty of the cabanas is they
18 charge a reasonable rent as they do at Nickerson
19 and at Silver Point, it's an additional
20 \$2.1 million for the Town which is what makes it --
21 invest \$5 million --

22 COUNCILWOMAN ALESIA: I appreciate it,
23 and I think it's extremely creative.

24 My concern is that because it wasn't
25 part of our initial ask, I think it's beyond the

1 scope and we would need to reissue and allow
2 everybody because I'm sure there are people in this
3 very room and watching on watching on live stream
4 that as soon as they heard the idea of cabanas,
5 their ears perked up and they --

6 COUNCILMAN IMBROTO: Let's focus on
7 what we have here because we have to open up these
8 restaurants in the time element we have. The
9 cabanas are something else.

10 MR. TROY: No, no. That was down the
11 road. That was --

12 COUNCILMAN MUSCARELLA: It is not even
13 part of the presentation, so we're going to have to
14 talk about the RFP that we currently have.

15 MR. TROY: As I say, they currently
16 have 1,000 employees on staff, and they can open up
17 the restaurants in time. That's not a problem.
18 They can open up the concessions, as well. As luck
19 would have it, my son works at the concessions.

20 So they're more than competent having
21 run 35 KFCs and multiple other fast food
22 restaurants, they have no problem running
23 concession stands with hamburgers, hot dogs and ice
24 cream, so that should not be a problem.

25 The one thing they do bring to the

1 table is they are also a franchisee for Taco Bell.
2 We know the Salsa Shack was Mexican. Now, they
3 have approached Taco Bell -- the thing is with Taco
4 Bell -- they're a family style restaurant. They
5 may not want alcohol served in their restaurant,
6 which would make it incompatible with what we have
7 planned down there.

8 I will tell you that Mr. Chand has had
9 a liquor license in the past. He just let it
10 lapse. It didn't have anything to do with any
11 disciplinary, action and Mr. Feinstein currently
12 has a liquor license, and I can foresee no problem
13 with getting a liquor license. I do know that last
14 year it was a big problem down at the beach because
15 they couldn't sell liquor and I think your sales
16 were cut in half if my calculations are correct.

17 So I think they bring to the table:
18 They have sufficient money, they have sufficient
19 assets and personnel, they have well trained
20 staffs, a Navy captain, and they are willing to
21 make the financial commitment, \$300,000 up front to
22 do a cleanup, put in new equipment, do point of
23 sales and let you guys have the off-site ability to
24 review it, and their financial offer is \$500,000 as
25 a signing bonus with 10 percent of gross income

1 with a guaranteed minimum of \$60,000 per month.

2 The second option would be \$180,000 at
3 the signing of the licensing agreement and with the
4 rent of 18 percent of gross income.

5 COUNCILWOMAN ALESIA: Counsel, I think,
6 and I definitely don't want to speak for Lou but my
7 question remains, is there a way to parse out the
8 cabanas and still have this as a viable offer?

9 MR. TROY: Yes, absolutely. Well, that
10 offer I just made -- the financial type -- is not
11 contingent on this.

12 COUNCILMAN IMBROTO: Okay.

13 But is the 60,000 a month minimum
14 contingent on the cabanas? Is that how that was
15 calculated?

16 MR. TROY: Not at all. Not at all.

17 I'm saying, this is long-term -- what
18 they're thinking of doing at the beach. I'm not
19 saying they have the permits; they got to do it.
20 But they're thinking long-term this is what they
21 want done.

22 Okay. They're going to do 300,000 in
23 capital improvements?

24 MR. TROY: Correct.

25 COUNCILMAN IMBROTO: And they're going

1 to guarantee us \$60,000 a month --

2 MR. TROY: Correct.

3 COUNCILMAN IMBROTO: -- or more,
4 depending on gross revenue?

5 MR. TROY: Correct.

6 COUNCILMAN IMBROTO: That is with or
7 without cabanas?

8 MR. TROY: Yes. Depending on what the
9 percentage you guys take, it is either
10 half-a-million up front as a signing bonus or it's
11 \$180,000.

12 COUNCILMAN IMBROTO: But the 60,000 a
13 month minimum is not based on the cabanas?

14 MR. TROY: It is not based on the
15 cabanas, no.

16 COUNCILMAN MUSCARELLA: And you're
17 giving 500,000 up front, correct?

18 The first option is 500,000 up front --

19 MR. TROY: Yes.

20 COUNCILMAN MUSCARELLA: 300,000 capital
21 outlay to fix the restaurants, along with 60,000
22 for the three, four months?

23 MR. TROY: A guarantee of 60,000, maybe
24 more, depending how big the sales are.

25 COUNCILMAN MUSCARELLA: That's for how

1 many months? I didn't see the calculation, but
2 three, four, five months?

3 MR. TROY: For the entire term.

4 As I said yesterday, we are not talking
5 about any bumps because cost of living would build
6 in the bumps anyway. But a guarantee -- but if you
7 go for the option of the percentage, as the prices
8 go up, the return on your percentage goes up.

9 COUNCILMAN IMBROTO: Okay.

10 Is that 60,000 a month for 12 months,
11 or is the 60,000 for the season?

12 MR. TROY: For the season.

13 COUNCILMAN MUSCARELLA: For the season,
14 okay.

15 MR. TROY: Which I believe runs
16 October 20th because you have the boat show down
17 there.

18 COUNCILMAN MUSCARELLA: So you're
19 talking about June, July, August, September,
20 October?

21 MR. TROY: Correct.

22 COUNCILMAN MUSCARELLA: Five months,
23 that's 300,000?

24 MR. TROY: Yes.

25 SUPERVISOR SALADINO: Please give me an

1 idea of how many employees you'll have.

2 MR. TROY: Down at the beach?

3 It all depends on the restaurant or the
4 cabanas -- I'm sorry -- the concessions side, but
5 it would probably be somewhere around 200
6 employees.

7 SUPERVISOR SALADINO: A total of all?

8 MR. TROY: Correct.

9 And as has been the past practice, of
10 course, we intend to hire Town of Oyster Bay
11 residents who are home from college or of for
12 Summer in high school. It should be a job program
13 for the children who live in the Town of Oyster
14 Bay.

15 And, again, this is for everything?
16 This is for the restaurants, the concession stands,
17 everything Tobay, bay side, marina?

18 MR. TROY: Yes, exactly. That's the
19 only way it's feasible for us is if we get both the
20 bay and restaurants.

21 COUNCILWOMAN ALESIA: And may I just
22 ask to be absolutely crystal clear because I think
23 you referenced it before, but I think Councilman
24 Muscarella may have the same feeling, I just want
25 to be 100 percent sure nobody, not one person from

1 SRB, is also involved in this proposal? And I
2 realize that may be an unfair question because you
3 were on both pieces of litigation, but this is
4 unrelated completely?

5 MR. TROY: Yes, nothing. This has
6 nothing to do --

7 COUNCILWOMAN ALESIA: This is unrelated
8 completely.

9 MR. TROY: Yes, I'm not even involved
10 with SRB. I was here for a while, but I am not
11 involved with SRB.

12 I mean, I was dealing with Frank
13 Nocerino and Leonard Genova at the time, but I am
14 no longer involved in any of it.

15 COUNCILWOMAN ALESIA: And nobody within
16 Kedis is a similar investor, the same investor,
17 nothing?

18 MR. TROY: No. There is no one.

19 SUPERVISOR SALADINO: No financial
20 relationships with any of them?

21 MR. TROY: Not at all. This is all
22 stand alone.

23 COUNCILWOMAN ALESIA: Thank you.

24 Forgive my post traumatic stress.

25 MR. TROY: That's why I made it a point

1 to bring up H on the Harbor was not Mr. Singh.

2 All right?

3 SUPERVISOR SALADINO: Could you just --
4 if you would, just for comparison purposes, the 200
5 employees is everything on the north side of the
6 parking lot and on the south side?

7 MR. TROY: That would be correct.

8 SUPERVISOR SALADINO: Could you just
9 break that up for me for comparison to the other
10 applicants?

11 MR. TROY: I really couldn't at this
12 point, Supervisor.

13 SUPERVISOR SALADINO: Be about half or
14 the restaurants would require --

15 MR. TROY: I think the restaurant from,
16 well -- from what I know from the past years, the
17 restaurants would be generally about a quarter of
18 the personnel, and the other side, the concessions,
19 was the lion's share of the employees.

20 SUPERVISOR SALADINO: The concessions
21 had more employees than the restaurants?

22 MR. TROY: They would have cashiers,
23 they'd have runners, they'd have cooks. It was a
24 rather extensive organization on the other side.

25 SUPERVISOR SALADINO: Okay.

1 Did you have in your application any
2 kind of delivery of food to the beachgoers?

3 MR. TROY: On the sand?

4 No, not at all.

5 SUPERVISOR SALADINO: Okay.

6 Anybody have any questions? Thank you
7 very much for your presentation and your time.

8 MR. TROY: Thank you, Supervisor.

9 Do you want me to wait around for the
10 afternoon? It's going to be the same spiel. It's
11 all I had.

12 COUNCILMAN MUSCARELLA: No. We have
13 the information.

14 MR. TROY: Thank you. Enjoy your day.

15 SUPERVISOR SALADINO: Thank you very
16 much.

17 MR. TROY: I'm making your day shorter.

18 SUPERVISOR SALADINO: Our next
19 presenter will be Ciao Baby.

20 Just a moment, please.

21 COUNCILWOMAN ALESIA: I'm just going to
22 tell you anecdotally while they're talking, I don't
23 think I have to recuse myself for this, but one of
24 my first dates with my husband was at Ciao Baby so
25 I'm kind of predisposed. I really love your

1 product.

2 MR. DiGIROLOMO: Thank you very much.

3 SUPERVISOR SALADINO: Thank you.

4 How are you today?

5 MR. DiGIROLOMO: Very good.

6 Thank you for the opportunity to speak
7 to you guys.

8 I think my presentation is going to be
9 just a little different than the person before. I
10 just want to talk to you about what I want to offer
11 the Town of Oyster Bay and what I want to offer the
12 residents of Oyster Bay.

13 You know, when I first looked at this
14 list of who was presenting today, I saw a lot of
15 the great catering companies and a lot of people I
16 know that have wonderful businesses in Long Island.
17 And my background goes to when I first decided to
18 open up Ciao Baby in 1999. I decided to open a
19 restaurant. There was plenty of restaurants in
20 Long Island, but what I thought I could do
21 different was to give something to the people that
22 maybe one day they don't want to cook.

23 They want to go out to a restaurant
24 where they feel real comfortable, where they almost
25 feel like they're walking into their own kitchen.

1 And to do that, I built from 1999 to about 2004 in
2 Commack, I opened up Massapequa. And when I opened
3 up Massapequa, I sat in front of this Board, not
4 you guys, but I sat in front of a Board to convince
5 the residents of Oyster Bay that we're a family
6 style restaurant, not the way we serve, but the way
7 we treat people.

8 And we treat people to make them feel
9 like their children want to come there for their
10 birthdays. Their children want to come for Easter
11 Sunday, that they really want to come to a
12 restaurant that they feel comfortable in.

13 And when I got this opportunity for
14 Tobay Beach, I thought, you know what, why not
15 offer something like that to the people that go to
16 beach, the people that want to go to the beach and
17 not go there with a big cooler of food with and
18 afraid to tell their children to go to one of the
19 restaurants, that I would open at affordable prices
20 for the residents, that they don't have to bring
21 food to the beach, that they can come and feel
22 comfortable, or the parents want to go sit at the
23 Blue Iguana, which was the modern Mexican, and have
24 a nice dinner at a reasonable price.

25 I wanted to give the people something

1 that -- it's not like you have to go to the beach,
2 and you're forced to go to the restaurant. That
3 you really want to go to the beach and you know
4 there's a wonderful restaurant that you could eat.
5 Your child could go with \$5.00 and get a slice of
6 pizza and a soda and go back to the beach and not
7 kill the parents.

8 I really -- I wanted to, I wanted to
9 give the reason for the people of Oyster Bay to go
10 to the beach and enjoy a dining experience like I
11 did at Ciao Baby for the past 17 years. And in the
12 Town of Oyster Bay, Ciao Baby is still up and
13 running and the families are still enjoying it.

14 I want to give people a reason of
15 Oyster Bay to enjoy a restaurant on the beach with
16 a beautiful view and not gauge them with prices
17 because they are looking at the beach, because the
18 service and the way we treat the families, the way
19 we treat the children, and one of the things I know
20 that I can do different than the bigger companies
21 that are really trying to get this is that I will
22 be there and I will know the names of the people,
23 the residents of Oyster Bay. I will greet them, I
24 will greet their children, they will get to know me
25 at those restaurants, and they'll wait -- and

1 they'll miss -- at the end of the Summer, they'll
2 miss those restaurants when we close down for the
3 Summer.

4 That's it.

5 COUNCILWOMAN ALESIA: Can you tell us a
6 little bit about the capital improvements you are
7 planning on making?

8 MR. DiGIROLOMO: Sure. I know we are
9 running out of -- we're running out of time. And I
10 know you guys in the proposal said that you needed
11 to -- we have to open up by Memorial Day, so what
12 I'm thinking is, we put the capital improvements at
13 660,000 for capital improvements.

14 What I'm thinking is as long as I get
15 everything up and running and everything works and
16 change whatever equipment I need done, what I'm
17 thinking is put most of the money right now into
18 the improvements on the outside: The landscaping,
19 the lighting; to make when people pull up that
20 those buildings look pretty. I want when they
21 leave the beach when the sun is going down, to make
22 it look appetizing, to make them want to stay at
23 the beach and make them want to sit outside and get
24 to see what the places could look like. Not what
25 it looks like now, very plain and very vanilla. So

1 I would put most of the money right now to get
2 open, to do the outside of the restaurant.

3 COUNCILMAN IMBROTO: Could I just ask
4 you, we have the proposals but some of the public
5 don't know exactly what your vision is.

6 Could you just describe the type of
7 restaurant you're envisioning in both locations?

8 MR. DiGIROLOMO: Okay, absolutely.

9 So the Blue Iguana which is the modern
10 Mexican -- the reason why I call it Modern Mexican
11 is because we're going to serve more -- people
12 think Mexican, they think burritos and tacos and
13 stuff like that.

14 What I want to serve is more -- because
15 we're on the water, more of the oysters, the clams,
16 the fresh sea bass, the fresh fish, the healthy
17 salads, things like that, and, of course, the
18 Mexican will be there, and the cocktails will be
19 there, and the nice frozen drinks because you're on
20 the water, but it's more, you have more of a
21 choice. It's more of a American-Mexican.

22 In the middle, I would like to do a
23 Ciao Baby pizza kitchen, which I will serve great
24 pizza, all different types of pizza, salads, also
25 our well-known Ciao Baby items like the world

1 famous rice bowl that we have that were featured on
2 television, that kind of stuff --

3 COUNCILMAN IMBROTO: Is that going to
4 be counter service or table service?

5 MR. DiGIROLOMO: That will be all
6 counter service. I'll have waiters outside
7 cleaning off the tables. If necessary, if people
8 do want to sit and have dinner or have a nice
9 lunch, the waitresses will be there to serve. So,
10 it will be both.

11 And then the shack would be from
12 grilled cheese sandwiches to chicken fingers and
13 French fries, things that the kids could come quick
14 and get it and bring it right to the beach.

15 Okay. The shack is called The Lobster
16 Shack?

17 MR. DiGIROLOMO: The shack, I mean --
18 yes, The Lobster Shack.

19 SUPERVISOR SALADINO: And that's at the
20 marina?

21 MR. DiGIROLOMO: Yes. That's the three
22 in the row, yes.

23 COUNCILMAN IMBROTO: Two restaurants
24 and the concessions booths, whatever you want to
25 call it.

1 MR. DiGIROLOMO: Which would be the
2 lobster rolls, the chicken fingers, and things like
3 that okay.

4 COUNCILMAN IMBROTO: Okay.
5 And could you go into your financial
6 proposal.

7 MR. DiGIROLOMO: As far as...

8 COUNCILMAN IMBROTO: The rent your
9 proposing to pay...

10 MR. DiGIROLOMO: Okay.

11 Rick, you want to go into that? Rick
12 is my partner, and he does the finance.

13 MR. RICK: At the Salsa Shack, we
14 propose 10,800 per month.

15 COUNCILMAN IMBROTO: Is that for 12
16 months?

17 MR. DiGIROLOMO: That's for 12 months,
18 yep.

19 MR. RICK: Everything's going to be for
20 12 months.

21 The Seafood Shack is 11,200 per month,
22 and the Lobster Shack would be the 2,500 per month.

23 COUNCILMAN IMBROTO: So a total of
24 24,500?

25 MR. RICK: Yes.

1 COUNCILMAN IMBROTO: For 12 months?

2 MR. RICK: Yep.

3 SUPERVISOR SALADINO: Just the 12
4 months.

5 MR. DiGIROLOMO: Just the 12 months, and
6 if it was beneficial for the Town and they wanted
7 that up front, we're ready to do that.

8 COUNCILMAN IMBROTO: You would pay it
9 all up front?

10 MR. DiGIROLOMO: Yes.

11 COUNCILMAN IMBROTO: Every year?

12 MR. DiGIROLOMO: Every year.

13 SUPERVISOR SALADINO: So that Lobster
14 Shack is 25 a month, the Salsa Shack was -- what
15 was that number?

16 MR. RICK: Salsa Shack is 11,200 per
17 month -- I'm sorry. It's 10,800 for Salsa Shack.
18 The Seafood Shack is 11,200 and the Burger Shack
19 was 2,500.

20 COUNCILMAN IMBROTO: So the Blue Iguana
21 is 10,800?

22 MR. DiGIROLOMO: Yes. Yep.

23 COUNCILWOMAN ALESIA: You know the Town
24 colors are green and yellow.

25 Can we make it The Green Iguana; is

1 that negotiable?

2 MR. DiGIROLOMO: That would be fine.

3 Whatever the Town needs, we'll do.

4 SUPERVISOR SALADINO: And that, as you
5 said, was for 12 months?

6 MR. DiGIROLOMO: Yes.

7 COUNCILMAN IMBROTO: Okay. There's no
8 annual increases built into that; it's just for the
9 entire term?

10 MR. DiGIROLOMO: Well, in the proposal,
11 I thought the annual increase when you guys sent it
12 to us -- there was an increase in there.

13 COUNCILMAN IMBROTO: So are you
14 proposing an annual increase?

15 MR. DiGIROLOMO: Yes.

16 COUNCILMAN IMBROTO: Of 3 percent?

17 MR. DiGIROLOMO: Yes.

18 Okay.

19 So 294,000 annually with a 3 percent
20 increase?

21 MR. DiGIROLOMO: Um-hmm.

22 And you would prepay that?

23 MR. DiGIROLOMO: Yes.

24 COUNCILMAN IMBROTO: If we asked you
25 to.

1 MR. DiGIROLOMO: Um-hmm.

2 COUNCILMAN MUSCARELLA: And you have
3 down here capital outlay or improvements, 660,000
4 estimate?

5 MR. DiGIROLOMO: Well, that's an
6 estimate, but the issue with that is it's such a
7 short period of time now, so our goal is to put the
8 money in to get everything up and running, and then
9 to do the outside first, so I don't know --

10 COUNCILMAN MUSCARELLA: Are you
11 changing any decor or the ambiance?

12 MR. DiGIROLOMO: Um-hmm.

13 COUNCILMAN MUSCARELLA: You are.

14 MR. DiGIROLOMO: Yes, mostly we are
15 going to put -- for the short period of time, we're
16 going to put all our money right now, to change the
17 outside. I don't think we will have enough time to
18 do the whole renovation, but I will start with the
19 outside to make it look nice for when the people
20 pull up and see a pretty building.

21 COUNCILMAN IMBROTO: But both
22 restaurants would be fully operational by this
23 season?

24 MR. DiGIROLOMO: Fully operational. I
25 have my staff ready, yes.

1 COUNCILMAN MUSCARELLA: And you're
2 season; you are not going to operate for a whole
3 year, right?

4 MR. DiGIROLOMO: Just for the time that
5 you -- right, the Town wants.

6 SUPERVISOR SALADINO: How much is a
7 slice of pizza?

8 MR. DiGIROLOMO: A slice of pizza,
9 we're going to do a slice of pizza and a soda for
10 \$2.50; and that's a slice of pizza with anything on
11 it. We're going to have a beautiful display of
12 pizza.

13 SUPERVISOR SALADINO: So a slice of
14 pizza is \$2.50?

15 MR. DiGIROLOMO: With the soda.

16 SUPERVISOR SALADINO: And the soda,
17 together?

18 MR. DiGIROLOMO: Yep. Um-hmm.

19 SUPERVISOR SALADINO: That's
20 impressive.

21 MR. DiGIROLOMO: And that's with
22 anything you want on it.

23 COUNCILMAN MUSCARELLA: Your financials
24 are good. They look good here, but is it corporate
25 financials, what are your assets, liabilities?

1 Give me a ballpark of your sales for the year,
2 corporate, and are you signing under the
3 corporation name or are you signing individually on
4 this proposal? Is it a new corporation?

5 MR. DiGIROLOMO: This would be a new
6 corporation.

7 MR. RICK: Open up a new entity.

8 Backed by the individuals?

9 MR. RICK: Yes. If necessary, I
10 will -- I will personally guarantee it.

11 SUPERVISOR: I see -- you know I'm
12 always thinking of the residents. I see on this
13 menu page which I'm going to assume is for The
14 Lobster Shack?

15 MR. DiGIROLOMO: Um-hmm

16 SUPERVISOR: Okay. It says a hamburger
17 is 8.95.

18 MR. DiGIROLOMO: That page right there
19 -- I wanted to take back. But they're going to be
20 lower prices than that and with the hamburger, it's
21 going to include the French fries. That specific
22 thing, I'm glad you pointed it out, that's going to
23 be lower priced.

24 SUPERVISOR SALADINO: So how much would
25 a --

1 MR. DiGIROLOMO: Like a hamburger would
2 be 6.95 with fries. And we are not going -- we're
3 not going to give the ordinary little hamburger
4 and -- we're going to do Ciao Baby style.
5 Everything's going to be big.

6 SUPERVISOR SALADINO: 6.95, is that
7 including the soda?

8 MR. DiGIROLOMO: French fries, not
9 including soda.

10 SUPERVISOR SALADINO: Okay.

11 COUNCILMAN IMBROTO: With the bar area,
12 do you envision any sort of entertainment?

13 MR. DiGIROLOMO: You know, one thing we
14 did at Ciao Baby, the entertainment was the crowd
15 that came in. We didn't really do any outside
16 entertainment. No, I don't.

17 SUPERVISOR SALADINO: Okay.

18 Yes. Will you be proposing any kind of
19 a beach service?

20 MR. DiGIROLOMO: If the Town would
21 allow it, yes, we would.

22 You're interested in doing that?

23 MR. DiGIROLOMO: Yes, we would.

24 SUPERVISOR SALADINO: And is there an
25 upcharge for the residents to have it delivered to

1 them on the beach?

2 MR. DiGIROLOMO: No, no. That would be
3 beneficial to us.

4 No, there wouldn't be an upcharge at
5 all.

6 And if you did beach service, can you
7 talk to us of how you would deal with the potential
8 for additional trash on the beach?

9 MR. DiGIROLOMO: Well, we would
10 definitely have someone specifically to make sure
11 the beach is all clean just like we would do our
12 table service. Someone outside making sure -- even
13 people are off getting pizza and soda, they'll come
14 out and eat on the picnic benches.

15 Someone will be out there cleaning the
16 benches, someone will be going out there and
17 cleaning the beach.

18 Would this be at the end of the day
19 they would clean the beach?

20 MR. DiGIROLOMO: No, throughout the
21 whole day just like we do at our restaurant to keep
22 everything clean.

23 SUPERVISOR SALADINO: When they get
24 there in the morning, they're scouring the beach
25 looking for the garbage when it's the end of the

1 day --

2 MR. DiGIROLOMO: All day. All day.

3 SUPERVISOR SALADINO: That is obviously
4 something very important to us.

5 MR. DiGIROLOMO: All that. Yes.

6 COUNCILMAN IMBROTO: How would you
7 receive orders? How would you -- how would you
8 coordinate --

9 MR. DiGIROLOMO: I would just
10 specifically have someone go out there with a
11 handheld POS to put the orders in, take the orders
12 and someone will bring out the food. And we'll
13 specify in sections of what part of the beach and
14 someone will go out and bring the food to the
15 waiters and waitresses on the beach.

16 SUPERVISOR SALADINO: How many
17 employees do you think you'll have?

18 MR. DiGIROLOMO: You know, I heard that
19 question when I was sitting before.

20 I mean, roughly, I would say between 50
21 and 60. If we did the beach, that would increase
22 it a little, if we were allowed to do the beach.

23 SUPERVISOR SALADINO: We like the idea.
24 I believe the residents like the idea. Obviously,
25 the big concern there, it will be that we are

1 policing the beach to ensure that there's no
2 garbage out there at all.

3 MR. DiGIROLOMO: Understood.

4 SUPERVISOR SALADINO: That's the last
5 thing we want and I'm assuming it's the last thing
6 you want.

7 MR. DiGIROLOMO: Understood.

8 We always want to keep the tables clean
9 and it doesn't look like a mess when someone comes
10 up, you know, to sit down so we'll do the same.

11 SUPERVISOR SALADINO: Good. Because
12 what happens, you get a windy day and then there's
13 the refuse is going all over.

14 MR. DiGIROLOMO: It's a mess.

15 SUPERVISOR SALADINO: Blowing all over
16 and make it more difficult to clean if it's in the
17 dunes, but that's something very interesting for us
18 to look at.

19 MR. DiGIROLOMO: I understand.

20 Any other questions?

21 SUPERVISOR SALADINO: Thank you very
22 much for the presentation.

23 MR. DiGIROLOMO: Thank you.

24 SUPERVISOR SALADINO: Before you come
25 up if, you would just bear with us.

1 Is the Doctor here from Healthy Choice?

2 Is he still here?

3 AUDIENCE MEMBER: He's not.

4 SUPERVISOR SALADINO: He's not. Okay.

5 All right. Okay.

6 He's coming back. Okay, great. I'm

7 sorry.

8 Carlyle Catering, we're all ready for

9 you.

10 MR. CARL: Thank you.

11 SUPERVISOR SALADINO: Thank you. Sorry

12 about that.

13 MR. CARL: Before we go on about this,

14 I just want to make a clarification if it's okay

15 with everyone, yesterday we made our proposal, and

16 I was a little off on what the total amount to the

17 County would be -- not the County, Tobay would be,

18 and that total is actually \$34 million over the

19 life of the 30-year contract.

20 SUPERVISOR SALADINO: That's on the

21 golf course?

22 MR. CARL: Right.

23 And the other point that I wanted to

24 make was that we have no problem with prepaying

25 like a few of the others suggested, \$2 million up

1 front if the Town would like the money prepaid, so
2 I just wanted to point that out.

3 COUNCILMAN IMBROTO: And that's on
4 here, too?

5 MR. CARL: Right. That's on there
6 also, I just wanted to make sure you were aware
7 that prepaying fees is not a problem for us. We're
8 in a good cash situation.

9 SUPERVISOR SALADINO: Each year is what
10 you're saying?

11 MR. CARL: No.

12 \$2 million up front versus the rent.
13 So what happened is some of the proposals made an
14 advance of rent for whatever -- three, four years,
15 and the situation is that we have no problem
16 advancing the rent should you need the dollars
17 today versus over the time, so it's just a
18 clarification that even though we made a proposal,
19 the proposal didn't take that into account, only
20 because we didn't know when you wanted it paid.

21 COUNCILMAN IMBROTO: We appreciate
22 that -- the clarification. We were a little
23 confused with the numbers.

24 MR. ROY: If I may add to that, so just
25 to clarify, remember, the capital that we set aside

1 was for working capital and for capital
2 expenditures and we're able to shift the dollars up
3 front because then that relieves the working
4 capital needs later. So we're happy to make the
5 payment up front if that is a deciding factor, if
6 that's important to you.

7 I will though reiterate again, and at
8 the risk of repeating myself because I said this
9 yesterday, I think the biggest benefit for this
10 deal is not that. Although, we're willing to do
11 that, it is the fact that it's a \$10 million
12 revenue base that you get to collect you're rent
13 off as opposed to most others will probably be in
14 the \$6 million range.

15 That, I think is the winner, but I said
16 that yesterday.

17 COUNCILMAN IMBROTO: We appreciate
18 that. I think, you know, we should probably focus
19 on your proposal for Tobay.

20 MR. CARL: Okay.

21 So the restaurant at Tobay, the way
22 that we envision this is that we've taken a look at
23 what happened the restaurant previously and,
24 obviously, last year was not a great year for the
25 restaurant.

1 COUNCILMAN IMBROTO: Mr. Carl, I don't
2 want to get sidetracked, but it is the same
3 partnership that you were doing with the golf
4 course?

5 MR. CARL: Yes. It is exactly the same
6 partnership, exactly the same financial end, and
7 substantial monies available to do this.

8 COUNCILMAN IMBROTO: Okay. I'm sorry,
9 continue.

10 MR. CARL: So getting back to what I
11 was saying, the thing about Tobay is that you have
12 a limited amount of people that can come there
13 during the day, and pretty much on great weekends,
14 it packs out. So during the day, the food
15 concessions there -- the food restaurants are
16 maxing out.

17 We feel that in our proposal, that
18 we'll be able to add substantial revenue to pay you
19 more money. And the way we are going to be able to
20 do this is to not only service the day crowd, but
21 also have people come afterwards. We propose to
22 add a bandstand to be able to give some live music
23 and entertainment.

24 Because one of the things, again, being
25 a resident of the Town of Oyster Bay, you want a

1 place to go at night. So the food is there; the
2 restaurants are there, so why not use it and why
3 not -- we are willing to build a bandstand so that
4 we can have live music there most nights of the
5 week.

6 We also intend to refurbish and fix up
7 with furniture, fixtures, and equipment, new, the
8 existing two restaurants to the tune of about
9 \$750,000 renovation, and that would be put in
10 immediately.

11 On top of that, we wanted to add more
12 services. So the one thing is, is it's not just
13 about food. So we felt that with our marketing
14 group, we would have a number of different events
15 that we would be able to bring there.

16 Everything from building sand castles
17 to -- anything else related beach-wise, but on top
18 of that, one of the big services that we don't see
19 in most of the beaches is lounge chairs, towels and
20 umbrellas.

21 So, on top of everything else, we
22 propose to have beach boys that will be there that
23 will run the chairs, and if you want towels, and
24 the umbrellas, so that they will be offered extra
25 services.

1 What -- as far as to the food and what
2 we're going to be doing on that, I'm going to give
3 you to Andrew, and Andrew will talk in terms of the
4 food.

5 ANDREW: Good morning.

6 SUPERVISOR SALADINO: Good morning.

7 How are you?

8 ANDREW: Very well, thank you.

9 So two restaurants, great beautiful
10 restaurants at Tobay Beach. As you know, we had
11 the privilege of servicing the concession at Tappen
12 Beach last year and we touched on it momentarily
13 yesterday that we're really excited to expand our
14 talents and service to community by offering them
15 much larger restaurants spaces.

16 So the previous concepts were both
17 great, and we kind of want to stick with both of
18 them feeling out the seasonal crowd of a seafood
19 restaurant and a Mexican one, but with our own
20 twist and visionary design. So the former Seafood
21 Shack will operate as a seafood restaurant. We are
22 going to serve similar items as we served at Tappen
23 Beach.

24 You both have -- everyone has menus in
25 front of them for that. It's going to be very

1 regional and seasonal local cuisine, focusing on
2 seafood concepts all with beautiful presentation
3 and visionary twists and designs.

4 Our culinary staff at Carlyle has
5 worked everywhere from around the world in Michelin
6 Star restaurants to Manhattan restaurants well
7 known to everyone I'm sure, as well as the top
8 catering facilities so we have creative design
9 within our culinary staff there, so that's going to
10 be the seafood restaurant.

11 Pricing during the day for lunch is
12 going to have affordable pricing. Average price
13 per person would be approximately \$14.00 per
14 person; and in the evening, will be a little bit
15 higher and more upscale. Average pricing at about
16 \$28.00 per person, but having plenty of affordable
17 pricing items on the menu as well.

18 The Mexican style restaurant, we want
19 to theme after an authentic Mexican cantina and
20 taqueria. Something that's very popular among the
21 beach coast on the West Coast, such as La Jolla and
22 San Diego, we want to bring that model out here.

23 So this is going to be a great
24 affordable option during the day -- to serve tacos
25 at reasonable prices, which we can also run to the

1 beach as well, and we have plans for that, and then
2 the evening is going to be authentic Mexican
3 cuisine and incredible cocktails ranging from
4 different tequila lists, mezcal lists and frozen
5 drinks as well. Everything that we're able to
6 incorporate -- keep harping on the regional cuisine
7 because it's very important to us.

8 As I mentioned yesterday, we're
9 involved with Taste of New York at Carlyle on the
10 Green at our restaurant at Taste 99 that sits on
11 the golf course there and we intend to bring the
12 taste of New York into each one of these
13 restaurants as well.

14 MR. CARL: One thing I wanted to point
15 out to everyone is last season we answered to an
16 emergency RFP that was three days before we had to
17 open. We not only came into Tappen Beach and
18 opened it, but we did it very successfully given
19 what we had to deal with.

20 We had a seafood restaurant that went
21 to rave reviews if you go online. The people were
22 so thrilled. The problem with the facility again
23 was size, so that's why we did not bid on it this
24 time, but having the opportunity to bid on
25 something that's more appropriate for us to be able

1 to do really fits within what we are doing. We
2 have the staff. We have the people. We have the
3 ability. We have the money. We have the vision.
4 And we have the know-how to be able to make this
5 that everyone will be happy.

6 Our financial end is an offer of
7 \$270,000 per year plus anything that is not food
8 related; therefore, lounge chairs that we would
9 charge for, umbrellas that we would charge for,
10 towels, a 15 percent of what we do.

11 With our estimate, it will probably
12 throw approximately another \$50,000 a year, giving
13 you a total of \$320,000 a year to start off with
14 should we meet our projections. Should we not, the
15 guarantee is the \$270, plus whatever comes out.

16 On top of that, we intend to invest
17 three-quarters of a million dollars in capital to
18 make it to that point and we are also in a position
19 that if there should be other things that are a
20 potential to do, to do them and not come back, but
21 offer more services.

22 COUNCILMAN IMBROTO: Okay.

23 Just to be clear, your proposal is
24 contingent upon the beach chairs, the umbrellas,
25 the towels, things like that?

1 MR. CARL: Only -- only the --
2 15 percent of whatever we do. It is estimated to
3 give you 50,000. That's a realistic estimate.

4 The only thing that's on a percentage
5 is above the 270, so, but --

6 COUNCILMAN IMBROTO: I understand.

7 What I'm asking is, are you still
8 interested without the beach chairs, towels --

9 MR. CARL: Yes, 100 percent.

10 If it were something the Town wanted,
11 we would be glad to X it.

12 COUNCILMAN IMBROTO: So you would just
13 run the restaurants and it would be the 270 a year?

14 MR. CARL: Plus the -- plus the
15 investment of 750,000.

16 COUNCILWOMAN ALESIA: I have some
17 questions about the beach chair system.

18 Although as I said to the previous
19 company that came up and brought up cabanas, I'm
20 iffy on even talking about it because I feel like
21 it's not fully fair to some of the other companies,
22 but I do have questions.

23 Where would you be storing the chairs
24 and the umbrellas?

25 ANDREW: This came up during the

1 walk-thru when we visited the Tobay Beach
2 properties. There was a small shack on the -- I
3 call it a shack -- a hut of some sorts -- that was
4 on the opposite side of the parking lot across from
5 the restaurants that was not being utilized and was
6 stated to be part of the concession service, so we
7 would store umbrellas and beach chairs there.

8 COUNCILWOMAN ALESIA: What time would
9 you plan on clearing the beach chairs and umbrellas
10 at the end of the day?

11 ANDREW: As soon as -- what time --
12 when the lifeguards would leave, we would clear
13 them. I'm not sure what time that is.

14 COUNCILWOMAN ALESIA: What would the
15 cost be for a chair, umbrella, and towel setup?

16 ANDREW: Each one would be separate.

17 Umbrellas would be \$10.00. Beach
18 lounge chairs would be \$12.00. And towels would be
19 \$3.00.

20 COUNCILWOMAN ALESIA: And these would
21 be brought to the person's area and set up for
22 them?

23 MR. CARL: And set up and broken down,
24 and those same people that were doing that would
25 also maintain any refuse or anything else on the

1 beach, so we would have constant people on the
2 beach monitoring everything that was going on as
3 well as being able to offer them food from the
4 restaurant should they want takeout.

5 ANDREW: The restaurants here are the
6 main focus and that's the bulk of the revenue.
7 This was just an added addition and benefit to the
8 community members that was brought up on the
9 walk-thru that we thought would be a nice touch,
10 but certainly not contingent on it.

11 SUPERVISOR SALADINO: Just to clarify
12 that, please.

13 You mentioned takeout, so people go buy
14 and walk away with food?

15 MR. CARL: Or delivery to them.

16 SUPERVISOR SALADINO: Deliver it --
17 that was my question.

18 At an additional cost?

19 MR. CARL: Not an additional cost for
20 the delivery. They'll pay for the food.

21 But our object here is to make this
22 very friendly to all the residents. By adding
23 these services, we feel that, again, we are adding
24 things that have not been there. And we make it so
25 that people will want to come out, people will want

1 to come out later. As they mentioned yesterday,
2 one of the things we developed was a following at
3 night from our seafood night to our Party in the
4 Park night.

5 And one of the things we hope to do
6 here with our marketing group was to develop a
7 number of nights that we're offering entertainment
8 for people to come out.

9 The problem with the beaches -- I see
10 it, and I've been there many times is when -- after
11 hours it all dies down, yet you still have this
12 great space there that's usable and people are
13 going to other places.

14 To offer great food, drink and
15 entertainment, will bring everyone there. And
16 because of the size of the parking lot, we'll bring
17 in people during off time, which will not interfere
18 with the daytime.

19 SUPERVISOR SALADINO: What would your
20 hours of operation be?

21 MR. CARL: We know that there's a --
22 that there's an end time of 11:00 is what we were
23 told; although, we would work within the hours that
24 we were allowed to.

25 ANDREW: So seven days we would operate

1 both restaurants. We would service for lunch and
2 dinner. Lunch would open at 11:30 a.m. and our
3 last dinner service seating would 10:00 p.m. The
4 bar would be open until 11:00, unless we were
5 permitted to go later than that.

6 In addition to that, we'd like to do
7 Sunday brunches at the restaurant, as well. We
8 could operate a Sunday brunch from 10:00 a.m. to
9 1:00 p.m.

10 MR. CARL: I think the object of having
11 a beach of this great a magnitude is to be able to
12 make it so that people really want to come and want
13 to use the facility.

14 Again, we're really big on public
15 private partnerships and feel that having a
16 treasure like what you have there, you need to be
17 able to advertise to the people and let them know
18 that we're doing something very special for them.

19 COUNCILMAN IMBROTO: Mr. Carl, where
20 would the bandstand that you spoke about -- where
21 would that be located?

22 MR. CARL: We had looked at a few
23 locations. It would be fairly close -- I don't
24 have the map in front of me, but it would be fairly
25 close to the restaurant, so people that were dining

1 in the restaurant would have an opportunity to hear
2 the music, as well as those that just wanted to
3 come and just enjoy it, similar to what we do at
4 Bethpage. You're not forced to eat, you're not
5 forced to sit in a restaurant setting. You can
6 come; you can hang out; you can eat. We really
7 want to make it very friendly for everyone.
8 Everybody's got to find their location, their spot.

9 SUPERVISOR SALADINO: Would that
10 bandstand location be closer -- because of the way
11 things are laid out? You have the seafood
12 restaurant on the far north side. The other one is
13 more of a westerly position.

14 Would the band shell be focused more on
15 one restaurant than the other?

16 MR. CARL: We looked at a few spots
17 again last time through the walk-thru. We had a
18 few ideas, but I think that the more important
19 thing is to ask you people if when this came about,
20 where you would like to or feel most comfortable
21 with it. We're not here dictating to you. We're
22 your partner. We are looking for your advice on
23 this.

24 ANDREW: And as far as location for
25 that, there's also a location that may be well

1 utilized that's adjacent to the swim park for the
2 kids, which is further from the restaurants, but
3 even if it was more conducive to the Town to host
4 concerts there, it would ultimately be --

5 MR. CARL: It's on the flip side.

6 ANDREW: -- at our benefit to have more
7 people down there in the evenings, and we'd be
8 willing to do that as well.

9 SUPERVISOR SALADINO: One of our
10 concerns is the natural environment to do the lease
11 to --

12 MR. CARL: On the other side, where we
13 just mentioned is an open area that is probably the
14 largest space to be able to use, and the music can
15 be heard at the restaurants.

16 ANDREW: It almost seems as if there's
17 a space that was once used for some kind of live
18 concert there. It's an open concrete area, so
19 there wouldn't be much impact on the Town beach at
20 all.

21 COUNCILWOMAN ALESIA: We're not talking
22 about the area where the memorial is; are we?

23 ANDREW: No, not at all.

24 COUNCILMAN MUSCARELLA: Your proposal
25 that you proposed, you have the rent in there, you

1 know, but you didn't have the capital improvements
2 in the RFP. I mean, you're saying you are going to
3 put 750,000 into renovating the thing, but it's not
4 in the RFP.

5 MR. CARL: We'll be glad to put it on
6 the record and that's what we had proposed. We
7 brought down architects. We went through what we
8 would need. We made an entire plan and we've come
9 to the conclusion that it needs to be approximately
10 three quarters of a million dollars put in to get
11 this to the level that we would need to operate it
12 the right way. It's um -- and even from the point
13 from the tent that's out back, we have the pipes
14 that are like falling apart.

15 The weather takes a big hit when
16 you're -- from the beach area, so a lot of this
17 stuff really needs to be replaced; mostly, in
18 furniture, fixtures and equipment by the way.

19 SUPERVISOR SALADINO: Can you tell me
20 the price for a basic burger?

21 ANDREW: A basic hamburger would be
22 \$7.95 with French fries.

23 SUPERVISOR SALADINO: \$7.95, burger,
24 French fries, and the soda or is that without the
25 soda?

1 ANDREW: That's without the soda.

2 COUNCILMAN IMBROTO: And this is all
3 table service?

4 ANDREW: Yes.

5 MR. CARL: One of the things we pride
6 ourselves on is making sure that it's not
7 overpriced. Anybody can come in here, you have to
8 pay a certain amount of money to the Town. We want
9 to make sure that we balanced everything; hence,
10 the number that we gave you, without going and
11 making anybody feel uncomfortable or that it's not
12 within their price range.

13 SUPERVISOR SALADINO: If a youngster is
14 there, just a few bucks in their pocket, is there
15 some kind of food they can walk away with?

16 MR. CARL: 100 percent.

17 SUPERVISOR SALADINO: What would that
18 be?

19 MR. CARL: One of the things is from
20 the burger shack that we have there, we will have
21 everything from chicken fingers, burgers, even to
22 the point of which we'll have peanut butter and
23 jelly sandwiches. All priced right.

24 Our object here, again, is that it's a
25 long-term deal. We do not want complaints. We do

1 not want people coming and feeling like they can't
2 feel comfortable here.

3 That's why we felt, that by everybody
4 finding their spot, they'll not only feel
5 comfortable, but they'll look at this as a place to
6 go all the time.

7 ANDREW: And in addition to that, the
8 taqueria concept serves two purposes; one is a sit
9 down concept; the other is more of a quick serve
10 concept. Baha Fresh, where tacos individually will
11 sell as low as \$2.00.

12 SUPERVISOR SALADINO: That's what I was
13 looking for, some value for our families, our
14 children, a youngster with a very limited amount of
15 money. We want to make sure that we're acting
16 appropriately, keeping all of our residents in
17 mind, not just high-end.

18 How much is a peanut butter and jelly
19 sandwich?

20 ANDREW: \$1.75.

21 SUPERVISOR SALADINO: Okay. That's
22 what we're getting at.

23 MR. CARL: If you'd like to make any
24 reference, we'd be glad to forward you the prices
25 that we charge at Bethpage, which are very, very

1 reasonable. I think you will find it under most
2 places that you can possibly go and get from hot
3 dogs to sodas to -- I mean, I think we're charging
4 \$2.25 for a bottle of soda today at Bethpage and it
5 would be in the similar numbers.

6 COUNCILMAN IMBROTO: And you mentioned
7 that at nighttime there would be a more upscale
8 menu?

9 ANDREW: Yes.

10 MR. CARL: The object is to utilize the
11 space, utilize it efficiently, and appeal to a
12 wider base, and let people come out, not just use
13 it and concentrate on the day. This is not just
14 about food. This is about marketing. It's about
15 entertaining. It is about, again, utilizing the
16 spaces that the Town has that have been
17 underutilized for all these years.

18 SUPERVISOR SALADINO: And if groups, be
19 it Scout groups or whatnot wanted to utilize some
20 of the space for their --

21 MR. CARL: We'd love that. I'm an
22 Eagle Scout.

23 COUNCILWOMAN ALESIA: Are you really?

24 MR. CARL: Yes.

25 SUPERVISOR SALADINO: Why do you sound

1 so surprised?

2 COUNCILWOMAN ALESIA: No.

3 MR. CARL: Order of the Arrow, Eagle
4 Scout to the highest level, and the youngest Eagle
5 Scout ever on Long Island.

6 COUNCILWOMAN ALESIA: Please don't
7 misunderstand. I am very impressed by the
8 commitment it takes. My son recently stopped
9 scouting. It was just a little bit too much to
10 continue with all of the other activities. I'm
11 continually impressed with Eagle Scouts. Every
12 place we go that we see them, I really am.

13 MR. CARL: I will mention one thing,
14 when the Eagle Scouts have fundraisers and other
15 events, they usually come into my place. So we do
16 support the Eagle Scouts. You know, it's something
17 in my blood, and I will always do that.

18 COUNCILWOMAN ALESIA: Nice to hear.

19 SUPERVISOR SALADINO: Girl Scouts, Boy
20 Scouts, community groups, you are very interested
21 in providing space for them and providing programs
22 for them?

23 MR. CARL: This is a people business.
24 It's called the hospitality business for a reason.

25 The product is food, but the reality of

1 what we do is we're there to service people and
2 make them happy. And that's what -- in the
3 positions that everyone here is sitting in, they're
4 doing the same thing. You want to make sure that
5 all your constituents are enjoying the facilities
6 that are available. We're here to make that
7 happen.

8 SUPERVISOR SALADINO: And one last
9 question.

10 You said you're coming up with \$750,000
11 for the capital improvements?

12 MR. CARL: Yes.

13 SUPERVISOR SALADINO: What plans do you
14 have on the exteriors?

15 MR. CARL: We went through with the
16 architect. I didn't actually bring them to you. I
17 don't have them in front of me, so I don't want to
18 talk out of turn, but we did bring our architect
19 and our designer down there to see what we could
20 do. A lot of it is in furniture, fixtures,
21 equipment. The outside needs a whole overhaul.

22 Again, it's got to get it up to speed
23 and to make it look appealing.

24 ANDREW: Just to add to that, the
25 Mexican -- the Salsa Shack is in pretty good

1 condition deck-wise outside as well as siding. The
2 seafood restaurant closer to the beach front would
3 need new flooring and a tent structure for sure.
4 That much, we know.

5 MR. CARL: And the Burger Shack was
6 done not too long ago, and it is in pretty good
7 shape.

8 SUPERVISOR SALADINO: Okay.

9 Thank you very much for your
10 presentation.

11 The gentleman with Healthy Choice did
12 not come back? Okay.

13 So our next presenter will be
14 J&B Restaurant Partners.

15 If there's a way to angle it so that
16 the crowd can see it as well, it would be very much
17 appreciated.

18 Thank you.

19 MR. VITRANO: Good afternoon,
20 everybody.

21 SUPERVISOR SALADINO: Good afternoon.

22 MR. VITRANO: First, I'd like to thank
23 the Town of Oyster Bay for the opportunity to be
24 able to bid on the restaurants and amusement
25 concession at Tobay Beach.

1 My name is Joe Vitrano. I am the
2 founder, owner, and CEO of J&B Restaurant Partners.
3 And playing Vanna White here today, this is Dawn
4 Petite, my Chief Operating officer. She does more
5 than that. She basically runs the company.

6 We've been in business here on Long
7 Island for over twenty years. We are a multi
8 operational restaurant, catering and retail group.
9 Our variety of business experience makes us a
10 unique and qualified candidate for the amusement
11 and restaurant at Tobay Beach.

12 Personally, I have over 40 years
13 experience in the corporate world and the private
14 sector. We took over Nassau Community College as
15 the food and beverage contract, and we ran it for
16 15 years. In 2001 -- I'm sorry, 2000, Dan Kuen
17 [phonetic] was managing the facility at the time,
18 who is no longer with us, asked me to provide the
19 food and beverage there because he contacted many
20 of the national chains and nobody wanted to go out
21 and spend the money there at Nassau Community
22 College, so they asked me to do that. We went
23 there and looked at it. They took me to a space in
24 the bottom of the CCB building. I'm not sure if
25 you're aware of that Nassau Community College.

1 Basically, it was a 13,000 square foot pit of dirt.
2 There was nothing there. It was dirt, cement block
3 walls and a steel roof. And he said, would I be
4 interested in building a concession there.

5 I said, there's nothing here, where?
6 He said, this is the space. I said, okay, Dan, not
7 an issue. I said, we'll be able to do that.

8 We entered into the food and beverage
9 concession space by doing that. We spent \$2.2
10 million and were able to open that up in October of
11 2001, less than nine months from when we took over
12 the space.

13 Additionally, I have experience. I was
14 the sales and marketing manager for the Northeast
15 part of the country over 400 7Eleven food stores.
16 I was involved with the owner and creator of Red
17 Mango Smoothies and Yogurt concept in 2007. I
18 worked with Dan Kim who brought the concept over
19 from Korea, formed the United States part of the
20 concept here. I built out Red Mangos throughout
21 the East Coast, and then I was a minor owner, a
22 20 percent owner of Red Mango for the North
23 Americas and South Americas, and then I was
24 president and CEO for Red Mango for the Continental
25 United States. We also ran the Jones Beach and

1 Robert Moses concessions for a 10-year term and an
2 additional two years during a very tiring
3 construction process, which was through 2014 and
4 '15. I have created a concept that was called
5 Value Express which was a convenience store
6 concept, which I sold to 7Eleven that they
7 converted to 7Elevens back in the early '80s and
8 early '90s.

9 And we've created restaurants along the
10 beaches. That's part of my past experience.

11 Currently, we have experience, which
12 I'll talk about in a little while. Our goal will
13 be to work collaboratively with the Town of Oyster
14 Bay, Department of Parks, and local vendors to
15 bring the experience of traffic to a level that
16 will build traffic count, improve the reputation,
17 and positively add to the experience to these
18 locations.

19 Currently, we operate and own every
20 Friendly's Restaurant on Long Island. And we
21 operate and own every TGI Friday's restaurant in
22 the Nassau, Suffolk County, Brooklyn, Queens and
23 some of the outlying towns above that, West Nyack,
24 White Plains and Scarsdale.

25 We also currently run the Jones Beach

1 and Robert Moses retail shops. There's 12 of them.
2 We also run the Jones Beach Bake Shop & Concession
3 at Field 10. We also run the food and beverage
4 concession restaurant bar at Cedar Beach in Mount
5 Sinai.

6 We're really in the restaurant
7 business. You know, we know restaurants. You
8 know, Dawn and I have been doing this for almost 20
9 years.

10 Today we serve approximately 150,000
11 dinners and lunches a week, almost 8,000 --
12 8 million meals a year, so we know what it takes to
13 run a restaurant and run it efficiently and we are
14 responsible to brands, which the brand really puts
15 a lot of energy and effort ensuring the product,
16 quality and EcoSure inspections and customer
17 service and that's how we model anything we do.

18 We will bring that same discipline to
19 Tobay Beach restaurants. We provide a dedicated
20 staff to each of our locations and our 12-month
21 restaurant operations offer jobs to all of our
22 seasonal employees year round so you'll see the
23 same people working at these restaurants year after
24 year.

25 It's not going to be a fire drill every

1 year to get these restaurants staffed up which is
2 really a difficult time to do that.

3 You know, we've had experience at Jones
4 Beach where we've done, you know, the 250,000
5 visitors during the jet shows, we've done a
6 half-a-million dollars in two days on the
7 concessions. We've opened for the college many of
8 season, obviously between the Winter and Spring
9 months so we know what it takes to do that.

10 And a lot of people, and the reason why
11 we were so successful in those venues, is that we
12 were able to offer people jobs when the season ends
13 and that was much appreciated by obviously both of
14 the venues that we operated and the people that
15 work for us.

16 We currently employ over 2,600 people;
17 2,300 people throughout Long Island. We have
18 approximately 100 general managers, 50 kitchen
19 managers, 30 bar managers, 300 bartenders, 1,100
20 servers and wait staff and over 250 cooks working
21 for us 363 days a year.

22 We are never understaffed for any
23 occasion and we will hire from within the Town to
24 supplement the operations with our trained and
25 tenured team members. That's how we are going to

1 maintain our restaurant operations consistently.

2 In addition, we will bring green
3 packaging and cleaning supplies to the operations
4 and will add newly-created menus and products from
5 our local vendors.

6 Our vision for the restaurants and
7 amusement concessions is as follows. We're going
8 to change both of the restaurants to what our new
9 vision is. I think Councilmen and Councilwoman and
10 Supervisor, you have our menu in front of you.

11 First thing we're going to do is we're
12 going to transform Calypso's, the old Seafood Shack
13 to something called Calypso's Bar and Grill. The
14 menu there will feature, you know, standard
15 seafood, steaks, Grandpa Joe's linguini sauce,
16 triple citrus glazed baked salmon, Hawaiian grilled
17 swordfish, filet mignon tips, rib-eye steaks with
18 cowboy butter and a variety of lobster items. You
19 have the menus in from of you, I believe.

20 If you look here, we're going to add on
21 the side of it, a raw bar that's going to feature,
22 you know, fresh shucked clams and oysters, shrimp
23 cocktail, cold lobster, Alaskan king crab cold and
24 you can sit there and you can either take it to go
25 or sit there and enjoy a beer in the afternoon or

1 at night while, obviously, being -- enjoying the
2 beautiful weather.

3 Our next concept is going to be
4 called -- we are going to also build a tiki bar
5 within the same facility. If you go to the
6 existing Seafood Shack now, it's kind of bland
7 outside. There's a white tent and just a cement
8 floor. So between the tiki bar and the raw bar, it
9 will make a whole entire atmosphere that you'll
10 actually want to stay there and enjoy the day and
11 enjoy the beach.

12 If you look at the third picture Dawn
13 has here, this will show you -- I don't know if you
14 can see it from there but you may want to tilt it a
15 little bit. That's exactly what the area will look
16 like after we finish it. It will be a four-sided
17 tiki bar, the raw bar there will service frozen
18 cocktails and we've created menus and I think
19 they're in your packages for you guys to review as
20 well.

21 Our vision for the old Salsa Shack,
22 we're going to transform that into something called
23 the New Tortuga Island Caribbean Restaurant and
24 Sushi Bar.

25 Tortuga is an island in the Caribbean,

1 so we feel that here by creating a festive beach
2 vacation-type environment, that will specialize in
3 Caribbean food, along with sushi made by sushi
4 chefs from Shiro of Japan -- you want to bring that
5 forward, Dawn, so they can see it or just kind of
6 show them and put it on this one.

7 Some of those items will be pirate's
8 cay ribs, Caribbean wings, a Tortuga burger which
9 will be a burger with glazed grilled pineapple, soy
10 cane sugar and cane salmon, grilled cod -- Isle
11 grilled cod, Dominican ribs and island rib-eyes.
12 Our menus are all in the packages and chefs and
13 cooks have created these menus already.

14 Basically, Dawn will talk a little bit
15 and elaborate about the environment that we're
16 going to create around these two new destinations.

17 Okay, Dawn. Thank you.

18 MS. PETITE: Hi, everyone.

19 Our plan will be to provide an
20 environment that's inviting to the Town of Oyster
21 Bay residents for both day and nighttime
22 activities. We'll offer Sunday brunch buffets,
23 theme nights to include lobster bakes, luau nights,
24 Caribbean theme nights at both Tortuga Isle and
25 Calypso's restaurant.

1 At Tortuga Isle, we'll have live Reggae
2 steel drums, Caribbean style music seven days a
3 week.

4 And at Calypso's, we'll have a variety
5 of live musical entertainment seven days also.

6 We'll add heat lamps to the exterior of
7 both restaurants to provide a comfortable nighttime
8 environment to enjoy the music and atmosphere. We
9 do have significant catering experience ranging
10 from awards nights to weddings on the beach and
11 will be able to offer catered parties to both
12 venues for engagement parties, birthday parties,
13 graduations, bridal, baby showers.

14 With Town approval, we'll create a
15 rolling cart placed between both restaurants to
16 sell custom Town of Oyster Bay beach logo wear with
17 T-shirts, sweatshirts, et cetera. With our
18 experience at beaches, we know this is a big
19 convenience to guests visiting us at night when it
20 gets a little cooler, so it's a convenience and
21 it's also a souvenir for the Town beach.

22 At the spray park, along with the
23 standard concessions food, we'll offer \$1.00 kids'
24 menu along with healthy options such as smoothies,
25 wraps, and salads, and then to create a fun

1 atmosphere that enhances the environment for the
2 kids, we'll have an interactive attendant that will
3 coordinate daily activities such as freeze dancing,
4 Hula Hoop challenges, games and dance contests
5 where everyone wins.

6 Joe, want to come back up.

7 MR. VITRANO: If you've noticed the
8 diagrams that we had made, you know, our intention
9 is to make these a destination, a point that kind
10 of replicates fun beach-type activities. The
11 Seafood Shack will be obviously, the tiki bar and
12 the live raw bar -- we have somebody out there
13 shucking the clams and the oysters.

14 And at the Tortuga Island, we're going
15 to build a bar outside and actually put a sushi bar
16 inside next to the bar, so you can actually see the
17 fresh sushi being prepared. We have a relationship
18 with the gentlemen that owns Shiro's and we've used
19 him before in the past and he's already willing to
20 come on board with us and offer us his sushi chefs.
21 In the outside bar, obviously, when you're there
22 after you have dinner or lunch and there's live
23 music, you can kind of sit there and enjoy either
24 the sunset and just relax.

25 Additionally, marketing. We have long-

1 term relationships with all of the major Long
2 Island marketing venues. We have spent millions of
3 dollars over the years with Cox Media 102.3 and
4 106.1, Connoisseur Media, 103.1, 98.3, 97.5 and
5 Newsday. For the use of these well-known Long
6 Island media channels, we'll promote Tobay Beach
7 like never before.

8 We will market our weekly activities,
9 new restaurants, new menus, and nightly music
10 through our social media channels and we will
11 create an Instagram and Facebook page that will
12 allow our customers to connect to us on a daily
13 basis.

14 We have in-house accounting and payroll
15 team to ensure accurate daily records, weekly and
16 monthly accounting reports, and to ensure all of
17 our employees and vendors get paid on a timely
18 basis.

19 We will also introduce two new
20 technologies at Tobay Beach restaurants and
21 amusements. iPad, POS and digital menu boards when
22 necessary, the benefit of the pad based POS will be
23 to improve speed of service, accurate ordering,
24 Cloud reporting, all live daily for you to access.

25 We are personally funding this

1 operation. There will be no loans for capital
2 improvements or equipment purchases. My overall
3 Long Island based company that I started in '97,
4 this year will do over \$100 million in sales. Our
5 financial commitment to the Town of Oyster Bay, we
6 had no knowledge of sales. If you recall, we asked
7 that question and we were not given any sales, will
8 be a \$125,000 annual revenue with 3 percent
9 increases. Over the term of the ten years will
10 be -- approximately \$1,441,000 and we plan on
11 spending approximately \$700,000 in capital for a
12 total financial commitment over the ten years of
13 \$2,140,000.

14 So why J & B? Why us? We are a Long
15 Island grassroots company. We have an
16 understanding of the Long Island market. We are a
17 successful operator of restaurants, food and
18 beverage concessions, catering venues and
19 franchised brands. We are familiar with the unique
20 sets of challenges associated with building and
21 reimagining. We specialize in selecting, training
22 and motivating team members in a challenging labor
23 market. We offer seasonal employees year-round
24 employment so the same people will be at the
25 concessions year after year. Our marketing and

1 social media plans to gain back increased visits, a
2 record of successfully starting new businesses and
3 turning around underperforming situations.

4 We're going to be adding green packing
5 and cleaning supplies to both -- to all three of
6 the concessions, the spray park and the two new
7 restaurants; improved menus, theme nights, nightly
8 music at each of the restaurants during the Summer.
9 And we have one of the largest highly trained
10 skilled pools of restaurant employees on Long
11 Island to always ensure 100 percent staffing,
12 service and quality of operations.

13 Thank you.

14 Any questions?

15 COUNCILMAN IMBROTO: Yes.

16 So you're the first one that we didn't
17 hear from yesterday.

18 Could you just go into a little bit
19 about your financial situation for the company? I
20 know that you are a large company.

21 Could you just talk about your
22 financials a little bit?

23 MR. VITRANO: Okay.

24 What would you like to know? We do
25 \$100 million in sales -- over 100 million --

1 COUNCILMAN IMBROTO: Your assets, your
2 liabilities.

3 MR. VITRANO: We have only \$10 million
4 in debt to date which if you do the math is a --
5 and our EBITDAR for that \$100 million is about \$6
6 million so we are less than a two-to-one debt
7 ration to EBITDAR. You know, if you go to a bank,
8 they'll lend you money at four times, four-to-one
9 EBITDAR debt ratio. They love you at three, we are
10 below two, so we are very, very financially sound.
11 The partners net worth combined is pretty
12 substantial as is everybody else who is making a
13 presentation, so all of our commitment to the Town
14 of Oyster Bay will be personally through us in
15 company that we will form specifically for Tobay
16 Beach restaurant and amusements.

17 COUNCILWOMAN ALESIA: I'm interested in
18 hearing more about the merchandise you talked about
19 because it's something we had discussed last year
20 as part of a -- kind of a PR imagine-type thing and
21 I think it's a great idea.

22 Can you tell us a little bit more about
23 that.

24 MR. VITRANO: Yes.

25 Dawn, why don't you explain what we

1 currently do now?

2 MS. PETITE: For both Jones Beach and
3 Robert Moses, we run the retail shops that are
4 there, so we have design logo wear along with the
5 Town permission and logos and we developed a line
6 of T-shirts, sweatshirts. All the artwork is
7 approved and we sell them there. We also sell them
8 at Cedar Beach. We had those done with the Town of
9 Brookhaven's approval.

10 So we create them, we get your approval
11 on them, and then that for us -- it's really
12 unbelievable because most of the time people get it
13 because they're cold. They go down to the beach
14 and they think it's going to be warm, right, and
15 then it's a little chilly on the water so they get
16 it. But then you see them wearing it around town
17 all over the place.

18 Everybody -- we run into people all
19 over the place with the sweatshirts on from Cedar
20 Beach or from Jones Beach and Robert Moses, so I'm
21 sure the exact same thing would happen in Oyster
22 Bay.

23 COUNCILWOMAN ALESIA: And they're
24 branded -- they're branded like say, Tobay? It's
25 not branded for your company.

1 MS. PETITE: No, no, not at all. It is
2 branded for the Town.

3 COUNCILWOMAN ALESIA: Cool.

4 COUNCILMAN IMBROTO: Your history with
5 Jones Beach, you've always been in good standing
6 with the State; you've never missed any payments?

7 MR. VITRANO: No, not at all.

8 COUNCILMAN IMBROTO: You're currently
9 current in all your payments?

10 MR. VITRANO: Yes, we are.

11 And just to talk a little bit about the
12 logo wear. When we first took over the retail
13 shops, I think they did about \$550,000. Last year
14 we did almost \$1.5 million. Both Jones Beach and
15 Robert Moses, the logo wear has their logo on it.
16 It talks about 1929 when Jones Beach was opened.
17 Robert Moses is almost 100 -- or is over 100 years
18 old, so our collaboration with the State has been
19 fabulous and they absolutely love everything that
20 we've done there and we've done that model in Cedar
21 Beach and we plan on hopefully being able to do
22 that model if we are chosen here at Tobay as well.

23 COUNCILWOMAN ALESIA: Well, we've got
24 them both beat 1653. I mean, you can't get much
25 older than that.

1 MR. VITRANO: Everybody beat.

2 COUNCILWOMAN ALESIA: What do you do in
3 terms of the revenue split on those items?

4 MR. VITRANO: They get a percentage of
5 sales.

6 COUNCILWOMAN ALESIA: What would we and
7 what would the percentage be?

8 MR. VITRANO: For you guys?

9 It's -- we did not put that in the
10 proposal. It would be 15 percent.

11 COUNCILWOMAN ALESIA: 15 percent, one-
12 five?

13 MR. VITRANO: 15 percent, one-five. I
14 apologize for that.

15 And it is nothing to do with J & B, it
16 is Tobay Beach, so...

17 COUNCILWOMAN ALESIA: I get it because
18 I actually have seen people wearing -- for sure
19 I've seen the Cedar Beach one, you know, with
20 the -- I picture it in my head, so I must have seen
21 it somewhere.

22 SUPERVISOR SALADINO: The hoodie?

23 COUNCILWOMAN ALESIA: The hoodie or the
24 hat and -- you know. Enough said.

25 MR. VITRANO: It's anything and

1 everything. From bathing suits to shorts to
2 T-shirts, hats, sweatshirts, tank tops. We're in
3 the clothing business.

4 COUNCILWOMAN ALESIA: Innovative.

5 COUNCILMAN IMBROTO: What do you
6 project to make on the apparel?

7 MR. VITRANO: Our apparel currently now
8 is about 55 percent profit. It ranges anywhere
9 from \$12.00 to literally \$50.00. We have tank tops
10 and T-shirts for \$9.00 to \$12.00 and we have
11 sweatshirts from \$29.00 to \$59.00 and we make about
12 55 percent profit. 40 percent, 45 percent cost.

13 COUNCILMAN IMBROTO: So what -- I guess
14 I'll rephrase it.

15 What could we expect to realize from
16 the sales?

17 MR. VITRANO: My guess is it's probably
18 going to be conservatively about \$230,000. I think
19 that will be about another \$30,000 to \$40,000 for
20 the Town.

21 \$200,000 to \$250,000.

22 SUPERVISOR SALADINO: Will you offer on
23 beach delivery for all the items?

24 MR. VITRANO: Absolutely.

25 SUPERVISOR SALADINO: For all the items

1 in both restaurants?

2 MR. VITRANO: Everything, yes.

3 SUPERVISOR SALADINO: Everything.

4 How will you deal with cleaning up,
5 keeping the beach clean?

6 MR. VITRANO: Consistently what we've
7 done in the past, we have janitors that actually
8 tour the beach. We were mandated by that with the
9 State so we're very familiar, and a Town, including
10 Mount Sinai, we're supposed to clean up 1,000 feet
11 on either side of our concessions. It's the same
12 thing. We hire maintenance men that actually do
13 that, that clean the restrooms when necessary and
14 also clean the beach and any debris on or around
15 our facility.

16 SUPERVISOR SALADINO: Does that include
17 a beachcombing, cleaning?

18 MR. VITRANO: Absolutely.

19 SUPERVISOR SALADINO: In the beginning
20 of the day before you open and also at the end of
21 the day when everything has blown into the dunes
22 and so forth?

23 MS. PETITE: I can answer that because
24 at Cedar Beach, we do -- every single day, we come
25 on one hour prior to open. We have two people

1 scheduled just to make sure bathrooms are set and
2 the beaches are set. It takes them probably two
3 hours, two people to get that done, but we do it
4 every single day and then it's -- we kind of use a
5 checklist that every hour, somebody goes out and
6 walks through and makes sure that everything is
7 taken care of and that goes through close.

8 SUPERVISOR SALADINO: Can you talk to
9 me about the kids' menu? You mentioned there's a
10 value menu for the kids, for anybody, I assume?

11 MR. VITRANO: Yes, that was specific in
12 the RFP and we have four or five kids' menus right
13 now. They're limited chicken fingers, hot dogs,
14 and either fries and/or fresh fruit with a beverage
15 for about \$5.75 to \$6.25.

16 We also plan on doing a dollar menu at
17 the spray park where you'll get miniature hot dogs,
18 cups of Mott's apple juice, boxed drinks, little
19 cups of fruit and also miniature French fry orders,
20 both for healthy and for not healthy, if you want.

21 SUPERVISOR SALADINO: What was the cost
22 of a burger?

23 MR. VITRANO: Retail, a burger will be
24 between \$5.00 and \$6.00, depending if it's cheese
25 or not.

1 SUPERVISOR SALADINO: With fries?

2 MR. VITRANO: Without fries. Fries --
3 everything we do on the concessions at the spray
4 park will be ala carte. Fries will be
5 approximately \$3.00, hamburger will be \$5.00, \$5.75
6 for cheese, chicken fingers about \$4.75, drinks
7 about \$2.50 to \$2.75, bottles of water for \$2.25.
8 And we can provide a menu for you. It's similar to
9 what we use and what we've used in the past.

10 SUPERVISOR SALADINO: Is there an
11 upcharge for delivery on the beach?

12 MR. VITRANO: Absolutely not.

13 SUPERVISOR SALADINO: Okay.

14 You have some kind of GPS system to
15 know who you're delivering to? How do you work
16 that?

17 MR. VITRANO: There's a system called
18 Butler on the Beach that you can actually, because
19 of your iPhone, we could actually find out where
20 you are and we had that proposal in our last bid
21 and we took it out and we plan on using that here
22 if that's something that's necessary.

23 SUPERVISOR SALADINO: Are you going to
24 provide free wi-fi to the people in the restaurant,
25 on the beach area?

1 MR. VITRANO: If you're able to do it,
2 yes. It was very difficult at Jones Beach and
3 Cedar Beach only because there was no service
4 literally, but if we can, we will.

5 SUPERVISOR SALADINO: We went over the
6 financials, \$125,000 and you're proposing investing
7 \$700,000.

8 Will you be dealing with the exteriors
9 at that amount?

10 MR. VITRANO: Painting exteriors, I
11 think I gave a pretty good layout of everything we
12 plan on doing. We'll probably spend a couple
13 hundred thousand dollars to ensure our venues are
14 portrayed in a new manner. You know, to get away
15 from the Salsa Shack and the way it used to look to
16 make it look like it should look, to provide that
17 kind of a beach Caribbean atmosphere.

18 I think the addition of the two bars is
19 really going to be substantial and be very
20 attractive and will bring a lot more popularity to
21 both of the areas and all of the equipment will be
22 upgraded where needed. We were unable to turn the
23 equipment on, but every single piece of equipment
24 that needs to be upgraded and/or replaced to
25 provide fabulous food service and consistency of

1 product will be done.

2 SUPERVISOR SALADINO: In both
3 restaurants, will you be orientating the seating to
4 look out toward the water or will some of the
5 seating be looking back, south?

6 MR. VITRANO: It will be similar to
7 what you saw here. Basically, all around seating.
8 It will be similar to this (indicating). Four
9 sides on the bar so you can see the tiki bar, this
10 will facing the Calypso raw bar window and these
11 will be just tables situated all throughout the
12 tent area.

13 SUPERVISOR SALADINO: What does the
14 window look at?

15 MR. VITRANO: This window looks at the
16 water when you're looking facing this way.

17 SUPERVISOR SALADINO: This is at what's
18 currently the Seafood Shack?

19 MR. VITRANO: That is correct.

20 MS. PETITE: There's currently a window
21 there now.

22 MR. VITRANO: It's there. It's this.
23 It's into a kitchen and on Tortuga Isle, the bar
24 will basically be overlooking the golf -- the golf
25 course.

1 SUPERVISOR SALADINO: Thank you.

2 COUNCILMAN MUSCARELLA: I'm just going
3 to make a personal comment.

4 Basically -- first of all, your
5 financials look extraordinarily great. I mean,
6 you're a strong company. The themes, the ideas,
7 your corporate experience would be ideal and
8 everything else and your capital outlay is great.

9 I'm going to just ask you a personal
10 question. It's a little low on the rent. Was
11 there a reason? I know you have a lot of
12 experience whether it's on the beach or restaurants
13 and everything else. With the other proposals --
14 and we can't change the RFP. I'm just -- great
15 presentation, your RFP is exceptional. I just --
16 you don't think you can make money?

17 MR. VITRANO: We were unsure of the
18 sales when we were brought there. We have Zero
19 knowledge of sales. You know, we were there
20 several times this year. There was hardly anybody
21 there. I know they didn't have a liquor license
22 and there was issues there.

23 So, you know, we estimated sales for
24 those two restaurants at a million dollars. That
25 could be a little light. I think in the RFP, I

1 think they're -- they said that there could be some
2 discussion if they thought that the financials
3 would not write, that you could kind of talk about
4 that. We would open to suggestions on an
5 additional percent of sales rent inclusive with the
6 guarantee of 125.

7 So when we put the bid forward not
8 knowing any sales, irregardless of whether, you
9 know, we thought 125.

10 COUNCILMAN MUSCARELLA: But you didn't
11 put any percentage above a certain amount though;
12 you opted not to put any additional rent towards
13 the Town?

14 MR. VITRANO: No, we did not at this
15 time. We didn't know what the sales would be.

16 COUNCILMAN MUSCARELLA: Yeah.

17 I was just --

18 MR. VITRANO: We would amicable to
19 discussions if you guys thought that would be worth
20 it on a later date.

21 COUNCILMAN MUSCARELLA: Very
22 impressive. That's all.

23 MR. VITRANO: All right. Thank you.

24 SUPERVISOR SALADINO: Thank you for
25 your presentation.

1 Lovin' Oven will be next, but we're
2 going to take a break. Please bear with us. For
3 ten or fifteen minutes.

4 Thank you.

5 (Whereupon, a lunch recess was taken
6 at 11:55 a.m. and the proceedings resumed at
7 12:49 p.m. as follows:)

8 SUPERVISOR SALADINO: We apologize for
9 that delay. So sorry.

10 We were trying to get some calls
11 returned and so forth and we did take a little
12 lunch break, and I would just like to thank Rebecca
13 Alesia for treating us all, for paying for lunch
14 and treating us all.

15 COUNCILWOMAN ALESIA: Absolutely my
16 pleasure. I think maybe because I'm the lady on
17 the Board, I've been treated to lunch by my
18 colleagues several times and I thought it was my
19 turn, but I just want to make sure everyone's aware
20 that we're all square.

21 SUPERVISOR SALADINO: Why don't you
22 just hold that up just so there's no perception in
23 any way that any of the applicants or anyone else
24 has provided any food for us or drink in any way?

25 Could you hold up the receipt that you

1 paid for lunch?

2 COUNCILWOMAN ALESIA: Absolutely. This
3 is from Taby's next door. We do highly recommend
4 Taby's, the unofficial lunch caterer of the Town
5 Board.

6 SUPERVISOR SALADINO: At a time when
7 we're being extremely straightforward and turning
8 our Town and building trust among our residents,
9 it's so important to show what we're doing.

10 Okay. Now we can get back to work.

11 Lovin' Oven is our next presenter.

12 Good afternoon.

13 How are you?

14 MR. PRIEMER: Good afternoon.

15 How are you?

16 SUPERVISOR SALADINO: Doing well today.

17 MR. PRIEMER: Terrific. Awesome.

18 SUPERVISOR SALADINO: Good, good.

19 It's my understanding that we're closer
20 to a State budget getting done which would
21 positively affect the Town of Oyster Bay so that
22 was one of my calls, getting good news that we are
23 close to having a budget completed.

24 MR. PRIEMER: Well, that's terrific.

25 Well, hello. My name is Craig Priemer

1 on behalf of Lovin' Oven. I am here to present to
2 the Town of Oyster Bay Board for the opportunity
3 you've given us to discuss the proposal for the
4 restaurant and amusement concessions at Tobay
5 Beach.

6 My colleague Andrew and I have each
7 been with Lovin' Oven for twenty years and have
8 been involved in the openings and management of
9 every new project we've had during our tenure, from
10 opening a large scale catering venue to a custom
11 bakery and gastropub, we bring in the resources of
12 our entire organization to make sure we deliver a
13 product that on every level, lives up to our hard
14 fought reputation.

15 Before I introduce Andrew, I'd like to
16 take you through our vision -- before I introduce
17 Andrew to take you through our vision for these
18 exciting bay side restaurants at Tobay Beach, I'll
19 quickly go through our proposal with you.

20 We are offering a \$5.4 million over the
21 term of the lease if both additional options are
22 exercised. The first two years will be \$90,000 and
23 \$150,000 respectively. In the third year of 2019,
24 rent will reach 200,000 and then increase 3 percent
25 annually for the remainder of our tenure.

1 We have allocated \$200,000 towards
2 capital improvements in our proposal and intend to
3 quickly spend that -- excuse me, quickly spend and
4 expand that figure as needed to improve the
5 properties in landscaping, furniture, lighting,
6 waiting areas and entertainment activities.

7 In general, we plan on investing that
8 money in ways to enhance the appearance and the
9 wait time of family dining for the residents for
10 the Town of Oyster Bay.

11 Additionally, moving forward, we have
12 added \$300,000 to our operating budget to be spent
13 over the first two years of the lease on upgrading
14 kitchen equipment, bar and service ware, portable
15 POS system, and an overall refresh of the design of
16 both venues.

17 With that, I'd like to bring in Andrew
18 to take you through the rest of our proposal.

19 ANDREW: Good afternoon.

20 While our reputation has generally been
21 built on catering, our long corporate history is
22 filled with successful seasonal ala carte ventures.

23 For many years, we operated the West
24 Hampton Bath and Tennis Club. This was a private
25 condominium complex whose homeowners were used to

1 high end services.

2 We operated breakfast, lunch, dinner
3 seven days a week throughout the Summer season.
4 Also, for ten years, we operated the Island Hills
5 Golf and Country Club, a private membership
6 establishment in Sayville.

7 Our most recent corporate venture is
8 North Beach Plantation in Myrtle Beach, where we
9 operate a massive pool bar that includes VIP cabana
10 service, walk-up concessions and a permanent ala
11 carte restaurant serving breakfast, lunch, and
12 dinner to thousands of guests each year.

13 As a matter of fact, Travel and Leisure
14 website included our pool bar in one of the coolest
15 swim-up bars in the world.

16 As you may or may not be aware, finding
17 and keeping seasonal help is one of the biggest
18 challenges we will face. To help with that
19 problem, the management team for these two venues
20 have already been chosen from our existing team.
21 These people are familiar with our policies,
22 procedures and our commitment to service. This
23 will help us cut down greatly on the time needed to
24 train our new staff. And frankly, that's time that
25 we don't have.

1 In the building formerly known as the
2 Seafood Shack, we will have a super casual family
3 restaurant. Our vision is a fun, exciting place
4 that both children and parents will enjoy. The
5 menu will have less items that require shorter
6 preparation times to enable faster service and less
7 time spent at the table. This design will help cut
8 down on wait times.

9 Also, during peak service periods, we
10 will have children's entertainment, such as face
11 painting, musicians, Ping-Pong tables, and the mini
12 golf that is already currently down there will be
13 free of charge. These are just a few ways in which
14 we will change simply going out to dinner to an
15 affordable evening of dinner and entertainment.

16 In the former Salsa Shack, we propose a
17 beach bistro serving new American and tapas-style
18 food. A comfortable bar with unique cocktails,
19 seasonal specialties and awesome craft beers, both
20 local and national. Here, the focus will be on
21 innovative progressive cuisine rather than the
22 comfort food served at the neighboring restaurant.

23 We will also explore other sources of
24 revenue including premium live concerts, comedy
25 under the stars, and breakfast on the beach every

1 Saturday and Sunday. We are very family focused
2 and want to make Tobay an affordable family
3 location.

4 To that end, we want to make Monday
5 nights family movie night at Tobay Beach where
6 families will come and watch movies for free on the
7 beach.

8 Additionally, Wednesday nights will be
9 kids eat free night and for grandma and grandpa,
10 each Tuesday, we will give back to our seniors with
11 a free ala carte breakfast.

12 Being Long Islanders, we have the
13 benefit of living alongside some of the most
14 beautiful beaches and Summertime fun the world
15 over. I think the fact that our seasons vary so
16 greatly makes us enjoy the Summer that much more.

17 Sadly, many of our restaurants in
18 similar locations such as Tobay Beach often don't
19 deliver in comparison to their natural
20 surroundings. Quite frankly, the food is just not
21 good, the service is subpar and the prices are too
22 high and the wait is too long. However, we are not
23 going to rely on the beauty of the Town's property
24 to boost our product.

25 Instead, we will manage these two

1 venues as we do all our others, we will always put
2 our guest needs and satisfaction above all else, we
3 will continually seek to improve the property and
4 overall customer experience. We will harness the
5 strength of our entire organization, both
6 operationally and financially and will always be a
7 partner to the Town of Oyster Bay that you'll be
8 proud of.

9 Thank you for your time and
10 consideration.

11 SUPERVISOR SALADINO: Thank you.

12 Could you go over that list of special
13 events? It sounded so interesting.

14 ANDREW: The free things to the Town?

15 SUPERVISOR SALADINO: You had evenings,
16 you had breakfast on -- what time would that
17 breakfast be?

18 ANDREW: We're going to do it on
19 Tuesdays about 9:00 to 11:00. We'll invite down as
20 many seniors. We'll probably have to take a
21 reservation for that so we can fit everybody in and
22 that would be free to the seniors of the Town of
23 Oyster Bay.

24 SUPERVISOR SALADINO: And anyone else
25 could go there and have breakfast and pay for it?

1 ANDREW: We're going to do breakfast on
2 the weekends only to start. If we find out that
3 there's an actual call for it, we'll be more than
4 happy to --

5 SUPERVISOR SALADINO: What would the
6 hours of that breakfast be on the weekends?

7 ANDREW: 9:00 to 11:00.

8 SUPERVISOR SALADINO: 9:00 to 11:00
9 breakfast. Very interesting.
10 Monday movie night, you'd bring in all
11 your own equipment?

12 ANDREW: We will.

13 We'll get one of those big blow up
14 screens and we'll have some family friendly movies.

15 SUPERVISOR SALADINO: There was a Town
16 that had a problem when a screen fell and injured
17 someone.

18 Will you be fully covered, fully
19 insured, bonded and --

20 ANDREW: Absolutely.

21 SUPERVISOR SALADINO: At a very
22 significant level?

23 ANDREW: Yes.

24 SUPERVISOR SALADINO: Okay.

25 COUNCILMAN IMBROTO: Gentlemen, I just

1 want to hone in a little bit on what you plan to do
2 with the space there.

3 I understand you're going to put
4 100,000 in improvements.

5 Is that basically just going to be
6 repair, cleaning the place up or are you going to
7 change the physical space?

8 MR. PRIEMER: Well, like everybody
9 else, we really need to get in there and see the
10 condition of the kitchen space itself and what --
11 that's what we need to conquer first.

12 COUNCILMAN IMBROTO: Are you planning
13 to reinvent the space in any way or is it going to
14 be similar to what --

15 MR. PRIEMER: We don't plan on changing
16 the footprint or changing the walls.

17 ANDREW: We plan on refreshing. We
18 plan on first attacking the furniture, the service
19 ware, the kitchen equipment, and then from there,
20 going forward, we will address the facade, but we
21 don't plan on changing any walls any of that sort
22 of nature.

23 COUNCILMAN IMBROTO: Okay.

24 So you're just sort of cleaning the
25 place up to the tune of \$100,000?

1 ANDREW: Yes.

2 SUPERVISOR SALADINO: How much did you
3 say? I missed that.

4 What was the capital?

5 ANDREW: \$200,000.

6 SUPERVISOR SALADINO: \$200,000.

7 COUNCILMAN IMBROTO: And that's going
8 to be in the first two years?

9 ANDREW: Yes. We have -- in RFP, we
10 had stretched it out along the whole period, but we
11 plan on accelerating that in the first two years to
12 address any problems that come up.

13 COUNCILMAN IMBROTO: Okay.

14 But you're going to be open for
15 business for the Summer season this year, correct?

16 ANDREW: Correct.

17 COUNCILMAN IMBROTO: You mentioned
18 you're going to be doing live concerts and you are
19 looking to do that as a source of the revenue.

20 Are you going to be charging for the
21 concerts or you just mean an increase sales at the
22 restaurants?

23 MR. PRIEMER: Concerts would be free,
24 but we would have services to the people that are
25 attending.

1 SUPERVISOR SALADINO: Where would these
2 performers be?

3 MR. PRIEMER: We were thinking somewhat
4 smaller ones on the beach or on the patio. Larger
5 ones maybe at the west end of the parking lot.

6 SUPERVISOR SALADINO: Will you -- I'm
7 sorry. I'm cutting you off.

8 COUNCILMAN IMBROTO: No, you're not.

9 SUPERVISOR SALADINO: Okay.
10 Will you provide on-beach food service?

11 MR. PRIEMER: Yes.

12 SUPERVISOR SALADINO: How will you --
13 will you use a --

14 ANDREW: We'll use a portable POS
15 system.

16 COUNCILMAN IMBROTO: You mentioned that
17 you have experience running restaurants on the
18 beach.

19 Are these municipal?

20 ANDREW: They are not.

21 COUNCILMAN IMBROTO: They're private
22 beach clubs?

23 ANDREW: They are.

24 COUNCILMAN IMBROTO: Do you think that
25 that's any different than working for --

1 MR. PRIEMER: No, service is service.

2 SUPERVISOR SALADINO: Can you talk to
3 us about a value menu and some of your pricing?

4 ANDREW: In the original Seafood Shack,
5 entrees will be \$8.00 to \$18.00.

6 In what was the Salsa Shack, it is
7 going to be a little more expensive, but it's going
8 to be a little more fine dining, so we're going to
9 have entrees from \$11.00 to \$23.00.

10 Over by the spray park, we are going to
11 have a limited menu for the children from \$2.00 to
12 \$6.00.

13 SUPERVISOR SALADINO: How much would a
14 burger be?

15 ANDREW: \$8.00.

16 SUPERVISOR SALADINO: \$8.00 for a
17 hamburger at the spray park?

18 ANDREW: No, no. Not the spray park.

19 SUPERVISOR SALADINO: How much would it
20 be over there?

21 ANDREW: About \$4.00.

22 SUPERVISOR SALADINO: That's just a
23 hamburger by itself?

24 ANDREW: Yes.

25 SUPERVISOR SALADINO: Okay.

1 Would there be any dollar items there?

2 MR. PRIEMER: Dollar. We could work
3 into it. Was not in our original plan, but we were
4 thinking \$2.00 to \$6.00 price range, but we can be
5 flexible with that.

6 SUPERVISOR SALADINO: I'm just always
7 looking out for whether they be young people or
8 taking into consideration the economic diversity.

9 MR. PRIEMER: Right. I think we have
10 to get in there and really see what the Town
11 wants -- what the people want and then we'll adjust
12 or menus and prices to that.

13 Did you have a chance to visit the site
14 at all?

15 MR. PRIEMER: I have.

16 COUNCILMAN IMBROTO: Okay. So you know
17 what you're dealing with and what you have to do?

18 MR. PRIEMER: Yes.

19 COUNCILMAN IMBROTO: Going back to your
20 financial proposal, just because it's structured a
21 little bit strangely, just in the simplest terms,
22 after year two, it's going to be \$200,000 a year
23 and the first two two years it's going to be
24 reduced the first.

25 Could you explain some of that?

1 ANDREW: Sure. The reductio in rent in
2 the first two years is just based on our initial
3 capital improvement layout.

4 After that, it will be 3 percent.
5 After the third -- when we get into the third year,
6 it will be 3 percent going forward annually.

7 COUNCILMAN IMBROTO: Okay.

8 So it's reduced because of the initial
9 layout.

10 ANDREW: Correct.

11 MR. PRIEMER: Year one it will be nine
12 months obviously instead of 12 months.

13 COUNCILMAN IMBROTO: Right. You're
14 only operating for the season anyway.

15 SUPERVISOR SALADINO: I'm sorry.
16 Your --

17 MR. PRIEMER: But that rent is per
18 month, twelve months a year.

19 SUPERVISOR SALADINO: Twelve months a
20 year you backed rent?

21 MR. PRIEMER: Correct.

22 SUPERVISOR SALADINO: And I didn't see
23 anything about any kind of percentage of your
24 sales, anything along those line.

25 Nothing is being offered in any of

1 those ways.

2 MR. PRIEMER: We did not do that. With
3 no background on the former sales. We didn't
4 approach it like that.

5 SUPERVISOR SALADINO: Okay.

6 And how many employees do you see you'd
7 have at these two restaurants?

8 MR. PRIEMER: We were thinking 35 to 40,
9 one general manager for both locations, two
10 managers in each location and about 30 part-time
11 employees.

12 SUPERVISOR SALADINO: How will you deal
13 with garbage, trash and refuse on the beach?

14 ANDREW: All of our properties, if
15 you've ever been to Land's End or Flowerfields, or
16 any of the others are pristine. That is one of our
17 main concerns. Never will you see a piece of gum,
18 paper, anything blowing around. It's general
19 maintenance for us.

20 SUPERVISOR SALADINO: So you take --
21 you're dealing with maintenance the beginning of
22 the day, throughout the day and at the end of the
23 day?

24 ANDREW: Absolutely.

25 SUPERVISOR SALADINO: What hours of

1 operation are you looking for?

2 ANDREW: 9:00 to 11:00.

3 SUPERVISOR SALADINO: 9:00 a.m. to
4 11:00 p.m.?

5 COUNCILMAN IMBROTO: How do you
6 envision this being utilized?

7 Is it mainly going to be beachgoers
8 that are coming to get a bite after a day at the
9 beach or get a drink or are you going to be
10 aggressively marketing it toward a customer to make
11 it a destination?

12 ANDREW: I think the daytime hours are
13 that beach customer that you're speaking of, but we
14 are going to get the dinner crowd down there and
15 the evening entertainment crowd down there.

16 COUNCILMAN IMBROTO: You have a
17 marketing strategy?

18 ANDREW: We do.

19 SUPERVISOR SALADINO: What were the
20 themes of the restaurants?

21 MR. PRIEMER: The original Seafood
22 Shack will be a super casual almost like an upscale
23 beach diner. We want to have that a super fun
24 place for the kids. You know, you go out to dinner
25 with your kids sometimes or your grandchildren and

1 you worry about it being too noisy or leaving the
2 table a little too soon. This is going to be the
3 place where the families are going to go.

4 SUPERVISOR SALADINO: Flip-flops and
5 T-shirts?

6 MR. PRIEMER: Absolutely. Bring your
7 little Tonka trucks playing on the tables. You're
8 not going to have to be concerned with your
9 neighboring tables. So it's going to be a quicker
10 style of food. We're going to get the people in,
11 get them out, avoid those horrible waits that have
12 always been down there.

13 Then in the Salsa Shack, we're going to
14 have a more contemporary American menu.

15 SUPERVISOR SALADINO: What would the
16 theme of that restaurant be?

17 MR. PRIEMER: We're going to base it on
18 our gastropub in Sayville, Blue Stone Tavern.

19 SUPERVISOR SALADINO: What types of
20 fare will you be offering?

21 ANDREW: You'll have some real unique
22 appetizers, some healthy choices, Artisan flat
23 breads, sandwiches, some things off the grill. Of
24 course, some local fish, maybe steaming pots, mixed
25 shellfish and stuff like that.

1 SUPERVISOR SALADINO: Lobster bake-type
2 of combinations?

3 ANDREW: Sure. Absolutely.

4 SUPERVISOR SALADINO: Any other
5 questions?

6 Thank you very much for your
7 presentation. Much appreciated.

8 ANDREW: Thank you.

9 MR. PRIEMER: Thank you.

10 SUPERVISOR SALADINO: And I believe the
11 last in this grouping is The Dover Group.

12 MR. YAMALI: Good afternoon.

13 SUPERVISOR SALADINO: Good afternoon.
14 I apologize for the wait.

15 MR. YAMALI: Oh, no. Thank you for
16 hearing.

17 We appreciate your transparency and
18 want to give you our best proposal.

19 SUPERVISOR SALADINO: You know, we
20 really promised that to the public and I'm so proud
21 of the direction we're moving the Town of Oyster
22 Bay with the complete transparency, how well this
23 is going.

24 We're thrilled with the cooperation of
25 all the presenters and the good questions that

1 the -- the comments the public made yesterday.
2 It's been -- continues to be a very positive new
3 process for our Town.

4 MR. YAMALI: My name is Butch Yamali.
5 I'm the President and owner of The Dover Group.

6 We're based in Freeport, New York.
7 We've been in business for over forty years. Our
8 operating company is going to be the same company
9 that would operate this if we're successful. It's
10 the same forty-year old corporation, same Tax ID
11 number, same ownership by me. So you're going to
12 get me. That's the important part. It's not some
13 new company. It is what it is.

14 The Dover Group currently operates
15 snack bars in Nassau County, parks and beaches and
16 we've done so for about 25 years. Snack bars at
17 the Town of Hempstead Pools. The City of Long
18 Beach until Superstorm Sandy came by, we did beach
19 selling on the sand and also on the boardwalk,
20 pushcarts and the concessions.

21 Riis Park for the National Park Service
22 in -- that's in Queens. We did sand selling, we
23 did all the concessions, we had pushcarts, we had
24 food trucks there until Sandy came by and there was
25 no longer concessions there.

1 Worked for the New York State Parks,
2 actually state parks, Belmont State Park, for about
3 twenty years and currently we have the Malibu Shore
4 Club which is the jewel of the Town of Hempstead
5 which is a cabana club that has over 900 cabanas
6 and lockers, it has four swimming pools, four
7 tennis courts, handball courts. We have a full
8 300-seat restaurant, we have a pizzeria, we have a
9 surf shop. We have surf shops in all of our
10 locations, but we sell sundries and chairs and
11 embroidered items or, you know, logo items from the
12 Town or from the County, wherever it may be.

13 We took the Malibu Shore Club and we
14 now currently have 3,500 families looking to be a
15 part of it. We built the restaurant -- I'll show
16 you in just a second. We have Hudson's on the Mile
17 which also is a seafood restaurant on Nautical Mile
18 in Freeport. We've owned that for many years.

19 We also have Peter's Clam Bar,
20 legendary landmark, been in business for 77 years
21 in Island Park and has won many awards. We rebuilt
22 that restaurant after Sandy and we also rebuilt
23 Hudson's after Sandy.

24 Carnival Ice Cream is another company
25 that we have which is a Good Humor distributorship

1 in Long Island, the only one left.

2 We have a fleet of ice cream trucks.
3 We have a fleet of food trucks, all varieties of
4 food. We also have a vending company that does
5 over 1,600 vending machines in Long Island. So we
6 have multiple ways to have point of sales within
7 these facilities if needed.

8 We're a unique company because we also
9 own a construction company. I fully own it. We
10 have 17 men on staff to include plumbers, licensed
11 electricians. We're fully licensed in Nassau
12 County. We are bonded and fully insured, so we
13 will do our own in-house work. It's very important
14 to know that as we get to the point I'm going to
15 bring up in a minute.

16 My company fixes broken locations. The
17 places we've taken over from Malibu, Peter's,
18 Hudson's, catering halls that I own, they -- they
19 were all broken. They're all ready to go out of
20 business or were out of the business. We took
21 places and transformed them in a matter of months
22 and sometimes even weeks. I don't mean just like a
23 quick paint job. We take them out, we gut them, we
24 redo them, we put in new equipment.

25 We're faced with a dilemma with the

1 Town of Oyster Bay. I'm a very realist person, I
2 say it very much like it is. We have, from today,
3 54 days until we open. 54 days. So if we got the
4 contract today, we are running and do it quickly.
5 That's a very big task. You're talking about two
6 restaurants, concessions, outdoor landscaping and
7 stuff like that so when I hear, we're going to get
8 it done, we know how to get it done.

9 I'm going to show you something.
10 Oyster Bar, we took that over in March of 2010. It
11 was nothing more than an old nightclub that was
12 broken. Maybe you may have gone there.

13 We turned this broken place into a bar
14 and this restaurant. It is highly used and it's a
15 popular place. We did it all with our own funds
16 and it's a beautiful place.

17 Hudson's on the Mile, Superstorm Sandy
18 you can see everything was flipped over and broken.
19 That's what it looks like now. Number one on
20 Nautical Mile every year.

21 Peter's Clam Bar, Peter's was under
22 water in Island Park. Peter's now went from this
23 on April 8th to this on June 10th (indicating).
24 I'm talking about floors, walls, lighting,
25 plumbing, electrical, all in house, all my own

1 company. I direct them.

2 What we do -- and we have to be
3 aggressive with this so, not knowing the outcome of
4 this, I took all my staff and all my maintenance
5 guys and they already have Malibu ready to open
6 today. I started them a month ago because in case
7 I get -- in case we're successful here, my guys are
8 ready. We have 17 to 20 guys ready to go to do
9 this job. I've also seeked equipment, grills
10 fryers, everything else that's needed to operate
11 these locations so that's ready, already lined up
12 in case we are successful today.

13 Hudson's on the Mile, ready to open,
14 Peter's Clam Bar, already open, so we are ready.
15 We're ready for this project. We're ready and
16 we're strong.

17 A lot of things also not mentioned.
18 There's a lot of the mobile opportunity here. You
19 have an air show coming. You have a boat show.

20 That air show fills the place up.
21 These restaurants can't handle that volume. You
22 need to have, you know, auxiliary places, pushcarts
23 selling maybe ice cream and beverages. Food
24 selling other kinds of food. All these things add
25 to the volume of the place. It's very important

1 that you have that because otherwise, everything
2 just gets crushed and there's -- it gets
3 overwhelming, people get upset and these people are
4 your residents, our residents. We want to make
5 sure they're treated properly.

6 Volume feedings. Dover is known for
7 volume feedings. We're the main caterer for North
8 Shore on North Well right now. We do their annual
9 picnic of 10,000 people. We do the Long Island
10 Fair of about 60,000 people. We cater -- we did
11 the Long Island Fan Fest for I don't know how many
12 years for the Jets before they moved to New Jersey.

13 The Islanders rehired us again. We've
14 done their work for so many years. The ice skating
15 complex in Eisenhower Park. We have a good team
16 and I'll bring them up here and explain to you what
17 they do.

18 I also want to point out to you. When
19 I went to Tobay Beach myself, I went through every
20 piece of equipment myself, this is what we have
21 going on there and this is after the Town spent a
22 lot of effort. This what your ovens look like.
23 This is what your fryers look like. They were
24 serving food. There's still oil in the fryers.
25 That's terrible. You still have Coca-Cola system

1 that still has syrup in it as of today. You have
2 [inaudible] can see light through them. They have
3 to be repaired. I'm willing to do this. This is
4 what my places look like when we close up.

5 Everything is wrapped. Up, everything
6 is put away. I plan to do the same thing because
7 anybody that knows about beach feeding and being on
8 the ocean, the sand and the salt water kill
9 equipment and it has a very short life.

10 That's why it's important that you have
11 a capital program going forward. The equipment on
12 the beach, the life -- normal place in a regular
13 restaurant, it might last fifteen years. On the
14 beach, it might last five years. So after the
15 fourth, fifth year, you're changing a lot of the
16 stuff.

17 As you can see, the gates. That's
18 metal gates that have holes in them from the sand
19 so somebody has to take care of that right away and
20 we are willing to do that.

21 The biggest challenge is getting it
22 done. Like I said, this is what we do. This is
23 not something that we plan on doing or we might do
24 or we can do it on the side. This is what Dover
25 does. We fix these types of places and we get it

1 going.

2 Let me bring up one of my -- I want to
3 bring my executive chef to come up here. He's
4 going to explain to you about -- we're going to
5 call the two places -- the current Seafood Shack is
6 going to be Peter's Clam Bar, Peter's at Tobay and
7 the Salsa Shack, now we're going to make it called
8 Peter's Barbecue. Those are the two most popular
9 items on every beach front in America.

10 Chef?

11 MR. SEIDL: Guys, how are you?

12 When it comes to food, we're the best,
13 and I'll challenge anybody to that. We are award
14 winning throughout Long Island. Our clam chowder
15 is the best, our lobster rolls are the best, our
16 brunches are the best and this is what we want to
17 bring down to the beach.

18 We want to offer an award winning
19 brunch, award winning cuisine and we can do that.
20 That's what we do. We're restaurants down at the
21 beach. We do it every year. We open up every year
22 and people love our food. What we do is, it's the
23 best. As far as food goes, we're going to have all
24 types of stuff: Clam bake nights, lobster nights,
25 buck-a-shuck, all different things to bring people

1 down.

2 We'll have family nights where we'll do
3 dinners for the kids, shows and stuff like that.

4 In addition to this, you know, we want
5 to show the Town that we care and that we're going
6 to bring quality down there and that's what Dover
7 is about.

8 MR. YAMALI: Thank you, Chef.

9 All fresh seafood, all fresh meat, all
10 fresh everything. Our commissary is in Freeport so
11 we'll never run out of anything. We get all of our
12 food locally delivered to our own commissary. We
13 deliver to ourself so we can work around the times
14 of delivery so it doesn't interfere with any kind
15 of park activity.

16 The next person I want to bring up to
17 talk about events is Crystal and Adam.

18 Please come up. These are the people
19 you will see working at Tobay if we are successful.

20 MR. PANETTA: Good afternoon.

21 Besides the chef's food that's going to
22 bring everybody down, we want to do like family fun
23 nights. We want to bring in inflatable rides and
24 water slides, face painting, stilt walkers, cotton
25 candy, popcorn. That would be free to everybody

1 that comes down just a way to get them down there.

2 We want to do theme nights, like a
3 western night. We'll bring horses and pony rides.
4 We can do mechanical bulls, southern night with
5 line dancing, Hollywood nights with movies.
6 Deejays and bands, we own all of our tents and all
7 of our own staging, so if it doesn't work in one
8 area, we can just flip it around and move it to
9 another area and see what works for everybody.

10 MS. COLLADO: We are also going to
11 provide mini golf tournaments. We can even call it
12 the Supervisor Cup. Eating contests, clam -- I'm
13 sorry, the Clam Guinness for the record at Peter's.

14 MR. YAMALI: Peter's now holds the
15 Guinness World Record for clam eating. That was
16 about a year ago and we want to bring one down to
17 Oyster Bay. We think it would be the greatest
18 thing.

19 MR. PANETTA: 24 dozen clams.

20 MS. COLLADO: Yeah, 24 dozen clams.
21 National coverage.

22 I mean, this is what we do. We deal
23 with this all year long. I mean, we hold from the
24 Coral House, family events, Mother's Day, we have
25 Easter. I mean, we --

1 MR. YAMALI: The hot dog eating --
2 Sabrett is willing to supply us hot dogs for hot
3 dog eating contests. I think it's major that we
4 have these family events in the Town of Oyster Bay,
5 there really are none. We should have a Family Day
6 at least once or twice a week. Lobster night we do
7 at Malibu. Every Monday is lobster at \$19.95, you
8 get a lobster. The place packs up with people.

9 Clam bakes, very important. And all
10 this extra events are all gratis. There's no
11 charge for any resident.

12 MR. PANETTA: And we own it all, so
13 it's right here in our warehouse ready to go.

14 MR. YAMALI: Thank you, guys.

15 I have to call up T. He's in charge of
16 financial. T, you want to come up.

17 Everything's going to be transparent
18 and we'll have live -- you can watch sales we're
19 having as we're having the sales. He'll explain
20 that.

21 MR. MOSTAFA: In the spirit of
22 transparency, we will give you guys access to
23 remote login and view everything from sales, menu
24 item reports to see what's selling, what's not
25 selling, if the prices are too high, too low, if

1 something doesn't look right. You could login.

2 This is our -- full access to view everything.

3 MR. YAMALI: We use this as a tool, a
4 selling tool. This will tell you on a daily,
5 weekly, monthly basis how many items have sold per
6 location per hour. So if you want to know how many
7 lobsters rolls sold or if even lobster will even
8 sell, you can tell that.

9 This is the way we can direct our chef
10 to change an item or add an item or maybe put more
11 of that item there because it's selling all over
12 the place. So we do that by marketing strategies
13 such as Micros. But you'll also be able to see
14 that as well.

15 That's part of our transparency.

16 COUNCILMAN IMBROTO: That's the same
17 system that you have that you would use?

18 MR. YAMALI: Have it right now, yes.

19 COUNCILMAN IMBROTO: But we would have
20 access to the same thing that you have access to
21 track and monitor?

22 MR. YAMALI: Correct. You'll have
23 straight access. You can watch it as it goes. You
24 can watch it right on your phone as we do.

25 MR. MOSTAFA: Everything. Whether it's

1 a sweatshirt, a cheeseburger, a bottle of beer,
2 everything is right on the report. There's no
3 other cash registers, anything like that.

4 MR. YAMALI: Thanks, T.

5 Thank you.

6 General manager that will run this
7 place is Richard. This is Richard. Richard was
8 also the general manager of the Cheesecake Factory
9 in Westbury. It's the busiest corporate store in
10 America.

11 MR. RICHARD: I worked at the
12 Cheesecake Factory for about nine years as a
13 general manager and so working with volume is no
14 issue whatsoever.

15 And as far as training and recruitment
16 of staff, especially for seasonal locations,
17 something that we've done and know how to do, we
18 are already proactively looking for staff for
19 current season locations and also possibly Tobay as
20 well, if we get the contract.

21 But as far as the numbers go, we def --

22 MR. YAMALI: Employee handbooks.

23 MR. RICHARD: Yeah, we also have
24 employee handbooks and we do background checks and
25 reference checks on all of our employees to make

1 sure that, you know, we are hiring good, reliable
2 staff as well.

3 MR. YAMALI: Thank you.

4 This is our team that will be there if
5 we are successful. Everybody here is talented in
6 their own field and been with me many years and,
7 you know, it's the best that, you know, we can put
8 together and we feel it's very effective in our
9 other locations.

10 We also have a mixologist who couldn't
11 make it here today who will make frozen cocktails
12 and different drinks. Can be the Tobay Special,
13 whatever we want to call it, we can make it and
14 we'll do it. We plan on spending so much money
15 each year on marketing and development where we're
16 going to have Facebook page, we're going to have a
17 website, interactive website. We plan on having --
18 I'm sorry, an app that we can go to. We want to be
19 able to notify all the residents what's going on.
20 There is lobster night, they can send that through
21 Open Table so we can get their information and
22 we'll blast them everyday so they know there's a
23 party going on or theres a luau going on or clam
24 bake, they'll know about it and they can join.

25 Or the Supervisor's Cup. Maybe that's

1 a way to get people together. Kid -- kid's fun
2 day.

3 As far as the other with kids, we're
4 going to offer a kids' menu out of the little shack
5 that's there now. We're going to have ice cream,
6 ices, and a kids' menu with dollar items. Things
7 that are very affordable, both healthy burgers,
8 grilled cheese sandwiches and a variety of things
9 anywhere from \$1.00 to like \$4.00, in that kind of
10 a range. But plenty of food, plenty of items to
11 offer.

12 As far as menu items go, we were told
13 not to bring a menu in the beginning. I would have
14 brought -- I have many menus to give you.

15 Our price range will go anywhere
16 between the two different restaurants between like
17 \$9.00 and probably about \$25.00, depending on the
18 item. Seafood is expensive and we get fresh
19 seafood. Nothing is going to be frozen, so all the
20 good stuff, and that's what we want to provide is
21 quality.

22 Let's see. As far as beach service
23 goes, I heard about that. We did beach service for
24 many, many years on the sand. It cuts both ways.
25 Some people love it. Some people hate it. We

1 would have an umbrella -- we put an umbrella -- a
2 flag, we put it down by the person that wanted
3 food. We'd run back and get the food and sometimes
4 they would be gone, sometimes they would get angry,
5 didn't have enough money, didn't have enough
6 change, don't bother me.

7 So that becomes something of choice of
8 the Town. If they want us to do it, we're very,
9 very experienced in doing it. We have carts that
10 we can push on the sand with the tires and we can
11 sell ice cream, we can sell beverages, we can do
12 whatever you guys would like us to do. It's just a
13 matter if you want it or not.

14 Most -- Town of Hempstead prohibits it,
15 so I don't know if -- you know, that's something --
16 City of Long Beach is very big and National Park
17 Service like that.

18 The difference between running a
19 restaurant that's a fixed location inland and
20 wanting something that's seasonal is a world of
21 difference. Anybody that thinks they can run it
22 and it's easy, it's not. You're opened up for 100
23 days. That's your season. That's a quarter of the
24 year. You have to take and make money that quarter
25 of the year to pay for the rest of the year so all

1 these things are taken into consideration.

2 You have transient help because nobody
3 is going to leave their job to come work for you
4 for 100 days so you have to have a good strong
5 staff to put the team together and places to put
6 them after the season, which is what we do. We
7 move people around and same people work year after
8 year and they grow and become managers as many of
9 the people out here. They started when they were
10 kids.

11 There's also environmental issues. We
12 had Heckscher State Park for many years. Great
13 place. All of a sudden they had West Nile Virus
14 there. They had to shut down the campgrounds, shut
15 down the water. Now, there is no more concession
16 stand there. So that's another challenge of being
17 on the beach front. Then you have windy days, then
18 you have flies or bugs and there's a lot of
19 challenges and we know how to handle those
20 challenges with screening. We have a thing called
21 the mosquito squad that goes around and sprays the
22 area safely, so it keeps the mosquitos away from
23 the area which is a problem at Tobay. I've been
24 there myself and had that problem.

25 We are also responsible for grease

1 traps, fire suppression systems, Ansel systems, all
2 the licenses, liquor licenses. We have 20
3 currently. I called the lawyer that we use. He's
4 self certifying which means he can come down, check
5 the location, certify it and give you license on
6 the spot. That will cut down a timeframe to about
7 four to five weeks, which will be timely if we are
8 successful on this award.

9 Talk about financial. Initially, we
10 offered \$195,000 to get the place up and running.
11 That's what it cost to do the landscape, exterior,
12 interior, get the stuff and get it up in 54 days.
13 That's what it will pretty much cost us. I could
14 offer a whole lot more than that and we have the
15 money to pay for it, but you just don't have the
16 time to spend it. So I don't want to say we're
17 going to rip down this and put up that.

18 We're going to make it right in that
19 timeframe for that amount of money. Over the
20 course of the term, I plan on spending a million
21 dollars in capital that we'll commit to and that's
22 what we want to commit to.

23 Our sales -- based on sales, we can
24 offer \$100,000 guaranteed or 8 percent of sales up
25 to \$1.5 million. 10 percent of sales for all sales

1 over a million, 1.5 million. Each year has a 3
2 percent increase.

3 Based on -- there's a formula to this.
4 Just to give you the formula when you figure out
5 sales. You only have so many tables, you only have
6 so many days. You have an average -- you know, a
7 week is seven days. On the average, you get five
8 good days of weather, not seven, you can't count
9 that.

10 In order to do \$3 million out of 500
11 seats, and this gentleman, Rich, can tell you, he
12 worked at Cheesecake Factory, you'd have to do
13 4,500 covers at \$5.00 or \$7.00 a cover, some of my
14 other people behind me had proposed. Impossible.
15 It's impossible to do that kind of number.

16 We weren't given any sales figures, but
17 I think the last thing you want to do is have
18 another unsuccessful vendor at the beach. This is
19 what I do. This is what we do. We understand it.
20 These great big offers of numbers and cheap prices,
21 that's a terrible formula.

22 The right formula is this place, in my
23 opinion, you could do about \$2 million in sales in
24 these restaurants.

25 Based on my numbers, on \$2 million in

1 sales on the restaurants -- what did I have down?
2 I'm sorry. My notes. Yeah, it's about 1,500
3 cover.

4 It's a reasonable number, but the Town
5 would get about \$270,000 a year in rental, plus
6 what we do at the air show, plus the sales that we
7 do at the boat show, plus whatever the pushcarts
8 do, plus whatever the mobile trucks to, plus we
9 want to set up a good sundry store right at the
10 other end of the tunnel where you could sell --
11 everybody forgets their suntan lotion and their
12 sunscreen and instead of renting them chairs, why
13 don't we sell them a chair because to sell a chair,
14 it only cost like \$6 or \$8.00. You could throw
15 away a chair.

16 You know, things that people always
17 forget, we want to supply them with that over
18 there. And all of this together, we can get to a
19 number of about \$3 million in sales.

20 I guess my time is up. If I talked too
21 much, I'm sorry.

22 SUPERVISOR SALADINO: You're not
23 talking too much. You're doing very well.

24 MR. YAMALI: But remember, there's a
25 formula. It's a restaurant formula like anything

1 else. It's a business plan.

2 Just to throw in numbers, I'm going to
3 charge \$2.00 and I'm gonna give you -- that's not a
4 plan, that's just a guess.

5 I'm telling you this is what I'm gonna
6 do because I live it. People have been to my
7 place, they see it. They operate successfully,
8 they're profitable, I gave you my financials. I
9 made a good living over the course of time. We
10 have the money to support what I'm saying to you
11 now. I'm more than willing to pay the money up
12 front and I'm more than willing to do the greatest
13 job you'll ever have done based on what I've heard
14 behind me.

15 There's another gentleman behind me
16 that said, we didn't have financials. I think it
17 was J & B restaurant, he says, I can't see it doing
18 more than a million dollars based on that. I think
19 you can do much more than that. But I don't think
20 you're going to hit \$3 million, you know, just in
21 those two restaurants, it's not feasible. Just
22 don't have enough time, you don't have enough
23 seats. Just the way it is.

24 COUNCILMAN MUSCARELLA: I'll make a
25 comment.

1 First of all, you're blatantly honest
2 which is great. I like your proposal, your
3 financial balance sheet, perfect. Everything looks
4 good. It's ironic that -- and maybe it's a reality
5 check for the Board because what we don't want is
6 somebody to come in there just promise everything
7 and then find out we're renegotiating it.

8 First of all, the RFP, and I state that
9 to anybody here who's proposed an RFP. It's real,
10 I mean, this is it. It's black and white so we
11 can't modify it, change it, whatever you said in
12 your proposal is your proposal. I'll be honest
13 with you.

14 So add-ons, all the extras, thrills,
15 not there. But, you know, I was going to make a
16 comment, but you touched on it.

17 I made a point of reference to J & B
18 basically why can't you put sales or percentage of
19 sales -- he was the lowest, and actually, you're
20 the lowest, but yet you and him have something in
21 common. You're at the beach, you're experienced.

22 MR. YAMALI: We do this for a living.
23 It's our business.

24 COUNCILMAN MUSCARELLA: You know when
25 it rains, people aren't coming out to the beach.

1 You know, it's not like a restaurant like you
2 stated. So you stated it well.

3 So, you know, your proposal is real. I
4 get that and, obviously, you're diverse. You have
5 all the capability. I just wanted to state to the
6 Board that, you know...

7 MR. YAMALI: We can do it right now if
8 you want to call the Town of Hempstead. Call the
9 commissioner there, call the Commissioner of Parks
10 of Nassau County or the New York State Parks
11 Department, ask them about us or even the
12 Department of Interior, call them, we do work for
13 them. We did the right thing for them.

14 We don't want that, we want that, and
15 we want everything to sparkle and shine so when you
16 walk inside, you're proud to eat there. Not say,
17 oh my God, what's somebody going to say to me, I
18 got a resident walking by complaining. You won't
19 get that. You won't.

20 The craziest place at Town of Hempstead
21 is Malibu. Everything is a complaint or a problem.
22 We've got it toned down to the point where people
23 are thanking us now instead of fighting with us
24 because we fix everything. They have a problem, we
25 fix it. We have a team of maintenance people and

1 staff that take care of it and we're going to have
2 the same thing over here. When something's wrong,
3 a toilet is broken, we fix it. We're responsible
4 for it. We're responsible for the carting, we're
5 responsible for the sweeping, we're responsible for
6 the, you know, landscaping.

7 I fly to Florida once a year. I bring
8 back a tractor-trailer of palm trees. If you've
9 ever drove by Malibu, I bought them from Florida
10 and brought them here. I'm going to do the same
11 thing over here. So it looks tropical. You look
12 like you're on an island, not somebody threw a
13 couple of impatiens down. That's not landscaping.
14 Do it the right way. That's what we do.

15 COUNCILMAN IMBROTO: Mr. Yamali, your
16 proposal is very thorough. I don't really have
17 that many questions.

18 I just want to clarify for everybody
19 listening what your proposal is for the rent.

20 It is \$100,000 per year guaranteed or,
21 at our option, 8 percent up to 1.5 or 10 percent?

22 MR. YAMALI: Whichever is the greatest.

23 COUNCILMAN IMBROTO: It's the greater
24 of.

25 MR. YAMALI: Greater of, yes.

1 COUNCILMAN IMBROTO: Okay.

2 And you're projecting that based on the
3 percentage of revenue, that it could be up to
4 \$270,000 a year?

5 MR. YAMALI: I believe that would be
6 about the number that would be right once it's
7 rolling because between the sales that you can do
8 based on the formulas that we have, and all the
9 extra sales -- see the boat -- the air show and the
10 boat show -- I don't know about the boat show, but
11 the air show should have very heavy sales. We've
12 also contacted -- T is also very close with the
13 gentleman that runs the Jones Beach Theatre. He's
14 contacted him. If we could merge together some
15 kind a dinner and a show, and their very receptive
16 to it. So if we can get that to happen, that will
17 also drive up sales at night. We'll promise a
18 20-minute dinner or something like that that they
19 can get in and out of there.

20 COUNCILMAN IMBROTO: So your proposal
21 is basically 100,000 guaranteed, but it could be up
22 to \$270,000 based on the sales?

23 MR. YAMALI: If it rains all Summer,
24 you're going to get \$100,000 and I'll pay it up
25 front. That's not an issue.

1 COUNCILMAN MUSCARELLA: There's two
2 options here.

3 There's \$100,000 -- the rent or --

4 COUNCILMAN IMBROTO: Yeah, but he's
5 saying it's the greater of.

6 COUNCILMAN MUSCARELLA: Oh, you're
7 saying the greater of?

8 COUNCILMAN IMBROTO: Yeah, that's what
9 I thought, too. No, he said the greater of.

10 MR. YAMALI: Greater of, it says that.

11 COUNCILMAN MUSCARELLA: So it says it
12 in the proposal, either/or?

13 MR. YAMALI: Yes, it does.

14 COUNCILMAN MUSCARELLA: So whatever it
15 is, it is.

16 So we have potential to get more than
17 100,000?

18 MR. YAMALI: Oh, you're going to
19 definitely get more than 100,000.

20 If a hurricane goes through and you
21 have terrible weather, which we've seen over the
22 past five years, we are still going to pay the
23 \$100,000 and we are still going to survive. You
24 know, we're still going to be standing, we're still
25 able to do everything we promised. Someone else is

1 promising you \$300,000. I don't know how they
2 going to pay it.

3 So that's a promise, that will be done.
4 8 percent or that, and then anything after a
5 million five, you get 10 percent. If we are
6 awarded both contracts for the concessions and the
7 restaurants, which I think should be merged
8 together because you'll have less deliveries, you
9 can share staff, you can share product, you won't
10 have any price wars -- who's selling soda cheaper
11 or any of that stuff, then the sales will go up
12 another 2 percent -- not the sales, the payments
13 back to the Town.

14 COUNCILMAN IMBROTO: Okay.

15 And we'd be able to monitor all of your
16 sales -- the same system that you use --

17 MR. YAMALI: You can monitor.

18 COUNCILMAN IMBROTO: -- our auditors
19 could go in?

20 MR. YAMALI: You could personally
21 monitor it if you want. I have no problem. It's
22 transparency and it's public record so it should be
23 out there anyway. So if you want to really be
24 transparent, let's broadcast it. I don't care.
25 What's the difference? Let everybody know what we

1 do. I'm not hiding anything.

2 That's probably your best way to do it
3 if you really want to be transparent, put it out
4 there, put it on your live stream. People want to
5 see what the sales are at Tobay Beach, go take a
6 look.

7 COUNCILMAN IMBROTO: You would open up
8 your books to members of the public?

9 MR. YAMALI: Why not? This is not a --
10 I have to give it to you anyway because I'm
11 promising you a percentage of sales. Why wouldn't
12 I want to do that?

13 I pay my taxes. I pay my staff
14 properly. I have no problems with that. And I've
15 never been bankrupt. I've never had lawsuits on
16 me. None of that stuff. We're clean.

17 COUNCILMAN IMBROTO: That's impressive.
18 When you have nothing to hide then.

19 MR. YAMALI: I have nothing to hide and
20 I guarantee it and anybody that knows me
21 personally, they'll tell you that my word is very
22 good, and I follow through and that's why I've been
23 in business for 40 years. Not four weeks, I'm not
24 starting a new corporation, none of that.

25 We're here, Dover's here. 41 year old

1 corporation, same Tax ID number, you're going to
2 get that. You're going to get these people that
3 have been with me many, many years and they care.

4 COUNCILMAN MUSCARELLA: You don't have
5 another entity that you're going to set up for the
6 Tobay? You're going to have Dover?

7 MR. YAMALI: I'm want to use the main
8 company so you can feel confident you're getting a
9 real company, not some shell corporation or
10 something that I formed that can go out of business
11 tomorrow. I'm willing to put that on the line
12 because I feel confident the numbers I gave you are
13 the right numbers.

14 SUPERVISOR SALADINO: Can you please
15 talk to me about what the two restaurants would
16 look like?

17 MR. YAMALI: If you take a look at -- I
18 want to do like a nautical theme by Peter's Clam
19 Bar. I want it to look very similar to Peter's
20 Clam Bar so you feel like you're in an [inaudible]
21 of the same restaurant. It has the wainscoting
22 that's like stained, it has the nautical look to
23 it. We have some -- we have the fish -- I'm sorry?

24 We have a lobster tank, exactly. We
25 have live lobster, by the way. We're going to

1 serve lobster where you can pick it out of the tank
2 and you could have it steamed for you right then
3 and there or grilled for you right then and there.
4 I don't think anybody else offered that, but that's
5 what makes us go. That's very, very big.

6 SUPERVISOR SALADINO: And for the Salsa
7 Shack location, what's --

8 MR. YAMALI: That's going to be called
9 Pete's Burgers. We're going to make it Pete's
10 Barbecue. We're thinking of doing that. Make it a
11 true barbecue where you can have pulled pork
12 sandwiches, burgers, ribs, chicken, shish kabob.

13 Items that people -- that's the most
14 popular -- you go to a beach picnic, what do they
15 have? Barbecue. Want to have a clam bake. These
16 are items that they want.

17 I don't want to give them something
18 that -- you know, they're not looking for anything
19 heavy, they want fast and light and good. Salads,
20 and we're going to make it look very professional
21 and we're going to have barbecues out in the open,
22 right on the deck so you can see them cooking.
23 We'll back it up with the kitchens inside.

24 We're going to have nice frozen
25 cocktails out there. It would be a great location

1 to go to.

2 SUPERVISOR SALADINO: Can you talk to
3 us about a value item?

4 MR. YAMALI: We're going to have a
5 dollar menu. Chef said about buck-a-shuck, shuck a
6 little neck or something for a dollar. Have
7 different days on that. We'll always make
8 available a dollar menu for kids. This way when
9 mom gives them five bucks, go get something, they
10 can get a -- maybe a grilled cheese sandwich and a
11 small soda or a juice box or a little cup of fruit
12 or something that we'll make available. Because,
13 you know, you can't kill their pockets, residents.
14 And I know that because that's what I deal with
15 all the time. I deal with government entities all
16 the time. This is what we're looking for.

17 SUPERVISOR SALADINO: That's been very
18 important to me personally throughout this whole
19 process, that we're not hammering the public, but
20 giving them the option to go to the beach with a
21 few dollars in their pocket, they can have a nice
22 day or if they choose to have a wonderful meal.

23 MR. YAMALI: Get a lobster, and they'll
24 pay a little more money, but you have to give that
25 variety.

1 SUPERVISOR SALADINO: They have the
2 choice and we're making sure for people on a -- who
3 just don't want to spend a lot that day that we're
4 respectful to that.

5 MR. YAMALI: Say go there every day.
6 It's hard to give your kid everyday, \$5.00 or
7 \$10.00 a day, then you go broke. So they want to
8 make easy. One day they'll bring a cooler, one day
9 maybe they'll come there, maybe they'll stay for
10 dinner, maybe on one of the family nights -- you
11 need a family night there.

12 Families can come together and you have
13 entertainment and you have a bounce, you have a
14 nice slide, you have cotton candy. Things -- fun
15 things. No charge, go there, some refreshments.

16 SUPERVISOR SALADINO: You said that
17 obviously it would be up to the Town, but what
18 would your advice be? You've been working on these
19 kinds of concessions and on the beach for quite
20 some time, in terms of food delivery out onto the
21 beach.

22 MR. YAMALI: We could give it a test
23 program. There is a butler thing that's on the
24 phone. I've seen it. I haven't used it. We used
25 one where we use a flag. We go and we solicit then

1 we call it back in to the restaurant and they run
2 the food out to it. It's a good thing, but it
3 could be annoying, especially on a dense day. And
4 Tobay sand from the -- I guess where the restaurant
5 is or the concessions are, right to the ocean, is a
6 very short distance. It's not like you're walking
7 by Nickerson Beach, you have to walk almost a mile
8 to get to the water, where it's more effective, so
9 to get to the concessions is pretty fast and easy.
10 But we could put a pilot program, if there's no
11 complaints or issues, so be it. We'll use
12 handhelds. Again, once again, transparent and
13 we'll try it.

14 SUPERVISOR SALADINO: Is it your
15 preference?

16 MR. YAMALI: No. No. Because I know
17 what happens.

18 They get very aggressive. The kids
19 want to sell and they start to run and they start
20 to do things and they start to sling food. I've
21 done it. I don't -- I'll do it and it makes money
22 and I like to make sales but that's hard sales.

23 You're putting people running on the
24 beach and pushing carts on the beach, very hard.
25 You got to also be mindful of their wellbeing as

1 well. You know, it's hot, they're pushing things,
2 they're carrying things, you know, it's hard. But
3 it is something that we offer, it is something that
4 we'll do. It's all about the Town and if they
5 would like to do it.

6 SUPERVISOR SALADINO: We've heard of
7 something referred to as a butler service or if
8 someone wants a drink brought out to them.

9 MR. YAMALI: Text it to you. You can't
10 serve a drink on the beach. That would be illegal.
11 They would have to keep all alcohol in a contained
12 area, a fenced-in area. That's very important to
13 know as well. So if anybody says they're going to
14 start selling beers on the beach, illegal. Trouble
15 right away.

16 It's also another reason why you should
17 probably keep the concessions and restaurants
18 together, because if somebody is over by the
19 concession, and now walks over to the restaurant
20 and gets hurt, who are they going to blame?

21 If it's one license, you have one guy.
22 Big insurance. You need to have higher limits on
23 your insurance as well. What was put in here,
24 limits are way too low. And we'll offer you higher
25 limits on insurance coming in if we're successful.

1 Because it's just not enough to cover us and the
2 Town. There's not enough there.

3 COUNCILWOMAN ALESIA: Which is
4 something I really wanted to bring up and I don't
5 want to address it to any one particular vendor
6 because at this point, it wouldn't be fair, so this
7 isn't directed necessarily at you, Mr. Yamali, or
8 at anybody else, but, I know we've always had
9 alcohol. I mean, as long as I've been going to
10 Tobay, we've had alcohol there, but I feel very
11 strongly that we should be considering some sort of
12 signage making sure that people are reminded not to
13 drink and drive, and I really would love to see
14 some extra enforcement with respect to underage
15 drinking. It's just so prevalent right now. It's
16 something we need to be so mindful of and careful
17 of. I'm not asking you to -- I'm sure every
18 proposer that we saw here today is prepared to take
19 whatever measures we need, but I just want to
20 comment for anyone listening at home, it's
21 something we take seriously in Town government and
22 it's a responsibility.

23 MR. YAMALI: You have to.

24 I mean, we have in our locations, we
25 have everything is fenced in to one area of exit.

1 Somebody standing there and if they want to leave,
2 they have to leave the drink inside. And you can
3 come back in and get your drink, but you can't
4 carry it around the park. No good.

5 COUNCILWOMAN ALESIA: And the drinking
6 and driving home, especially in the sun, just have
7 to be -- we have to be very smart.

8 MR. YAMALI: Absolutely. You have to be
9 careful. It's very dangerous.

10 SUPERVISOR SALADINO: Can you just talk
11 to us about music entertainment, what plans, what
12 proposals?

13 MR. YAMALI: We love that.

14 I mean, if you ever come to Malibu or
15 Hudson's, I have seven days a week entertainment.
16 We get the top cover bands of Long Island every
17 day. We are on a list. My man T right here, he
18 gets calls by every band in America. They send him
19 stuff and you can't imagine.

20 We also get a lot of like older one hit
21 wonders. Maybe like Rob Base or CC Music Factory
22 or Franz Joli, they come and perform with a cover
23 band. We'd like to do that with your permission
24 because I don't know if that's okay, but if it's
25 permissible, we'll have it every night. We could

1 have it every other night, we can make it a special
2 night every Friday and Saturday, whatever way.

3 SUPERVISOR SALADINO: This is free?

4 MR. YAMALI: Free. Hundred percent
5 free.

6 It helps bring a bigger crowd in, but
7 we don't want to offend anybody because the music
8 sometimes gets loud and we usually do it after the
9 beachgoers -- we start maybe 6:00 or 7:00 because
10 if the regular hard core beachgoer doesn't want to
11 hear somebody banging on their drum. So after that
12 then we'd have -- or maybe some reggae music.

13 SUPERVISOR SALADINO: But it would be
14 done in a way that it would provide entertainment
15 appropriately without drowning out people who just
16 want to enjoy dinner?

17 MR. YAMALI: No, you can't drown them
18 out for dinner, but some people like it. Some
19 people want to stand there and just listen to the
20 music. So we have to find a good spot.

21 Adam had said before, we have portable
22 stages. Anyone's been to Malibu, that stage is
23 portable. We can move it around at will. It
24 elevates the band which is good, we put lights
25 above it on a truss and then we make it look like a

1 real stage.

2 But you don't like it in that spot,
3 we'll move it over here. We'll move it over there.
4 It doesn't matter. You know, so we can get it to
5 the right spot where people like it or if you don't
6 like it at all, we'll get it out of there, it's
7 something that we tried. We have the ability to
8 try things without any expense, or minor expense.

9 It will cost the public nothing, as it
10 does at Hudson's, as it does at Malibu, as it does
11 at Peter's Clam Bar. We have nightly entertainment
12 in all those places.

13 SUPERVISOR SALADINO: What plans do you
14 have to in terms of keeping the environment clean?

15 MR. YAMALI: Keeping the environment
16 clean, we have to have people on the outside of the
17 property, because especially on windy days when
18 napkins blow away. That's why we use mostly linen
19 at the restaurants. They tend not to blow away and
20 as far as the napkin holders, we use roll napkins.
21 Get pulled out so it's not the dispenser that goes
22 flying in the air when somebody pulls out a napkin.

23 We use recycled napkins at the
24 concessions. This way it's also environmentally
25 friendly. We have people on the outside of stand

1 patrolling, you know, on a regular basis. They go
2 out there, it's busy, they go out there more often.

3 They tie up the garbage, they take the
4 garbage out or they put it wherever they're
5 supposed to put it and you keep it as clean as you
6 can. Anybody knows, when you're on the beach and
7 the wind turns up, it's -- you're running after
8 stuff all over the place.

9 SUPERVISOR SALADINO: Yes. It's very
10 important to us to protect our environment, protect
11 the beauty of the beach and...

12 MR. YAMALI: We also don't use straws.
13 That's also very bad for the birds that are there
14 because they tend to swallow the straw and it hurts
15 them, so you won't find them. We like to use
16 plastic bottles or cups. This way you don't have
17 to worry about it. There will be no cans, there
18 will be no pull tops, none of that stuff. No
19 glass. Anything in a glass will be poured in a
20 cup.

21 SUPERVISOR SALADINO: That's good news.

22 MR. YAMALI: We do this. You know, I
23 know what to do and I want to do the right thing
24 for you.

25 SUPERVISOR SALADINO: What hours of

1 operation are you looking for?

2 MR. YAMALI: Depending on the day of
3 the week, more than likely -- beachgoers get there
4 about 10:00 so we'd probably get open around 10:00,
5 10:30 and we go to as late as, you know, time
6 prevails. There might be a curfew, I don't know.
7 I asked that question and nobody knew the answer.

8 More than likely, 10:00, 11:00, not
9 later than that. I don't want to be that guy at
10 1 a.m. that has to worry about people getting home.
11 I want people to get home safely and done.

12 SUPERVISOR SALADINO: Will you serve
13 breakfast?

14 MR. YAMALI: I'm sorry?

15 SUPERVISOR SALADINO: Will you serve
16 breakfast?

17 MR. YAMALI: Yes. Breakfast should be
18 served in the concessions, not in the restaurant.
19 We want to do a brunch, but we can do a breakfast
20 there if that's what the Town would like.
21 Absolutely.

22 SUPERVISOR SALADINO: You have people
23 in the boats right near that would love to come in
24 for breakfast.

25 MR. YAMALI: Years ago, I worked there

1 as a kid. That has to be turned back into a
2 concession that has breakfast because they turned I
3 into like a -- I don't even know what it is. But
4 there's no cooking there anymore. You need to have
5 an egg on a roll and a bagel and a Danish and a
6 coffee and go to the boats and have Newsday there
7 where they come pick up a paper. That's what they
8 want. You're not giving it to them.

9 SUPERVISOR SALADINO: So these are
10 things that you would propose?

11 MR. YAMALI: Of course. Of course.

12 SUPERVISOR SALADINO: Okay.

13 Any other questions.

14 Thank you. Thank you for your
15 presentation.

16 MR. YAMALI: Thank you.

17 Question, we also have proposal again
18 for the concessions later on.

19 Do you want us to do it again?

20 SUPERVISOR SALADINO: Well, are there
21 any questions? It's not necessary because we've --

22 MR. YAMALI: It's up to you. I'm going
23 to do whatever you want.

24 COUNCILMAN MUSCARELLA: If we know what
25 the numbers are, you don't have to come back on it.

1 MR. YAMALI: The numbers will go up
2 higher if we're awarded both contracts. There's a
3 bump in the numbers.

4 COUNCILMAN MUSCARELLA: It's in the
5 RFP?

6 MR. YAMALI: Yes, it is.

7 I just want to make it clear. Those
8 two, 54 days open, those to me are more priority
9 than the restaurants because that's where the
10 residents really go.

11 I mean, I can get them all open, but we
12 got a -- the concessions, somebody has to really
13 pay attention because those are the ones that
14 really pissed off the public.

15 They were closed and they were not
16 ready and if you looked inside of them, you
17 wouldn't believe it. So, that has to be -- I would
18 strongly recommend putting them together if anybody
19 asked my opinion.

20 SUPERVISOR SALADINO: And if you had
21 the concession at the marina, what time would you
22 start serving in the morning?

23 MR. YAMALI: 6:00 a.m.

24 SUPERVISOR SALADINO: 6:00 a.m.?

25 MR. YAMALI: Correct, on the weekends.

1 It's an early end, you know, and then you can come
2 back later on in the day because the boaters come
3 back. Maybe you can lure them to get dinner from
4 the restaurant.

5 SUPERVISOR SALADINO: 6:00 a.m. until
6 what time?

7 MR. YAMALI: Depending on the day of
8 the week, because during the week, you're not going
9 to have many boaters there. When the boaters are
10 there, until 2:00, probably like 2:00, something
11 like that. Then you can leave it open if there's
12 more people staying there. You have to feel your
13 way with that, but the morning hours are the
14 important hours there. That's very important.

15 SUPERVISOR SALADINO: You said it best.
16 They want a coffee, they want an egg sandwich, they
17 want a paper.

18 MR. YAMALI: They want to get off the
19 boat. Walk around and get something to eat and
20 that's the best way to do it and you have a lot of
21 boats there with no service. No good.

22 SUPERVISOR SALADINO: Any questions in
23 terms of the second proposal? Do you want the
24 numbers?

25 COUNCILMAN IMBROTO: Yeah, let's get

1 the numbers.

2 SUPERVISOR SALADINO: Might as well do
3 that now. That's efficient.

4 (Whereupon, there was inaudible chatter
5 between the Town Board members.)

6 SUPERVISOR SALADINO: We'll take a break
7 for five minutes and then we'll have a bunch of
8 questions on that. This way we'll make it
9 efficient for you.

10 MR. YAMALI: Thank you.

11 SUPERVISOR SALADINO: For your time.
12 Thank you for waiting around.

13 MR. YAMALI: Thank you so much.

14 COUNCILMAN PINTO: There was a request
15 earlier to have the financial statement sent over
16 and that has been done.

17 SUPERVISOR SALADINO: We received the
18 financial statements?

19 MR. YAMALI: And they are audited.

20 COUNCILMAN PINTO: No, no, no. On
21 Healthy Choice. They asked for those and they have
22 been submitted.

23 MR. YAMALI: Mine were submitted and
24 they're audited as you requested.

25 (Whereupon, a recess was taken at

1 1:46 p.m. and the proceedings resumed at 2:23 p.m.
2 as follows:)

3 SUPERVISOR SALADINO: Okay, everyone.

4 It's back to work. Please let the
5 record reflect that we have been joined by
6 Councilman Chris Coschignano.

7 COUNCILMAN COSCHIGNANO: Thank you.

8 Sorry for being late. I had another
9 engagement this morning.

10 SUPERVISOR SALADINO: You missed a
11 wonderful Taby's lunch that was paid for by
12 Councilwoman Alesia.

13 Thank you, and she's showing the
14 receipt.

15 COUNCILMAN MUSCARELLA: Rebecca, you
16 know, since the Supervisor brought up about
17 hamburgers and stuff and cheeseburgers, I was
18 driven to have a hamburger by next door.

19 How much do they charge, by the way?

20 COUNCILWOMAN ALESIA: Okay. This is a
21 great question.

22 So this is okay.

23 Councilman, did you have mushrooms on
24 your burger?

25 COUNCILMAN MUSCARELLA: No, I did not.

1 I had a plain cheeseburger.

2 COUNCILWOMAN ALESIA: Cheeseburger,
3 medium was \$7.00 without French fries.

4 COUNCILMAN MUSCARELLA: I did not get
5 fries.

6 COUNCILWOMAN ALESIA: No French fries.

7 COUNCILMAN MUSCARELLA: Just let the
8 record stand that that's --

9 MR. YAMALI: You don't want your wife
10 to know.

11 SUPERVISOR SALADINO: What about the
12 hamburger, no fries?

13 COUNCILMAN COSCHIGNANO: Just for the
14 record since everybody's doing confessions. I was
15 guilty of buying the lunch yesterday. I'll admit
16 to that. I think it was around 2:00.

17 COUNCILWOMAN ALESIA: Which was my
18 original point. I cannot decipher. It may be that
19 the cheeseburger was 8.45 and the plain burger was
20 7.00. I'm not sure.

21 I'll also note for the record that the
22 Town Clerk did not get offered lunch and would like
23 that entered into the record.

24 COUNCILMAN IMBROTO: And I've never
25 been accused of buying lunch.

1 SUPERVISOR SALADINO: You're new,
2 though. It will come around to you as well.

3 COUNCILWOMAN ALESIA: It takes time.
4 Alright. Enough joking around.

5 SUPERVISOR SALADINO: Okay. Hello.

6 MR. YAMALI: Supervisor.

7 Basically, our same proposal that we
8 made before. We want to talk about the
9 concessions.

10 SUPERVISOR SALADINO: Yes.

11 We're on concessions now. Concessions
12 on the south side of Tobay Beach.

13 MR. YAMALI: Do you want to bring
14 Councilman up to speed on the different items that
15 we talked about or did you bring him up to speed?

16 COUNCILMAN MUSCARELLA: No. He's going
17 to recuse himself.

18 COUNCILMAN COSCHIGNANO: I will not be
19 voting on the morning session which was the
20 restaurants.

21 I'll only vote on the concessions.

22 MR. YAMALI: Do the same proposal.
23 Pretty much the same other than the numbers.

24 Do you want us to repropose everything
25 that we said before with the pictures?

1 SUPERVISOR SALADINO: Let's just talk
2 about the numbers and any other theme you might
3 have. Give a sense of what kind of food will be
4 offered.

5 MR. YAMALI: Concession services also
6 one of our main businesses at Dover. We operate
7 currently about -- currently operate 30 of them.
8 Most of them are on the beaches. Almost all of
9 them are for municipal clients. Town of Hempstead,
10 Nassau County, some in Suffolk.

11 Based on Tobay Beach where I actually
12 worked when I was younger as a kid, that area is
13 very busy. The beach front side is very busy. It
14 might get slowed -- might be slower now that it has
15 restaurants there because restaurants picked up
16 some of the sales. We anticipate sales to be there
17 probably in the vicinity between 4 and \$500,000
18 based on the weather. That's for similar locations
19 that we currently operate.

20 We have to have offerings that -- see,
21 people go to the beach and they get stuck, that's
22 all they have to offer. You want people to go to
23 want to have the food, not go there because that's
24 all you have, so we have to change it around from
25 like a captive audience and give them certain fruit

1 and certain sandwiches, wraps, salads, and you have
2 to have the regular beach fare, chicken fingers,
3 French fries, hot dogs.

4 Everything we sell is first line, brand
5 name. You'll have a company that we're not going
6 to have any glass bottles on the beach, we're not
7 going to have straws on the beach, as we spoke to
8 before. No litter, no additional litter because
9 that's what happens with lids and cups and litter.
10 We're going to make it minimal.

11 By having both contracts merged
12 together, it's -- I urge you to do it. You're
13 going to do it if you like, but this is just based
14 on my experience. You'll have better offerings if
15 someone controls both because now you can get
16 better food from the restaurant prepared there
17 fresh and brought over to the concessions.

18 Concessions are limited as to what they
19 can do and prepare. Restaurants are full service
20 so if you want to make beautiful salads and
21 prepackage them and bring them over to the
22 concessions, you can do it right on site. It will
23 eliminate a lot of back and forth with people
24 getting deliveries.

25 That place is busy on the weekend.

1 Ocean property, as well as the beach, so if you're
2 going to have two different concessionaires, it's
3 going to be two different deliveries, two different
4 carting companies, two different sets of so many
5 different things. You can't share services so if
6 somebody is out of aluminum foil, they're out.

7 Meantime, if you're the same, you can
8 go back and forth between the two places. Biggest
9 problem with concessions is change, coins, people
10 need to get change. If you have one, you can share
11 between the two locations.

12 By the way, we want to make credit card
13 acceptance number one priority over there so people
14 don't have to worry about carrying cash. They can
15 go there and swipe.

16 It just makes life so much easier.
17 It's so much more classy, you don't have to worry
18 about getting change in their pocket and who lost
19 their money. Go with a credit card and it's much
20 better and there again, it will all be transparent
21 and you can watch it live.

22 By also having once concession, you'll
23 have less alcohol issues that we talked about
24 before. You don't worry about somebody over poured
25 on the beach side, now they walked over to the

1 restaurant side or vice versa. You can control the
2 whole thing.

3 We can even limit the amount, which I
4 think we should do. Limit the amount of alcohol
5 served by the beach side. This way you can control
6 it to a contained area by the restaurant. Maybe
7 just make it very, very simple or maybe not at all.
8 Maybe from one location, depending on whatever you
9 choose. There will be no price conflicts if you
10 merge them together, so I can't sell soda for \$2.00
11 over here and \$3.00 over here. You're going to
12 have one price, which is good. You don't have the
13 regulation of price.

14 There will be no territorial issues
15 where someone is going to go and try to sell by the
16 tunnel or across the way and they shouldn't be
17 there. One -- we had that problem at the City of
18 Long Beach. They had different streets where the
19 imaginary line was. People were selling on the
20 wrong sides and underselling and overselling. You
21 won't have that issue which creates a lot of havoc
22 for your public safety. Who's right and who's
23 wrong, you don't need that in the middle of
24 Summertime.

25 SUPERVISOR SALADINO: I imagine the

1 simplest way to do that though is you have the
2 parking lot as the dividing line. You're either
3 limited to the north side of the parking lot or to
4 south side of the parking lot.

5 MR. YAMALI: Well, not necessarily
6 because now on the north side, you have that little
7 shack that belongs to the concessions. So now that
8 person can now sell soda and maybe he gets a little
9 aggressive -- I'm sorry.

10 COUNCILMAN MUSCARELLA: Also on the air
11 show, you said something about pushcarts and stuff.

12 You might be going on to the beach or
13 something which is infringing on the other
14 person's --

15 MR. YAMALI: Exactly, sales and --

16 COUNCILMAN MUSCARELLA: -- sale and
17 then you have a dispute. That's a good point.

18 MR. YAMALI: It important because I
19 know it's good to have diversity, but not so close
20 because it is going to become a problem over there.
21 It's going to be a problem. It's going to be
22 ongoing.

23 Somebody's going to get aggressive from
24 the beach side and walk over to the parking lot
25 side. What, are you going to keep fighting with

1 them? It doesn't pay.

2 Repairs the same and sharing of
3 products is important and also sharing staff.
4 Let's say the concession at the main area in Tobay
5 gets busy and the restaurant slow because it's the
6 middle of the afternoon. You could send three or
7 four people from the restaurant, go help out over
8 there. Get that pushed out. Push those customers
9 out, get them done.

10 You know, bring extra food there to get
11 everybody rolling the right way and vice versa at
12 night. You have a busy night in the restaurant,
13 say hey guys, who wants to stay a little longer,
14 come to my restaurant and you can help out. You
15 can bus the area, you can police the area for
16 paper, whatever we ask them to do. You'll have
17 additional staff already on site. Less cars, a lot
18 of good will do it.

19 As far as numbers go, our offer for the
20 concessions is the \$75,000 per year guarantee or
21 8 percent of sales, whichever is greater up to \$1.5
22 million, that's what that would go. Anything
23 beyond 1.5 million would go to 10 percent. If you
24 now merge it together, we up the number, the
25 percentages, to 10 percent up to 1.5 million and

1 12 percent for above 1.5 million.

2 So if my good estimated projection,
3 you're going to do about \$3 million on both sides.
4 The Town will get about \$330,000 in revenue per
5 year. Real money, you can check. And I have to
6 say, the disclaimer of the weather. That's always
7 our biggest issue.

8 COUNCILMAN MUSCARELLA: You're also
9 going to do capital improvements at the concession
10 or the beach side for 300,000?

11 MR. YAMALI: Yes, that's correct.

12 In addition, \$300,000.

13 COUNCILMAN MUSCARELLA: 195 on the
14 other side so up to 500,000?

15 MR. YAMALI: And the million dollars
16 over the course of time above that, in addition to
17 that.

18 See, what the problem there is, the
19 concession side is beaten very, very bad by the
20 weather. And that needs immediate attention and
21 that's really the part that anybody I've talked to
22 about the concessions, they have nothing but
23 complaint and it's an issue down there.

24 To make it right, you have to spend
25 that kind of money. I want to do that right now

1 over the next 54 days if we're successful.

2 COUNCILMAN MUSCARELLA: All right.

3 Now you did state -- and the other
4 vendor, you didn't get the sales of the previous
5 owner?

6 MR. YAMALI: That's right.

7 COUNCILMAN MUSCARELLA: SRB.

8 Two things. You're just projecting
9 this because you have the experience or the
10 expertise like J & B had of beach area and we all
11 would agree is variable with the weather. You
12 don't know what's going happen, if you're making a
13 profit or not.

14 Did you have any -- and I think you
15 asked one of the RFP -- do you have relationship
16 with SRB, the previous owner? Do you have any
17 contact?

18 MR. YAMALI: Absolutely not. I don't
19 even like the guy. He tried to sell me bread.

20 COUNCILMAN MUSCARELLA: Okay.

21 So no financial control? The financial
22 control is Dover, none whatsoever of the previous?

23 MR. YAMALI: Dover, my company. Same
24 company, 40 years. It will be the same company to
25 operate this contract. Same one.

1 COUNCILMAN MUSCARELLA: Okay.

2 SUPERVISOR SALADINO: Can you talk to
3 us about the themes there at the concessions? The
4 themes, what style? What will it look like, what
5 will you serve?

6 MR. YAMALI: Yes, sir. Beach fair; we
7 can use some -- we have like, looks like bamboo
8 fronts on the front of the counters. We have like
9 palms leafs that hang down. Anybody's been to the
10 back of Peter's Clam Bar or the front of Malibu,
11 it's the same kind of decor. We do stucco around
12 there. We usually have like graffiti art, if
13 that's permitted by the Town.

14 SUPERVISOR SALADINO: Let's look at
15 that one.

16 MR. YAMALI: No, but it's -- it depends
17 on what you like.

18 SUPERVISOR SALADINO: Right.

19 MR. YAMALI: There's so many different
20 ways to do it because it doesn't last long.
21 Everything down there gets sandblasted from the
22 wind. So whatever you're going to put there, know
23 that a couple years from now, we'll have to do it
24 again. And I put that as part of our plan. Every
25 few years, you have to renovate it again. That's

1 important.

2 SUPERVISOR SALADINO: Certainly,
3 certainly, yes.

4 I can tell you right now, I don't think
5 my colleagues would be thrilled about -- and more
6 importantly than us, the residents wouldn't be
7 thrilled about a graffiti look.

8 MR. YAMALI: Well, if you look at the
9 picture of Malibu I gave you, the front of Malibu
10 has that on it. It just -- it's not like any
11 wording or anything. It has flowers and palm trees
12 and lobsters.

13 SUPERVISOR SALADINO: Okay.

14 MR. YAMALI: It is in this back of the
15 book. I'm sorry.

16 SUPERVISOR SALADINO: It's okay.

17 MR. YAMALI: You know, can you guys
18 grab one of the boards that says Malibu? He'll
19 show you. Is it on the board?

20 SUPERVISOR SALADINO: Not there, huh?

21 MR. YAMALI: No, it's not on the board.
22 I'm sorry, I thought I had brought it with us. We
23 didn't bring a picture of it. It is tasteful.

24 SUPERVISOR SALADINO: Okay. A beachy
25 theme, a tasteful look, bamboo, and sea --

1 MR. YAMALI: Seashells and sea horses.
2 That's what we have graffiti of, that's not like
3 where writing names and stuff.

4 SUPERVISOR SALADINO: Right. It's a
5 style of painting.

6 MR. YAMALI: It's fun. It's a fun
7 look.

8 SUPERVISOR SALADINO: Babylon Village
9 has whales and these beautiful murals of sea
10 mammals.

11 MR. YAMALI: We should do seagulls.

12 SUPERVISOR SALADINO: Something to
13 think about.

14 MR. YAMALI: Yeah.

15 SUPERVISOR SALADINO: And the types of
16 food?

17 MR. YAMALI: Types of food. We have a
18 variety of regular beach fare: Pizza, pretzels,
19 hot dogs, burgers.

20 A long variety of healthier choices,
21 salads -- and like I said, we can make things from
22 the restaurant and bring them over fresh every day.
23 We don't have to worry about somebody mispreparing
24 it. It'll be done properly and ready to go. Like
25 a grab and go style, Wraps, salads, fruit cups,

1 fresh fruit, smoothies, things of that nature. I
2 think it's important to have a good variety because
3 everyone has -- they're far enough apart, that they
4 can still sell the same items. If you want
5 something a little more substantial, you walk under
6 the tunnel, and it's right there.

7 SUPERVISOR SALADINO: Now just because
8 I've asked the question of the others, how much for
9 a slice of pizza, how much for a burger?

10 MR. YAMALI: Burger, we're going have
11 dollar burgers for the dollar menu. And then we'll
12 have bigger burgers that will be \$3.00 for a
13 regular burger, and then the restaurant will have a
14 bigger burger that might be \$10.00. You know,
15 three different sizes.

16 SUPERVISOR SALADINO: Absolutely
17 greatness.

18 MR. YAMALI: A slice of pizza is
19 probably about \$2.50. And I'd like to bake fresh
20 pizza there on site as I do at Malibu. We have
21 regular pizza ovens. We make our own dough. We
22 make our own pizza. I think it's a big item that
23 would be for the beach on that side, not the
24 restaurant side. You get a slice of pizza and a
25 soda. Get a whole pie with your family, sit by the

1 beach, that's a nice item to have. Inexpensive
2 pie, \$15.00. Get a two liter of soda, we'll offer
3 it right there.

4 SUPERVISOR SALADINO: And what about
5 beach delivery of soda or food?

6 MR. YAMALI: Once again, we know how to
7 do. We've done it before. It's up to the Town if
8 they want you to do that. Up to the residents.
9 Some get annoyed; some of them love it. It's just
10 a matter of taste and opinion.

11 SUPERVISOR SALADINO: And that could be
12 tried as a pilot program?

13 MR. YAMALI: Absolutely, pilot program.

14 SUPERVISOR SALADINO: See how well it
15 works, if it works or not.

16 And clean up, in terms of keeping the
17 environment clean?

18 MR. YAMALI: There would be someone
19 stationed at every stand to make sure that
20 everything is clean. We are going to use the least
21 amount of paper products, no straws, no lids, no
22 glass bottles, whole napkins, keep it very simple.
23 We're going to have pump bottles of ketchup to put
24 right on it so there's no ketchup packets. The
25 least amount of paper we can use as possible.

1 Garbage cans nearby, recycling containers right
2 there.

3 SUPERVISOR SALADINO: Very important;
4 there will be an abundance of receptacles?

5 MR. YAMALI: Oh, sure. You have to.
6 Otherwise people just throw stuff. They don't --

7 SUPERVISOR SALADINO: That's what we
8 see in all too many places we go. You can't find a
9 garbage pail or if you do, it's filled up.

10 That won't be a problem, they'll be
11 emptying them multiple times every day?

12 MR. YAMALI: That's -- I'm very big on,
13 I'm very big on clean. It disgusts me to see
14 garbage and overflowing things and ketchup stains
15 on the floor. That's no good.

16 SUPERVISOR SALADINO: And how much did
17 you say you were investing there?

18 MR. YAMALI: \$300,000 right away. You
19 couldn't open most places up for less than that.
20 You need gates -- there's no gates there. There's
21 nothing left. Every piece of equipment is rusted
22 together.

23 SUPERVISOR SALADINO: Would you also --
24 are you also interested -- you had mentioned
25 pushcart, food truck?

1 MR. YAMALI: Food truck, you would
2 really have a hard time putting on that side
3 because you can't go under the tunnel. The
4 delivery entrance around back, you can get it
5 close, but not close enough to sell from. But from
6 the other side, yes, food truck. Pushcarts for
7 sure down at the bottom of the tunnel.

8 You put a nice pushcart there. Maybe
9 you get a beach cart that you can roll to the beach
10 and have it there because there are one's with big
11 tires that you can roll on the sand and sit it
12 right somewhere if you really want, they can walk
13 up it.

14 SUPERVISOR SALADINO: So if people
15 wanted ice cream without getting up from their spot
16 in the sand, they could?

17 How would they let you know that
18 they're looking for that?

19 MR. YAMALI: Well, usually the kid will
20 run up to the cart because they want to see it.
21 And then they'll come to it. But you can also let
22 them know that there'll be carts there. They'll
23 know when they're walking past it.

24 SUPERVISOR SALADINO: Is there a phone
25 app or something where someone could use their

1 phone and order?

2 MR. YAMALI: We will set up an app.

3 SUPERVISOR SALADINO: You will?

4 MR. YAMALI: Ah, 100 percent. You need
5 to do that. This way we can get everybody's e-mail
6 address, and we can also let them know the events
7 we're going to have, let them know the specials,
8 let them know the food that we are selling.

9 COUNCILMAN IMBROTO: But cell service
10 is limited down there? Is the cell service good
11 down there?

12 MR. YAMALI: Not if you find a hot
13 spot. You can use it. It's limited, but you have
14 to spend the money. You have to get a line down
15 there.

16 COUNCILMAN IMBROTO: Would you be --

17 MR. YAMALI: Oh, yeah you have to. How
18 could -- you could not agree with that, sir.

19 SUPERVISOR SALADINO: So that of
20 course, includes free internet or wi-fi.

21 MR. YAMALI: Of course. You have
22 wi-fi, like you have in this building, the same
23 thing.

24 COUNCILMAN IMBROTO: Mr. Yamali, can we
25 just go back to your financial proposal because I'm

1 a little bit confused by it.

2 It's for the beach, for the ocean side
3 concession, it's 75,000 a year or the greater of
4 75,000 a year or 8 percent of sales up to 1.5.
5 You're estimating that is going to be \$330,000 a
6 year?

7 MR. YAMALI: No. If you merge the two
8 together.

9 COUNCILMAN IMBROTO: Okay.

10 If you merge the two together, your
11 projection for the bay side restaurant has been
12 270,000 -- up to 270,000?

13 MR. YAMALI:

14 No. If you take the bay side
15 restaurants -- now we're talking about gross
16 sales -- I feel that the restaurants, the --
17 whatever revenue you take in from the spray pool,
18 from the mini golf, from the concessions, the surf
19 shop or wherever we're going to do the sundry shop,
20 the concessions on the ocean side will be probably
21 in the area of \$3 million total.

22 COUNCILMAN IMBROTO: Right. But it
23 would be worth to the Town, you estimated roughly
24 270,000, up to?

25 MR. YAMALI: Well, if it does about

1 \$3 million, it would be actually more than that, it
2 would be \$330,000.

3 If you follow the math -- if you take
4 \$3 million and take 10 percent on the first million
5 five, and you take 12 -- I'm sorry, 12 percent on
6 the next million five, it comes to \$330,000.

7 COUNCILMAN IMBROTO: Combined for the
8 two?

9 MR. YAMALI: Combined, correct.

10 COUNCILMAN IMBROTO: But your
11 projection for the bay side restaurants have been
12 270,000 so the 270 --

13 MR. YAMALI: Correct.

14 COUNCILMAN IMBROTO: What?

15 MR. YAMALI: That's based on about \$2.5
16 million sales, yes.

17 COUNCILMAN IMBROTO: But just based on
18 the 270 plus the 75 that your guaranteeing on this
19 side, it would be more than 330.

20 MR. YAMALI: It'd be 340. It's just a
21 matter of a projection. It's very close to the
22 number.

23 COUNCILMAN IMBROTO: So would it be
24 higher -- that's without taking into account the
25 extra increased percentages, the 10 percent or the

1 12 percent?

2 MR. YAMALI: That's correct.

3 That's adding the additional -- that
4 was only without the additional percent. You add
5 additional percent, it's more money, obviously.

6 COUNCILMAN IMBROTO: So I'm just not
7 following your projection of 330.

8 Where did you come up with 330?

9 MR. YAMALI: The 330 would be if you
10 added the two together as separate entities. It
11 would be more like 345 if you viewed it as one
12 whole piece.

13 COUNCILMAN IMBROTO: But just the 270
14 plus the 75 without getting the percentage of
15 sales.

16 MR. YAMALI: 345, right.

17 COUNCILMAN IMBROTO: Okay.

18 MR. YAMALI: It's -- it's a flat rate.
19 Obviously, if we get \$175,000 if it rained every
20 day or there's a hurricane, the Town still gets
21 175. Then comes in the percentages. If we have
22 both, we're going to pay 10 and 12 percent or the
23 175, whichever is greater. If we have one, it's
24 going to be 8 and 10 percent or 100 on one or 75 on
25 the other, whichever is greater.

1 COUNCILMAN IMBROTO: So bottom line,
2 you're projecting that you'll do 3 million in sales
3 for the two combined?

4 MR. YAMALI: I believe it's a very fair
5 number, not overly aggressive.

6 COUNCILMAN IMBROTO: And you break that
7 down as two-and-a-half and 500, or --

8 MR. YAMALI: Something like that.
9 That's fair when you break it down.

10 COUNCILMAN IMBROTO: Okay. We will do
11 the math.

12 Thank you.

13 And I understand it's difficult to
14 project. I'm not try together pin you down on
15 something. I just want to --

16 MR. YAMALI: I'm not -- I don't like to
17 do projections because then he's just taking the \$3
18 million and 2.7, they think I'm not telling the
19 truth. I'm going to make every effort to do \$3
20 million and if we have weather cooperating and the
21 people are willing to try the concessions, because
22 they weren't very reliable for the past couple
23 years, so they bring coolers now. So we need to
24 get the out of the habit of bringing coolers and
25 going back to using concessions. We have to market

1 the heck out of it. We have to get a lot of
2 different events there. So we are going to do our
3 part to get it up there.

4 SUPERVISOR SALADINO: Which brings an
5 important question.

6 Obviously, people bringing food in a
7 cooler is a tradition as long as people have been
8 going to the beach. You don't have a problem with
9 people who bring their lunch and beverages in a
10 cooler to the beach?

11 MR. YAMALI: No, no. I wouldn't think
12 of it. No problem at all.

13 The biggest problem we always have is
14 they always forget a napkin or a spoon, and that's
15 part of the deal.

16 SUPERVISOR SALADINO: It brings them
17 your --

18 MR. YAMALI: Hopefully, they'll buy an
19 ice cream. You can't carry ice cream to beach.

20 SUPERVISOR SALADINO: And also, we have
21 been -- we're looking at everyone equally,
22 obviously, but should we decide to have one
23 concessionaire at the ocean and another
24 concessionaire at the restaurants, would you have
25 any problem in any way with -- there's no

1 relationship issues with anyone that could cause a
2 problem between two concessionaires?

3 MR. YAMALI: No, not at all.

4 I just feel that based on my experience
5 the City of Long Beach, and Riis Park, and even
6 parts of Nassau County, it's always a problem when
7 you have two people selling the same items on the
8 same locale. It's very rough. And that's just my
9 opinion.

10 COUNCILMAN IMBROTO: But in your
11 opinion, either one could be run successfully as
12 its own separate entity without combining the two?

13 MR. YAMALI: Correct.

14 You'll have a better time running the
15 restaurants than running the concessions solo.
16 Restaurants are going to be very hard on the
17 concessions.

18 SUPERVISOR SALADINO: Any other
19 questions?

20 Thank you very much for your
21 presentation.

22 MR. YAMALI: Thank you very much.

23 SUPERVISOR SALADINO: Okay.

24 Paul Sra, David Lin?

25 So the next presentation will be Lovin'

1 Oven. Hi.

2 ANDREW: Good afternoon, again. It's
3 been a long time.

4 SUPERVISOR SALADINO: Yes. Thanks for
5 your patience.

6 It's been a long two days.

7 ANDREW: It has been a long two days.
8 That's my first sentence in my notes, actually.

9 SUPERVISOR SALADINO: Very, very
10 successful.

11 We're very pleased in the public and
12 the responses that we're getting and people are
13 very pleased with this process, and I'm very happy
14 to be a part of it.

15 ANDREW: Yes, it's going well. We're
16 pleased to be part of it, too.

17 It has been a long two days and the
18 last thing I want to do is regurgitate some of the
19 same points we made in our other presentation. I
20 don't want to waste your time or the time of the
21 residents.

22 That being said, we have a short
23 presentation that will touch on some key points of
24 our proposal. Please, do not take the brevity of
25 this presentation as a sign of disinterest in these

1 concessions.

2 SUPERVISOR SALADINO: We understand.

3 ANDREW: First, I would like to
4 highlight our financial proposal. We propose a
5 rental program of \$7,000 per month based on a
6 12-month period; \$84,000 a year with 3 percent
7 increases compounded annually over ten years.

8 Over ten years, this will benefit the
9 Town almost a million dollars and over 20 years, it
10 will be \$2.1 million. With capital improvements,
11 these numbers will increase by \$200,000. Of
12 course, our capital improvements are merely a
13 baseline and estimates as we really don't know how
14 bad the weather and the buildings have been
15 neglected, so we use that as a starting point.

16 We are not going to try to reinvent the
17 wheel so to speak. Instead, we're going to focus
18 on providing great service in a clean environment
19 for the Town residents. We will serve popular
20 items that parents and children will come to expect
21 at concessions like this at the beach.

22 We will also have alternatives, such as
23 organic granola bars, yogurt, smoothies, fresh
24 fruit, some health conscience ideas. The main
25 concession at its elevated points has beautiful

1 ocean views. Their enclosed bar will serve fresh
2 fruit, fresh Summer themed cocktails, craft beers
3 and an assortment of fresh frozen drinks, both
4 alcohol and virgin as well.

5 On the patio, we see a lot of
6 opportunity there. We envision evenings with teens
7 and kids nights, mocktails out there for them,
8 frozen alcohol-free drinks.

9 SUPERVISOR SALADINO: Mocktails is what
10 they're known as?

11 ANDREW: Yeah, yeah.

12 Sweet sixteens and bar mitzvahs, they
13 call them mocktails.

14 But we see that as a great opportunity
15 to bring the kids down. We will provide security.
16 Have them a nice, safe environment where they can
17 do it -- where they can do their own thing,
18 deejays, et cetera. You know, keep it light, maybe
19 7:00 to 9:30, 7:00 to 10:00, have them picked up by
20 adults and get them off the property. But just a
21 safe place for them to go.

22 We would like to do themed nights out
23 there with buffets, whether it be lobster bakes or
24 barbecues. Again, just to get the residents down
25 there and -- you have that deck off to the west,

1 which I don't think has been utilized to its
2 potential.

3 We would even like to see smaller
4 parties out there, maybe weekend day showers,
5 bridal showers, baby showers. We see that as a
6 place where maybe people would renew their vows or
7 maybe even have a quick wedding ceremony.

8 The marina, that's a really nice
9 environment for families to enjoy all the amenities
10 all Summer long. We would have live entertainment
11 there so the boaters and their families could enjoy
12 some free entertainment as they hang out on their
13 boats.

14 Again, the marina, we will offer custom
15 concession fare but include, some grill items and a
16 lot of the items that we would have at the main
17 concessions, as well.

18 Possibly, we would bring full menus to
19 the boats, so they wouldn't have to leave their
20 boats. We can do baskets of hot and cold food,
21 entrees, appetizers, just so the people could
22 continue to stay on their boat, and we would
23 service them to the marina.

24 In short, we will be doing everything
25 in our power to optimize the space and the

1 experience for the residents. We are not a flashy
2 group. We're just a small group with a solid
3 reputation for food and beverage, and we hope the
4 opportunity comes along that we can provide the
5 concessions down there.

6 SUPERVISOR SALADINO: Okay.

7 Some questions.

8 What would your hours of operation be
9 at the marina?

10 ANDREW: At the marina, I think
11 weekdays we would go 11:00 to 6:00. Weekends, we
12 would go maybe 6:00 to 6:00.

13 SUPERVISOR SALADINO: 6:00 a.m. to
14 6:00 p.m.

15 And talk to us about, please, the look
16 of the facades.

17 What would you do?

18 ANDREW: That we haven't spend a lot of
19 time on. We realize that they do need work.

20 For the first season or two, we'd like
21 to be get there really get a feel for what we need
22 to do.

23 Obviously, we'd like to do something on
24 the facades whether it be reclaimed wood or vinyl,
25 just something better than looking at block and

1 mortar.

2 SUPERVISOR SALADINO: Canvas
3 enclosures, windows?

4 ANDREW: We notice the structure is
5 already there off the main concession for it. We'd
6 like to take full advantage of that.

7 SUPERVISOR SALADINO: What about the
8 menus there? What type of foods?

9 ANDREW: Typical concession beach fare.
10 We would have healthy options. We would also have
11 a children's menu starting, you know, \$2.00 to
12 \$5.00. We would have other items ranging from 5 to
13 \$6.00, really maxing out at that point.

14 SUPERVISOR SALADINO: And I've asked
15 this of everyone, what do you get for a burger, a
16 slice of pizza, just so we -- a value menu?

17 ANDREW: Burger would be \$4.00. We
18 didn't consider a value menu, but we can certainly
19 put one together simply enough.

20 SUPERVISOR SALADINO: \$4.00 for a
21 burger.

22 Maybe for a slice of pizza?

23 ANDREW: \$2.00 for a slice of pizza.

24 SUPERVISOR SALADINO: \$2.00.

25 So someone could go there with just a

1 few dollars and still be able to eat and get a
2 drink?

3 ANDREW: Absolutely.

4 SUPERVISOR SALADINO: Do you have any
5 relationship with the previous concessionaire?

6 ANDREW: No, sir. I'm not even aware
7 of them.

8 SUPERVISOR SALADINO: You don't even
9 know who it is?

10 ANDREW: I know who it is, but I've
11 never had any -- never even met.

12 SUPERVISOR SALADINO: Okay.

13 COUNCILMAN IMBROTO: In your opinion,
14 is it important that both concessions, the ocean
15 side and the bay side be merged or would you be
16 just as successful running one or the other?

17 ANDREW: I have to agree.

18 I mean, I think merging them -- I
19 didn't know that was even going to be an option,
20 but merging them would be a much better idea.

21 COUNCILMAN IMBROTO: Not merging them
22 but in your opinion, would either of them be run
23 more successfully if the same vendor were awarded
24 both or could both be run successfully by different
25 operators?

1 ANDREW: I think merging them would be
2 better for one operator. There are people that do
3 concessions -- specialize in concessions, they
4 would have an advantage if it was split, but I
5 think putting them together is the better idea.

6 COUNCILMAN IMBROTO: But as far as
7 Lovin' Oven goes, you're ready willing and able to
8 take one or the other; you don't need both?

9 ANDREW: No.

10 SUPERVISOR SALADINO: Would you provide
11 beach delivery service? Could you serve food to
12 people on the beach?

13 ANDREW: I don't think we considered
14 that right now. We did consider it on the bay
15 because on the bay side because it's smaller, but
16 not on the ocean side.

17 SUPERVISOR SALADINO: What about at the
18 marina?

19 ANDREW: Absolutely.

20 COUNCILWOMAN ALESIA: So one of the --
21 I'm sorry, Supervisor, were you done with your
22 questions? I didn't mean to --

23 SUPERVISOR SALADINO: Go ahead.

24 COUNCILWOMAN ALESIA: One of the things
25 I've heard on occasion from some of the Town

1 employees that are down on the beach is that they
2 wind up kind of doing double duty with respect to
3 the concessions they're asked to pitch in.

4 Are you looking for any help from Town
5 personnel?

6 ANDREW: Not at all. We are completely
7 staffed.

8 As far as beach service, we've done
9 that in West Hampton. It was tough. Food gets
10 cold. It gets beat up. It doesn't arrive to the
11 guest the way it leaves the kitchen. So we had
12 little success with that.

13 SUPERVISOR SALADINO: What about the
14 rental of other beach items, rental of chairs,
15 umbrellas?

16 ANDREW: We would certainly consider
17 it. We did not put that in our proposal.

18 SUPERVISOR SALADINO: Okay.

19 COUNCILMAN MUSCARELLA: Your capital
20 improvements, you have 50,000 down here.

21 Do you think that's enough?

22 ANDREW: It's a start. Honestly, we
23 need to get in there, fire up all that equipment
24 and see what's left.

25 COUNCILMAN IMBROTO: The previous

1 presenter said you wouldn't be open -- able to open
2 for less than 300,000, what do think?

3 ANDREW: I don't know that to be true.
4 There was some equipment there that looked like it
5 would be okay. But, again, you don't know until
6 you turn on the gas and get it going.

7 COUNCILMAN MUSCARELLA: You have no
8 percentage of sales increase, nothing? Just a flat
9 rent for 84,000; is that correct?

10 ANDREW: Correct.

11 No, I'm sorry. There is a 3 percent
12 increase annually.

13 COUNCILMAN MUSCARELLA: 3 percent
14 increase thereafter. The first year is 84,000 plus
15 54,000 capital outlay to fix the building or
16 whatever. To get it up and running?

17 COUNCILMAN IMBROTO: And I know you
18 mentioned it in your previous presentation and just
19 briefly did but you're already operating in this
20 space in the sense that you operate beach
21 concessions; you already have experience doing
22 that?

23 ANDREW: We have. We actively in
24 Myrtle Beach and we have in the past at West
25 Hampton.

1 COUNCILMAN IMBROTO: And you think
2 that's significantly different to operate a beach
3 concession or a beach restaurant than to operate
4 one that's not located on a beach?

5 ANDREW: No. You do have a weather
6 factor as they discussed before that could really
7 impede on your sales, but service itself, no.

8 COUNCILMAN IMBROTO: Okay.

9 SUPERVISOR SALADINO: Any other
10 questions?

11 No one else? Okay. Thank you very
12 much for your presentation.

13 ANDREW: Thank you.

14 SUPERVISOR SALADINO: Next we will hear
15 from Healthy Choice.

16 DR. AZUL: Good afternoon.

17 SUPERVISOR SALADINO: Good afternoon.

18 DR. AZUL: I guess just for the sake of
19 time, I won't repeat everything about ourselves as
20 stated before.

21 So, basically, this concession
22 operation is actually a perfect fit for us because
23 this is something that we've been doing for over 25
24 years and the fact that we already have a lot of
25 resources on the South Shore in Robert Moses. The

1 way we see it is we were -- we would actually
2 compare this to Field 5 of Robert Moses.

3 It's similar in parking and actually,
4 that's one of the factors we were projecting this
5 to be around \$650 to \$700,000 sales and that's
6 partly limited by the parking. I think you guys
7 have little bit over 2,000 spots and there's
8 sharing from the restaurants, too, and you only
9 have a handful of busy days.

10 So, essentially, which creates a
11 problem of all the flow which needs to go in and
12 people are just waiting out there.

13 Obviously, we have the same problem at
14 Robert Moses as well, but they have a lot of
15 overflow parking. One of the biggest problems that
16 we face there is the opposite is, when people are
17 leaving. That becomes very congested which is why
18 at the fields, we do music shows during the night.

19 So we would have different bands,
20 especially on the Fridays, Saturdays and so on.
21 Busy days. This way this staggers the crowd from
22 leaving.

23 Again, this is -- to us, it's a very,
24 very similar operation, and we've been doing that
25 successfully, and we would actually replicate a lot

1 of the things we have done there and we have
2 learned from which would be to provide healthier
3 food options and a convenience factor.

4 As I stated, for the Tappan here, it's
5 actually even more pertinent because the coastal
6 weather here is usually very different than the
7 inland, so, you know, you could have rain on one
8 side and be fine here. So which is the reason why
9 I think as far as having a local weather station
10 would be very helpful and also having high
11 definition cameras for the people are able to see
12 from their home would also to be helpful, to gauge
13 more traffic to be able to come in on days which
14 would be washed out otherwise.

15 Again, we would have the delivery
16 service with our app which is able to geo-locate
17 and I think that's one of the biggest demands that
18 we've seen from people, just from the convenience
19 aspects of it, especially from families with little
20 kids and so on.

21 Other than that, as far as
22 improvements, we feel the minimum you have to be
23 able to spend at least is about \$200,000, just to
24 walk into it and get it operational.

25 But you are limited because of the time

1 span to be able to do a lot of the structural and
2 facade needs which needs to be done. I think this
3 also gives time to be able to learn the location
4 and the needs of the location to be able to better
5 spend the money which needs to be spent. Which
6 definitely needs to be spent.

7 I would anticipate in the second year
8 would be at least \$175,000, which would address the
9 outside needs and a lot of the structural aspects
10 of it and which would be a lot more time consuming.

11 So, the total investment we would be
12 looking at within the two years would be \$375,000.

13 COUNCILMAN MUSCARELLA: Doctor, the
14 only thing is that the RFP stipulated that when it
15 went out and what we have back is what we have to
16 deal with. And on there, it doesn't say -- you put
17 Zero as a capital outlay to try to renovate it.

18 So, I mean, obviously, you have Zero so
19 we have to look at the proposal that you presented
20 to the Town.

21 Is that correct that you presented that
22 there was no capital outlay?

23 DR. AZUL: No. We're looking at
24 \$200,000 as initial capital improvement. The
25 \$200,000 is minimally required just to be able to

1 get a place.

2 COUNCILMAN MUSCARELLA: That's fair to
3 say.

4 I mean, but your proposal doesn't show
5 that, correct? You're saying 200,000. In the
6 proposal that you gave back on the RFP, did it say
7 200,000?

8 DR. AZUL: I don't think we had
9 specified.

10 COUNCILMAN MUSCARELLA: Okay. All
11 right. So at least you know that you have to
12 invest money to open it up and everything.

13 DR. AZUL: Right. Um-hmm

14 COUNCILMAN MUSCARELLA: And you have
15 down here, do you know 84,000, is that it -- no,
16 let me see.

17 65,000 is the flat rent with no
18 additional percentages?

19 DR. AZUL: No, it's 65,000 with 3
20 percent increase and 6 percent of the gross sales.

21 COUNCILMAN MUSCARELLA: 6 percent of
22 the gross sales.

23 COUNCILMAN IMBROTO: 6 percent on top
24 of the 65,000 or 6 percent --

25 DR. AZUL: Greater of.

1 COUNCILMAN MUSCARELLA: By the way, we
2 did receive your financial statement and your
3 balance sheet look very good, so I just want to
4 comment and thank you for getting it to us.

5 SUPERVISOR SALADINO: Couple of
6 questions.

7 You talked about the different choices.
8 In terms of value menu or an inexpensive item, what
9 would be an example of something very affordable
10 for our residents? Maybe a youngster or --

11 DR. AZUL: I mean, we have a kid's meal
12 which is typically about \$5.00.

13 SUPERVISOR SALADINO: \$5.00 for -- that
14 includes a drink? For the entire meal?

15 DR. AZUL: Yeah, it usually includes a
16 juice box. As far as adults, I think the lowest
17 hot food is probably around \$4.00.

18 SUPERVISOR SALADINO: \$4.00 for what?

19 DR. AZUL: That would be for like --
20 typically, for hot dogs and so on.

21 SUPERVISOR SALADINO: \$4.00 hot dog?

22 DR. AZUL: Yeah. And our burgers are
23 around \$7.00 range and our highest price point is
24 about \$12.00 which is usually a seafood platter.

25 SUPERVISOR SALADINO: Okay.

1 And tell me how you would deal with
2 keeping the beach clean, keeping the area around
3 the concession clean.

4 DR. AZUL: So, typically, the way we
5 operate is -- just, for example, for Field 5, we
6 have two individuals on the busier days that are
7 responsible only for upkeeps and on the regular
8 weekdays, it's one person and they basically take
9 care of everything outside and inside of the
10 premises.

11 SUPERVISOR SALADINO: So, I'm sorry.
12 Two people on the busier days meaning
13 the weekends, holidays?

14 DR. AZUL: Weekends, holidays,
15 et cetera.

16 SUPERVISOR SALADINO: And one person --

17 DR. AZUL: On a regular day.

18 SUPERVISOR SALADINO: On a regular day.

19 DR. AZUL: And we've seen that's been
20 sufficient.

21 SUPERVISOR SALADINO: So, that one
22 person's entire responsibility will be keeping
23 outside clean, emptying the trash multiple times
24 during the day, the trash bins? Will you have a
25 significant number of them, trash bins?

1 DR. AZUL: Yes, we do. And the only
2 other thing that person does is refill the -- like
3 ketchup and so on. Just that part because also
4 that's in the open area.

5 SUPERVISOR SALADINO: But it's in one
6 large canister? It's not individual packets?

7 DR. AZUL: No.

8 SUPERVISOR SALADINO: Do you do
9 anything else to cut down on the amount of waste
10 and litter?

11 DR. AZUL: Well, we actually -- as far
12 as that's concerned, so we basically procure
13 everything locally. Everything there is recycled.
14 All the products, even cleaning products is all
15 green sealed. Produce is organic so as far as
16 environmental factors, in all the colleges and
17 hospitals, we participate in it so we actually
18 follow everything through.

19 SUPERVISOR SALADINO: What would you
20 hours of operation be at the beach and what are
21 your hours of operation at the marina?

22 DR. AZUL: So we're -- so, again, we
23 get a lot of residents which come there early,
24 especially for the walks. So, for breakfast,
25 typically, we due 8:00 but, again, that would be

1 something we need to get a feedback on and see if
2 we need to expand those hours, and as far as the
3 evenings, we're looking at around 11:00.

4 SUPERVISOR SALADINO: 8:00 a.m. to
5 11:00 p.m.?

6 DR. AZUL: Yes.

7 SUPERVISOR SALADINO: What about at the
8 marina?

9 DR. AZUL: At the marina, we would be
10 looking to close by 6:00 p.m.

11 SUPERVISOR SALADINO: And what time
12 would you open?

13 DR. AZUL: Same, 8:00 and if need be,
14 we would expand hours.

15 SUPERVISOR SALADINO: 8:00 a.m. to
16 6:00 p.m., okay. And that takes care of that
17 beach.

18 Delivery of food and beverage?

19 DR. AZUL: Yeah, so that's actually, as
20 I mentioned, that was one of the biggest requests
21 we had had from all the customer engagements we had
22 done. So we have our application which is for the
23 Android and the Apple devices and it's able to
24 pinpoint based on their location within five feet.

25 We have a separate application for the

1 delivery person which guides them to that person.
2 There are security codes built in to it to make
3 sure the delivery is to the right person. So all
4 of that stuff is already developed.

5 SUPERVISOR SALADINO: And you will do
6 delivery on the marina side as well?

7 DR. AZUL: Exactly. And one of the
8 others things is that too, we had to do that
9 because what it is, is that you only have such a
10 limited busy time that you have such a high traffic
11 flow in a contained space that you really need to
12 offload some of that volume.

13 And to really be able to do that is by
14 inside delivery and so on, and we also sell ice
15 cream, et cetera, beach side as well.

16 SUPERVISOR SALADINO: Do you have any
17 relationship with or does anyone in your operation
18 have any relationships with the previous
19 concessionaire?

20 DR. AZUL: No, we don't even know who
21 it is.

22 SUPERVISOR SALADINO: And no one in
23 your organization, does anyone else have any
24 relationships with the previous concessionaire?

25 DR. AZUL: No.

1 SUPERVISOR SALADINO: Okay.

2 COUNCILMAN IMBROTO: In your opinion,
3 is it important to operate both sides, the ocean
4 side and the bay side, or can they successfully be
5 split?

6 DR. AZUL: Well, I mean, I think quite
7 honestly, in my opinion, certain people are good at
8 certain things. We've done concessions in New York
9 City for over 25 years. We have restauranteurs
10 that had tried to do that and had given the
11 operations to us because of the fact it's a
12 completely a different animal.

13 COUNCILMAN IMBROTO: The concessions
14 are a completely different animal than the
15 restaurants?

16 DR. AZUL: Right.

17 SUPERVISOR SALADINO: Any other
18 questions?

19 Thank you very much for your
20 presentation.

21 DR. AZUL: Thank you.

22 SUPERVISOR SALADINO: The next
23 presenter will be Kedis -- Kedis, they gave the
24 combined one. Okay, Carlyle.

25 Again, we will point out that this was

1 all picked at random so no one had an advantage of
2 being, first, last, whatever it might be.

3 MR. CARL: We are back again.

4 SUPERVISOR SALADINO: Good afternoon,
5 how are you?

6 MR. CARL: Good. Good. You know, I'm
7 going to let Andrew speak because I feel like I'm
8 taking a lot of the time. I don't want to repeat a
9 lot of the stuff. I think we want to get to the
10 points -- at this point because of our first
11 presentation, so why don't you address?

12 SUPERVISOR SALADINO: How are you?

13 ANDREW: Good afternoon.

14 So exactly what Steve said. We don't
15 want to feel too redundant. I feel like we've hit
16 on a lot of key points as far as the partnership
17 that Carlyle is involved in which will be the same
18 partnership as well for the concession.

19 SUPERVISOR SALADINO: It's under your
20 company? It's no separate organization; you're not
21 creating any business for this purpose?

22 ANDREW: No.

23 COUNCILMAN IMBROTO: And you have no
24 relationship with the prior vendor?

25 MR. CARL: None.

1 SUPERVISOR SALADINO: Does you or
2 anyone else in your organization?

3 MR. CARL: No one.

4 SUPERVISOR SALADINO: No one in your
5 organization has any affiliation whatsoever with
6 the previous concessionaire?

7 MR. CARL: None.

8 SUPERVISOR SALADINO: Thank you.

9 ANDREW: So focusing on the concession
10 at Tobay Beach, definitely an exciting project.
11 The beach front is amazing as everybody here well
12 knows.

13 We feel that a few concise points to
14 hit on is going to be the food offerings obviously.
15 I think that the quality and expectations of guests
16 that are coming to the beach are changing over the
17 years and operators need to keep up with that
18 before they're left behind.

19 Our solution to this is to offer high
20 quality ingredients, ones that far surpass the
21 previous concessionaires there, as well as offering
22 classic favorites, but healthy organic options as
23 well so we feel this is going to be a key point.

24 So, we have a green initiative that is
25 also going to be part of the concessions which we

1 feel is important to the community and residents.
2 So as well as offering sustainable and organic food
3 options at the concessions, we are going to have
4 everything green and reusable so these are going to
5 be reusable containers, as much recycling as
6 possible. We're going to have additional staff on
7 pickup at the beach to eliminate of littering.

8 SUPERVISOR SALADINO: How many people?

9 MR. ANDREW: Two daily on the weekends
10 and during the week, one.

11 Specifically that's going to be on
12 cleanup around the deck areas, concession, and as
13 well as on the beach.

14 SUPERVISOR SALADINO: It's a very large
15 beach.

16 MR. CARL: If we need more, believe me,
17 we're going to have them.

18 SUPERVISOR SALADINO: Very important to
19 us to that it is --

20 ANDREW: Receptacles, we wanted to add
21 additional receptacles on the beach, both
22 recyclable and garbage receptacles to help assist
23 with that as well.

24 SUPERVISOR SALADINO: Very, very
25 important to us to keep our beach clean.

1 ANDREW: Some other services, as some
2 other proposers had mentioned, we also want to do
3 pushcarts on the beach so we've spoken with an app
4 developer whose actually involved with developing
5 the software that was tracking for Seamless and
6 GrubHub and we have an app that's in the works
7 that's going to work on IOS as well as Android to
8 track the location, and --

9 COUNCILMAN IMBROTO: Would you be
10 providing wi-fi service to the people at the beach?

11 ANDREW: Hot spot, wi-fi service,
12 absolutely.

13 COUNCILMAN IMBROTO: Just for this
14 purpose or open access?

15 ANDREW: It will be open access --
16 well, needed specifically for this, but at that
17 point it will be open access for all residents.

18 So this would be a limited menu because
19 not everything that we'll be serving in the
20 concession will be able to make it intact to the
21 residents that are on the beach or anybody that's
22 ordering on the beach.

23 As far as the capital improvements that
24 are going into the facilities, we believe \$250,000
25 is needed within the concession stands to bring

1 everything up to par. Kitchens, make sure that the
2 Ansel system is up to code and date and everything
3 is being handled in the safe and clean environment.

4 In addition to that, we want to brush
5 up on the aesthetics of the facilities. So for the
6 main concession on the beach, that deck, we want to
7 add some additional furniture there. Work on a
8 tiki bar that would be outside there that was
9 previously serving, I believe, just frozen drinks
10 as well as bringing in some large palm tree,
11 lighting, and adding to the aesthetics.

12 With that being said, we'd like to also
13 offer, if the Town permits, just light background
14 music on the weekends on that main deck as well.
15 Whether it be a Calypso band or a Reggae band, just
16 to add to the ambiance and the atmosphere.

17 As far as the food goes, one other
18 thing I didn't touch on, in the concessions area, I
19 know we spoke about pricing on the beach side,
20 which will be restaurant and higher priced items
21 but on the concession, we do intend to have a
22 dollar menu listed there as well.

23 SUPERVISOR SALADINO: We asked this of
24 everyone else, what will you charge for a burger,
25 what will you charge for a simple burger, slice of

1 pizza?

2 ANDREW: Burger on the concession side,
3 again, different size burgers than the restaurant
4 side. Burger will be priced at \$4.00. A slice of
5 pizza will be on the dollar menu at \$1.00.

6 SUPERVISOR SALADINO: A dollar slice of
7 pizza?

8 COUNCILMAN IMBROTO: Have you ever
9 operated a beach concession before?

10 MR. CARL: Yes, we have. As a matter
11 of fact, we operated yours last Summer.

12 COUNCILMAN IMBROTO: At Tappen?

13 MR. CARL: That's not the only one.

14 We've operated in Atlantic Beach.
15 We've operated successfully beach operations.
16 We've also operated concessions at Bethpage. We've
17 operated other concessions.

18 We have a long history of operating not
19 just restaurants, not just concessions, but
20 catering facilities.

21 COUNCILMAN IMBROTO: In your opinion,
22 is it substantially different to operate a
23 concession on the beach than to operate one off of
24 a beach?

25 MR. CARL: Well, beach has certain --

1 certain problems that basically what happens is the
2 facility takes a real beating from the salt water,
3 and consequently, the equipment and everything
4 else -- when you have everything else, when it gets
5 windy or breezy, it creates a lot of mess as you
6 were referring to before.

7 There's certain things that you have to
8 deal with when it's at a beach that you wouldn't
9 have to deal with in a regular environment.

10 COUNCILMAN IMBROTO: Do you have that
11 experience operating concessions on a beach?

12 MR. CARL: Yes, we do. Totally.

13 COUNCILMAN IMBROTO: And in your
14 opinion, it would take roughly \$250,000 to open in
15 capital investment improvements total?

16 MR. CARL: Right.

17 COUNCILMAN IMBROTO: Do you think that
18 it's important that the ocean side and the beach
19 side restaurants are operated by the same --

20 MR. CARL: One hundred percent.

21 ANDREW: So we wanted to touch on that
22 as well.

23 As Mr. Yamali said with The Dover
24 Group, he's absolutely correct in our opinion.
25 It's a more viable option for the concessionaire

1 and ultimately a benefit to the Town and the
2 residents.

3 In our initial proposal, we had stated
4 actually that for the restaurant side, we were
5 offering a guaranteed rent of 270,000 per year and
6 for the concession side, 150,000 per year, but if
7 awarded in combination, that would go up to a
8 combined \$450,000 a year and the reason for this is
9 the fact hat we would be able to operate more
10 concisely and consolidate certain expenses and
11 operate more efficiently.

12 COUNCILMAN IMBROTO: So it would be
13 worth about 30 grand extra per year?

14 ANDREW: To the Town, correct.

15 SUPERVISOR SALADINO: You said --

16 MR. CARL: And realize one thing, by
17 giving you this fee, we're not tying it into, if we
18 do, if it rains, if we get the benefit of a great
19 year, great. If we get a bad year, you need to
20 know that you're getting your money.

21 COUNCILMAN IMBROTO: And that's
22 guaranteed without you -- without going into the
23 percentage of gross?

24 MR. CARL: Yes. So this way, you don't
25 have to sit there and like before, monitor

1 somebody's books. I think you have more important
2 things to do than that. So if you know the exact
3 fee you're going to be getting each year. This
4 way, you're guaranteed it, we take the gamble, you
5 take the gamble, but we want to know that we're
6 there, we want to know what our -- what we're
7 paying, and I think you guys want to know that
8 you're going to get revenue regardless of the
9 season.

10 COUNCILMAN IMBROTO: But you're
11 interested in operating either/or --

12 MR. CARL: Both.

13 COUNCILMAN IMBROTO: Right. But if you
14 were to only be awarded one, you'd still be
15 interested in operating one or the other?

16 MR. CARL: That's a tough question.

17 COUNCILMAN IMBROTO: Well, because you
18 put -- you put in for them separately.

19 MR. CARL: Right. We put in for them
20 separately because the restaurants can operate on
21 their own. The problem with the concessions is
22 that there's no major kitchens there. We'd be
23 installing some and taking care of it, but in order
24 to be able to produce a number of the things, you
25 need to have the space and you need to have the

1 ability, so it would behoove everyone to put the
2 two together because of the consistency of the
3 ability to have a lot more things to offer.

4 But besides that, you have no conflict.
5 I can only imagine the first time that there's a
6 big event there and the two concessionaires are
7 fighting over, am I gonna do this, are you gonna do
8 this, the part -- is the middle of the parking lot
9 the dividing line? I mean, there's a lot of things
10 that you probably -- I mean, you know the facility,
11 but I would look at differently because do you
12 really want that? Do you want one calling, it's
13 not my responsibility, it's not my responsibility.
14 Someone drank. Did they drink on the beach side?
15 Did they drink on the other side.

16 There's a lot of things, and if you
17 have two operators, the way that they operate may
18 be quite different so you might have complaints
19 from one side and not from another.

20 It's not my fault, it is -- so you're
21 really setting up a situation that is in such close
22 proximity, that to have two vendors might cause you
23 a lot more problems than what you think.

24 COUNCILMAN IMBROTO: So for you,
25 clearly better to combine the two.

1 Would you be interested still, would
2 you be willing and able to operate just the beach
3 side concession if that to be what you're awarded.

4 MR. CARL: We would.

5 COUNCILMAN IMBROTO: And same for the
6 restaurant?

7 MR. CARL: Right.

8 COUNCILMAN IMBROTO: Okay.

9 Now you're -- if we combine two, you're
10 offering guarantee of 450,000 a year.

11 Do you have plus a percentage of gross?

12 MR. CARL: No, no percentage of gross.

13 COUNCILMAN IMBROTO: No percentage of
14 gross?

15 MR. CARL: No.

16 COUNCILMAN IMBROTO: Okay.

17 MR. CARL: The only thing that we would
18 offer a percentage of gross was if we did other
19 services that are not food related.

20 COUNCILMAN IMBROTO: Okay.

21 So the percentage of gross is only for
22 something like cabanas or umbrellas, things like
23 that.

24 MR. CARL: Right. We felt that the
25 easiest, best way was to be able to give you a

1 number that some years we might come out a little
2 better and some years, you guys might come out a
3 lot better.

4 COUNCILMAN IMBROTO: Do you think your
5 numbers are realistic?

6 MR. CARL: We think our numbers are
7 realistic because we believe that what we will do
8 here is we will not just take what everybody's been
9 going on, how much can you serve during the day,
10 but rather promote the nights to be able to give us
11 day and night and give us a lot more opportunity to
12 have added revenue.

13 COUNCILMAN COSCHIGNANO: I have the
14 initial yearly if I combine them at 420.

15 Is it 420 initial or 450?

16 MR. CARL: 420, but what we're doing is
17 giving a \$30,000 jump if you give us both, so we're
18 giving you a kicker if you award us both.

19 COUNCILMAN COSCHIGNANO: Got it.

20 COUNCILMAN IMBROTO: But if you are
21 just awarded the ocean side concessions, your offer
22 of rent is significantly higher than some of the
23 others.

24 You think that number is still
25 realistic if you're just operating the beach side

1 concession?

2 MR. CARL: Yes.

3 COUNCILMAN IMBROTO: Okay.

4 SUPERVISOR SALADINO: Just a few of the
5 questions I've been asking of everyone.

6 I don't know if you've touched on it,
7 beach delivery.

8 ANDREW: Oh, yes. I think you stepped
9 away for a moment.

10 SUPERVISOR SALADINO: Okay. I
11 apologize.

12 ANDREW: We actually, we've been
13 working with an app developer, preliminary just to
14 see if it's available. An app that would work with
15 both IOS Apple and Android.

16 SUPERVISOR SALADINO: So that's a yes?

17 ANDREW: Yes.

18 SUPERVISOR SALADINO: Boat delivery?
19 Delivery on the marina side as well?

20 MR. CARL: We intend for the marina
21 to -- there's a structure there. It's basically
22 dead. We intend to bring it back to life. We
23 intend to utilize it.

24 We also feel that we have an
25 opportunity here since there are so many residents,

1 to incorporate a camp over in that area.

2 We're hoping that we'll be allowed to
3 do that because there are many kids that need a
4 place that are being dropped off. We didn't know
5 whether we'd have that opportunity. It's not
6 contingent on the money that we're giving you, but
7 we'd like to, if there's a possibility of being
8 able to do that, we'd like to do that, and by
9 redoing over that facility, we could then -- kids
10 would have their own separate area. They would
11 have their own spot to be able to eat and enjoy the
12 facilities.

13 COUNCILMAN IMBROTO: You're proposal
14 does mention the cabanas.

15 You're interested in doing it with or
16 without the cabanas?

17 MR. CARL: With or without. I was told
18 before, don't even look at it so we're okay. We
19 did offer a -- if we were allowed to build cabanas,
20 which we would do at our own expense, we -- the
21 Town would get a flat fee for each cabana that we
22 erected.

23 COUNCILMAN IMBROTO: What would that
24 fee be?

25 ANDREW: \$1,000 per cabana unit.

1 MR. CARL: Per year.

2 COUNCILMAN IMBROTO: And how many
3 cabanas were you proposing to build?

4 ANDREW: It was going to be in two
5 phases. The initial phase would be 250 units and
6 if all service well, an additional 250 after that
7 for a total combination of 500.

8 COUNCILWOMAN ALESIA: How many families
9 could you fit per cabana?

10 ANDREW: Per cabana?

11 It would be one family per cabana.

12 COUNCILWOMAN ALESIA: Many of the beach
13 clubs on the South Shore allow shares so would we
14 be doing that?

15 MR. CARL: We would be doing that. We
16 would also set up lockers. What we wanted to do --
17 we look at this as an opportunity for the Town to
18 really take the beach that they have there and
19 really make it so that people want to come and now
20 they're coming on a regular basis.

21 You have all these people that are
22 coming there, they might have lounge chairs, they
23 might have towels, but that does not exist.

24 COUNCILMAN IMBROTO: What would you
25 charge for a cabana?

1 MR. CARL: We had some rough pricing
2 which would be similar to what other beach clubs
3 are charging.

4 COUNCILMAN IMBROTO: I'm not in the
5 cabana business.

6 What's a cabana go for?

7 MR. CARL: They're running between 5
8 and 7,000.

9 COUNCILMAN IMBROTO: And then the Town
10 would have a percentage of the cabana business?

11 MR. CARL: We were offering based on
12 5 -- we were figuring 5,000 because we wanted to
13 get the people in. We were offering what amounts
14 to be 1,000 of that.

15 COUNCILMAN COSCHIGNANO: I would think
16 the cabana would need to be a separate project. I
17 don't think we could consider it as part of this
18 proposal.

19 MR. CARL: We understood that, but
20 having the concessions there and having the ability
21 to do it could then lead into another opportunity.

22 COUNCILMAN COSCHIGNANO: Sure.

23 MR. CARL: And could bring you
24 potentially upward of a half-a-million dollars more
25 a year without any expense.

1 COUNCILMAN COSCHIGNANO: No, agreed,
2 but it's just I think everybody's has to be on the
3 same playing field and I don't think everybody's
4 discussed cabanas.

5 MR. CARL: We certainly understand
6 that.

7 We're here for the -- we're here for
8 the facility, we understand. And again, it's a
9 public private partnership. We're not trying to
10 push anything on you or say something's contingent.

11 We are here to work with you, but in
12 some of our ideas that we've had, these are some of
13 the things that came up to develop the property.
14 Over time, you might want to do this, because it's
15 found money on existing property.

16 COUNCILMAN COSCHIGNANO: No, I
17 understand that.

18 SUPERVISOR SALADINO: Just to finish up
19 if I may, just on some of these questions.

20 What are your hours of operation at the
21 marina?

22 ANDREW: Excuse me, I'm sorry. Let me
23 pull up that.

24 So marina operations on the weekends
25 are going to be 6:00 a.m. to 6:00 p.m.; during the

1 weekdays, will follow the same hours of the beach
2 concession which will be 9:00 a.m. to 11:00 p.m.

3 SUPERVISOR SALADINO: Okay.

4 And you dealt with the issue, you will
5 do delivery on both sides? You'll deliver to the
6 boats, you'll deliver to people on -- anywhere on
7 the beach?

8 MR. CARL: We're going to be very user
9 friendly. All of the things that have been
10 mentioned here. Everybody that has come and all
11 the questions, we're all in sync. Most of the
12 people here have brought up similar things.

13 We want to do this, we want to be
14 there, and if there's something that we didn't talk
15 about, we're open to do it.

16 COUNCILMAN IMBROTO: And you are
17 planning to operate the beach side concession at
18 night as well? Is that what you just said?

19 MR. CARL: The beach side concession is
20 going to close at dark pretty much because if not,
21 you're lost out there.

22 COUNCILMAN IMBROTO: Okay.

23 MR. CARL: That would vary based on
24 the --

25 COUNCILMAN COSCHIGNANO: I just have

1 one question.

2 Will you be present later because the
3 Board's going to do some deliberations and
4 discussions in the work session format and not
5 related to this particular topic, but we will
6 discuss some of the others.

7 MR. CARL: I will be here.

8 COUNCILMAN COSCHIGNANO: And I know you
9 mentioned before that you were involved with the
10 Tappen Beach concession last year and I have some
11 specific questions related to our determination on
12 that, that I think you would be very helpful and
13 shedding some light on.

14 MR. CARL: I will be glad to be here.

15 COUNCILMAN COSCHIGNANO: So if you're
16 going to be here, I think that would be helpful.

17 MR. CARL: I'll just be late for Billy
18 Joel, but I'll be here.

19 SUPERVISOR SALADINO: We'll move it
20 along.

21 MR. CARL: Billy can wait.

22 SUPERVISOR SALADINO: Thank you so
23 much.

24 The next group is J & B Restaurant
25 Partners.

1 Please get started if you don't mind.
2 I just have to step out for one moment. I'll be
3 right back.

4 Thank you.

5 Good afternoon. I will be right back.
6 Just get started with that.

7 MR. VITRANO: Good afternoon.

8 We were up here before. I don't know,
9 as much as I love talking about myself and
10 wondering if you wanted me to reiterate everything
11 about myself or would you like me to just get into
12 our --

13 COUNCILMAN IMBROTO: No. I think we
14 should focus on your proposal, but just for the
15 record, you operated Jones Beach, you've been doing
16 that for a number of years. You're in this field.

17 MR. VITRANO: Yes, that's correct.

18 We are very -- we're qualified, we've
19 been in the concession business and restaurant
20 business for some 20 odd years.

21 COUNCILMAN IMBROTO: In your opinion --
22 just because I'm trying to get as much information
23 from people who are in this field, is it important
24 that these two operations be run by a single vendor
25 or can they successfully be split?

1 MR. VITRANO: I think it can be
2 successfully split. We're more than capable of
3 running both, but I think you can do...

4 COUNCILMAN IMBROTO: And you're
5 interested in running both?

6 MR. VITRANO: Either one.

7 COUNCILMAN IMBROTO: Either one.

8 MR. VITRANO: Yes, either one. Very
9 good.

10 With that, I'd like to bring Dawn up
11 and she'll go over -- what we see for the beaches.

12 MS. PETITE: Okay.

13 Our vision for the concessions at Tobay
14 Beach will be as follows: The main concession, we
15 see a huge opportunity improving the sales and
16 service at this location. We will be adding some
17 standard concession food as well as healthy menu
18 items, fruit -- fresh fruit cups, yogurt cups,
19 assortment of salads and wraps, and fresh made
20 smoothies.

21 We'll also be adding roasted fried
22 chicken. Roasted chicken is a hand breaded chicken
23 that's cooked with a sealed pressurized system,
24 like a pressure cooker that locks in the natural
25 juices, flavor and freshness.

1 The process is a closed system that's
2 timed to perfection assuring a golden, perfectly
3 cooked chicken every time. When we ran the Jones
4 Beach concession, this was a favorite of all the
5 beachgoers and increased sales almost 15 percent at
6 every location that had it.

7 We have a kids' menu for children 12
8 and under and a \$1 menu. We'll be offering a full
9 ice cream menu with hard and soft ice cream and we
10 plan to modify the bar to separate it from the
11 concession area allowing access to both windows.
12 If you know right now, the bar kind of goes halfway
13 through one of the windows so we need to have
14 access to be able to generate the turn time that we
15 want to at the window. We were able to -- just to
16 give you an idea of, talking about the volume of
17 the air show, we were able to a turn time of guests
18 of just slightly over one minute, under 70 seconds,
19 and that's critical when you have events as large
20 as the air show.

21 Just outside the concession under the
22 tented area, we're proposing creating an enclosed
23 high top seating area restaurant called Sea Shells.

24 We feel this is a unique opportunity to
25 increase sales by offering a customized menu while

1 enjoying one of the most beautiful ocean views on
2 Long Island. We'll offer various activities for
3 the children at this concession, such as sand
4 castle building, scavenger hunt, arts and craft
5 classes. And if permitted by the Town, we'd like
6 to propose adding a beach cart on the beach.

7 The cart will be an additional service
8 to accommodate those people with small children and
9 those people who do not wish to walk up to the
10 concessions. The cart will carry such items as
11 cold beverages, snacks, ice cream, hats, suntan
12 lotion, flip-flops and kids' toys.

13 A fresh coat of paint on the interior
14 of the entire concession building. We'll be
15 upgrading the equipment to improve the food quality
16 wherever necessary.

17 For the east and west concessions,
18 we'll be offering an upgraded food menu. In
19 addition to the menu, the standard menu of
20 hamburger, hot dogs, chicken fingers and fries,
21 we'll be selling fresher healthier products such as
22 fresh fruit cups, yogurt, and an assortment of
23 fresh made daily salads and wraps.

24 Again, we'll be offering a kids' menu
25 and a \$1 menu.

1 In addition to the standard variety
2 beverages, we'll be adding smoothie area where we
3 can make fresh smoothies on call. If allowed by
4 the Town, we're also proposing making upgrades to
5 the landscaping outside of the east and west
6 concessions.

7 At the west concessions, we'd like to
8 propose installing bike racks since this concession
9 is adjacent to a bike path.

10 Again, we have to take a look at the
11 equipment and determine what upgrades are
12 necessary. For the tunnel access building, we're
13 recommending that this building be used as a
14 souvenir shop and in addition to souvenirs, we
15 would feature the Tobay Beach logo attire,
16 sweatshirts, T-shirts, tank tops, yoga pants, hats.

17 We'll also be selling an assortment of
18 beach products such as suntan lotion, chairs, beach
19 umbrellas, towels, sunglasses, kids toys,
20 et cetera. This location is -- also seems to be a
21 perfect area to rent those items. If they'd like
22 to rent beach chairs, umbrellas and bicycles, if
23 allowed by the Town.

24 I'd like to bring Joe back up to speak
25 to you about the marina.

1 COUNCILMAN COSCHIGNANO: Do you rent
2 those items at Jones Beach?

3 MS. PETITE: Yes.

4 COUNCILMAN COSCHIGNANO: And it's
5 allowed per as your contract?

6 MS. PETITE: Yes.

7 COUNCILMAN COSCHIGNANO: Thank you.

8 COUNCILMAN IMBROTO: Hold on.

9 Is there going to be a revenue share
10 in -- as part of this with the apparel and --

11 MR. VITRANO: Yes, the same 15 percent.

12 COUNCILMAN IMBROTO: The same 15
13 percent?

14 MR. VITRANO: We do -- today we do the
15 pedal bikes at Jones Beach right now. We also have
16 the fat tire bikes which you can ride actually on
17 the beach, so...

18 COUNCILMAN IMBROTO: Do you think that
19 it would be possible to open for less than -- I
20 mean, you're proposing \$107,000 in capital
21 improvements up front?

22 MR. VITRANO: We're proposing \$500,000.

23 COUNCILMAN IMBROTO: But in 2017?

24 MR. VITRANO: Oh, yes. Absolutely.

25 COUNCILMAN IMBROTO: And you think you

1 could open for that because previous presenters
2 said you couldn't open for less than 300, you
3 couldn't open for less than 250.

4 MR. VITRANO: Depending on equipment,
5 we have \$530,000 in capital. We kind of space it
6 out over the ten-year period. It will be part of
7 my financial proposal.

8 COUNCILMAN IMBROTO: So you'll put in
9 whatever you need to to be open for the season?

10 MR. VITRANO: We have allocated
11 500,000. If it costs us more than 107 for the
12 first year, we'll use that money. We'll advance
13 using that money.

14 The marina, we have two pictures of the
15 marina. The marina, we feel has additional
16 potential for Friday, Saturday, Sunday sales with
17 the addition of a small bait and tackle shop. As
18 you can see, the original marina looks like it
19 hasn't been renovated in quite some time.

20 Our new marina -- you can show that
21 picture, Dawn -- will carry such items as charcoal,
22 hamburgers, hot dogs, drinks, paper goods,
23 toiletries for the boaters. We're going to put a
24 bait and tackle shop in there. We already own a
25 bait and tackle shop at Jones Beach, Field 10.

1 We'll provide daily healthy food
2 options such as the fresh made salads, smoothies
3 and healthy conscience fruit cups. It will also
4 provide a kids' meal menu and a \$1 menu for
5 children.

6 If you look at the potential there and
7 the difference, we also propose painting the
8 interior of the concession, and if approved by the
9 Town, we'd also like to add an exterior awning and
10 a bar that will serve its boaters at nighttime, on
11 weekends, and also provide a nice place to sit down
12 for entertainment that we plan on doing there on
13 weekends as there are no lifeguards and we think
14 this would be a great location to do that.

15 In addition to the standard beverages,
16 beer and wine at this location. We'd also propose
17 a specialty cocktail menu. I think it's in the
18 proposal as well, and we'll also hold monthly
19 fishing tournaments, which we do right now at Jones
20 Beach.

21 I've already talked about marketing.
22 We have affiliations with all the radio stations
23 and Newsday. We have spent millions of dollars
24 with those people and we're going to create a
25 social media Facebook page. We're going to

1 introduce the same iPad, IOS, digital menu board
2 systems here to provide improved service,
3 accounting reporting and cloud reporting.

4 As far as our financial commitment,
5 we're going to offer \$100,000 annual revenue or
6 over the term of ten years with a 3 percent
7 increase, it will be \$1,153,000.

8 In addition to that, we've allocated
9 530 guaranteed dollars for capital for a total
10 ten-year commitment of \$1,680,000.

11 And the reasons why J & B, you know,
12 Long Island grassroots company. We know the Long
13 Island market, we've been a concessionaire, we've
14 been a bait shop operator, we've been a
15 restaurateur, we have 2,000 employees -- over
16 2,000 employees here. We're never understaffed.
17 And we also offer our seasonal employees full time
18 employment both before and after the season.

19 So we are always 100 percent staffed at
20 these locations. That's how we can get the window
21 times down to 70 seconds during a jet show when we
22 did almost half-a-million dollars in two days worth
23 of sales -- two-and-a-half days worth of sales.

24 COUNCILMAN IMBROTO: As someone who has
25 operated beach concessions in the past year, in

1 your opinion, this is a reasonable number, \$100,000
2 a year? That's easily attainable based on your
3 sales?

4 MR. VITRANO: Yes, I think you heard
5 the number thrown out. We're really right there.
6 I think you heard anywhere from 350 to 5 or
7 \$600,000 when we did our bid because we ran
8 concessions just judging by the landscape.

9 I feel the sales there should be no
10 less than 4 to 500,000 and could possibly hit 5 to
11 \$600,000. That, of course, is not counting the
12 beach attire and rentals and whatnot. That's
13 probably a pretty good solid number.

14 COUNCILWOMAN ALESIA: Just to reiterate
15 for Councilman Coschignano because he wasn't here
16 this morning, J & B had talked about doing some
17 merchandising with Town -- I don't know, you might
18 have been watching on the live stream.

19 COUNCILMAN COSCHIGNANO: No, I didn't
20 see it, but I just picked up on what they had
21 mentioned before.

22 COUNCILWOMAN ALESIA: They had talked
23 about those kind of Martha's Vineyard style
24 sweatshirts, T-shirts, that kind of thing and they
25 offered we'll go over it with you.

1 COUNCILMAN COSCHIGNANO: It's in some
2 of the handouts.

3 MR. VITRANO: We do it today at Jones --
4 well, not today, we'd do it if we were open at
5 Jones Beach and Cedar Beach right now.

6 SUPERVISOR SALADINO: I'm sorry.

7 This is at the marina, this concession,
8 so you'd have bait and tackle all year or when
9 would --

10 MR. VITRANO: During -- our scheduled
11 operation is in the portfolio. I believe we're
12 going to be open from April until about October/
13 November, and the bar will be open at night only,
14 just not to infer with anybody's -- it will be 4:00
15 to 10:00 at night with your approval on Friday,
16 Saturday, Sunday and holidays.

17 SUPERVISOR SALADINO: 4:00 to
18 10:00 p.m.?

19 MR. VITRANO: That's correct.

20 It's all in our presentation. We also
21 have a manpower chart in our presentation. It
22 shows that we have utility people there. It shows
23 that we have produce people there. We have a
24 general manager. We believe this concession will
25 take about 100 people to run between the marinas

1 east and west and the main concession. That's
2 part-timers and full-timers and the staff to manage
3 that Sea Shells restaurant.

4 SUPERVISOR SALADINO: Just to ensure --
5 it's very important to us that there's no litter on
6 our beach marina facilities.

7 Do you have someone who will be
8 dedicated toward making sure that all litter is
9 cleaned up and the receptacles are regularly
10 changed multiple times throughout the day?

11 MR. VITRANO: Yes.

12 In our manpower chart now, we have two
13 utility people. That will be from the time we open
14 until the time we close.

15 SUPERVISOR SALADINO: Two utility
16 people for the beach and the marina.

17 So does that mean one at each or you'll
18 move them back and forth?

19 MR. VITRANO: Two at the concessions
20 and the people at the bait shop marina will also
21 handle their area.

22 MS. PETITE: Marina opens two hours
23 earlier so you go from one to the other. And I
24 just want to let you know that we took over the
25 Cedar Beach concessions out of Brookhaven this past

1 season and one of the things they said to us was
2 exactly that, that they have gotten so many
3 complaints about the condition of the beach when
4 people would try to go in the morning walking or
5 the residents would go there. They told us they
6 got over 20 calls a week. We had zero the entire
7 season because we understand the importance of what
8 you're saying. It's a beach. It needs to be
9 beautiful.

10 SUPERVISOR SALADINO: This concession
11 is at the marina side.

12 What would -- I apologize, what are the
13 hours of that.

14 MS. PETITE: The marina, the marina we
15 have down from 8:00 to 7:00, the marina being open,
16 and that's based on our experience at Jones Beach.

17 A lot of people think because it's
18 fishing that it's 6:00 in the morning, but that's
19 commercial fishing, big boats. Nobody came down
20 before 8:00, but if there was a need, we would open
21 earlier.

22 MR. VITRANO: And on the weekends, this
23 will be open until 10:00, 4:00 to 10:00, if
24 permitted by the Town.

25 SUPERVISOR SALADINO: And you said you

1 had experience selling bait and tackle in other
2 locations?

3 MR. VITRANO: Yes. Right now, we
4 currently own the fishing bait and tackle
5 concession and food and beverage concession at
6 Jones Beach; Jones Beach, Field 10.

7 SUPERVISOR SALADINO: How do you deal
8 with the odor issue of bait and food out of the
9 same building?

10 MR. VITRANO: It's not even noticeable.
11 Both -- some of it is live bait, but most is
12 frozen. Everything else is lures and hooks.

13 SUPERVISOR SALADINO: So the majority
14 of it is all frozen?

15 MR. VITRANO: Yeah.

16 SUPERVISOR SALADINO: What would be --
17 what would you be selling live?

18 MR. VITRANO: The little teeny shiners
19 that they put in the tank. You scoop them out.

20 SUPERVISOR SALADINO: Okay, so you'll
21 have a tank?

22 MR. VITRANO: It's like a fish tank
23 except it's plastic.

24 SUPERVISOR SALADINO: No health
25 department issues with having live bait --

1 MR. VITRANO: Zero.

2 SUPERVISOR SALADINO: -- and food and
3 hamburgers and French fries at the same?

4 MR. VITRANO: Not at all.

5 SUPERVISOR SALADINO: Okay.

6 Just a couple of quick questions
7 because I asked these of the others.

8 Will you do delivery, food and beverage
9 delivery on the beach, to the boats?

10 MR. VITRANO: We've already -- you want
11 to talk about?

12 SUPERVISOR SALADINO: Covered that
13 already? I apologize.

14 MS. PETITE: We talked about a cart
15 that we would have down at the beach to be able to
16 service people. We've run carts at Jones Beach,
17 works fantastic, solves for really all the issues
18 and they're rolling carts so they move. So you're
19 actually walking up and down the beach, almost like
20 a beach peddler.

21 SUPERVISOR SALADINO: Do you have or
22 have you had any relationships or have anyone in
23 your organization had any relationship, financial,
24 business, any relationships with the previous
25 concessionaire?

1 MR. VITRANO: No.

2 Only what we read in the paper.

3 SUPERVISOR SALADINO: So none at all?

4 MR. VITRANO: None at all.

5 SUPERVISOR SALADINO: Okay.

6 And value menu items?

7 MR. VITRANO: Yes, we already talked
8 about that. We're going to have a kids' menu.

9 SUPERVISOR SALADINO: That's right. I
10 apologize.

11 MR. VITRANO: In all three of the
12 concessions, the main, east, west and the marina
13 and a dollar menu as well.

14 SUPERVISOR SALADINO: Dollar menu.
15 Okay.

16 Thank you very much.

17 Anybody else?

18 MR. VITRANO: Thank you, Supervisor.

19 SUPERVISOR SALADINO: Thank you.

20 That was J & B and now D & J
21 Refreshments.

22 How are you today? Good afternoon.

23 MR. PARKS: Thank you for entertaining
24 these proposals over the last two days.

25 I am John Parks from D & J

1 Refreshments. You haven't seen me in the prior
2 proposals because I am not interested in doing the
3 restaurant end of this food service. I run food
4 concessions for municipalities. I do not run
5 restaurants or catering operations.

6 I started the company in 1982 and I was
7 the vendor at Tobay Beach from 1989 to -- I'm
8 sorry, from 1989 to 1993 and from 2000 to 2004,
9 prior to the last contact that you had.

10 I currently am vendor for the Town of
11 Oyster Bay in the pools and ice skating facilities.

12 What I would like to do or my vision
13 for Tobay Beach is to give it back to the
14 residents. There's been very aggressive proposals,
15 excellent proposals made over the last two days. I
16 watched on live stream yesterday and I've been here
17 today. I think a lot of the things that people are
18 offering are going to impede the ability for the
19 residents to enjoy their day at Tobay Beach.

20 We are going go into the concessions
21 and run them as food service, snack bars, food
22 concessions that offer great products at fair
23 prices with a wonderful staff of friendly,
24 knowledgeable and educated people in the food
25 service industry that know how to handle food and

1 will abide by the Nassau County Department of
2 Health Regulations and provide your residents with
3 the opportunity to come up, once again, to the
4 concessions at Tobay Beach as we did when we had
5 the two other contacts and get a very, very good
6 product at a very fair price.

7 In 2005, of course, the Town went
8 another way. They saw the need for restaurants and
9 that was fine with us. We didn't participate in
10 that bid, but we did participate in the bid for the
11 ice rink and pool concessions, which we currently
12 are running.

13 Our vision, again, is to bring these
14 concessions back to food service operations, food
15 concessions. I don't want to run them as bars. I
16 don't want to bring pina coladas to the ocean.
17 Some people do and that might be a great -- that
18 might be a great thing. I don't want to put a
19 restaurant on the deck outside the main ocean
20 pavilion because that is for your residents. I
21 want to provide a service to the residents of the
22 Town of Oyster Bay. I want to do it fairly for the
23 Town. I want to be able to pay my obligation to
24 the Town. I want to be able to pay the residents,
25 that they deserve.

1 The last couple of years, it's been
2 really tough down there for them. I believe the
3 last time the marina concession was even open was
4 prior to the 2014 season. We're going to bring the
5 marina concession back as we had when we operated
6 Tobay Beach which is 7 o'clock in the morning to
7 6 o'clock in the afternoon on weekends, and, to be
8 honest with you, as we see necessary during the
9 week.

10 Again, this is an aggressive
11 opportunity here. The conditions of the beach
12 concessions both along the ocean, the main
13 pavilion, the east and the west, are just --
14 they're in great need of making them safe and
15 sanitary to operate for the public right now.

16 Okay. When I say safe, the electric,
17 the plumbing, for both the people that are on my
18 staff that work there and for the Town residents
19 and for the Town employees. We need to invest into
20 those properties to get a solid food service
21 concession operation for the residents.

22 We want the residents to be able to
23 come with their families, enjoy a day at the beach,
24 come to the concession, get a fair price and get
25 good service.

1 The one thing that I offer that the
2 other people don't is it's me. I'm a very small
3 company. I run -- like I said, I've been doing
4 this since 1983, but I run concessions for the
5 Village of Garden City, the Village of Floral Park,
6 the Town of Oyster Bay and the Town of Huntington.

7 I have great relationships. I hope you
8 guys had the opportunity -- you all had the
9 opportunity to look at our Letters of
10 Recommendations, as well as check references on all
11 the vendors to see that what we do is, we work with
12 the Town. We want to bring this back to public
13 private partnership.

14 Being too aggressive may not be the
15 answer. I think we've had very aggressive attempts
16 over the last couple of years and they've failed.
17 I want to bring it back to a public private
18 partnership. I want to get with the park managers
19 like we did years ago and see what needs to be
20 done, where the clean-up areas need. We are
21 responsible for our area. What is the Town
22 responsible for?

23 I don't want to promise you things in
24 these operations that can't be delivered. I know
25 what the volume is at Tobay Beach. I was there for

1 ten years. I know what exists. I know what the
2 opportunities are. But I also know what the
3 situations are that you have to be aware of.

4 And in order to do this the right way
5 to give it back to the people, I would like to have
6 a nice partnership with the Town of Oyster Bay to
7 achieve that goal. As far as my menu goes, we are
8 definitely going to bring a high quality concession
9 product to the concessions at Tobay Beach.

10 The standard items will be hamburger,
11 which will be a quarter-pound black Angus burger, a
12 frank which will be a Nathan's frank. We'll bring
13 high quality fries. We fry in a Wesson fry oil
14 which is a cottonseed canola oil which is much
15 different than a lot of the concessions use a cheap
16 soybean oil and just fry up everything.

17 You know, you have to blend quality
18 with the offering to the Town and the service to
19 the residents and I think that's what I've done in
20 my proposal. I want to be successful for your
21 residents. That's what will make this great.

22 We have -- like I said, our normal
23 offerings of hamburgers, hot dogs, cheeseburgers,
24 chicken tenders, French fries. In the main
25 concession, we will have salads, we'll have fruit

1 cups, salads, wraps, grilled chicken sandwiches,
2 turkey burgers, things of a healthy nature.

3 In the east and west, we are going to
4 implement those as well. There's a great need in a
5 short amount of time for renovation and equipment
6 in these facilities. I would love to talk about
7 what that to do with the facade, what to do on the
8 deck and everything else. We need to make these
9 concessions safe and sanitary. We need to make
10 sure that everything we do in there, everything we
11 prepare in there, we have the proper sinks, the
12 proper hot water, the proper Sanitation and the
13 knowledgeable staff to do it.

14 So to say that I can do things in the
15 west concession -- it's a very small building, a
16 very small operation with limited storage, limited
17 sinks, may not be able to do it. So what I want to
18 do is I want to bring it back, I want to scale it
19 back, I want to give good service to the residents.
20 They'll get menu variety. They'll get great
21 offerings. They'll get their fresh fruit cups and
22 their salads and their wraps, but we have to be a
23 little careful on how aggressive we are with the
24 offerings to the public.

25 So, I just wanted to -- that's a little

1 different spin on it than you have heard and I have
2 heard. Like I said, I've heard some great
3 aggressive proposals. Mine is to scale it back and
4 give it to the residents. That's what I'd like to
5 see done.

6 I know I can do it. I've done it
7 successfully since 1983. I did it successfully at
8 Tobay Beach. I enjoyed going down there for the
9 tour. I saw some of the same employees that were
10 down there when I was down there years ago. I
11 would love to go back and do that.

12 There's also an issue with the alcohol.
13 People are concerned with the alcohol. When we had
14 Tobay Beach, we offered beer on the ocean side.
15 The ocean side is a family friendly operation. We
16 want it to be that way. We want people to enjoy
17 their day. We will sell beer. We'll have a craft
18 beer, we'll have a domestic beer, but we're going
19 to limit our beer sales to not 21, but 23 years of
20 age.

21 This is a time when young adults are
22 getting their cars, they're going down to the beach
23 in the Summer, they're not that -- they don't
24 always use the best judgment so we want to help
25 them with that. We want to sell beer at Tobay

1 Beach. We want to sell it to people that are 23
2 and older and we'll limit their sales to two beer
3 purchases per sale. That's just one of the things
4 that I think we can do to bring this back to the
5 Town. We really want this to be a partnership
6 between the Town and the vendor.

7 I don't want to take Tobay Beach and
8 never speak to your managers and never speak to the
9 Parks Department. I want to have a good working
10 relationship and what we can do to satisfy your
11 residents.

12 Another thing we do for the residents
13 in all of our concessions, and you can see it in
14 the Town of Oyster Bay concessions that we
15 currently operate, we have a nutrition and allergy
16 book. Today, it's amazing how many children have
17 problems with peanut allergies or weed allergies.

18 In our concessions, you can go ask the
19 manager or the clerk, my son has a food allergy, my
20 daughter has a peanut allergy. Hold on. We have a
21 book, and in that book it lists all the items that
22 we sell, and it lists all their nutritional value
23 and it lists the allergens. It's been a great item
24 for parents who are concerned when they bring their
25 children to public facilities.

1 There are actually some people that
2 say, we know when we drop him off to skate here, we
3 know he can have the chicken tenders and fries
4 because we've look at the allergy book and we don't
5 have any problems with him having that. So it's a
6 nice service that we offer to the public as well.

7 Our staff, our staff has to be the
8 example of me. I'm in every location every day. I
9 get around. You see me if you know the ice rinks
10 and the pools right now. I'm out there working. I
11 don't have a huge company. I have a couple other
12 concessions with a couple other municipalities,
13 which I have long term relationships with, but my
14 staff has to know that if your son comes up and
15 orders an ice cream cone and he drops that ice
16 cream cone when he's paying for it because he's
17 fishing for his money, he's got to get another ice
18 cream cone, no charge. If your kid comes up and he
19 has no money, he's going to get an ice cream cone
20 and you're going to bring the money later. That's
21 the way we operate. We operate as friendly to the
22 residents and we want to be a good partner to the
23 Town of Oyster Bay.

24 Now, we are asking the Town to do
25 certain things. There are some major flaws in the

1 concessions at Tobay Beach. There's do doubt. And
2 in the back of my proposal, I have listed some of
3 the things that, you know, I don't think you want
4 to go through each and every thing now, but I think
5 working together with the Parks Department and with
6 the Town, we can conquer some of the illls that are
7 down there.

8 We have a capital plan of \$70,000 over
9 the first two years. That's to get the equipment
10 safe and make the operation sanitary for the
11 public. I don't feel right now that the locations
12 are able to do that so we need to work on the
13 plumbing; we need to work on the cooking equipment;
14 we need to work on the storage.

15 Food storage at the beach is very
16 important, especially with temperature variations,
17 we need to make sure have the proper refrigeration,
18 we have the proper equipment there to store and
19 properly sell the items that we have on our menu.
20 To build our menu then we have to build the
21 equipment behind it, but there are other things
22 that we're asking the Town to participate in.

23 There are structural things with the
24 buildings; the roll up gates, the hot water
25 heaters, which also serve your residents in the

1 showers. We share some of these things that we do
2 not want to take responsibility for. So there's a
3 list in the back, and it was a part of the proposal
4 of objections.

5 I've clearly stated that. I don't want
6 to come in here and pretend that I can do
7 everything that needs to be done in these
8 locations. What I can do is bring great service
9 back to your residents. I can give you a fair
10 proposal to the Town and we'll have very, very
11 happy people down at Tobay Beach.

12 Another thing I want to just mention
13 is, Councilman, I think your concern is working
14 with the restaurant side and the concession side.
15 We will have no problem working with whoever is in
16 the restaurant side. We will obviously draw
17 guidelines with the Parks Department.

18 One thing I think -- we can't go back,
19 but the concession at the spray park, if that had
20 been with the concessions, you would have had two
21 restaurants that would operate as restaurants and
22 you would have had your concessions operating as
23 concessions, so that's something we're going to
24 have to work on. We'll have to work with the
25 restaurant operator and we're going to have to

1 figure out how we can not compete.

2 We don't want to sell a hamburger for
3 \$5.00 and he's selling it for 6.00 or 4.00. So
4 that's something we're going to have to work on.
5 If you know my history with the Town, which I've
6 been servicing the residents of the Town of Oyster
7 Bay for 25 over the last 30 years, I'll think
8 you'll understand that that can be easily achieved.

9 COUNCILMAN IMBROTO: Thank you.

10 I have a couple of questions.

11 Your financial is significantly lower
12 than some of the others.

13 MR. PARKS: Absolutely.

14 COUNCILMAN IMBROTO: Why?

15 MR. PARKS: I know the volume at Tobay
16 Beach. I know what has to be done.

17 COUNCILMAN IMBROTO: Do you think the
18 other proposals are unrealistic?

19 MR. PARKS: I'm not saying that.
20 Everyone has their own opinion. I don't want to
21 provide -- okay. So in order to gain the volume
22 that you need to gain to do the numbers that a lot
23 of the proposers are offering you, which is a nice
24 opportunity for the Town obviously, are you going
25 to affect my day at the beach? Am I going to go to

1 the beach and there's going to be a bar mitzvah on
2 the deck --

3 COUNCILMAN IMBROTO: I think it's
4 important that we don't lose sight of what we're
5 doing here.

6 MR. PARKS: Well, this is what happened
7 over the last ten years. See, what I want to do is
8 bring it back. You see, what happened over the
9 last ten years was a travesty to the residents
10 because they couldn't get serviced. The marina
11 concession has not been open for two years.

12 COUNCILMAN COSCHIGNANO: So I think
13 what he's saying is a different approach.

14 MR. PARKS: It's a totally different
15 approach.

16 COUNCILMAN COSCHIGNANO: Your bid or
17 your number is a reflection on your different
18 approach?

19 MR. PARKS: Absolutely, 100 percent.

20 You're not going to see me run a
21 restaurant on the deck. You're not going to see me
22 run -- I'm not going to have an app to deliver food
23 down at the beach. I will have carts to service
24 the beach. I'm not going to run an app to have
25 food down on the beach. That is a two-edge sword.

1 You bring a lot of litter. I would
2 like to create the deck -- again, over the years
3 they have put some sort of a gating system around
4 the part of the deck where they had the bar laid
5 out. I'd like to eliminate all that. Bring
6 tables, chairs, seating. Bring it back to the
7 residents. That deck is for the residents. It's
8 not for me. I'm here to serve the residents.

9 Obviously, I do this to make money.
10 I'm not a charitable organization. I'm not saying
11 that I would ever be that, but I want a long-term
12 relationship like I have with the Town already. We
13 have a great relationship. Any parks personnel or
14 commissioner, please call them. Please call anyone
15 that's ever worked in any of my locations in the
16 Town of Oyster Bay. You will not hear any problems
17 at all.

18 If there's a problem, we get on it
19 immediately. If there's an issue, there's a
20 customer service issue, it's taken care of
21 immediately.

22 We have a relationship with Towns for
23 25 and 30 years.

24 The Village of Garden City, 28 years;
25 Village of Floral Park, 29 years; Huntington, 17

1 years; Oyster Bay, about 25 out of the last 30
2 years, so we understand what has to be done in
3 order to get the concessions back to being
4 concessions. And if that's what you want, I'll
5 gladly do it and I'll do a great job.

6 If you want an aggressive plan that
7 offers you hundreds of thousands of dollars and
8 restaurants on the deck and parties and alcohol and
9 pina coladas on the beach side, that's not me. Not
10 going to do it. I want to be as open and honest
11 with the Town as I possibly can. I want to
12 disclose everything. I want to be able to deliver
13 what I tell you I can deliver and not make false
14 promises.

15 And I'm not saying the other people
16 are. I'm not criticizing any of the presenters
17 that have been here. They've been very aggressive.
18 They're all professionals in their business. I run
19 snack bars and food concessions. That's what I do.
20 And that's what I would like to do at Tobay Beach.

21 SUPERVISOR SALADINO: Just a couple of
22 questions.

23 What plan do you have in terms of
24 picking up litter, protecting the environment?

25 MR. PARKS: Always, our staff is

1 responsible for the area around the concessions.

2 As far as on the beach, you know, as
3 far as I know, that's always been the Town and
4 we'll keep the concession areas -- we always had a
5 guideline of, you know, like 50 to 75 feet, we'll
6 keep it clean, we'll keep the garbage liners
7 changed. We'll keep it swept and we'll keep
8 condiment tables in perfect order. When you go to
9 get ketchup for your French fries or mustard for
10 your hot dog, you're going to have a nice clean
11 condiment station with the opportunity to get your
12 dressings and things.

13 COUNCILWOMAN ALESIA: I want to follow
14 up to ask, what are you looking for, if anything,
15 in terms of what the Town employees do to assist
16 you?

17 MR. PARKS: Sure.

18 So, again, if you go to the final
19 section where it says objections in the contract --
20 in the proposal, I've listed several, and they're
21 not really objections; they're things that we're a
22 partner in and we work together, so we will depend
23 on the Town for the garbage to be removed once we
24 set it in the proper receptacle behind our
25 locations or wherever the given area is.

1 And, again, this is the working
2 relationship we'll have with the beach manager, the
3 park manager to make sure that we don't impede on
4 the residents. Also, we're not going to create as
5 much garbage because we are going to do some of the
6 things that these other proposals are setting out
7 to do. Again, that's your choice. I'm not telling
8 you what to do. I'm telling you what I can offer.

9 I would like the structural problems in
10 the buildings addressed by the Town. There are
11 structural problems. The roll up gates are not
12 useable. The cage -- I call it the cage around the
13 main pavilion, I'm not even sure why it's there,
14 but it's an eyesore. It should be removed.

15 The residents are being blocked from
16 using that space. When the concession isn't open,
17 they can't have access to the patio if they're out
18 there for an off day when the concession's not open
19 and it's inclement weather or they just want to
20 stroll down on Tobay Beach, they can't access that
21 area. That should be removed.

22 The bar in the front -- the bar in the
23 front of the concession, that should be a removed.
24 One of the other vendors made a very good point.
25 You can't service the public at Tobay Beach at the

1 main concession with that bar there. There's not
2 enough physical frontage for the concessions to
3 operate properly if you leave that there.

4 It was put there originally first year
5 of the Singh Hospitality Group, which I have no
6 ties to and nobody in my company has any ties to.
7 They put it there and the Town asked them to stop
8 serving alcohol the first weekend. The first
9 weekend they operated, they put the big bar out
10 there, they had music, they had mixed drinks and
11 the Town went down and asked them to stop serving
12 there.

13 Since that time, it's really just been
14 an eyesore. People have tried ice cream bars and
15 different things, but really what it does is just
16 impedes you from really being able to service the
17 public and that's what we really need to do. We
18 need to service the public. We need to give this
19 back to the residents.

20 SUPERVISOR SALADINO: Just a quick
21 question, and I'm sorry for being repetitive.

22 MR. PARKS: That's okay.

23 SUPERVISOR SALADINO: But just to make
24 this very clear for the record and the public and
25 those watching on the live stream, you have just

1 stated -- am I correct in assuming that you just
2 stated that you have no relationship with the
3 previous concessionaire? No one you work with has
4 a relationship or has had any sort of business
5 relationship or any kind of relationship in the
6 past, currently or going forward, none whatsoever?

7 MR. PARKS: That is correct.

8 SUPERVISOR SALADINO: Okay.

9 Will you be providing -- what are your
10 hours of operation over at the marina?

11 MR. PARKS: At the main pavilion on
12 weekends, we'll be opening up for breakfast again.
13 I'm not sure that's been done over the past few
14 years, but we were very successful in our tenure at
15 Tobay Beach having provided breakfast for those
16 people who wanted to come down early.

17 So at the main, you'll be able to get
18 an egg sandwich. You'll be able to get muffins,
19 coffee, anything you need in the early morning.
20 We'll open at 8:00 to 6:00 on weekends. It will be
21 10:00 to 5:00 during the week. Of course, as the
22 weather dictates.

23 One thing you'll find about us is if
24 it's a busy day and you need us to stay, we're
25 going to stay.

1 The other thing you're going to find
2 about us is if the clouds start rolling in, we're
3 not shutting the gates on people. A lot of times
4 you go to a concession, weather is a little bit
5 shaky and all the sudden, they're rolling down the
6 gates, packing up and going home.

7 We're going to stay open. We're here
8 to provide service to the residents. Just like we
9 do in the ice rinks. We open the ice rinks
10 sometimes when there's one team playing. We'll do
11 \$30.00 in two hours, but we have to provide a
12 service to the residents and that's what we want to
13 do at Tobay Beach. So we'll stay open later if we
14 need to.

15 Same thing with the marina. The marina
16 is something that has to be reinvented. It hasn't
17 operated in a few years. The equipment is out of
18 code, the hood is out of code. We're going to
19 bring that back to code. The electric is pretty
20 much shot in the marina concession, so we have a
21 lot to do and we're ready to do it. We have the
22 people to do it. We've partnered up with a great
23 equipment company. They know all our needs for
24 these concessions. We've partnered up with a great
25 licensed hood and Ansel company to do the fire

1 suppression systems. Ansel is a manufacturer.
2 Fire suppression systems, some of them haven't been
3 inspected in two years.

4 SUPERVISOR SALADINO: What were the
5 hours at the marina?

6 MR. PARKS: I'm sorry.

7 So, 8:00 to 6:00 on weekends and then
8 we are going to evaluate the weekdays based on the
9 volume. That's as honest as I can be. If there's
10 no boats there, we're not going to open.

11 SUPERVISOR SALADINO: Thank you.

12 We appreciate your honesty and candor
13 very much.

14 Thank you for the presentation.

15 MR. PARKS: Thank you.

16 SUPERVISOR SALADINO: And it looks as
17 though there's just one more, and that's Dukes
18 Development.

19 And then right after this, we will
20 begin the public comment.

21 SUPERVISOR SALADINO: Hi.

22 MR. VALDINI: Any points for being
23 last? I don't know.

24 SUPERVISOR SALADINO: How are you this
25 afternoon?

1 MR. VALDINI: I'm great.

2 SUPERVISOR SALADINO: Thanks for your
3 patience.

4 MR. VALDINI: We're going to Billy
5 Joel, too, so we got to get out of here.

6 My wife's like you better get --

7 SUPERVISOR SALADINO: Okay.

8 Chances are, he'll be back though.

9 MR. VALDINI: Yeah, we'll be fine.
10 I'm going to start talking, Patrick.

11 My name is John Valdini. I'm happy to
12 be here. It's great to be last, but it's okay.
13 I'm a partner at FatFish Wine Bar and Bistro in Bay
14 Shore. We own it with my brothers. We've been
15 there for fifteen years.

16 Earlier, you guys were discussing about
17 environmental concerns. Going way, way back, I was
18 a recreation major in college, so I'm to finally
19 going to be able use it to the benefit of others
20 and I have a parks and rec degree from Delhi and
21 community recreation degree from York College of
22 Pennsylvania.

23 I'm currently 100 percent owner of
24 Dukes Development Corp. We're a construction
25 company and we do a lot of commercial work. We

1 have a lot of people in house. We take care of
2 business and we get things done fast. One of our
3 biggest customers, we've done 30 Go Health urgent
4 cares in the last two years, so we have a lot of
5 people. We get in and get out.

6 But we got into the restaurant business
7 fifteen years ago with my brother. I grew up in
8 Massapequa. We had the seven kids, Park Hill
9 Avenue, and you did football in the fall, baseball
10 in the Spring and you went to Tobay. You know, my
11 father would throw everybody in the car, no seat
12 belts, and you went to Tobay.

13 So an opportunity like this now to be
14 involved back in the recreation, the construction,
15 the restaurant and the family going back to Tobay
16 is great. I'm going to repeat a lot of things that
17 John just said, who just did his presentation
18 because our big point is giving it back to the
19 people also.

20 And what the other people propose, I
21 agree, it's great, but that's not what we're
22 looking to do here. We only put a bid in for the
23 concession stands. We have no interest in the
24 bigger restaurants. We going for the concession
25 stands.

1 The last fifteen years, like I said,
2 I've been a partner with my brother at FatFish, but
3 it really started 45 years ago at the Massapequa
4 Elks Club.

5 My Uncle Nappy was the maitre 'd and
6 the cook there. All my brothers, fathers, cousins,
7 we all dish washed, you know, served, anything
8 Uncle Nappy wanted us to do, that's what we did.
9 My father was always volunteering at St. William
10 the Abbot. We were always on the grill. We grew
11 up serving the residents and people.

12 Today, FatFish -- FatFish is a
13 waterfront restaurant in Bay Shore. We have about
14 250 seats. We have a large outdoor deck. I don't
15 know how many of you have been there before, but
16 we're right on the water. We have 80 to 90
17 employees during the Summertime. We serve about
18 45,000 meals during the six-month period so we're
19 very high pace, quick, but quality and service is
20 our main point.

21 My brother, Brian, is the chef there.
22 He runs the daily operation of everything. He was
23 with the Marriott's for a lot of years before we
24 bought the restaurant, he was also up in Europe for
25 a while and he's the executive chef there. Runs

1 the daily operation, executive chef, but he'll also
2 help us set up the basic restaurant going forward.

3 After -- if we're given the proposal,
4 then we'll feed in some of our people from FatFish,
5 but we're going to be looking to hire about 35 more
6 people.

7 FatFish, the setup, if you haven't been
8 there, kind of reminds you of the bay side
9 restaurants, but we feel we have what we have and
10 we're happy with that. We're not looking to
11 overextend. It's great that all these people have
12 all these properties, properties, but our goal
13 right now is FatFish and the concession stands on
14 the ocean side. We're not looking to take over the
15 world. We're happy with what we have. We're in
16 full control of what we have and we don't want to
17 strap ourselves.

18 I'm getting older not younger, and I'm
19 not looking to, you know, save the world.

20 As far as our menu -- my wife's here,
21 but I have to admit I eat at Wendy's a lot. Four
22 for 4, that's the way to go. A dollar menu is
23 good, but three for 3 -- where is she at? Sorry.
24 Three for 3, things like that, not just getting
25 something for a dollar, but like getting a small

1 burger or a chicken sandwich or a seafood taco,
2 couple of fries and a small water for three, that's
3 doable. That's doable.

4 As far as food, again, the basic foods
5 we'll stick with. The hamburgers, hot dogs, fries,
6 upgrade more fruit, salads, crab cakes, crab cakes
7 on the beach, wraps, fish tacos.

8 And as far as what we're proposing for
9 alcohol, beer and wine on the ocean side main
10 concession stand only. I know in the past, I
11 believe they sold it on the wings, the beer, but
12 we're not looking to do any alcohol except for on
13 the main concession stand.

14 As far as what we want to do -- again,
15 being in construction, so many times I go to
16 construction sites and you have an architect and
17 the owner of the building or the company that has a
18 plan and goes ahead and does stuff. We're
19 two-thirds done, and all of the sudden, the office
20 manager comes in or the person who works there and
21 says, why didn't you guys ask me, you can't fit
22 this, you can't fit that, you can't fit this. You
23 have to redo it. And it costs money.

24 So as this proposal was going forward,
25 I spoke to a couple of dozen people who attend the

1 beach all the time and I asked them what they want.

2 And one of the people I spoke to was
3 one of the old managers from -- I guess he worked
4 there probably about ten years ago. So all he --
5 do you know anybody from Singh? I'm like, geez, I
6 spoke to John, is that bad? I don't know.

7 But, this guy, John, worked there
8 probably eight or nine years ago and he accompanied
9 me when we did the equipment layout and he gave me
10 some background about the equipment, how long it's
11 been there. So I spoke to John. He was a great
12 help. I spoke to the manager, who was there last
13 year. I sat down with her. What are the
14 shortfalls, what do you see?

15 She's a Junior over at Adelphi. Great
16 kid. And if we do get the thing, she'll probably
17 come back in as an assistant manager because you
18 shouldn't have a 20-year-old running the whole
19 show. She's scheduled last year, she ordered the
20 food, she did everything last year and I felt bad
21 for her, but she would not be running the show.

22 But she gave me great information and
23 some of her stuff is definitely don't short staff
24 it because last year, he had them starting late and
25 they were always short people.

1 I don't believe in short staffing. We
2 will definitely staff as best as we can. Again,
3 with the FatFish well trained people that we have
4 and them bringing in other people also. I spoke to
5 my sister. My sister has five kids and goes to
6 Tobay all the time. Most important person in the
7 world.

8 I asked her, what do you think should
9 be done there? She says, keep the stands open a
10 little late. She says, don't have just kids
11 working there because that's been an issue in the
12 past. There will always be an adult manager on
13 site at all times. And she says, don't leave the
14 pretzels in the warmer too long because they get
15 too hard. They're important things because she's
16 the customer, she's the person with five kids who
17 uses that because it's a very inexpensive way to
18 entertain your kids. You go to the beach, you're
19 there the whole day.

20 The last person I spoke to, I spoke to
21 Arnie Pulsinelli. I played football with Arnie
22 Pulsinelli many moons ago. He used to run over me
23 and wipe his cleats. He's an excellent -- great
24 ball player. He was a lifeguard at the beach for
25 many years. The guy knows Tobay like the back of

1 his hands, but I sat with him and I talked with him
2 and I said, what do you want?

3 And like the gentleman said before me,
4 he said, give it back to the people. He said -- I
5 even wrote it down somewhere. He said, don't make
6 the beach something that it's not. He says, keep
7 it simple for the people, and that's what we'd like
8 to do also.

9 You know, we want to do some special
10 things on the deck. You know, we'd like to do some
11 clam bakes. Affordable family nights out, clam
12 bakes, some barbecues, background music. We don't
13 want to make it into a nightclub.

14 Having FatFish and dealing with bands
15 for years and years and years, these guys show up
16 and want to blast the heck out of people. We know,
17 and my wife's favorite job is tell the people to
18 turn the music down, so we're very conscious when
19 loud music ticks people off. It's background -- if
20 you're sitting on the beach and hearing background
21 music, that's what you want. You don't want to be
22 shouting and you don't want to be dealing with
23 that.

24 Getting back to more special events, a
25 couple of weeks ago, you guys did your grass

1 planting at the beach. We're given the concession,
2 next year we're feeding everybody there, free of
3 charge, we'll feed everybody there.

4 Fourth of July, everybody comes and
5 gets a flag, put them all over the beach. It's a
6 great look and it's something that we're giving
7 back.

8 Veterans. If you come to us, anything
9 for veterans is important to us. Anything you guys
10 come to us, we'll deal with the veterans.

11 For our financial information, I gave
12 you -- I believe I gave you a copy of the Dukes
13 financial statement.

14 We do about two, two-and-a-half million
15 dollars a year. FatFish in a six-month period does
16 about two, two-and-a-half million dollars a year.
17 Earlier, I heard that someone would not set up a
18 separate entity for this.

19 I would probably say that every lawyer
20 there says you need to set up a separate entity for
21 this because if someone falls off that deck and
22 gets killed, they're suing me, they're suing -- it
23 just streamlines.

24 So our purpose is to set up a separate
25 entity and initially put \$200,000 of start-up money

1 and if we need more money, then we can always feed
2 it, but our initial start up is \$200,000.

3 Our rent, these guys are giving a lot
4 of money. Our basic rent is \$4,200 a month,
5 \$50,000. We put in some bonuses. If we hit a 750
6 mark, you get an additional 10. If we hit a
7 million in sales, you get an additional 10. But I
8 can kind of confirm, we think the number is going
9 to be about 450, 500,000. That's what we're hoping
10 in sales. That's why we based our rent on 10
11 percent and that seems to be the number.

12 100, higher, God bless them, but that
13 means they're probably going to expand their
14 services and, again, we want to keep it simple,
15 simple and small for the residents.

16 Improvements, my son Patrick -- I'm
17 sorry, I didn't introduce you -- my son Patrick
18 would like to briefly talk about what we want to do
19 down there as far as the outside.

20 SUPERVISOR SALADINO: Good afternoon.

21 MR. PATRICK VALDINI: The concept we
22 came up with, it's pretty much a ship going out to
23 sea, and it's to be done very simple and in a very
24 classic way.

25 The tallest point of the ship is the

1 lookout; hence, the name. Much like the deck in
2 the concession stand, now it's located high above
3 the beach overlooking the Atlantic Ocean.

4 Now, every boat, no matter the size,
5 has indicators on either side, port and starboard,
6 red and green. As you can see on the concessions,
7 we kind of went with that theme. With the port
8 being on the east side and the starboard being on
9 the west side. Obviously, all the details would be
10 up for discussion with the Board. Everything.

11 Small things, restoring the light
12 fixtures on the front, the big metal light fixtures
13 that were once probably really great. Bold
14 nautical look, bold nautical colors on the front,
15 it's not just in keeping with the concept, it would
16 also draw in beachgoers while also cleaning up the
17 weathered exterior. But, I'm sorry -- you all
18 bring it all together, no matter where you're from,
19 the Town, we are all in the same boat if we're down
20 on the beach.

21 So, guess my Dad would like to talk
22 more about the capital improvements.

23 SUPERVISOR SALADINO: Thank you.

24 MR. VALDINI: I can feed him tonight?

25 SUPERVISOR SALADINO: Yes.

1 Probably the four for 4.

2 MR. VALDINI: Shh. She's here.

3 Again, with the improvements, our
4 initial capital thing is to get -- we've gone
5 through, we've made a full equipment list of
6 everything we need.

7 With us as a construction company
8 coming in, we feel the initial thing of putting
9 \$90,0000 to get the doors open should be fine for
10 this year.

11 We are running on a very tight
12 schedule. We have -- what do we have, six weeks or
13 so, which is fine, but we're running on a tight
14 schedule so we can't do a lot of the different
15 things we want to do. We plan on doing that for
16 second year, but the first year, what we'd like to
17 do is all new kitchen equipment, take down that
18 existing bar and put a new bar up. We'll call it a
19 bar counter because it will have multiple uses.

20 It will make it look beachier, but,
21 again, we'll serve ice cream from it. You know,
22 just a pull -- and it will do too by having the bar
23 like that and nicer, it's going to pull some people
24 away from the window, so we'll have some express
25 items toward the end.

1 On the east and west, the first year,
2 we're just going to go in and out with the
3 equipment real quick. Again, it's very small.
4 We're not going to be able to do a lot of things
5 structurally, but the second year on east and west,
6 that's when we want to make it pop. That's when
7 Patrick gets to paint those.

8 We want to make it look nice. We want
9 to put solar panels on the roofs of both of those
10 buildings, we want to paint them so that -- what
11 we're trying to do is when every -- right now, when
12 you go on Ocean Parkway -- I drove on Ocean Parkway
13 four times a week going to Suffolk, Nassau, back
14 and forth, and when you drive those buildings and
15 they look tired. Okay? Diplomatic word is tired.

16 So, in the second year, we get those
17 solar panels on the roof, if we get the colors on,
18 every time someone drives by, they're going to want
19 to be part of the Town of Oyster Bay. They're
20 going to say something is going on. They're going
21 to say, look at that place, it looks great, there's
22 a lookout on the side of the building. I think
23 they're going to want to stop and come by here.

24 Conclusion, the conclusion is what you
25 see is what you get. You get a hard working local

1 family whose main purpose is to run a successful
2 business and to make the Town look good for hiring
3 us, to bring us in. Okay. You're getting someone
4 who has 40 years of experience an environmental,
5 recreational background. It's very important to
6 me.

7 Construction company, we're not going
8 to come whining to you. We're going to do the
9 work. We need something done, it gets done right
10 away, and with the 15 years of experience in
11 FatFish, delegating. I'm a delegator. He knows.
12 I make it happen. I bring in the right people and
13 it gets done.

14 So, again, we don't have the money that
15 others are putting in but, like the gentleman
16 before us, the important thing is to give it back
17 to the Town, not to over build it and we would just
18 like the opportunity.

19 Thank you.

20 COUNCILMAN IMBROTO: So some of the
21 previous presenters had said that you need to spend
22 significantly more than this 90,000 figure to open.

23 In your opinion, you can open at
24 90,000?

25 MR. VALDINI: The initial 90,000 will

1 get us -- replace all the kitchen equipment that's
2 there now, give the place a coat of paint and get
3 going.

4 Since we are on a very tight time
5 schedule, we've allocated at least 100 grand for
6 the second year and that will get us our solar
7 panels and that, again, what makes it easier for me
8 is that we do the work. I have the company to do
9 the work.

10 COUNCILMAN IMBROTO: So year one it's
11 not going to look like this. Year one, you just
12 want to get open, you'll be open for the season?

13 MR. VALDINI: Yes.

14 Year one, if we're able and with
15 permission, we're able to nickname the place The
16 Lookout, that sign will be there. The new outdoor
17 bar will be there with a new decoration on the
18 counter. You see that, you see the upgrade in the
19 counter area and you'd have the new equipment
20 inside.

21 COUNCILMAN IMBROTO: Okay.

22 And the food that you're proposing to
23 operate is more of a snack bar concession type
24 food? You're not looking to run a restaurant?

25 MR. VALDINI: No, no.

1 Again, we have a place on the water. I
2 don't -- I'm not looking for two. I'll need a
3 divorce lawyer.

4 The question right here -- and I knew
5 that was going to come. The question is have we
6 ever served a hamburger or a hot dog on the beach.
7 No. We serve 45,000 a Summer at FatFish. We have
8 the people. I don't see any issue in running this
9 at all.

10 My daughter, who's 28, she'll be the
11 main manager there. She's worked at FatFish for
12 many, many, many years. Go getter. But we plan on
13 having two managers and two assistant managers.
14 Someone, an adult will be there all the time. I
15 don't have an issue at all.

16 COUNCILMAN IMBROTO: Have you ever
17 worked with the State or with a municipality
18 before?

19 MR. VALDINI: I have a habit of getting
20 along with anybody. Okay. I think I'm diplomatic
21 enough to do that.

22 COUNCILMAN IMBROTO: I'm not worried
23 about you getting along.

24 The issue is that there's going to be a
25 certain amounts of oversight. There's other

1 considerations. There's beachgoers that are there.
2 You know, it's not just your restaurant.

3 MR. VALDINI: I 100 percent agree. I
4 don't have any problems at all with that.

5 COUNCILMAN MUSCARELLA: Let me just
6 say, great presentation.

7 MR. VALDINI: Did I wake you up, I
8 hope?

9 COUNCILMAN MUSCARELLA: Bringing your
10 wife out and your son. John, let me tell you
11 something.

12 I come from a family seven, five
13 brothers. I can relate with no seat belts with the
14 station wagon. You pull up the back seat, the back
15 windows down and you're going to the beach, I got
16 that.

17 And, two, obviously, you can do it
18 better than most because you're in the carpentry
19 business or the construction business, so you can
20 go in there and knock it out. By the way, your
21 restaurant, FatFish, is probably one of best, I
22 guess, my wife and I go to.

23 My question is, and I see the numbers
24 here obviously, you don't have any percentages
25 of --

1 MR. VALDINI: I think built into the
2 contract, it says there's a 3 percent increase
3 every year, so I didn't put it in, but that's part
4 of the agreement.

5 COUNCILMAN IMBROTO: But no percentage
6 of your gross?

7 SUPERVISOR SALADINO: Of the gross?
8 What percentage of the gross?

9 MR. VALDINI: I just put the bonuses at
10 750 and a thousand -- I mean, a million.

11 COUNCILMAN MUSCARELLA: Well done.
12 But my question is why didn't you go
13 after the two restaurants or the other part of
14 the --

15 MR. VALDINI: Because we didn't want to
16 overextend ourselves. We are happy with what we
17 got.

18 Again, this -- it's mostly family.
19 It's me and my brother and a couple of aunts own
20 pieces of that, but we like to keep it in house.
21 We like control.

22 A gentleman asked me why we didn't bid
23 on Tappen. It's on the North Shore. We are
24 Massapequa. We are Bright Waters. We are South
25 Shore people and this is what we like.

1 The restaurants needed a very big
2 financial commitment. We looked through them. We
3 looked at it. My initial thing was to go for all
4 of them and when we looked in -- we know what
5 things cost. We know what the people cost. We
6 know that and, you know what? You're supposed to
7 get smarter as we get older so --

8 COUNCILMAN COSCHIGNANO: So you
9 listened to your wife?

10 MR. VALDINI: Yeah, she kicked me.

11 COUNCILMAN MUSCARELLA: And the
12 restaurants business is getting harder and harder.

13 MR. VALDINI: It is.

14 COUNCILMAN MUSCARELLA: You throw in the
15 variables and the tax and the Labor Department.

16 MR. VALDINI: And God bless the people
17 who get the restaurants, that's great and we'll be
18 happy to work with them, and if they call and say
19 they need tin foil, I'll give them tin foil. It's
20 just we will work with them. I don't see a problem
21 with the separation.

22 Again, the gentleman before me didn't
23 see a problem with the separation. Just the two of
24 us are the only ones who just bid on the beach
25 concessions.

1 We're not -- I don't need a big resume
2 anymore. You know, we want to do what we do and we
3 want to do it right. We want to have our eyes on
4 everything, whether I'm there or Colleen's there,
5 or Patrick's there, or Mary-Kate's there, or all
6 the other people that we have in the wings ready to
7 come in. It's a tight schedule. There are people
8 sitting for all of us waiting to know the decision
9 of this Board so they can go on with it, what's
10 going on. This has been in our sight since
11 October, so for six months thinking and thinking
12 and to be here today is great, to be the last
13 person is great, I guess, you know, I think.

14 Valdini, end of the alphabet, always
15 last, so what are you going to do. That's it.

16 I mean, again, I don't know what else
17 to say, we're not looking to make it into a big --
18 we're not going to have blaring loud music. We
19 don't want to do that to you guys.

20 SUPERVISOR SALADINO: John, just a
21 couple of last questions.

22 First of all, thank you for coming
23 here. Thank you for your patience and thank you
24 for bringing in your family. You and your wife
25 have incredible reputations in the Massapequa area.

1 MR. VALDINI: She thought I was going
2 be bad. That's why she's sitting back there.

3 SUPERVISOR SALADINO: You better not
4 stop off at Wendy's on the way home.

5 Just a couple of quick questions.

6 One is, as we've asked others before
7 and you mentioned about someone you spoke with and
8 I just want to get clarification on this.

9 Do you have any business relationships
10 or have you ever had a business relationship or
11 will you have any kind a business relationship with
12 the previous concessionaire?

13 MR. VALDINI: No.

14 The person I brought down there,
15 John -- see, I don't know his last name. John was
16 a friend of a friend who said this guy John worked
17 down there for years, he would probably be able to
18 help you see the back thing. I think John was
19 there eight or ten years ago. He was there with me
20 during the walk-thru, so I don't want to say I
21 don't know anybody from Singh. It's like I didn't
22 talk to the Russians, you know --

23 COUNCILMAN IMBROTO: So the extent of
24 your relationship is you met a guy named John ten
25 years ago and did a walk-thru with him?

1 MR. VALDINI: Yeah.

2 COUNCILMAN IMBROTO: Who may or may not
3 work for them?

4 MR. VALDINI: He did work for Singh.
5 He was one of the people who worked there years
6 ago. And, again, I don't know how -- I think he
7 said he was there for four or five years, but he
8 was with me during the walk-thru. I don't know --
9 I don't know if that's --

10 SUPERVISOR SALADINO: Will he be a
11 business partner of yours?

12 MR. VALDINI: No, no.

13 SUPERVISOR SALADINO: No, okay.

14 The next question is the marina.

15 Can you give me the hours of operation
16 and also describe to us what the experience will
17 be? Someone comes up by boat, what will their
18 experience be at the marina?

19 MR. VALDINI: I think the marina on the
20 weekends from 6:00 -- I'm sorry, not 6:00 because.
21 I heard people say and I'm like 6:00 -- 8:00, to be
22 determined really after that.

23 You have to see what the needs are of
24 the people once again. To have people sitting
25 there all day and nobody there, it's really

1 throwing money away. I can see having a great
2 breakfast on the weekends. I can see having nice
3 things like, you know, Happy Hour -- not happy hour
4 but dinner specials.

5 I can see delivering to the boats. I'm
6 100 percent for delivering it to the boats. I
7 think that would be great over there. But boaters
8 are in their own little world. They come prepared.
9 They come with this stuff, they come with
10 everything they need, like so how much business
11 they're actually going to do is very gray, but I
12 can see having the breakfast specials.

13 It's a great size deck so I can see in
14 the future. Again, we're kind of coming up to the
15 season quick. Maybe not the first year, but I can
16 see the second year maybe doing things on that deck
17 like sunset dinners and sunset specials because
18 you're on the bay. You can have a great sunset
19 over there, but again, we'll deliver to the boats.

20 SUPERVISOR SALADINO: So there will be
21 some food available for breakfast, lunch and
22 perhaps an early dinner?

23 MR. VALDINI: Yes. There will be a
24 limited menu because it's a very small place over
25 there so I can see that.

1 Earlier you were speaking about
2 delivering to the beach also, food service. Maybe
3 that's your next question, I'm sorry.

4 Right now we don't plan on delivering
5 to people sitting on the beach unless there's a
6 demand for it. You're at the beach, you're
7 supposed to be exercising a little bit. Get off
8 your -- it's a nice thing, get up, go get your
9 food. If it becomes a constant request for it,
10 then we'll do it.

11 I can see getting one of the carts with
12 the big wheels. We don't have to have the guy with
13 the cooler years ago who had every kind of ice
14 cream in the cooler that you could imagine. Not
15 that, there are nicer setups now with bigger tires
16 and more casual things. That's to be debated.

17 Right now, again, we're on a tight
18 schedule. We have to get what we know to get open
19 quickly, we have to do it right and we got to make
20 the Town Board look good, like we said, so...

21 SUPERVISOR SALADINO: Thank you for
22 your presentation and tell Artie I said hello.

23 MR. VALDINI: Thank you. Take care.

24 He's in Florida tomorrow. He's going.

25 Thank you.

1 SUPERVISOR SALADINO: Okay.

2 I believe we are actually done with
3 listening to all of the presentations and
4 throughout two days and it has been incredible and
5 very interesting.

6 So it's time to immediately jump into
7 the public comment portion and I really appreciate
8 everyone staying so long and being so patient to
9 get to this point.

10 (TIME NOTED: 4:28 P.M.)

11 SUPERVISOR SALADINO: Our first person
12 giving a public presentation, public comment is
13 Joseph Pappalardo.

14 Good afternoon.

15 How are you?

16 MR. PAPPALARDO: Good afternoon.

17 Thank you, Supervisor, and Board for
18 the opportunity to speak here today.

19 The reason I'm here is the article in
20 Newsday yesterday. I run the Brian Moore Golf
21 Outing. We had our first outing last year which
22 was terrific. We had it at the Town of Oyster Bay
23 Golf Course. The golf course was in great shape.
24 The people up there, the staff, was above and
25 beyond. They were wonderful to us.

1 The problem we had is when we came back
2 to the golf course. We -- we could have sold 400
3 tickets, but we were limited to about 250 people
4 that we could have at the event because of size of
5 the --

6 SUPERVISOR SALADINO: Venue.

7 MR. PAPPALARDO: -- of the catering
8 hall, but this year, one of our committee people
9 saw the article in Newsday yesterday that you were
10 doing this and we think it is forward and positive
11 what you're doing. And being that I am on the
12 committee, they it would be good for me to come and
13 get all the ideas and a lot of them were watching
14 live stream yesterday and they're excited with a
15 lot of the ideas that people came up with. We
16 thought it was terrific.

17 Now, this year, we're going to do the
18 Brian Moore event again, but the response is,
19 again, above and beyond. We have to move it, so
20 we're thinking about -- probably have it at
21 Bethpage Golf Course because I've been there at
22 events, Joe Namath, March of Dimes event, 600
23 people, unbelievable job they up there. I was
24 there when they had the New York Islanders, 300,
25 350 people. They do an unbelievable job up there.

1 We want to come back. The reason I'm
2 here is I'm thinking long term. I made a ten-year
3 commitment to Ray Moore, Brian's father, to have
4 this event for ten years. We were offered a
5 country club last year, free of charge. We want to
6 have it in Oyster Bay. Brian Moore was from Oyster
7 Bay. We want to continue to have it in Oyster Bay.
8 So that's why we're interested in the Woodlands
9 going forward with it. We heard some great
10 presentations.

11 One of the committee person broke down
12 all the numbers -- you probably have the numbers of
13 all the vendors and everything else. If you guys
14 want a copy, I have that for you. The best
15 possible deal, well, that's your thing, but that's
16 the reason we are here.

17 We want Woodlands to, you know, it is
18 time, I think, for a change up there to make it
19 bigger and better so we can have 400 people up
20 there. This year, we are going to go well over 300
21 people. We'd rather give the money to Oyster Bay
22 than to the State, Bethpage State Park. So that
23 was one of the issues there.

24 That's really basically it, you know.
25 I was excited to come because you had some real big

1 time legend caterers here yesterday. I'm not
2 affiliated with any of them, but I've seen a lot of
3 them operating. They're all real good operators,
4 but there's a few that really popped out, that
5 wanted to spend -- one of the women who said in --

6 COUNCILMAN IMBROTO: Mr. Pappalardo,
7 who impressed you the most?

8 MR. PAPPALARDO: Without a doubt was
9 a -- the committee told me is Bethpage, Steve Carl,
10 with the big room blowing out. Because we had an
11 event -- he made a point last year when you walked
12 in, most of it -- it wasn't built for a golf
13 outings. We had about 250 people and there was --
14 it was just scattered all around. I've been to
15 events at the golf course and they do it right up
16 there and that's basically it. I had one of
17 committee woman broke everything down. All the
18 numbers and everything else for you guys, if you
19 want a copy of it.

20 SUPERVISOR SALADINO: Could you just
21 tell us who else impressed you?

22 MR. PAPPALARDO: There was a few
23 other -- hold on one second. I don't have my
24 reading glasses here, but who else impressed me?

25 Scotto Brothers said they were going to

1 throw some money in to expand it; am I correct?
2 Yeah, they said -- those are probably the top two
3 guys that impressed me the most were Carlyle on the
4 Green and the Scotto Brothers because they were
5 going to throw money into the place and -- which
6 Steve Carle's idea -- his vision to me was really
7 like, I can see in four years going there and
8 having a Brian Moore event that would be off the
9 hook.

10 COUNCILMAN IMBROTO: So in your
11 opinion, one of the bigger problems at the
12 Woodlands is the size; it's too small for you?

13 MR. PAPPALARDO: It's too small. The
14 bathrooms are outdated. It's just not set up
15 right.

16 COUNCILMAN IMBROTO: But in your
17 experience holding events there, you found it to be
18 too small?

19 MR. PAPPALARDO: Absolutely too small.
20 The ceilings -- you know, if you have -- when you
21 go to Bethpage golf course for an event, the room
22 is really big. People don't mind paying as long as
23 they are getting something for it.

24 You know, over there you're getting --
25 it's a Mercedes Benz that you're getting over

1 there. They tried over here. I'm not knocking it.
2 It just didn't have it. The golf course is
3 wonderful, but when you come back, people want a
4 bar area, a really nice place to come back to and
5 we have a lot -- we had 120 golfers, we had 250
6 people total.

7 We could have had over 400 people last
8 year. Already this year, we're sold out of golfers
9 and we have people coming and we had PBA people
10 from Manhattan are coming in. This year, we could
11 easily do 350, 400 people, but we have to move
12 it -- it looks we have to move it over to Bethpage
13 because we can't keep telling these people no for
14 the events.

15 SUPERVISOR SALADINO: We hear you. We
16 appreciate your testimony. We appreciate all you
17 do quite frankly and we certainly will take that
18 under advisement.

19 MR. PAPPALARDO: Thank you very much,
20 Supervisor and Council. Thank you very much.

21 SUPERVISOR SALADINO: Mr. Pappalardo, I
22 also want to comment and thank you for the recent
23 event you held for the Brian Moore Foundation. It
24 was an incredible event. I was very happy to
25 partner, to help out, to support the event. I look

1 forward to supporting the events for this very
2 important cause.

3 All our hearts go out to Brian Moore's
4 family and we are extremely supportive of law
5 enforcement. I thought it was -- you only hold two
6 events a year and I thought it was very important
7 to be there.

8 MR. PAPPALARDO: Thank you for being
9 there and being a part of it.

10 SUPERVISOR SALADINO: You know what
11 happened that was quite unusual.

12 That night, we had a program that we
13 took part in on the Grumman Navy Plume, which I
14 thought was very important. I've held -- I've been
15 working on this issue for fourteen years. I've
16 held hearings on this, will be holding a hearing on
17 April 20th at Bethpage High School.

18 Someone there who clearly was very
19 shortsighted tried to attack my reputation because
20 I went to this event. I testified at this event
21 and then I got into the car and then I went to
22 support the event that you put on. I thought it
23 was extremely devoid of the facts to go online and
24 bash and all of that because it was important for
25 me to support both events.

1 MR. PAPPALARDO: Thank you for
2 supporting our event and we appreciate it.

3 COUNCILMAN IMBROTO: It was a great
4 event.

5 SUPERVISOR SALADINO: It was a great
6 event.

7 MR. PAPPALARDO: Thank you.

8 SUPERVISOR SALADINO: Very well done
9 and very important to support law enforcement and
10 to support the Moore family.

11 MR. PAPPALARDO: We raised -- our
12 golfer event last year, we raised over \$50,000 and
13 we gave a lot back to people who needed it.

14 We had a young family that had a
15 tragedy unfortunately. In Massapequa, their little
16 daughter drowned, they needed money for a wake. We
17 help people. We are there and, like I said, we're
18 not short term. We're looking long-term vision
19 with this. It's -- from last year, it's growing
20 bigger and stronger and we feel good about it. I
21 was throwing it around because all the sudden, it
22 hit me about the golf course. It's close and
23 they've done big events and we're looking forward
24 to coming back to the Town of Oyster Bay.

25 SUPERVISOR SALADINO: Thank you, thank

1 you very much, and you really said it best, you are
2 thinking long term.

3 Unfortunately, that closed-minded
4 person didn't have the ability to look long term
5 when they bashed my leaving one event to go and
6 support that very important event that is helping
7 that family and helps so many people.

8 MR. PAPPALARDO: Absolutely.

9 SUPERVISOR SALADINO: You only wish
10 that people would think before they get on the
11 Internet.

12 MR. PAPPALARDO: I totally agree with
13 you. Make it better. We all work together.

14 SUPERVISOR SALADINO: Make our world
15 better. Thank you so much.

16 MR. PAPPALARDO: Let's make it better.
17 It's that simple.

18 Thank you very much.

19 SUPERVISOR SALADINO: Thanks so much.
20 The next speaker is Paul Molinari of
21 Hicksville.

22 Thank you.

23 Hi, Mr. Molinari. Good afternoon.

24 MR. MOLINARI: Good afternoon.

25 It's been a long two days. I didn't

1 stay yesterday until the end, but I did watch it on
2 the live stream, but today I figured I'd stay to
3 the end. It has been an interesting two days.
4 You've received a lot of good proposals.

5 From my own perspective, it's like, my
6 wife is an excellent cook, and in the Summertime,
7 she likes to go out and have excellent food. Where
8 do we like to go for those excellent foods, on the
9 beaches.

10 We like to go -- last year we enjoyed
11 going to Tappen Beach. We've gone and found other
12 small restaurants on the South Shore that we've
13 gone to because we like to go there for lunch.
14 Relax that afternoon, enjoy the views, enjoy fine
15 food, so I just wanted to make that point.

16 I think the restaurants have to have
17 very good fine food and we would go back. Last
18 year we went to Tobay and my wife and daughter had
19 a terrible experience. The food was not good.

20 SUPERVISOR SALADINO: It's part of the
21 reason we're doing this. Open it up to the public,
22 listen to you, get the very best people in there
23 that are right for all the right reasons.

24 MR. MOLINARI: Yes.

25 First, you know, for the concessions

1 stands at Tobay, there's a lot of great proposals
2 there.

3 For my background, I've worked the
4 Environmental Protection Agency for
5 thirty-two years, ten years for a consulting firm.
6 My focus was protecting our waters in New York,
7 New Jersey and the surrounding areas, so I think
8 the concession stands at the beach should be scaled
9 back to make it more towards the family public
10 there, not these large improvements.

11 So, that's my prospective on that.

12 I've also, you know --

13 SUPERVISOR SALADINO: Are you for the
14 investment in the Town property? Are you in favor
15 of entities who would come in and invest large
16 amounts of their own money, not taxpayers dollars,
17 to put in new equipment, new cooking equipment
18 to --

19 MR. MOLINARI: I recognize that you
20 need that for the concessions, but I think on more
21 of a scaled back, like the last two presenters in
22 my opinion, I would be more in favor of that.

23 COUNCILMAN IMBROTO: Mr. Molinari, I
24 think that's a very fair point. I think that when
25 people go to the beach, they want to the go to

1 beach, enjoy their day. The food is not the
2 primary focus.

3 MR. MOLINARI: We've gone -- as a
4 senior, I got the senior pass. We've -- in the
5 last couple of years, we like to utilize the spray
6 park. We have a lot of small grandchildren and
7 they've had a great time each time we've brought
8 them there. You know, yes, you need the affordable
9 food right there.

10 COUNCILMAN IMBROTO: What are your
11 feelings about the restaurants, the restaurant near
12 the spray park?

13 MR. MOLINARI: The restaurants, I think
14 you have some very good proposals to improve it.
15 My own preference depends on who you select
16 probably for the Woodlands, you know, I thought --
17 my own inklings on the Woodlands is either the
18 Carlyle or Scotto Brothers because I think they'll
19 do a great job. They have the proven track record
20 and it depends on who you select there. You know,
21 from my perspective, I really liked the Carlyle, I
22 liked Ciao Baby, I liked the Dover Group as the
23 best food or restaurants.

24 COUNCILWOMAN ALESIA: How do you mean,
25 Paul, it depends who we select at the Woodlands for

1 who we select -- you're of the opinion I take it --
2 I don't mean to put words in your mouth, that it
3 should two different vendors?

4 MR. MOLINARI: Yes.

5 COUNCILWOMAN ALESIA: I would agree
6 with that. I just wanted to make sure I
7 understood.

8 SUPERVISOR SALADINO: How about at the
9 beach? There's been some discussion of an
10 advantage of having the same vendor for both the
11 restaurants and the concessions and, obviously, the
12 public perception is a different issue.

13 What are your thoughts?

14 MR. MOLINARI: I would -- if you go to
15 more of the small type of operator, like the last
16 two presenters, and have the scale-back operation,
17 I don't think there will be any competition between
18 the two. They will be both successful because you
19 are having a different venues, in my opinion.

20 SUPERVISOR SALADINO: Even if that
21 means having to utilize taxpayer dollars, spend
22 taxpayer money?

23 MR. MOLINARI: No. I wouldn't spend
24 taxpayer dollars.

25 SUPERVISOR SALADINO: Okay. Because

1 there is that conflict.

2 MR. MOLINARI: You understand, I didn't
3 want to --

4 SUPERVISOR SALADINO: That's okay.
5 You're thinking of all aspects.

6 MR. MOLINARI: -- call -- say a
7 particular preference because you only had two
8 there that were a small type of operators that
9 wanted to scale back the operations, bring it back
10 to the people.

11 So that's up to you, whether you want
12 to spend taxpayer dollars to improve that area to
13 work with the other one or just, you know, the
14 other company has -- says they will come in and do
15 it and they have the construction business to do
16 it.

17 SUPERVISOR SALADINO: Personally, I --
18 I can't speak for my colleagues, but I don't want
19 to spend taxpayers dollars if there are private
20 entities that are willing to foot the bill without
21 spending any taxpayers dollars.

22 MR. MOLINARI: I would agree with you.

23 COUNCILMAN IMBROTO: Mr. Molinari, as a
24 resident, what's the most important thing to you
25 about these concessions? Is it the money? Is it

1 the experience? Is it being able to get an
2 affordable meal? Is it that they don't interfere
3 with what else you're doing that day?

4 MR. MOLINARI: On the ocean side,
5 that's what I would -- my feeling is that it should
6 be a beach experience. They are there to serve the
7 people affordable meals if they want it.

8 Thank you.

9 SUPERVISOR SALADINO: Thank you very
10 much.

11 The next public commenter will be
12 Robert Friedman of Woodbury.

13 Good afternoon.

14 MR. FRIEDMAN: Good afternoon.

15 Thank you members of the Board. I
16 appreciate it.

17 The Supervisors who have taken the time
18 to put into this and to all of those live
19 streaming, listening and watching us, I appreciate
20 it. I noticed you picked up a good 60 to 100
21 people yesterday alone watching it from outside of
22 here so the people are paying attention.

23 SUPERVISOR SALADINO: We promised --

24 MR. FRIEDMAN: It means something.

25 SUPERVISOR SALADINO: We promised

1 transparency and I'm very happy we're delivering
2 it.

3 MR. FRIEDMAN: I appreciate this. It's
4 a nice fresh start.

5 I'll be honest with you and I've been
6 looking forward to this for decades, to be quite
7 honest. I'm a resident of this town 52 years and
8 I'm very happy to say that I'm -- I appreciate the
9 changes.

10 SUPERVISOR SALADINO: Good.

11 And we are going to continue to make
12 big, big changes in this Town.

13 MR. FRIEDMAN: It's good. It's needed.
14 It's been needed for a long time. And thank you.

15 If I may, I don't want to dwindle on
16 the thought, but I noticed that you asked a lot of
17 the other participants, for the record, whether
18 they have had experience, background, financial,
19 with the former of SRB.

20 I feel like a rat for doing this, but
21 you only asked Dover if they had financial
22 interest. You did not ask about employees.

23 SUPERVISOR SALADINO: I asked them
24 today.

25 MR. FRIEDMAN: Only if they had money

1 backing, financials, not do any employee for, with
2 the company. You asked everybody else if they had
3 people work with them currently.

4 COUNCILMAN MUSCARELLA: Actually, I
5 asked the question.

6 MR. FRIEDMAN: It's okay. It wasn't
7 financial. It wasn't intentional. It was an
8 oversight.

9 SUPERVISOR SALADINO: We actually said,
10 do have any relationships, financial or otherwise.

11 COUNCILMAN MUSCARELLA: Let's hear.
12 This is important.

13 SUPERVISOR SALADINO: This is important
14 to us.

15 MR. FRIEDMAN: Okay. So let's just
16 keep going. It's cool.

17 I know you know what you need to --

18 SUPERVISOR SALADINO: And, by the way
19 for the record, his answer was no, he had no
20 financial or other relationships with anyone.

21 MR. FRIEDMAN: Former company.

22 The question wasn't asked about
23 employees currently working with or have there been
24 or are there. You did not. You've asked the other
25 groups. You asked, I believe, Carlyle, I believe

1 you asked J & B.

2 COUNCILMAN IMBROTO: Do you have any
3 reason to believe that there is?

4 MR. FRIEDMAN: I'm not going sit here
5 and name names, but at the walk-thru, yeah. There
6 was somebody there that if I had been there, I
7 would of lost my temper. I did not because I'm not
8 invited to that. It wasn't for me to be at. I
9 would have lost it if I had been at that walk-thru
10 to be quite honest with you. Knowing full and
11 well.

12 SUPERVISOR SALADINO: If we didn't
13 fully ask that question, I want to make it very
14 clear that it wasn't intentional and certainly
15 don't want to --

16 MR. FRIEDMAN: If I am incorrect, let
17 me apologize ahead of time, but unless that
18 gentleman looked like the guy I didn't want to
19 see -- gentleman by the name of Keith, who was
20 Singh's right hand man at the beach for years.

21 SUPERVISOR SALADINO: What's that name?

22 MR. FRIEDMAN: All I know is the guy's
23 name -- first name was Keith and how I know this
24 is, about three, four years ago in Singh's last
25 year, I was given an opportunity to work at that

1 beach and run the concessions.

2 Three weeks in at scrubbing grills -- I
3 didn't bring in my clothes, I saved them because it
4 pissed me off so much. I scrubbed grills for three
5 weeks for this guy.

6 Within a week of opening, two weeks of
7 opening, I was in charge of drawers. My job was to
8 count the money with them, bring it out to the
9 concessions, have the kids count, sign off, so
10 forth, and so on. Took me three weeks before I
11 said, I can't be a part of what I was seeing. I
12 walked away. I was disgusted at what I saw.

13 I was threatened by this guy. If I
14 said the word black mold one more time, I'll fire
15 you. You wouldn't have to fire me, I wasn't
16 serving food there. I wasn't serving beer because
17 out of the taps, little pieces of -- things were
18 flying out of them out of the beer taps. They were
19 right, somebody sitting here said it. There are
20 things still in the soda. It was absolutely one of
21 the grossest things, the grills, the fryers --

22 SUPERVISOR SALADINO: Just so you know,
23 we're going to have a tremendous amount of
24 oversight over all the concessionaires and we will
25 be doing it very regular inspections to guarantee

1 and insure our residents that none of that is going
2 to be taking place.

3 MR. FRIEDMAN: I don't think you would
4 dare let that happen again. I don't think anybody
5 back then knew what was going on.

6 COUNCILWOMAN ALESIA: I don't want to
7 lose track of what you were saying.

8 Is what you're telling us that this
9 gentleman works with or for --

10 MR. FRIEDMAN: He might have been an
11 advisor. He could be a friend. Just the simple
12 fact that he was there and was with was enough for
13 me and -- I hate to say this again, I apologize to
14 everybody listening and watching, but it's the
15 guilty by association that really gets to me. I
16 apologize if I'm stirring here up a hornet's nest.

17 SUPERVISOR SALADINO: No, no, no. It's
18 not that.

19 MR. FRIEDMAN: This is what matters to
20 me the most. Get rid of and move on and try to
21 start fresh.

22 COUNCILMAN IMBROTO: That's the whole
23 point of this.

24 COUNCILMAN MUSCARELLA: Commissioner
25 Joe Pinto --

1 MR. FRIEDMAN: I don't want to sit here
2 and down Dover by any means, I would not dare. I
3 do not know them as a company. I do not know them
4 as people. They are probably very good upstanding
5 people.

6 SUPERVISOR SALADINO: Why don't we get
7 this resolved? Let's find out if they're there or
8 make a phone call.

9 Andy, could you take care of that,
10 making a phone call over to the representatives of
11 Dover? Is anybody here?

12 COUNCILMAN IMBROTO: Are there any
13 representatives of Dover here?

14 MR. KRAMER: I'm their attorney, yes.

15 SUPERVISOR SALADINO: Okay.

16 So can we make a phone call and find
17 out and get this resolved once and for all?

18 Let's get to the question. Okay. This
19 gentleman is --

20 MR. FRIEDMAN: If I may ask politely?

21 SUPERVISOR SALADINO: Please, go ahead.

22 MR. FRIEDMAN: And I apologize again, I
23 mean no disrespect to you or your client.

24 Do you, as they have asked you, do you
25 have an employee -- do you work for Singh directly

1 at the concessions and actually was his right-hand
2 man and ran it with him?

3 MR. KRAMER: Yes, and his resume
4 appears in the proposal.

5 SUPERVISOR SALADINO: What is his name?

6 MR. KRAMER: Langan, L-A-N-G-A-N, is
7 his last name. He is employed by Dover as a
8 maintenance supervisor.

9 SUPERVISOR SALADINO: As a maintenance
10 supervisor.

11 MR. KRAMER: That's what his current
12 employment is.

13 SUPERVISOR SALADINO: As a maintenance
14 supervisor.

15 COUNCILWOMAN ALESIA: Is he the only
16 former employee of Singh SRB that's working with
17 Dover?

18 MR. KRAMER: Correct.

19 SUPERVISOR SALADINO: Does he do
20 anything on the financial end with them whatsoever?

21 MR. KRAMER: He's an hourly employee.

22 SUPERVISOR SALADINO: But can you
23 describe to us what role he would have if they were
24 to be one of the concessioners?

25 MR. KRAMER: Probably cleaning.

1 SUPERVISOR SALADINO: Cleaning like?

2 MR. KRAMER: Supervising maintenance
3 workers.

4 SUPERVISOR SALADINO: Hiring people?

5 MR. KRAMER: No.

6 He doesn't hire. He doesn't fire. He
7 doesn't schedule. He oversees landscaping at two
8 facilities.

9 COUNCILMAN IMBROTO: Is he an integral
10 part of the Dover organization?

11 MR. KRAMER: No.

12 I mean, it's disrespectful to say that,
13 but he's an hourly employee who oversees landscape
14 work at two facilities. That's his job.

15 MR. FRIEDMAN: Thank you for sharing
16 that. I appreciate it.

17 Thank you for sharing that. I
18 appreciate it.

19 MR. KRAMER: That's his job. He's an
20 hourly landscape supervisor.

21 COUNCILMAN MUSCARELLA: He's not in the
22 corporate, he's not in the business decisions?

23 COUNCILMAN IMBROTO: His name is Keith,
24 like you said?

25 MR. KRAMER: Yeah, that's what I meant,

1 sorry. Obviously, he's the same person.

2 MR. FRIEDMAN: He was at the walk-thru?

3 MR. KRAMER: I don't know if he was at
4 the walk-thru, but it's the same -- he is an hourly
5 employee, he is not a shareholder, director,
6 officer.

7 COUNCILWOMAN ALESIA: Okay. If you
8 could just stand by for a minute. The Supervisor's
9 going to confer with counsel and then we'll get
10 right back to you.

11 Thank you.

12 Mr. Friedman, is that the extent? If
13 you have more, just wait for a minute.

14 MR. FRIEDMAN: Yes.

15 COUNCILWOMAN ALESIA: So just wait for
16 a minute until the Supervisor's done, please.

17 MR. FRIEDMAN: Yes.

18 COUNCILWOMAN ALESIA: Thank you.

19 COUNCILMAN IMBROTO: And thank you, by
20 the way. Okay.

21 (Whereupon, a discussion was held off
22 the record.)

23 SUPERVISOR SALADINO: Okay.

24 I do have a few questions of you,
25 please.

1 Thank you.

2 If you'd kindly --

3 MR. KRAMER: I'd like to hear --

4 SUPERVISOR SALADINO: Oh, I'm sorry. I
5 apologize. I thought that was it.

6 MR. KRAMER: Stay on the subject
7 matter, please. I'll step outside.

8 SUPERVISOR SALADINO: And then come
9 back, sure.

10 Unless there's something else you could
11 present us that could be part of my question.

12 MR. KRAMER: SRB, no, there's no
13 relevance. I think further --

14 SUPERVISOR SALADINO: Anything that I
15 would be able to ask of the attorney for Dover?

16 MR. KRAMER: No, sir.

17 SUPERVISOR SALADINO: Okay.

18 Would you please step up to the podium?

19 I just want to ask a couple of
20 questions of you. This gentleman that has --

21 COUNCILMAN COSCHIGNANO: If you could,
22 just give your appearance, please?

23 MR. KRAMER: Sure.

24 Peter Kramer, 160 Sweet Hollow Road,
25 West Hills, New York, representing the Dover Group.

1 SUPERVISOR SALADINO: Okay.

2 The gentleman in question, you've
3 provided the resume, so there's been full
4 disclosure on this individual?

5 MR. KRAMER: Absolutely.

6 SUPERVISOR SALADINO: What will his
7 role be besides -- you mentioned supervising
8 maintenance?

9 MR. KRAMER: My inclination would be
10 landscaping.

11 SUPERVISOR SALADINO: That he'll be
12 doing some of the landscaping on the side?

13 MR. KRAMER: Because that's what he
14 does now for Dover.

15 SUPERVISOR SALADINO: Does he -- will
16 he -- is there any financial arrangements, is he
17 involved in any of the finance or --

18 MR. KRAMER: None whatsoever. He's an
19 hourly employee.

20 SUPERVISOR SALADINO: And he's not an
21 investor in any way?

22 MR. KRAMER: He's not an investor.
23 He's not a shareholder. He's not a director. He
24 is, in no way, an owner. He has no ownership
25 interest. He has no financial interest.

1 SUPERVISOR SALADINO: Besides
2 landscaping, will he serve or could he serve in any
3 capacity on the books; on the books, meaning
4 dealing with the accounting, keeping track of
5 anything financial, any contact with anything
6 financial?

7 MR. KRAMER: Landscaping.

8 I mean, that's what he's going to do.
9 That's what he does now is landscape supervisor.

10 SUPERVISOR SALADINO: He would be
11 maintaining the landscaping; meaning, the
12 shrubbery, the flowers, whatever trees are there,
13 watering trees?

14 MR. KRAMER: He'll have no
15 administrative responsibility. He'll have no
16 financial responsibility. He doesn't now.

17 He has no financial duties at present.

18 SUPERVISOR SALADINO: Is there anything
19 else that you can disclose about this person or any
20 other aspect of the Dover application to address
21 this or anything else the public would want to know
22 about or the Town Board would want to know about?

23 MR. KRAMER: There's no doubt that he's
24 an employee of the Dover Group. That's why his
25 resume was included in the proposal.

1 If he works at Tobay at all, it will be
2 doing landscaping or something quite similar. He
3 has absolutely no management, supervisory,
4 ownership or financial interest in any Dover
5 entity.

6 SUPERVISOR SALADINO: Thank you.

7 MR. KRAMER: Is there anything else on
8 this?

9 SUPERVISOR SALADINO: Let me ask
10 Mr. Friedman.

11 Mr. Friedman, is there any other
12 question that should be asked of this situation?

13 MR. FRIEDMAN: No, sir.

14 That was -- that was --

15 SUPERVISOR SALADINO: Would this person
16 have a responsibility over anyone: Cooking,
17 serving?

18 MR. KRAMER: Absolutely not.

19 SUPERVISOR SALADINO: Perhaps someone
20 cleaning the bathrooms?

21 MR. KRAMER: Probably that will be a
22 different group of people frankly.

23 SUPERVISOR SALADINO: Okay.

24 And there's no other question?

25 MR. FRIEDMAN: Absolutely no, sir.

1 SUPERVISOR SALADINO: All right.

2 Thank you very much.

3 MR. KRAMER: Thank you.

4 SUPERVISOR SALADINO: Come on back up,
5 please.

6 MR. FRIEDMAN: Thank you. I appreciate
7 it.

8 SUPERVISOR SALADINO: Thank you for
9 bringing that up. These are just the things we
10 want to know about.

11 MR. FRIEDMAN: No.

12 The fact that you asked everybody else
13 the question, I thought it was appropriate that,
14 again, oversight, that it be step back real quickly
15 just touched upon.

16 Thank you for doing that.

17 SUPERVISOR SALADINO: Now, that you've
18 heard the answer and this man's involvement, does
19 it -- are you satisfied with the answer that the
20 owner of Dover gave?

21 MR. FRIEDMAN: The only thing that I
22 would ever care about and, listen, the man needs a
23 job, he should have a, I'm not telling anybody they
24 should not work and I'm not asking anybody to
25 please not work. That's not for me to do.

1 Hiring, firing no way, okay. No shot.
2 If the man goes to work and he wants to plant some
3 flowers and he has to fix a couple of things here
4 mechanical, then good. A good day's work. It's
5 fine.

6 SUPERVISOR SALADINO: You have no
7 issues with that.

8 MR. FRIEDMAN: The man deserves to
9 work. Okay? Everybody deserves to work.

10 SUPERVISOR SALADINO: Thank you.

11 MR. FRIEDMAN: You know.

12 So now, if I may, staying with the -- I
13 did not comment yesterday because I thought it
14 would make more sense for me to hear everybody's
15 everything, including today, okay. And save it all
16 for one just like -- you didn't vote yesterday on
17 one half, you want to know the rest, so do I.

18 So I saved everything for it. I'll try
19 and keep it moving nice and quick for you.

20 In regards to Tobay, having spent, like
21 I said, some time there and I am resident 50-some
22 odd years and, Councilwoman, when she says how she
23 grew up there and she did this and that, so do I,
24 so do my kids and I still go up there all the time.

25 I love the beach, always have loved the

1 beach. Just need more sunny weekends. We've had a
2 problem with that in the last few years.

3 One of the things that I noticed that a
4 lot of people like to do and they're talking about
5 is utilizing the deck for this, the deck for that
6 at the main place.

7 You can't even put on a radio without
8 somebody telling you to please be quite. It's a
9 public space. People want to hear music. I wish
10 they would play a little bit of Calypso up there,
11 but as soon as it's turned on, Mr. and Mrs. Jones
12 reading a book, wanting to be quite, looking at the
13 scenery. This is my turf, too.

14 I don't want to hear your radio. And
15 there actually could be a conflict. I want to see
16 more entertainment up there. I think it's great.
17 Teen night, it's a beautiful thing until somebody
18 wants to come up there and sit down and read a book
19 and they don't want to be around -- surrounded by a
20 bunch of kids dancing on the deck.

21 I want the kids dancing on the deck.
22 Good luck trying to figure out how to balance the
23 two without ticking off some people. Okay. It's
24 going to be an issue. You've asked everybody
25 that's involved for the most part.

1 Do you think one group is better than
2 two?

3 By all means, yeah. I think they'll be
4 fighting with each other and the first problem I
5 have with the whole issue is if from over at the
6 concession and let's say I own the concession and
7 he owns the restaurant, and she calls and she wants
8 a taco, what's she going to do, save two bucks
9 before I let you on my deck? It's not going to
10 work. It's his turf. That deck is his deck, okay.
11 It's his turf. He gets to put the seats down. He
12 gets to decide who eats what on his turf.

13 SUPERVISOR SALADINO: That's not
14 necessarily the reality of the situation because
15 the same would apply if a resident brings a
16 sandwich in their cooler. They're allowed to come
17 on the deck to eat their food.

18 MR. FRIEDMAN: Yes, they are.

19 SUPERVISOR SALADINO: Okay.

20 MR. FRIEDMAN: But the food is being
21 served from another entity and it's competing with
22 that entity that owns the deck, they very well may
23 have a right to say look, I got burgers, you got
24 burgers, I'm going sell my burgers, okay. I don't
25 want you selling your burgers on my deck, right.

1 COUNCILMAN IMBROTO: Either way it
2 seems like there's a potential for some sort of
3 conflict.

4 MR. FRIEDMAN: There's going to be. I
5 don't know who said it but if you put a line down
6 the middle of the parking lot, who's going to
7 resolve what? I think that's the best way to look
8 at it.

9 Who's going to take responsibility for
10 what? I do think that if possible and you can
11 bring the two together, it would probably serve
12 everyone better, and if anything, at the very
13 least --

14 COUNCILMAN IMBROTO: It's not
15 necessarily, you know, an essential part that there
16 be beach side delivery. These are all things that
17 we'll have to work out.

18 MR. FRIEDMAN: No, no, I get it. And
19 as far as the delivery, the food, the beach thing,
20 it's a nice thought, you know, and I was hoping
21 that I could help develop this beach many years
22 ago. I'm sure Councilman -- Mr. Nocerino these
23 days, I'm sure that he would recall that many years
24 I called with a list of things that I would love to
25 see the beach do, how to make it better, how to do

1 this. Kite flying contests. Bring in the press.
2 Let them put out something cool. A volleyball
3 tournament like some of our other towns have. I
4 know a guy who does sandcastles down there and
5 he'll build us the coolest things you've ever seen
6 in your life: Whales, sea lions, you name it. I
7 would love to see a group of people come in and do
8 that. Teach your kids how to do it.

9 COUNCILMAN IMBROTO: Do you still have
10 that list?

11 MR. FRIEDMAN: Yeah, I do, but I didn't
12 bring it because I didn't think today was the day
13 for that.

14 SUPERVISOR SALADINO: It's okay. We'd
15 love to, we've love to hear those ideas. A
16 sandcastle contest would be incredible.

17 MR. FRIEDMAN: Do you know how great it
18 would be to see a sandcastle contest? This is
19 money that also could come in for advertising
20 purposes. There's a lot of revenue to be drawn
21 through public entertainment is that kind of
22 volleyball tournament.

23 Look at Long Beach. If I'm correct, I
24 don't know the turf very well, out Long Beach, I
25 believe they also have the tournaments out there,

1 volleyball, and such.

2 It's a generator of income. The people
3 love that stuff. They want to see it. You know
4 who comes in there? The networks come in there.
5 You know what they're doing? They're spending
6 money in our turf. Our name's out there in a good
7 way, in a good way.

8 Even kite flying. You can take a
9 section of the beach, encourage that. You got the
10 little sundry shack outside, start selling kites.
11 Make it a family thing, I agree on the whole family
12 thing. I happen to think that's a wonderful thing.

13 I'm glad that there's no more of the
14 radio playing like at Jones Beach when a guy next
15 to you had a bigger box and you turn it up loud and
16 there were 16 boxes in there like 100 square feet.
17 You member, I know you do, we all do.

18 COUNCILMAN IMBROTO: It's why we go to
19 Tobay.

20 MR. FRIEDMAN: Yeah, that's why we go
21 to Tobay, exactly, and I think Tobay should stay
22 that way, I'll be honest with you. I think Tobay
23 is a family place. It belongs as a family place,
24 but you also have to serve the different needs of
25 the folks there. The main concession is the

1 family's own.

2 The bike path, I didn't hear anybody
3 talk about the bike path. How much money was just
4 put into that thing to get the gate to your
5 concession at the West End? There's a lot went
6 into that. That was an extension built, I don't
7 know, several years ago, three, four five years
8 ago? You have to have food there for them when
9 they get there, okay.

10 SUPERVISOR SALADINO: Well, that is
11 part this.

12 MR. FRIEDMAN: I had major arguments,
13 though, in the past. It's like no, I want to come
14 over here and eat a taco. I'm like they're not
15 going to get a taco, get back on the bike and ride
16 the 11 miles back. Healthy food.

17 COUNCILMAN MUSCARELLA: It's up to the
18 vendor.

19 MR. FRIEDMAN: Yeah. The vendor has to
20 put some thought into it. It's true. And the
21 other end, you know what? That's the college
22 kids's. To be honest with you, the East End that's
23 all the college kids hang out.

24 COUNCILMAN MUSCARELLA: I think the
25 vendor is whoever takes over the beach will, you

1 know, pushcarts. Their goal is to make money and
2 increase their revenues.

3 MR. FRIEDMAN: I just wanted to point
4 out the fact that it needs to be recognized that
5 these are, I don't want to say health nuts, not at
6 all, it's not fair, the people that are riding
7 bikes 11 miles are coming in there and when they
8 get there they've never had the option.

9 I'm hoping anybody who takes this gig,
10 whoever gets it, make sure they have the kind of
11 foods they need. The energy drinks, the nut bars,
12 make sure they have what they need, because they're
13 not getting on a bike after eating a plate of pasta
14 and turning around and going 11 miles back. It's
15 just not going to work out very well.

16 So it would be nice to see that they --
17 whoever comes in has to recognize East End is
18 different than West End, okay.

19 The marina is its own beast. Always
20 has been, always will be and, to be honest with
21 you, have you seen the bait shop, ice, all that,
22 it's a great idea. It's a very good idea, but food
23 needs to still be available over there. And the
24 same thing with the food if that the concessions
25 are separate, is it going to be okay if the

1 restaurant guy starts delivering food over there?

2 SUPERVISOR SALADINO: Sorry?

3 MR. FRIEDMAN: I would prefer to see
4 you just drop food off. If the restaurant wants to
5 drop food off at the concession, the main
6 concession, and you get like the little thing that
7 goes up, the beeper, come get your stuff, get off
8 the beach like the guy said, get up, get healthy
9 and go get your food instead of bringing it to the
10 beach. You alleviate the problems of the food and
11 mess on the beach.

12 SUPERVISOR SALADINO: Yeah.

13 MR. FRIEDMAN: It's going to happen but
14 it's going to make it a little bit easier on
15 everybody, okay, having to do that to clean up.

16 One guy on a garbage can, it's not
17 going to happen. You're going to need a couple
18 other people out there at all times and if you're
19 going to one person or two people in the East or a
20 West End, well they're behind a counter. They're
21 not outside cleaning up. They don't have the time
22 for that. They don't have the time to empty the
23 trash. They don't have time for any of that.
24 They're busy with the consumers. So it's going to
25 be important that you pay attention to that in that

1 there's going to be enough staff to handle those
2 things.

3 Let's keep rocking so we don't stay
4 here all day.

5 In regards to parking, okay. The
6 restaurant has its own parking. There's been a
7 problem in the past and that was when you validated
8 how many hours could you stay here. After I eat,
9 can I walk over to the beach? No, I can't, because
10 why, I didn't pay for parking.

11 The restaurant was part of the parking
12 that kind of validated. Whatever it is that you do
13 when you move forward, I think that needs to be
14 hashed out ahead of time because as a consumer, I
15 might just very well want to go there and grab a
16 bite to eat but I don't want to you \$60 bucks to
17 park, \$30 bucks to park to each also.

18 So whatever that may be. I know there
19 was a section that held off at one time --

20 COUNCILMAN IMBROTO: Yes.

21 MR. FRIEDMAN: -- just for the
22 restaurants, but the truth is if I come in and I
23 spend 40, 50, \$100 at a restaurant, I think I
24 should be allowed to take a walk across the street
25 and put my toes in the sand when I'm done eating

1 without having to worry about the parking. I think
2 it would be nice if you opened that up to the
3 public and you gave us a chance to, you know,
4 enjoy.

5 Otherwise you're going to find people
6 avoiding the restaurants because they have to fee
7 just to sit there, just to park. It's going to
8 have to be cleared up, that's fine. And sounds to
9 me, otherwise, like the beach is ready to go. I
10 mean, it would be nice to see the special events to
11 keep it family and friendly.

12 For the Woodlands, I live across the
13 street literally. I literally live in The Greens
14 and I have to been there in the Winter. I have
15 cross country skied through my own neighborhoods
16 and I've looked at that fence and I have said why
17 the heck am I not over there, the Hills? Well
18 because it's not my property and I don't want to
19 get myself in trouble, but there's opportunities
20 for that to be very family friendly.

21 It could be snowshoeing. It could be
22 cross country skiing. There are a lot of other
23 things that can take place on that property year
24 round and I'd like to see it utilized more than
25 during just the warm weather and the green grass

1 for golf. It's there to be had, okay. The kids
2 can come over there. They already bring them from
3 the high school to play golf.

4 Do we have other kids coming in there
5 that aren't from the Town of Oyster Bay we make
6 room for? There are a few programs. Do we bring
7 the kids from Mercy in? Do we give them some turf
8 right there over on Convent Road? It would be a
9 nice thing do. It would be a nice thing to do.
10 Life's tough enough for them. Give them some
11 space. Let them have some fun. Let them hit a
12 golf ball, you know, on you. Give them a bucket of
13 balls, whatever it takes.

14 I wanted to book and I've been involved
15 with some of the hoteliers on Long Island that I
16 know personally and some of the largest hotels
17 barely have enough room for the events they
18 currently have, barely have enough room and they
19 are overflowing, and I've heard several of the
20 groups in here have mentioned there's overflow and
21 they're not the only one.

22 I'm pretty sure that most of the major
23 guys and gals in here who run these companies know
24 they could always use more turf. That's the way it
25 goes. You can't do it all.

1 Expanding it, this golf course will
2 bring in larger groups and the larger group are
3 great because it's more revenue and they're going
4 elsewhere. You just heard a gentleman tell us he
5 had to leave that golf course to go to another golf
6 course. I don't want anybody to leave my golf
7 course again. I don't want to see that ever again.

8 COUNCILMAN IMBROTO: Mr. Friedman,
9 being in that neighborhood, do you worry about the
10 impact from additional traffic if it were to be
11 significantly expanded?

12 MR. FRIEDMAN: No, no. It doesn't
13 really affect.

14 COUNCILMAN IMBROTO: Has there ever
15 been interference in your neighborhood from the --

16 MR. FRIEDMAN: The only problems we
17 have are, believe it or not, would be during busing
18 hours for school. That's the worse.

19 When the kids are getting picked up and
20 dropped off at the high school, that's a whole
21 other story for another day for all of us but as
22 long as they're not throwing parties at 7:00 a.m.
23 when their buses are coming in, we'll be okay.

24 It's just -- it's the only thing you
25 got to avoid. Parking, there's no one of these

1 folks here that can't make a deal with somebody in
2 the neighborhood to use their giant parking lots,
3 okay. I'll help you. I know everybody that runs
4 everything in that town. I don't care if it's this
5 guy or that guy, I'll get you parking spaces off
6 premise.

7 COUNCILMAN IMBROTO: Would that bother
8 residents, like yourself, if there were people
9 being shuttled from a remote location?

10 MR. FRIEDMAN: No, they wouldn't be in
11 front of our homes. See the shuttling that I'm
12 thinking of and all the places, if you're familiar
13 with Iavarone parking lot, you got the whole area,
14 you got a few restaurants, they take up a little
15 section, you got the Starbucks. It's a huge piece
16 of parking lot.

17 You know what? You don't pass one
18 house on the way in or out of there. There's not a
19 single home in the way, okay. It comes and it
20 goes. It's just one of a couple of locations that
21 I could would with that I could easily help you
22 with. I appreciate the fact that there are some
23 groups that want to make some changes there, but
24 you got to make big changes. You need the space
25 more than anything.

1 When I shopped with my kids for a bar
2 or bat mitzvahs for the girls, we walked around.
3 We went from place to place and it really did
4 bother me, and I say, Cecelia, that wasn't the only
5 place. There were other parties happening. There
6 were other people walking around that weren't
7 dressed right.

8 There was the wrong scene. I think it
9 would be great if you had a separate entrance for
10 the golfers, okay. I walk in on places sometimes,
11 I'm a golfer. I'm uncomfortable walking in and I
12 know there's something going on, there's somebody
13 getting dressed and looking to the 9s to put down
14 big money to be there. I don't belong there. At
15 least, I don't belong on their turf.

16 I belong somewhere there but on, the
17 other side. It needs to be a public place and it
18 needs to be available not just to the members in
19 the Town of Oyster Bay, and I heard somebody say
20 yesterday and it didn't appall me, but I found it
21 kind of odd in today's day and age, how they gave a
22 statistic about what percent of the people in the
23 Town of Woodbury are Jewish, okay.

24 Woodbury is not the Town of Oyster Bay.
25 It is just a place in the Town of Oyster Bay. Our

1 community is so diverse and has so many different
2 groups that to not say, I want this for everybody,
3 it's going to be kosher, it's great. I got this --
4 I want everybody to come in there. I don't care
5 who or what or where you come from you're not
6 building this just for the Jewish community.

7 COUNCILWOMAN ALESIA: I just want to
8 clarify because I think what they did say was
9 within the Town of Oyster Bay, it's a 33 percent
10 Jewish population. I believe they referred to the
11 entire town. I'm not positive.

12 MR. FRIEDMAN: And, again, I apologize
13 if I am mistaken but, either way, I still kind it
14 kind of odd that you're not thinking of everybody
15 else when you make a comment like that. There's a
16 lot of other people in this town of all different
17 ethnics.

18 COUNCILMAN IMBROTO: We're very proud
19 of how diverse our Town has become.

20 MR. FRIEDMAN: And that's something
21 that -- and this golf course has to be diverse.

22 The last thing you want this to do is
23 look like something from Caddy Shack, seriously,
24 with all elite crowd of everybody looks the same,
25 everybody comes from the same monetary, that's not

1 a Town facility. That's not Town. That's not.
2 That becomes like almost a private club.

3 SUPERVISOR SALADINO: So then you've
4 noticed -- I know the questions I've been asking is
5 -- are to represent the economic diversity of our
6 Town.

7 The questions I've been asking were
8 specifically aimed at making sure that our
9 facilities are not only available to, but are
10 catering to the different needs of the diversity
11 within our Town.

12 MR. FRIEDMAN: 100 percent.

13 SUPERVISOR SALADINO: That was entirely
14 my intention.

15 MR. FRIEDMAN: You can't necessarily
16 throw a party for 5 grand in a place like that, a
17 big party, okay. Not everybody will be able to
18 afford it, but you don't have to make it so it's
19 out of the range of the average person in our town.
20 Okay? A lot of people are well to do around here,
21 that's true, but plenty of people here who just
22 need a place where they can bring their families
23 together.

24 I got a 50th coming up for my wife.
25 I'm trying to find a place. Everywhere I, go it's

1 going to cost me at least 5 grand just to walk
2 through the door and have a room. I don't want
3 that.

4 I'm actually looking to see if I can't
5 find a space for barbecue at the park, all jokes
6 aside, because you know what, it's affordable.
7 That's what I can afford and, you know what, I live
8 in Woodbury, but that's still what I can afford.

9 I have kids in college, I have rents, I
10 got mortgages, I got all kinds of other stuff. So
11 when I do have ancillary money, I want to keep it
12 close to home. I want to keep it in my town. I
13 don't want to be able to not afford to do these
14 things and that goes for everybody in town, that
15 goes for all of us so, I guess, on that note, I
16 mean there, really isn't a heck of a lot more to
17 say then -- you got to say --

18 COUNCILMAN IMBROTO: Mr. Friedman, was
19 there a standout proposal in your mind at the
20 Woodlands?

21 MR. FRIEDMAN: There was actually --
22 there were two. I'm going to be straight up with
23 you.

24 I happen to think that Carl Group I
25 think really did an outstanding job and the truth

1 is it does have a lot to do with dollars and cents.

2 I do appreciate the kind of money they
3 are willing to put into it because, you know what?
4 It's going to take money to make money.

5 That's just how it works in this world.
6 You can't do things with little money and expect
7 big results. You want results, you got to put up
8 the money. I also happen to think Lessing's. I'll
9 be quite honest with you, I think Lessing's is a
10 wonderful operation. I'm glad they stepped in and
11 they covered a lot of important weddings.

12 I think they did a great job. They
13 stepped in when they were needed to and I haven't a
14 thing I could possibly say negative about these
15 guys. I think they're a very fine, family-oriented
16 organization. I do. I think very highly.

17 On that note, nothing personal
18 gentlemen, what comes out next. I'm a guy who
19 believes in hometown rules, okay, and by hometown
20 rules, I mean, sorry guys, Suffolk County, Town of
21 Oyster Bay.

22 I want my businesses to come from my
23 town. That's what I want. I want to see you guys
24 support my town. I want to see you support the
25 people that put into my tax payrolls. I want to

1 see the companies that are within our borders. I
2 want to see them get the business and, again,
3 nothing personal guys, but I'd like to see them
4 when they go into Nassau's coffers when he makes a
5 couple mill for taxes. I'd like to see that end up
6 in yours.

7 SUPERVISOR SALADINO: So you're not
8 talking about where they reside, you're referring
9 to where their corporate headquarters is located?

10 MR. FRIEDMAN: Okay.

11 Where are they going to pay their
12 taxes, where are they going to pay their county
13 taxes, who's going to this the county taxes and,
14 again, this is about the town, but it's also about
15 your county, okay. You're a piece of the county.
16 You're a town that's part of our larger group,
17 Nassau County.

18 So, yeah, I'd like to see a group
19 that's going keep their taxes and their monies in
20 my town and in my county, okay, and that's just a
21 personal thing for me because every penny counts,
22 especially in today's dollars and cents, with our
23 debts, not just you, the whole wide world, it would
24 be nice if we could keep it home.

25 So I don't know that hometown rules

1 apply, but all things being equal, gentlemen, if I
2 may, no disrespect, I'm going this way.

3 COUNCILMAN IMBROTO: But putting that
4 aside, do you think that those where the top two?

5 MR. FRIEDMAN: Personally, yeah. I
6 think they have the most to offer for everybody
7 around here. One of the things I happen to have
8 not heard a lot of, but I happen to know both of
9 them, can do well and I don't know who does what
10 better is bar mitzvahs.

11 I hear wedding, wedding, wedding. Bar
12 mitzvahs, Sweet Sixteens, there's a lot of other
13 stuff that goes on around this town and that venue,
14 the Woodlands, it's good for it all, okay. It's
15 not just a wedding venue. It's an everything
16 venue.

17 SUPERVISOR SALADINO: Some of the
18 presenters brought that up, some talked about
19 community groups, fire departments, civic
20 associations. We heard quite a lot of all of that.

21 MR. FRIEDMAN: Yeah, absolutely and I
22 think, again, it goes back to the diversity. It
23 has to do with they know how to do that, they know
24 how to do that. They been there, they done it,
25 they do it great, they got a reputation. They been

1 there, they done it, they do it great to have a
2 reputation.

3 When I have to choose between two
4 groups, personally, for an event for a family,
5 these are the only two guys I even bother to think
6 about calling.

7 They're the only two groups that I
8 would bother to call because they have a track
9 record, a background, I work with a golf outing
10 group. They got golf. They know what they're
11 doing. They got golf. They know what they're
12 doing. I'm comfortable with either party, I just
13 like what he's putting in more, dollars and cents.

14 It's more money for my coffers, for the
15 town. It's better improvements. It's bigger
16 events. Bigger event,s we're going to attract a
17 lot more business and we want to attract business
18 around here, we do.

19 I guess that will be the roundup on all
20 that and then if, by any chance, you feel the way I
21 do, you might want to reconsider reissuing an RFP
22 for Tappen.

23 If things don't work out real well, you
24 might want to reopen that because I think that now
25 that the rest of the room and the folks have had a

1 chance to see and hear what was said and what was
2 offered, there may be people live streaming who
3 want to put a bid in right now. There's better to
4 be had. I'm going to be honest with you. I'm not
5 crazy about the Tappen thing.

6 SUPERVISOR SALADINO: Okay.

7 MR. FRIEDMAN: That's it.

8 Any questions for me? I'd be more than
9 glad to do my best to help answer them.

10 SUPERVISOR SALDINO: Thank you.

11 You provided a lot of great feedback.

12 Thank you.

13 MR. FRIEDMAN: Thank you, again, for
14 the openness, transparency and, again, thank you to
15 the advisors that have taken the time to --

16 SUPERVISOR SALADINO: I'm glad you're
17 very happy with the transparency. We're going to
18 keep providing that.

19 MR. FRIEDMAN: And in absentia, I'd
20 like to say thanks for the recuse. I think that
21 was very upstanding of her. I really think that
22 was very upstanding of Councilwoman Johnson.

23 I'm saying that because she's not here.
24 I'm saying if you can let -- I think that was very
25 professional, and that's the kind of thing that we

1 need to see all the time around here.

2 SUPERVISOR SALADINO: Thank you.

3 COUNCILMAN IMBROTO: And you're very
4 professional, too.

5 Thank you.

6 SUPERVISOR SALADINO: Thank you for
7 your presentation.

8 MR. FRIEDMAN: Thank you.

9 SUPERVISOR SALADINO: And finally,
10 unless there's someone else who would like to
11 comment, the last one is Kevin McKenna of Syosset.

12 MR. McKENNA: Good afternoon, Town
13 Board.

14 Kevin McKenna, Syosset, 3 Edna Drive.

15 This afternoon when I was watching,
16 something really hit me, and it was sparked by the
17 fact that yesterday when Councilman Johnson recused
18 herself and she didn't care to disclose, why it hit
19 me that Councilwoman Alesia disclosed herself or
20 recused herself from voting on a Resolution
21 yesterday and she did disclose why.

22 And the reason that I bring this up is
23 because, in the spirit of transparency, when
24 somebody recuses themselves, not just me, a lot of
25 people wonder why, and then naturally, as human

1 beings, makes you, you know, speculate. Right?

2 One of the presenters today used to
3 term "relationships" and the gentleman who just
4 spoke, you know, also it ties into where I'm going.

5 You know, we all live in the Town of
6 Oyster Bay. We all have relationships with a lot
7 of different people, high, low, whatever, different
8 walks of life and, you know, you as Town Board
9 members, you know, you especially have
10 relationships with maybe more important people,
11 judges. You know, some of you on the Board here
12 have family that are judges, and let's face it,
13 we're all human beings and, you know, we make
14 decisions and there's always a factor in there with
15 a relationship which is very, very hard to dismiss,
16 and it just hit me a few minutes ago and, actually,
17 you know, you've been asking people about, you
18 know, the restauranteurs, if they know Singh.
19 That's not the question.

20 It's a good question. I'm not saying
21 it's a bad question. But the real question should
22 be to the restauranteurs and I'm surprised it's not
23 in the bid specs. Maybe it is. I don't know
24 because I haven't seen it. Do any of the
25 restaurant owners have any relationships with any

1 members in the Town of Oyster Bay? That should be
2 the real question.

3 Now, I am concerned about something.
4 I'm not positive, but that should be the real
5 question to the restaurateurs to, you know, all of
6 them.

7 I'm not going to -- I'm honestly not
8 trying right now to, you know, I gotcha. That
9 should be the real question and I think that you
10 really should ask that question and make sure that
11 you got an honest answer.

12 Now, the fact that Councilwoman Johnson
13 recused herself, it would be better, in my opinion,
14 if she would have said, "I have this issue."

15 I personally would rather see her still
16 be here and had disclosed what it is that made her
17 want to leave, because in what I think her -- in
18 what I think her reason to recuse herself is might
19 not be a reason to, to eliminate one of the bidders
20 that she possibly disclosed herself, rec used
21 herself with if that makes any sense.

22 SUPERVISOR SALADINO: Just barely.

23 What I'm thinking you're saying is that
24 you don't believe she absolutely needs to, but you
25 believe that she's being ultra cautious and taking

1 this very seriously, so she's beyond reproach.

2 MR. McKENNA: Let me try to -- I mean,
3 there's plenty of business owners out there.
4 They're go to know. People, they're going to have
5 relatives. The Town of Oyster Bay has over 1,000
6 employees.

7 I happen to have them right in front of
8 me right here, got them through a foil, and how is
9 it possible that these restaurant owners don't have
10 some relationship with somebody in the Town of
11 Oyster Bay?

12 SUPERVISOR SALADINO: Well, we feel
13 that no one who works for the Town of Oyster Bay is
14 a principal or operating with anyone who has
15 proposed -- made a proposal to the Town.

16 So, no Town employee --

17 MR. McKENNA: Well, everybody in the
18 Town of Oyster Bay, as per your ethics code that I
19 read before the meeting, your new ethics code, the
20 new ethics code, it's not just the council, it's
21 also employees of the Town of Oyster Bay.

22 In other words, let me flip it. Say
23 you pick somebody right now and they're now your
24 vendor, okay, and I happen to have gotten a copy --
25 I foiled someone's disclosure -- you know, one of

1 your contractors and after they become a vendor,
2 they have to fill out a disclosure.

3 I would hope that they fill it out
4 before you select them. If they fill out that
5 disclosure that your current contractors have to
6 fill out, it's going to ask if there's any
7 relationships with anybody in the Town of Oyster
8 Bay.

9 Now, I happen to think that the
10 relationship that I'm concerned about is with one
11 of the Board members, it's not with an employee, so
12 I just think that you need to ask all the vendors.
13 I'd love to know.

14 I'm sure, in your response to
15 proposals, you have the officers or owners of each
16 of the companies. You've got to have that.

17 SUPERVISOR SALADINO: Yes.

18 MR. McKENNA: You must know who the
19 owners are of each of the bidders.

20 SUPERVISOR SALADINO: Yes, yes, yes.

21 COUNCILMAN MUSCARELLA: Yes.

22 MR. McKENNA: So I just think that if
23 one of the owners of one of the companies has a
24 relationship with anybody on the Board, that you
25 should disclose that before you pick the vendor,

1 and I don't necessarily think that that should
2 disqualify the company that I think has the
3 relationship with one of the Board members.

4 I don't know, but what I'm telling you
5 is that you should do it before you select because
6 if you pick this company that I think has the
7 relationship with one of the Board members, then
8 you're going to have a problem.

9 COUNCILMAN IMBROTO: Mr. McKenna,
10 you're being very vague and --

11 MR. McKENNA: Well, I have to be vague
12 because I don't have the facts.

13 COUNCILMAN IMBROTO: -- you've just
14 cast a cloud of suspicion over every single vendor
15 and every single Board member.

16 MR. McKENNA: You want me to be en
17 vague? You want me to be en vague.

18 COUNCILMAN IMBROTO: If you can do so
19 in a responsible manner.

20 COUNCILMAN IMBROTO: I think everybody
21 understand what I'm saying.

22 COUNCILMAN IMBROTO: I don't understand
23 what you're saying.

24 COUNCILWOMAN ALESIA: I would like you
25 to be less vague.

1 MR. McKENNA: Okay.

2 SUPERVISOR SALADINO: I don't
3 understand what you're trying to say.

4 MR. McKENNA: Why did Councilwoman
5 Johnson recuse herself.

6 You disclosed why you recused yourself.

7 Why wouldn't she?

8 COUNCILWOMAN ALESIA: I specifically
9 disclosed why I recused myself because there was a
10 question regarding the Resolution brought up. I
11 believe it may have been by you. It may have been
12 by one of your compatriots, regarding the
13 propriety --

14 MR. McKENNA: And they're not my
15 compatriots.

16 SUPERVISOR SALADINO: Please.

17 MR. McKENNA: I really take offense
18 to --

19 SUPERVISOR SALADINO: Mr. -- Mr. --
20 Mr. McKenna --

21 MR. McKENNA: No, no, you just made a
22 statement my compatriots.

23 I'm a citizen of the Town of Oyster
24 Bay --

25 SUPERVISOR SALADINO: Mr. McKenna --

1 MR. McKENNA: I'm a taxpayer. I'm not
2 a compatriot.

3 SUPERVISOR SALADINO: Mr. McKenna, may
4 I speak with you, please?

5 MR. McKENNA: Yeah.

6 SUPERVISOR SALADINO: For two days, we
7 have had a tremendously professional operation. Be
8 serious.

9 MR. McKENNA: And so Councilwoman
10 Alesia just attacked me by calling my friends
11 compatriots.

12 SUPERVISOR SALADINO: You know, if we
13 were to get upset every time someone attacked us
14 online or otherwise --

15 MR. McKENNA: Sir, if you would like to
16 -- if you personally like -- listen --

17 SUPERVISOR SALADINO: I would -- I'll
18 disclose something.

19 MR. McKENNA: If you would personally
20 like to discuss the manner that you're referring to
21 that you made before I spoke, as a man to a man,
22 I'd be happy to speak to you after the meeting.

23 SUPERVISOR SALADINO: Okay. Good.

24 MR. McKENNA: Because I did not attack
25 you at that event.

1 I simply -- you weren't there to hear
2 what I said.

3 What I simply said, and I have every
4 right to say it is, that it would have been nice
5 for Supervisor Saladino to stick around and listen
6 to what the residents have to say about the
7 Bethpage Plume --

8 SUPERVISOR SALADINO: Which is not the
9 Bethpage Plume. It's the Grumman Navy Plume. But
10 we're way off base here.

11 MR. McKENNA: -- which is a life and
12 death situation more important than going to a bar,
13 so --

14 SUPERVISOR SALADINO: For two days --

15 MR. McKENNA: So, you know, you are off
16 base with what you said.

17 SUPERVISOR SALADINO: For two days,
18 sir, we have had a very professional work session,
19 for two days where none of it has gone to this
20 place.

21 MR. McKENNA: I'm going to -- I'm going
22 to --

23 SUPERVISOR SALADINO: It is my
24 intention --

25 MR. McKENNA: -- stop.

1 SUPERVISOR SALADINO: -- to continue
2 for this to be very, very professional, okay, so if
3 you would like to continue and get this piece
4 resolved because we're going to a place that is
5 turning this, this --

6 MR. McKENNA: Well, let me try --

7 COUNCILWOMAN ALESIA: I'd like to
8 answer the question you asked.

9 SUPERVISOR SALADINO: Please.

10 COUNCILWOMAN ALESIA: The reason that I
11 defined why I was recusing myself is that there was
12 a question as to the propriety of the Resolution,
13 and I wanted to be very clear, I was not abstaining
14 because I thought the Resolution was improper or
15 that there was anything wrong with it, only
16 because, in the past, I had had a relationship with
17 one of the law firms that was listed in it.

18 MR. McKENNA: I understand.

19 COUNCILWOMAN ALESIA: There is nothing
20 uncommon about people up here on the dias recusing
21 themselves without giving a specific reason for
22 why.

23 MR. McKENNA: No, I understand.

24 SUPERVISOR SALADINO: And that goes on
25 in every municipality including in this State.

1 MR. McKENNA: I understand what you did
2 and why you did it, and I think it was very noble
3 of you to do it.

4 I wonder why Councilwoman Johnson --
5 okay, here's my point and I'm going to try to not
6 be vague. There's obviously a reason. The reason
7 that I think she recused herself, I can't say
8 because I'm not positive, but I'll try to give you
9 a hint.

10 If she has a family member who happens
11 to be part owner of one of the bidders, then I just
12 think that should be disclosed up front rather than
13 not said.

14 Everybody out there thinks, I'm telling
15 you right now, I'm going to be straightforward,
16 everybody out there believes that her dad is part
17 owners of one of the bidders.

18 Now, that might not be true.

19 SUPERVISOR SALADINO: Okay.

20 Well -- yes.

21 MR. McKENNA: That might not be true.

22 SUPERVISOR SALADINO: Just a moment,
23 please. Yes.

24 MR. NOCELLA: Supervisor, it's within
25 Councilwoman Johnson's discretion to disclose or

1 not disclose her reason and it could be as simple
2 as the appearance of impropriety or appearance of
3 impartiality, but it is not through faults any
4 family member of hers has any business relationship
5 with any of the presenters.

6 COUNCILMAN IMBROTO: But either way,
7 she's not participating in the discussion, she's
8 not voting.

9 Are you not satisfied with that?

10 COUNCILMAN MUSCARELLA: She has no
11 influence over anybody.

12 MR. McKENNA: Again, it goes to the
13 relationship that I made earlier that if, in fact,
14 if, in fact, the person that I'm talking about does
15 own or have an interest in one of the bidders, the
16 other people on this Board, the other people on
17 this Board, okay, Councilwoman Alesia's dad, okay,
18 he's a judge, all right, they know each other. You
19 guys have bumped elbows with this individual. It's
20 only common sense that you're gonna to try to --
21 you know, human nature. I'm not trying to -- I'm
22 just trying to say this to you so you'll know.

23 SUPERVISOR SALADINO: Okay.

24 Mr. McKenna, let's cut to the chase.

25 MR. McKENNA: Let's cut to the chase.

1 Let's ask her.

2 SUPERVISOR SALADINO: So you will
3 understand the process.

4 We're going to speak about the
5 applicants in the open, publicly. Everyone is
6 going to hear the reasons why we're going to chose
7 who we're going to chose.

8 In complete transparency everyone,
9 including yourself, including everyone watching at
10 home will understand.

11 MR. McKENNA: There's only under 100
12 people watching, just so you know.

13 SUPERVISOR SALADINO: Whether it's two
14 or whether it's a million, we are doing this with
15 total transparency, and to be fully open and
16 transparent, I'd like to state to you, because
17 you've made this reference about people who are
18 related to judges, my father was a judge of the
19 New York State Supreme Court.

20 MR. McKENNA: I know that.

21 SUPERVISOR SALADINO: Back in the
22 1970s, he was a councilman in the Town of Oyster
23 Bay, but he passed away in 2000, he's not alive,
24 and he had many, many friends, and I'd have no idea
25 if any of the applicants were friends with him in

1 the 1960s or the 1970s and in no way does that
2 affect my decision.

3 I wish he was alive today.

4 MR. McKENNA: So do I.

5 SUPERVISOR SALADINO: I wish I could
6 pick up the phone and speak to my father, but I
7 can't. It doesn't affect my decision. I am here
8 representing the people. We are doing this with
9 tremendous transparency and ethics and each and
10 every one of us are extremely proud of this
11 process.

12 We are going to deliberate right here
13 from our seats, in the open, with full transparency
14 just as promised and if you care to wait and sit in
15 this room, you'll witness that transparency, you'll
16 witness the ethics and you'll know why we're making
17 the choices that we're making.

18 Now, we're going to do this the right
19 way. We understand that maybe you have concern or
20 complications as you seem to have each and every
21 Board meeting.

22 MR. McKENNA: That's right, I do.

23 SUPERVISOR SALADINO: Each and every
24 time --

25 MR. McKENNA: And they're very

1 legitimate concerns.

2 SUPERVISOR SALADINO: -- we conduct --
3 that's an opinion, but we are going to continue to
4 conduct government in the proper, ethical and
5 transparent way and, quite frankly, this shows that
6 we're doing this with more transparency than any
7 other municipality in the State of the New York,
8 including New York State itself.

9 MR. McKENNA: Supervisor, everything
10 that you're doing, and I said this yesterday,
11 everything that you're doing out in the public
12 right now is transparent. I agree with you. But
13 the point that I was trying to make is that when
14 you deliberate, okay, people don't know what's
15 going on inside of your brain --

16 SUPERVISOR SALADINO: But they will
17 know.

18 MR. McKENNA: -- and if you're telling
19 me.

20 Let me just finish with all due
21 respect.

22 If you're telling me that Mr. Nocella
23 just went on the record, he just stated that
24 Councilwoman Johnson's family member --

25 SUPERVISOR SALADINO: Legal right.

1 MR. McKENNA: -- is not a partner in
2 one of bidders, if you're making that statement,
3 which you did --

4 MR. NOCELLA: Yes, I'll reaffirm that.
5 I'll be specific, too.

6 Her father or any other family member.

7 MR. McKENNA: Okay. I accept that.

8 I said to you, a little while ago, that
9 it's a rumor that's going -- it's a big rumor --

10 SUPERVISOR SALADINO: But the problem
11 is --

12 MR. McKENNA: -- and it's good that
13 it's confronted now because if you were to choose
14 this vendor, it's just going to be nothing but
15 more --

16 SUPERVISOR SALADINO: So you had your
17 question answered, that he is, in no way, one of
18 the bidders or one of the principals or one of the
19 members of any of the responders to the RFP, but
20 what has happened in a very irresponsible manner,
21 some people go online and some people just go way
22 off and aren't concerned about the truth and have
23 no relationship with the truth.

24 So, we are going to continue --

25 MR. McKENNA: That's why I just asked

1 you what I asked you so that --

2 SUPERVISOR SALADINO: I appreciate
3 that.

4 MR. McKENNA: -- so that I don't put
5 online. I've been reading this by others --

6 SUPERVISOR SALADINO: I appreciate
7 that.

8 MR. McKENNA: -- and rather than,
9 rather than --

10 SUPERVISOR SALADINO: But it has been
11 very clear to me --

12 MR. McKENNA: That's why I asked you.

13 SUPERVISOR SALADINO: -- in my eight
14 weeks here as the Supervisor, that some people have
15 no concern for the truth, whatsoever.

16 MR. McKENNA: I would really like
17 you --

18 SUPERVISOR SALADINO: So we're going to
19 conduct this --

20 MR. McKENNA: -- I'd really like you,
21 at some time, and, again, I'd be happy to meet with
22 you one on one because I'd really like to hear what
23 is put online that's not the truth.

24 SUPERVISOR SALADINO: Okay.

25 MR. McKENNA: Because if you --

1 COUNCILMAN IMBROTO: I'll tell you
2 what's put online that's not the truth.

3 They say that I don't live in
4 Plainview.

5 MR. McKENNA: -- because if you tell me
6 -- excuse me one second, excuse me.

7 If you tell me, I'd be happy to put it
8 out there that it's not the truth.

9 SUPERVISOR SALADINO: It would be nice
10 if people would actually find out the facts before
11 they go off making claims.

12 But you -- we have opened this process
13 to everyone. You're a resident. You don't even
14 have to be a resident to come up and speak. You
15 have spoken. You found out that your concerns are
16 entirely unfounded. You found out that the things
17 that were worrying you and giving you anxiety are
18 not --

19 MR. McKENNA: I couldn't sleep last
20 night because of this.

21 SUPERVISOR SALADINO: I don't have any
22 problem believing that.

23 So we are trying to get the facts out
24 so that you won't be stressed, so you won't --

25 MR. McKENNA: Just put the facts out.

1 You don't need to keep going on and on.

2 SUPERVISOR SALADINO: Okay.

3 MR. McKENNA: And I'd be happy to meet
4 with you and talk to you to try to clear the air,
5 because I don't think anything that I've put online
6 is inaccurate or untrue, and if you tell me
7 something someone else has and it's untrue, I'll be
8 in your court, and I'll put it out there that these
9 other people are wrong, if you let me know what it
10 is.

11 SUPERVISOR SALADINO: Okay. Thank you.

12 MR. McKENNA: Did you want to say
13 something.

14 SUPERVISOR SALADINO: Thank you.

15 No, I think we're --

16 COUNCILMAN IMBROTO: I would like to
17 know where your opinions are of the proposals.

18 SUPERVISOR SALADINO: I think
19 Mr. McKenna has used his time up and I appreciate
20 that.

21 MR. McKENNA: I'd love to answer that
22 question.

23 SUPERVISOR SALADINO: We have to get to
24 the -- we have to get to this process, okay.

25 We have a --

1 MR. McKENNA: I'd be happy to tell you
2 online.

3 SUPERVISOR SALADINO: All right.

4 Is there anyone else here who would
5 like to provide public comment? Is there anyone?

6 We have the floor open to anyone who
7 would like to provide public comment. We
8 appreciate everyone's patience. We appreciate this
9 long process. We certainly appreciate the very
10 high quality proposals that have been made.

11 Each and every one of them was filled
12 with tremendous quality and they're quite
13 different.

14 So I'm going to ask that we take a
15 brief break. We've been sitting her a long time.
16 And I'm sure the stenographer needs a break. And
17 then we'll reconvene and get back to work and we
18 really appreciate your patience.

19 (Whereupon, a recess was taken at
20 5:35 p.m. and the proceedings resumed at 6:01 p.m.
21 as follows:)

22 SUPERVISOR SALADINO: We appreciate
23 everybody's patience.

24 I know folks have been waiting here.
25 Some arrived this morning as we arrived, and we

1 thank you very, very much for your patience
2 throughout all that we have to get done.

3 We're just waiting for an opinion on
4 something so that we do everything 100 percent
5 properly.

6 (Whereupon, a discussion was held off
7 the record.)

8 (Whereupon, at 6:03 p.m., the
9 Presentations portion of these April 5, 2017
10 proceedings was suspended to continue the Action
11 Calendar from April 4, 2017; the Presentations then
12 resumed at 6:20 p.m. as follows:)

13 SUPERVISOR SALADINO: All right.

14 Let the record reflect that Michele
15 Johnson is leaving the Boardroom.

16 Okay?

17 Ladies and gentlemen, now we have a
18 very difficult decision to make, decisions, because
19 of the fact that all of these responders to the RFP
20 brought about very credible, very interesting and
21 quite impressive, quite impressive responses and
22 proposals.

23 As stated, we're going to go over this
24 publicly and I'd like to begin with Tappen Beach
25 concessions.

1 COUNCILMAN COSCHIGNANO: Supervisor,
2 before we start with Tappen Beach, I just wanted to
3 offer a suggestion.

4 SUPERVISOR SALADINO: Yes.

5 COUNCILMAN COSCHIGNANO: I've spoken to
6 several residents that live in the area, near and
7 around Tappen Beach, and I know this has not been a
8 perfect situation in the past, and even the prior
9 concession operator did not seek to return to that
10 facility. I've been told, by residents over there,
11 that they're concerned about the sale of liquor as
12 a predominant, you know, item being sold, maybe the
13 predominant item being sold over there.

14 There's some safety concerns. I
15 noticed that only two people presented yesterday
16 and I think it would be much better if we had more
17 proposals or considered, potentially, the return
18 and whether or not the return that's being proposed
19 there is worth the liability and the concern to the
20 residents who live in the area, so I mean I'd offer
21 the suggestion that, potentially, we spend more
22 time looking at Tappen Beach.

23 Maybe focus our attention, this
24 evening, on the other proposals, the more
25 significant proposals and being that Tappen is of

1 the smaller item, potentially holding that in
2 abeyance for a later date and deciding what we
3 might do in the future.

4 Again, that's only my suggestion. I'm
5 only one Board member.

6 SUPERVISOR SALADINO: They will need
7 time, whoever does come into that property, will
8 need some time to get it up and running. We want
9 to make sure they're in place, but I don't have a
10 problem with going to the other and returning to
11 this.

12 COUNCILMAN MUSCARELLA: I happen to
13 agree with the Supervisor. We have three
14 proposals. One person withdrew. We have two
15 viable alternatives.

16 I think we should vote on it because,
17 again, time is of the essence and they have to open
18 up before the season starts.

19 COUNCILMAN COSCHIGNANO: The prior
20 concessioner from last year is actually here.

21 I don't know if you wanted to -- I
22 mentioned it earlier. I don't know for you wanted
23 to get any input there, but I don't know if what we
24 have there is the best it can actually be for the
25 residents.

1 COUNCILWOMAN ALESIA: Chris, can you
2 flush out a little bit more what the issue is that
3 the neighbors have brought to you? Is it safety
4 and quality of life concerns?

5 COUNCILMAN COSCHIGNANO: I think it's
6 quality of the life concerns with predominance
7 being the sale of the alcohol there.

8 I don't know if maybe it was a rush to
9 open that facility, maybe it wasn't done in a top
10 quality manner. I know some residents had stated
11 that our immediate former concessionaire did there
12 was very good, but he hasn't submitted or they
13 haven't submitted a proposal to go back. So it
14 seems like a less than ideal situation.

15 Again, it's only my opinion.

16 COUNCILWOMAN ALESIA: Do you think it
17 would be a problem to have -- I mean, like, I think
18 one of the bidders, right, was Au Bon Pain. Like,
19 they have Au Bon Pain listed just to have a
20 sandwich shop there. What if we didn't allow the
21 alcohol there anymore? Would that alleviate the
22 problem, do you think?

23 COUNCILMAN COSCHIGNANO: That would
24 alleviate the problem with a couple of residents
25 that I heard but, again, I don't know what the

1 ideal situation would be there, and I'm not sure
2 we're really going into it knowing all the
3 variables.

4 Money is one thing. The Town certainly
5 could use the money, but it's not a huge revenue
6 source compared to what the problems may be and I'd
7 also like to know what our costs are over there
8 related to having that there and what money we
9 spend there.

10 COUNCILWOMAN ALESIA: But I guess my
11 point is, is there harm in choosing one of the two
12 applicants and then having a conversation with them
13 about maybe not allowing full alcohol service, you
14 know, as we move on? I mean, I do think that
15 residents want to have sandwiches and things like
16 that when they're at the beach.

17 COUNCILMAN COSCHIGNANO: Yeah, I think
18 we should -- I agree with you.

19 A nice facility, food facilities, maybe
20 on a limited basis, maybe not alcohol related, but
21 perhaps we should nail that down before we -- you
22 know, maybe there's other ideas that can be done
23 there, other marketing ideas. Maybe we should nail
24 that down on our end before we go ahead with it.

25 I don't know if it's fair to award it

1 and then go back to them and say, oh, we're
2 changing the rules. They may be counting on --

3 SUPERVISOR SALADINO: The revenue from
4 those sales.

5 COUNCILMAN COSCHIGNANO: Yeah.

6 I just -- a less than ideal scenario
7 and maybe something we need to work on.

8 COUNCILMAN MUSCARELLA: Well, we were
9 here. We heard the two proposals. We had the
10 doctor come up. He verified his financials.

11 I mean, I would hate to go, later in
12 the season, and find out that it's going to stay
13 vacant on the beach. You know what I mean?
14 Through the services. People want to eat at the
15 beach. It's ironic that the person who probably
16 will, I'm going to vote for, Healthy Choice, you
17 can't get cleaner than that.

18 I mean, he made a nice presentation. I
19 think we should give him an opportunity and he does
20 have a background, he does have good experience and
21 he's in the business. I think it's within his
22 realm to be successful. I think the proposal's a
23 fair proposal. He didn't give like, you know --
24 the rent is reasonable.

25 That's my opinion.

1 COUNCILMAN IMBROTO: I agree.

2 Between what we were presented, I think
3 they were the better choice. I would be
4 comfortable voting on them, but I also understand
5 your concern about holding over and seeing what
6 else we could do there.

7 COUNCILMAN MUSCARELLA: So let's -- I
8 guess we're going to have to poll the board to see
9 if we can move forward. We need four votes on any
10 of these RFPs, so would you -- I would like to vote
11 on it.

12 COUNCILMAN IMBROTO: I'm comfortable
13 voting on it.

14 COUNCILMAN MUSCARELLA: Are you
15 comfortable voting on it?

16 COUNCILWOMAN ALESIA: I am comfortable
17 voting on it.

18 SUPERVISOR SALADINO: I'm comfortable
19 voting on it, but we really need to discuss with
20 them the alcohol issue because --

21 COUNCILMAN MUSCARELLA: Okay.

22 SUPERVISOR SALADINO: -- it's important
23 to the public.

24 COUNCILMAN MUSCARELLA: I don't know if
25 the doctor is here?

1 He's not.

2 COUNCILWOMAN ALESIA: Well, I think it
3 may be something we can work out in terms. I'm not
4 saying that we necessarily have to preclude any
5 alcohol sales, but it may just be a question of
6 really buttoning it up and giving him a chance to
7 show us what he can do.

8 COUNCILMAN COSCHIGNANO: And in
9 difference to the residents I spoke to, I'm going
10 to refrain from supporting anyone, but certainly
11 I'd be comfortable with the Board making a decision
12 to go forward. I think you have every right to do
13 that and you have the votes to proceed.

14 COUNCILMAN MUSCARELLA: I think we
15 should proceed.

16 MR. ALTADONNA: Do you want me to call
17 for a roll on Tappen?

18 SUPERVISOR SALADINO: Yes, please call
19 the roll.

20 MR. ALTADONNA: Okay.

21 Pertaining to Tappen Beach, on the
22 vote?

23 SUPERVISOR SALADINO: Just a moment,
24 please.

25 (Whereupon, a discussion was held off

1 the record.)

2 MR. ALTADONNA: Motion was made by?
3 Let's get that on the record.

4 COUNCILMAN MUSCARELLA: I'll make a
5 motion to vote.

6 COUNCILWOMAN ALESIA: I'll second that
7 motion.

8 MR. ALTADONNA: Second by Councilwoman
9 Alesia on the vote.

10 Supervisor Saladino.

11 SUPERVISOR SALADINO: I vote for
12 Healthy Choice.

13 MR. ALTADONNA: Okay.

14 Councilman Muscarella?

15 COUNCILMAN MUSCARELLA: I also vote for
16 Healthy Choice.

17 MR. ALTADONNA: Councilman Macagnone is
18 absent.

19 Councilman Coschignano?

20 COUNCILMAN COSCHIGNANO: No vote from
21 me.

22 MR. ALTADONNA: Councilwoman Alesia?

23 COUNCILWOMAN ALESIA: I vote for
24 Healthy Choice.

25 MR. ALTADONNA: Councilwoman Johnson is

1 absent.

2 I should say she's recused, not absent.

3 Recused.

4 Councilman Imbroto?

5 COUNCILMAN IMBROTO: I also vote for
6 Healthy Choice.

7 MR. ALTADONNA: Okay.

8 Healthy Choice it is.

9 SUPERVISOR SALADINO: Thank you.

10 And I will instruct the Town Attorney
11 and all of those negotiating to make the highest
12 priority talking about the alcohol or how we can
13 reign in perhaps the hours and if they're amenable
14 to not sell alcohol at all.

15 MR. NOCELLA: Yes.

16 Understood, sir.

17 SUPERVISOR SALADINO: Thank you.

18 MR. ALTADONNA: For the record, four
19 for Healthy Choice, one no vote, one absence and
20 one abstention.

21 COUNCILMAN COSCHIGNANO: When you're
22 saying no vote, I didn't cast a vote, not that I
23 voted against them.

24 MR. ALTADONNA: Okay.

25 COUNCILMAN COSCHIGNANO: Put an

1 abstention if you'd like.

2 I'm not voting against them.

3 MR. ALTADONNA: Okay. Put an
4 abstention.

5 SUPERVISOR SALADINO: I'll ask that
6 next we talk about Tobay Restaurant and Amusements.

7 MR. ALTADONNA: Do you want to go for a
8 vote?

9 SUPERVISOR SALADINO: No.

10 Let's discuss this.

11 COUNCILMAN MUSCARELLA: First of all,
12 the process. There's a wholly -- I mean, it's a
13 completely new process. I mean, we're going to
14 through this in a tentative way because we don't
15 know exactly how this is going to pan out. I have
16 never spoken to a Board member on any of the
17 proposals or the RFPs.

18 I'm comfortable with narrowing it down,
19 but first, before we even get to that point, we
20 have to decide whether we're going to have one
21 vendor at the beach or two vendors at the beach;
22 the concession and the restaurants being separate.
23 I think we have to -- before we start, you know,
24 planning on who's going to...

25 SUPERVISOR SALADINO: Well, let's talk

1 about that.

2 There are pros and cons to doing either
3 one. You know, I am confident that we have in our
4 minds, I know I do, more than one of the -- those
5 proposing who would do an excellent job.

6 I think part of the reason this is a
7 tough choice is because we've gotten some really
8 excellent proposals so I do feel very confident
9 that as we go -- when we make our choice, we know
10 how it will turn out because of the fact that these
11 proposals are well thought out, and I know in my
12 mind, I'm considering people with a long track
13 record who have proven their abilities but, yes, of
14 course, what are the pros and cons of having two
15 separate entities versus one entity?

16 And one of my thoughts is that in the
17 past, one there's been one entity across the Town,
18 and by going with diversity, you provide for an
19 exchange of ideas, you provide for different -- you
20 provide for a safety net, quite frankly.

21 COUNCILMAN COSCHIGNANO: I'd also like
22 to ask the Town Attorney, did it appear that this
23 was meant to be bid separately? What's the optics
24 to the public who made the bid? Is it a separate
25 bid or is it made in conjunction? If the feeling

1 is that they are bidding separately, then I feel we
2 should consider them separately.

3 MR. NOCELLA: They were made
4 separately. The request for proposals were put on
5 separately. The responses were separate. There
6 were people who, in their proposals, as well as
7 their oral presentations, talked about additional
8 economies, additional revenues, additional benefits
9 to being awarded both. So it is something that can
10 be considered but, technically speaking, each was
11 individual, each was separate.

12 COUNCILMAN COSCHIGNANO: For
13 procurement purposes, I think we should handle them
14 independently.

15 COUNCILMAN IMBROTO: I think that they
16 absolutely must be handled independently and like
17 the Town Attorney said, you can consider whether or
18 not it would make sense, when you're voting on
19 either of them, for it to be the same vendor.

20 Personally, I'm not convinced, after
21 hearing from everybody, and I asked everybody do
22 you think it makes more sense for them to be
23 together?

24 Yeah, maybe it makes more sense.

25 Is it essential for them to be

1 together? Nobody said it was essential.

2 So, I think it makes sense to treat
3 them separately.

4 SUPERVISOR SALADINO: My sense is that
5 the -- that there's clearly an advantage to the
6 vendor to have both properties and there's an
7 economy of scale, there's convenience, shared
8 services. So, to them, there's a clear advantage.
9 I'm not positive that there's an advantage to the
10 Town.

11 COUNCILWOMAN ALESIA: That's very well
12 put.

13 SUPERVISOR SALADINO: Let's talk a
14 little bit about the financials.

15 It would seem as though --

16 COUNCILMAN MUSCARELLA: Financials for
17 the Town purposes or financials of the companies to
18 the vendors?

19 SUPERVISOR SALADINO: No, the
20 financials, the payments to the Town.

21 COUNCILMAN MUSCARELLA: Okay.

22 SUPERVISOR SALADINO: Let's talk a
23 little bit about -- let's start with some of the
24 higher ones and work our way through.

25 Simply, dollars alone, who provides the

1 most income to the Town when you factor in the
2 increases, when you factor in some of the
3 percentages? Who do you feel provides the most
4 income to the Town?

5 COUNCILWOMAN ALESIA: Based on what we
6 have it looks like sort of a tie between Carlyle
7 and Ciao Baby with Lovin' Oven being the third.

8 Is that...

9 SUPERVISOR SALADINO: Lovin' Oven being
10 the third, but still quite a ways down.

11 COUNCILWOMAN ALESIA: Yep.

12 SUPERVISOR SALADINO: So we have two
13 that are in the same grouping way above everyone
14 else and then the next is hundreds of thousands of
15 dollars less at least on the three-year projection
16 of guaranteed money, by the way.

17 So in terms of -- yes.

18 COUNCILMAN MUSCARELLA: Well,
19 obviously, you have people -- the rent, but there
20 are two or three that have substantial capital
21 inputs or improvements.

22 SUPERVISOR SALADINO: No doubt. No
23 doubt about that.

24 COUNCILMAN MUSCARELLA: She's like
25 waited until like three or four people. I mean, if

1 you're coming in as two, maybe three, giving over
2 \$500,000 to fix our own property.

3 I mean, putting capital improvement on
4 land that we own, so I think you have to consider
5 both, because if they're going to spend their
6 money, yes, they're going to give us less on the
7 rent side, but still improving, you know, the next
8 person, if they don't do well.

9 COUNCILWOMAN ALESIA: Well, so if you
10 were making a Venn diagram -- which my son is
11 studying in school, so I'll use that -- and we were
12 going to look for the crossover between one of the
13 higher revenue players and one of the higher
14 capital improvements players that intersects at
15 Ciao Baby with 660 in capital improvements.

16 COUNCILMAN MUSCARELLA: Okay.

17 SUPERVISOR SALADINO: Well, on the
18 notes that I took --

19 COUNCILMAN MUSCARELLA: Well, and also
20 J & B, I would assume.

21 COUNCILWOMAN ALESIA: And J & B, but
22 their yearly is much lower. Their revenues are
23 lower for us.

24 SUPERVISOR SALADINO: Considerably
25 lower.

1 COUNCILMAN MUSCARELLA: Carlyle came up
2 with a very good rent. They're the highest on the
3 rent or close to Ciao Baby, but they didn't come up
4 with any capital improvements; yet, their proposal,
5 their RPF has all these improvements that they
6 projected.

7 They just -- they publically stated
8 750,000, but that's not real, because it's not in
9 the RFP. I don't know. His, his -- basically, he
10 has everything in his RFP of all the things he's
11 going to do, but he doesn't give a dollar amount.

12 Do you know that? Did you look at
13 that?

14 COUNCILWOMAN ALESIA: I was going to
15 say Lou took very careful notes I know, not to put
16 you on the spot, but...

17 COUNCILMAN MUSCARELLA: Obviously, he's
18 a credible vendor. I mean he has, you know, a
19 strong financial and everything else so -- and he
20 is a, you know -- so he's going to come in there.
21 You can't open up the restaurants without putting a
22 major capital improvement.

23 COUNCILMAN IMBROTO: My feeling on the
24 capital improvements is the dollar amount is not as
25 important -- the dollar amount is only important in

1 the sense that they're going to make a facility
2 that's going to make money for them and I think
3 that anyone that's going to go in there is going to
4 want to make it a nice facility. They're going to
5 want to make it the best because they're going to
6 be benefitting from that.

7 So to the extent that anyone is going
8 to commit to running that business, I think that
9 the dollar amount isn't as important as the vision
10 and --

11 COUNCILMAN MUSCARELLA: Okay.

12 COUNCILMAN IMBROTO: -- and, you know,
13 you can put \$700,000, you can spend it any way you
14 want.

15 If you're going to spend it on, you
16 know, cleaning the windows every day, then that's
17 not the same as, as constructing a restaurant. I
18 don't think the number's as important as what they
19 plan to do there and I think that with the vendors
20 that we're discussing, I think that all of them
21 have a commitment to making it a top-class
22 facility, including Carlyle.

23 SUPERVISOR SALADINO: It seems --

24 COUNCILMAN MUSCARELLA: But then you're
25 narrowing it down to Ciao Baby and Carlyle.

1 SUPERVISOR SALADINO: Carl -- Carlyle.

2 COUNCILMAN MUSCARELLA: So now it is
3 down to them but, again, going back to J & B --

4 COUNCILWOMAN ALESIA: I liked their
5 proposal a lot.

6 COUNCILMAN MUSCARELLA: The proposal
7 was real. Checking their experience is second to
8 none really, and, two, you know, just because you
9 come up with giving X amount of dollars doesn't
10 mean you're going to sustain yourself.

11 COUNCILMAN IMBROTO: I agree, and I
12 think that they, they have a very strong proposal.
13 I think that the concept is fun. I think people
14 are really going to like and I think for a beach
15 restaurant, I think that's one of the most
16 important things to consider. Also I would
17 consider the fact that they're operating in that
18 field, they've been at Jones Beach, they know what
19 the traffic is at the beach, they know what a
20 realistic proposal is, I think that weighs in their
21 favor, and I think that the fact that it's a nice
22 concept weighs in their favor. It can't just be
23 about the money.

24 The money is very important, obviously,
25 with the Town being in the financial condition it's

1 in, but it's not the only thing.

2 COUNCILWOMAN ALESIA: And the other
3 thing I think is we had several people get up and
4 talk about the beach being a beach and not, you
5 know, overselling it and overstuffing it and over
6 serving it, and I think, you know, you've got sort
7 of a nice halfway point with J & B between like
8 just a burger shack and what Carlyle has to offer
9 which is really full-service catering. I feel like
10 they were kind of a middle ground. I don't know if
11 anyone else also feels that.

12 SUPERVISOR SALADINO: Well --

13 COUNCILMAN MUSCARELLA: And I was going
14 to say Dover also has years of experience and they
15 were -- actually, the person that led us to make a
16 decision probably -- and you have to take into
17 consideration the weather, the variables at the
18 beach.

19 You know, some of these numbers, I
20 don't think are real, and that's one of the
21 problems we have because to go to a vendor who's
22 going to give numbers, and Ciao Baby, I hate to say
23 it, great food, you know, I don't think they have
24 the financials of the others, but no experience.

25 COUNCILMAN IMBROTO: Right.

1 COUNCILMAN MUSCARELLA: They come to
2 the beach and a great number and then when they see
3 what's happening a year later, I don't want them
4 coming back to us and say I have to renegotiate.

5 COUNCILMAN IMBROTO: The last thing we
6 need is to be stuck with a vendor that can't
7 perform, can't deliver what they said and to be
8 doing this again next year or, even worse, in the
9 middle of the season.

10 COUNCILMAN MUSCARELLA: Right.

11 So we have to narrow it down to who we
12 feel is going to make the best presentation, and,
13 two, deliver what they say because this is a
14 10-year contract I think, correct?

15 COUNCILMAN IMBROTO: Well, for me
16 really the outstanding choices are J & B and
17 Carlyle because they have the experience, they have
18 the financial backing, and I think they this
19 ability that it really should be the primary
20 concern.

21 COUNCILMAN MUSCARELLA: Well, Dover's
22 in the same ballpark, I guess, right?

23 COUNCILMAN IMBROTO: Yes.

24 Dover actually had a strong proposal,
25 too, in my opinion.

1 SUPERVISOR SALADINO: The -- in terms
2 of the experience for our residents which is also
3 very important to me as well as the financials, the
4 experience of -- I like the feel of -- I think
5 we've been talking about the same three or four.

6 Tortuga Isle and the kinds of foods
7 they were offering sounded absolutely wonderful.

8 The Calypso's Bar and Grill, bringing
9 in a combination of sushi and all kinds of very
10 high-end seafood was also fabulous. I really
11 thought that both of them changed the style of what
12 has been -- what has been served there before and
13 thinking of all the residents and to see the dollar
14 kids' menu, to see things, you know, like a \$2.50
15 soda and these nice, very affordable items.

16 A burger for \$5 when a family is
17 eating, going to a day at the beach, maybe someone
18 brings a friend, it's possibly five, six, seven
19 people in a group. It seemed like there was an
20 affordability to that and I also like the fact that
21 they were going to offer us 15 percent of the sales
22 and merchandise, too, because that would clearly
23 add up, hopefully, as things went on.

24 On Carlyle's application, I also liked
25 that. The numbers to the Town were wonderful.

1 That was one of the very largest in terms of the
2 payments to the Town. They also had this very
3 interesting ability to offer very high-end
4 restaurant seafood, high-end butler service,
5 high-end delivery on the beach, high-end in terms
6 of hotel-like quality, in terms of lounge chairs,
7 towels, umbrellas, all those rentals and then I
8 saw, on the other end, that they had affordability
9 that was also provided with the \$2 tacos, peanut
10 butter and jelly sandwich for \$1.75, and I was --
11 the whole platter, burger and fries for \$7.95. So
12 I got a nice feeling about something for everyone,
13 from the highest end, most luxurious experience to
14 the most affordable experience.

15 I thought that was very, very
16 interesting, and then that 15 percent on non-food
17 items was also another \$50,000 a year and I could
18 see arriving at that because people want those
19 conveniences.

20 I do like trying the idea of beach
21 delivery. That's been spoken about in so many
22 different lights over these past two days, but I
23 think when a parent has a number of children with
24 them, the idea of having -- of not having to get
25 up, move everyone, perhaps, what do you do with all

1 of your values on the beach and there's a
2 tremendous convenience and I know young people,
3 too, young adults love convenience as well and I
4 just think it gives a new and quite spectacular
5 feeling at the beach.

6 I also like some of the proposals that
7 they had for entertainment on our facilities to
8 make it, they both did, they both did, they both
9 had lots of reasons to make the Town of Oyster
10 Bay's facility a destination and, obviously, it's
11 very important for us to keep that in check, so
12 that we don't see too many people coming in, it
13 doesn't turn into a hangout with problems.

14 COUNCILMAN IMBROTO: Again, to me, the
15 most important thing is the experience that we're
16 going to provide to our residents, so I think that
17 weighs heavily.

18 COUNCILWOMAN ALESIA: And I know we
19 kind of talked about this a lot during the session,
20 but I just don't -- I don't love to idea of
21 cabanas, as part of this, as part of the
22 consideration, just generally, not with respect to
23 any individual firm, but I just want to say I
24 realize it might be a moneymaker, but I think it's
25 a little antithetical to the idea of what our

1 beach, what Tobay is.

2 SUPERVISOR SALADINO: I'm in 100
3 percent agreement.

4 It wasn't part of the RFP. It changes
5 what our mission is at the beach. I really don't
6 believe that, at this time, cabanas should be part
7 of the discussion at all.

8 COUNCILMAN MUSCARELLA: And so we have
9 a very difficult decision. You're dealing with two
10 restaurants, so the operator's got to be
11 experienced in the restaurant business.

12 Two, he has to get his liquor license.
13 He's got to get all the insurances, everything
14 else, so he's got to be financially stable.

15 Two, and there's like three of them,
16 obviously, one, Carlyle has strength, Dover, which
17 has -- he gives it on the back end, when you the
18 percentages. You know, number one, you're going to
19 see his sales; two, he's made a great presentation,
20 and, yes, he starts out at 100,000. Carlyle is on
21 270 upfront, and other, 125.

22 So there's got to be a compromise what
23 you want at the beach. I mean, one is, you know,
24 he's going to pay you lot of money right up front.
25 I mean, you've got a lot of money for the taxpayer.

1 It's a win/win/win for everybody, but it's what you
2 want or the feel you want at the beach.

3 J & B, who I complimented, did a
4 phenomenal job in the presentation, in the field,
5 in his experience, and his balance sheet was
6 incredible.

7 I mean -- TJI Restaurants he owns, he
8 owns Friendly's, he owns all these -- you know, so
9 I would say we have to narrow it down to three, and
10 then let's narrow it down to one.

11 COUNCILWOMAN ALESIA: Yeah.

12 COUNCILMAN MUSCARELLA: It's the only
13 way you're going to do it.

14 COUNCILWOMAN ALESIA: I would also say
15 that the concept of the apparel, I don't want to
16 make too much of this, but the fact that they came
17 up with the idea, I just -- to me, it fits with a
18 vision. I think it's innovative and it fits with
19 what I'd like to see there, personally.

20 SUPERVISOR SALADINO: The experience
21 for our residents also was exceptional with the
22 Dover proposal.

23 This Peter's Clam Bar and Pete's
24 Barbecue just seem to be what you would envision
25 the public would want to come to when they come to

1 beach. It really seems to fit the beach theme,
2 family nights, so that's it's not focused on
3 drinking, is very attractive and something like
4 Monday lobster nights for \$19.95, again, goes back
5 to affordability.

6 We can, we can really have something
7 that is the best in the world, but we shouldn't
8 make it out of reach of the average Town of Oyster
9 Bay family, financially.

10 The better applications spoke about
11 functions, attracting in, the fire department
12 attracting in, community groups, we heard scouting
13 events. I loved the music.

14 Obviously, there would have to be
15 oversight, but I really don't think there's any
16 problem with appropriate music, and when it comes
17 to the restaurants, it could be situated in ways
18 that are respectful of folks going there for a
19 quiet afternoon on the beach.

20 COUNCILMAN IMBROTO: Yeah. I think
21 it's definitely less of an issue at the
22 restaurant's side, so I'd --

23 SUPERVISOR SALADINO: Much less of an
24 issue at the restaurants than on the ocean side.

25 I do like the idea of moveable

1 bandstand rather than a fixed one and I'm hoping
2 that all of the applicants would be amenable to a
3 moving -- having different choices with where the
4 band plays or different bands appropriate for
5 different venues, rather than one band shell that
6 locks everybody in, but it's certainly possible
7 that those who spoke about music would -- it's less
8 expense to have moveable ones, but I'd like your
9 idea of narrowing this down.

10 COUNCILMAN MUSCARELLA: Yeah, let's get
11 focused.

12 We have four, I would assume. Let's --
13 let's try to narrow it down.

14 Let's see. We have four. We have Ciao
15 Baby; we have Carl; we have J & B; and we have
16 Dover, correct?

17 Would everybody agree those are the
18 four?

19 SUPERVISOR SALADINO: I'm in agreement.

20 COUNCILWOMAN ALESIA: Um-hmm.

21 COUNCILMAN MUSCARELLA: Let's -- let's
22 try to narrow it down.

23 COUNCILMAN IMBROTO: I agree.

24 Well, as far as I'm concerned as
25 much --

1 COUNCILMAN MUSCARELLA: Which is the
2 weakest one?

3 COUNCILMAN IMBROTO: For me Ciao Baby
4 is the weakest one.

5 COUNCILMAN MUSCARELLA: I think so,
6 too.

7 COUNCILMAN IMBROTO: I love the idea.
8 I just don't think it's right for -- people aren't
9 going to want to get pizza on the beach.

10 COUNCILMAN MUSCARELLA: I think it's a
11 high risk. You know, you need people with -- they
12 looked very good so we're going to narrow it down
13 to three. Okay. We're down to three which is
14 pretty good getting down to three.

15 SUPERVISOR SALADINO: As we're doing
16 this, it's not that they're weak because the
17 applications are phenomenal.

18 COUNCILMAN MUSCARELLA: This is a win
19 for everybody, so --

20 SUPERVISOR SALADINO: It's just that we
21 have to make a decision --

22 COUNCILMAN MUSCARELLA: Correct.

23 SUPERVISOR SALADINO: -- and doing it
24 in a responsible manner.

25 COUNCILMAN MUSCARELLA: Now, all three

1 of the them are probably very good for the beach.

2 You all agree?

3 COUNCILMAN IMBROTO: Yeah, it's a good
4 problem to have. You've got three strong
5 proposals.

6 COUNCILMAN MUSCARELLA: Let's go
7 through them.

8 So, who do you this is the strongest?

9 COUNCILWOMAN ALESIA: My feeling, and I
10 keep giving caveats over and over again, because I
11 realized that I tend to go more with gut than with
12 all of the numbers, but knowing that we've narrowed
13 it down to three, I just had a feeling about J & B
14 being like a good middle of the road, being like
15 they kind of got the vibe of the beach. It's not
16 going to be overkill. They are great proprietors
17 already at a beach that's the envy of a lot of
18 other municipalities.

19 That's my leaning at the moment, but
20 I'm definitely open to hear everybody else's
21 inclination.

22 COUNCILMAN MUSCARELLA: And I would,
23 without a doubt, vote for them, if they had
24 something on the other side.

25 I mean, 125,000 for two restaurants on

1 the beach, I think is -- I know they're going to do
2 capital improvements, but we'll all agree whoever
3 goes there has to do to the Ansel system, has to
4 renovate the whole buildings, they have to get
5 everything prepped and ready and they have to be
6 able to do it within a timeframe that meets the
7 public.

8 That's the only problem I have with
9 them. I mean, it's 125,000.

10 COUNCILMAN IMBROTO: I agree.

11 It's --

12 COUNCILMAN MUSCARELLA: I mean, Carlyle
13 has 270,000 and then you have Dover, which, yeah,
14 it's lower, 100,000, but he's giving a percentage
15 and you're going to see what the sales are and you
16 know --

17 SUPERVISOR SALADINO: Who are you
18 referring to with the percentage?

19 COUNCILMAN MUSCARELLA: Dover.

20 SUPERVISOR SALADINO: Dover.

21 COUNCILMAN MUSCARELLA: And he was
22 real. I mean, he told you exactly what was going
23 to go on.

24 COUNCILWOMAN ALESIA: And he's got a
25 great track record, too.

1 Can I ask a question?

2 COUNCILMAN MUSCARELLA: Yeah.

3 COUNCILWOMAN ALESIA: I know our
4 preference is not to have the same firm, have all
5 the Woodlands and the concessions and the
6 restaurant.

7 What happens if we -- if we pick
8 someone here, are they then eliminated from
9 consideration for the Woodlands?

10 COUNCILMAN MUSCARELLA: As long as they
11 have the financial strength, I don't think so.

12 COUNCILWOMAN ALESIA: Okay.

13 COUNCILMAN IMBROTO: I think the
14 concern is valid, but I think the fact that
15 everything was bid separately, there's a separate
16 proposal, a separate financial plan, it's not all
17 being tied together.

18 I think that if there -- if it ends up
19 that there's some overlap, I think that's fine, but
20 it is a factor probably, that you should consider
21 because what if something happens to you one
22 vendor.

23 SUPERVISOR SALADINO: That's that
24 financial diversity I spoke of and since we have so
25 many good, quality vendors it's -- it doesn't make

1 it impossible to have separate vendors; although, I
2 understand that that's so much more convenient to
3 them.

4 COUNCILMAN COSCHIGNANO: I totally
5 disagree, I'm sorry, but they were bid separately
6 and if they're to be analyzed separately, I have to
7 consider everybody equally on every single bid.
8 It's not fair to pick one for a small beach
9 operation and to exclude that entity from a larger
10 catering facility. It's just not fair. It wasn't
11 bid that way.

12 SUPERVISOR SALADINO: I agree.

13 COUNCILWOMAN ALESIA: I think that's
14 what the answer was to me. I think everyone -- I
15 was just raising the question to make sure. I
16 wasn't suggesting that it should be.

17 COUNCILMAN COSCHIGNANO: Just.

18 COUNCILMAN MUSCARELLA: No, no, you're
19 right. I feel the same way.

20 SUPERVISOR SALADINO: Yeah, I agree
21 with Chris.

22 COUNCILMAN MUSCARELLA: To keep
23 somebody from going to the Woodlands because they
24 got the beach.

25 COUNCILMAN IMBROTO: And if somebody's

1 the best, they're the best.

2 COUNCILWOMAN ALESIA: Again, I wasn't
3 suggesting that it should be. I was making sure
4 that I understood.

5 COUNCILMAN MUSCARELLA: Right. Okay.

6 COUNCILMAN COSCHIGNANO: But when we
7 say that we have to take it into consideration, I
8 don't think we can because then you're holding it
9 against the person for getting one --

10 COUNCILMAN MUSCARELLA: We're not.

11 COUNCILMAN COSCHIGNANO: But it was
12 said that we have to take it into consideration who
13 gets what and I don't think we can. We have to
14 view them, each, separately and get the best --

15 COUNCILMAN IMBROTO: Councilman, can I
16 ask you --

17 COUNCILMAN MUSCARELLA: The Town
18 Attorney wants to address, he's --

19 COUNCILMAN COSCHIGNANO: No, no. I'm
20 saying I heard it said we have to take it
21 consideration and I'm saying we shouldn't take it
22 into consideration if somebody gets one or the
23 others and is successful.

24 SUPERVISOR SALADINO: I agree.

25 MR. NOCELLA: In part to Councilman

1 Coschignano's point, each of these proposals,
2 requested proposals, was separate and all proposals
3 responded separately, not all responded to each
4 RFP. That's very self evident. Each can and may
5 stand on its own, and in that case, it's possible,
6 for example, that a proposer that wins one of the
7 or selected as the proposer one of the RFPs might
8 also be the winner for the other three. They're
9 not excluded from that.

10 By the same token, you may wind up with
11 a combination where one proposer may also get at
12 second selection for another area or for three or
13 four, so they're to be considered independently and
14 you don't exclude one simply because they happen to
15 have won one of the bids from being considered for
16 one of the other bids.

17 COUNCILMAN MUSCARELLA: Okay.

18 COUNCILMAN COSCHIGNANO: Thank you.

19 That's my point.

20 MR. NOCELLA: But the only other
21 option, this may not be directed to you, it's not
22 improper to consider the economies which I think
23 the Supervisor already spoke to and may have been
24 economies for the proposers less so for the Town,
25 but it would be improper to consider that if you

1 were to consider --

2 SUPERVISOR SALADINO: Thank you,
3 Mr. Nocella.

4 So, we are in agreement that we are
5 going -- that we are evaluating each proposer
6 separately and that we're not looking at combining,
7 we're not combining and that's not part of our
8 decision.

9 We're all agreed on that?

10 COUNCILMAN IMBROTO: My question is
11 that should it not factor in our decision at all --

12 SUPERVISOR SALADINO: I don't believe
13 it should.

14 COUNCILMAN COSCHIGNANO: It can't.

15 COUNCILMAN MUSCARELLA: No, it can't.

16 SUPERVISOR SALADINO: I don't believe
17 it should and --

18 COUNCILMAN IMBROTO: But, for example,
19 when you're choosing somebody, aren't you looking
20 at their other holdings, aren't you looking at how
21 spread out they are, whether they're overextended?
22 Shouldn't that be part of the analysis and
23 shouldn't the overarching consideration be for the
24 good of the Town?

25 COUNCILMAN MUSCARELLA: I think --

1 COUNCILMAN COSCHIGNANO: It wasn't bid
2 that way. It wasn't done that way. It's unfair to
3 award a smaller bid to somebody and then hold it
4 against them on a larger big. It's not appropriate
5 and that's exactly what the Town Attorney just
6 said.

7 SUPERVISOR SALADINO: Absolutely.
8 I'm in agreement and we should all be
9 looking at each one, individually, on its one
10 merits.

11 COUNCILMAN COSCHIGNANO: You have to.
12 You have to.

13 SUPERVISOR SALADINO: Which doesn't
14 make it any easier to make a decision. There's so
15 many good --

16 COUNCILWOMAN ALESIA: Well, so I have a
17 question for Mr. Nocella, a follow-up question.

18 SUPERVISOR SALADINO: Please go ahead.

19 COUNCILWOMAN ALESIA: One of the things
20 that was mentioned in the very beginning of our
21 discussion was that when Carlyle made their
22 presentation, they talked a lot about capital
23 improvements. There's a lot of capital
24 improvements in their portfolio, but they didn't
25 put a specific amount, and then someone said that

1 during the course of discussion, it was said it was
2 750,000.

3 Are we allowed to consider that?

4 MR. NOCELLA: The proposals have to be
5 taken as they were committed. They can be
6 expounded upon, orally, as was done by the
7 presenters, but if there's anything that goes
8 beyond the scope of the actual proposals, the
9 answer is no.

10 Now, when it comes to providing the
11 exact amount, if it's regarded as largely a
12 clarification, and I don't know if this is
13 answering your question, but if it's a
14 clarification that was per the oral presentation,
15 then that's still within the four corners of the
16 response to the request for proposal.

17 COUNCILWOMAN ALESIA: Thank you.

18 MR. NOCELLA: Did I answer the
19 question?

20 COUNCILWOMAN ALESIA: You did, but I
21 think my own -- I'm just having trouble wrapping my
22 brain around it at the moment because, Councilman
23 Muscarella, one of the things that you had said we
24 need to balance what the revenues are combined with
25 the capital improvements, but there's nothing next

1 to his name, to Carlyle's name, for the capital
2 improvements, but --

3 COUNCILMAN MUSCARELLA: No, he --

4 COUNCILWOMAN ALESIA: -- but he's
5 planning on making a lot of capital improvements so
6 we have to consider something.

7 COUNCILMAN MUSCARELLA: Exactly.

8 We can't open up without getting a new
9 Ansel system and cleaning up the place. He's got
10 to put in at least a minimum of 200,000, 300,000.

11 SUPERVISOR SALADINO: And they showed
12 us they did --

13 COUNCILWOMAN ALESIA: But they show it
14 in the proposal. They just didn't give a dollar
15 amount.

16 COUNCILMAN MUSCARELLA: The proposal
17 goes through a litany of things he's going to do,
18 but that doesn't mean he's going to do it, nor, and
19 maybe I should ask the Town Attorney, I mean just
20 because somebody puts 600,000 here doesn't mean
21 they're going to do 600,000. He can find out,
22 halfway through, I did 300,000 and I'm done.

23 MR. NOCELLA: That's correct. For
24 example, if somebody wanted to make improvements
25 to, say --

1 COUNCILMAN MUSCARELLA: Good enough for
2 me.

3 MR. NOCELLA: -- the HVAC system and it
4 turns out that the HVAC system currently in
5 existence requires just a little bit of tweaking
6 and nowhere near the investment that was
7 contemplated, and then it would still be consistent
8 with the proposer's idea.

9 I should also add that these are not
10 like contractor bids where we put out the requests
11 or we put out an offer and somebody comes up with
12 the acceptance with terms are binding.

13 COUNCILMAN COSCHIGNANO: So then the
14 capital improvement item is meaningless then?

15 MR. NOCELLA: Well, it's not
16 meaningless. It does have meaning when they
17 indicate what their intent is, but a lot of that is
18 later and subject to negotiations that were put
19 down into the asking --

20 COUNCILMAN COSCHIGNANO: But if they
21 put down, but if they put down \$2 million and then
22 they're happy with spending 300,000, it's not a
23 commitment.

24 MR. NOCELLA: You're partly correct,
25 Councilman Coschignano, but you're have to consider

1 all the realities of following through on --
2 through the proposal.

3 The proposal is not a binding contract.
4 It's later reduced to a binding contract and some
5 of the terms of necessity would have to be altered.

6 Right now, these requests for proposals
7 are -- we have an area that would be susceptible to
8 consider coming in.

9 What's your plan? Give us an idea.
10 Give us a proposal. And they give us proposals
11 with respect to the amount of money that we're
12 going to receive. That is something that is hard
13 to factor and they're going to be held to. That
14 would be negotiated in their contract.

15 With respect to other concepts that are
16 listed by the proposals, those are still subject to
17 flexible negotiations before it's reduced to a
18 contract.

19 COUNCILWOMAN ALESIA: But, again, you
20 know we did invite people in here to speak to us
21 and not to sound too old fashioned about, it but
22 there is just something about looking someone in
23 the eye and hearing what, when they say to you,
24 what their vision is and what they plan to do.

25 I assume, if they came in here and told

1 us that, that they're going to do it, and I think
2 we should be allowed to consider that.

3 I mean, if Carl came in and said this
4 is what he is planning on doing and this is what he
5 envisions, I have to take him at his word.

6 COUNCILMAN MUSCARELLA: Exactly.

7 COUNCILMAN COSCHIGNANO: If somebody's
8 putting down 600,000 on one and 700,000 on the
9 other, and it's not a commitment that they do that,
10 and somebody steps up and says I know I have to
11 spend money and I'm going to spend 700,000, I think
12 they should probably be given the same weight
13 because it's not a commitment to put down 6 or
14 700,000.

15 So when a person comes in and says,
16 obviously, I have to make improvements there, I
17 think you have to give that some weight as well.
18 You can't ignore it because the ones you're giving
19 credit to may never spend that money that they put
20 down.

21 COUNCILMAN IMBROTO: In my opinion,
22 again, the amount is less important because we're
23 not getting that money. They're not giving the
24 money to us. They're going to spend it to invest
25 into their business.

1 COUNCILMAN COSCHIGNANO: Exactly.

2 COUNCILMAN IMBROTO: And whoever the
3 next concessionaire comes in, isn't getting it
4 either.

5 COUNCILMAN COSCHIGNANO: Maybe they're
6 going to spend it.

7 COUNCILMAN IMBROTO: The new person,
8 after that, is going to do what they want to do.

9 COUNCILMAN MUSCARELLA: They will take
10 everything out to put it out.

11 COUNCILMAN IMBROTO: So, to me, the
12 value is the concept, what they plan to do with the
13 restaurant, not the money.

14 COUNCILMAN COSCHIGNANO: And the
15 revenue number.

16 COUNCILMAN MUSCARELLA: So -- and the
17 revenue numbers, yes.

18 Now, we're down to that.

19 COUNCILMAN IMBROTO: And the revenue
20 numbers, but not the capital money.

21 COUNCILMAN MUSCARELLA: So if that's
22 the case, then J & B is 125,000; Dover you get up
23 to the higher amount because -- and then you've got
24 Carlyle is 270,000. That's almost two and-a-half
25 times the others.

1 COUNCILMAN IMBROTO: Significantly
2 higher.

3 COUNCILMAN MUSCARELLA: It's not fair.

4 SUPERVISOR SALADINO: Let's ask the
5 opinion of the Town Attorney again.

6 We know that we can, we can hold them
7 to the guarantee of the rent, correct?

8 MR. NOCELLA: That's correct.

9 SUPERVISOR SALADINO: Okay. So that's
10 a given.

11 When factoring what the rent will be
12 there's just no question, that's boilerplate, and
13 we can hold each presenter to that amount?

14 MR. NOCELLA: That's correct.

15 SUPERVISOR SALADINO: When they talk to
16 us about their vision and they provide ideas of
17 what they see that they'd like to build, can we
18 hold them to that?

19 MR. NOCELLA: That's something that
20 they can be held to when they reduce their accepted
21 proposal to contract.

22 At this stage, it's largely conceptual
23 and, yes, you can hold it to -- you can hold them
24 to the numbers that they put into their proposal or
25 to any other elements of the concept of their

1 proposal.

2 SUPERVISOR SALADINO: So we can hold
3 them to the concept of what they want to build
4 there?

5 MR. NOCELLA: That's correct.

6 SUPERVISOR SALADINO: It is important
7 to the Town how much they spend to get that concept
8 to reality or is it important to hold them to that
9 concept?

10 Suppose someone owns their own
11 construction company and it costs them half the
12 amount versus someone else who has to go out to an
13 outside contractor, they'll spend twice the amount,
14 but both people construct the same facility.

15 MR. NOCELLA: You just gave a perfect
16 example of why the actual amount that goes into the
17 capital improvement could be a variance and yet the
18 value to the Town is the same.

19 SUPERVISOR SALADINO: Right.

20 MR. NOCELLA: So the answer is the
21 concept and whether or not that is a value to the
22 Town and its residents, that is the part that you
23 want to hold the proposer to, and with respect to
24 the total amount of capital improvements, whether
25 -- because they have cost saving measures or

1 because it turns out that either it's obsoleted or
2 not obsoleted. Whatever the reason, it's the
3 improvement to the property and its value to the
4 residents that matters.

5 SUPERVISOR SALADINO: Mr. Nocella, when
6 I look at the photographs of the facilities that
7 any one of these companies own, may I consider that
8 when they enter into and build a new facility that
9 they would most likely continue with the same level
10 of construction, the same level of finishings and
11 so forth as in their other facilities that they're
12 presenting for our review?

13 MR. NOCELLA: I would submit,
14 Supervisor, that you can and, in fact, you should
15 in both respects. You should consider it, and they
16 should be held to that standard.

17 SUPERVISOR SALADINO: And they should
18 be held to that standard.

19 Well, that allows -- it's a very tough
20 decision. We have excellent companies. We have
21 great visions. We have some very good numbers here
22 and some others that are still within the realm of
23 reasonable and the reputations of these companies
24 and what they've build elsewhere you also agree
25 that we can hold them to the same type -- equal or

1 better of what they're doing and utilize the track
2 record of these companies?

3 MR. NOCELLA: Yes.

4 As a matter of fact the track record,
5 sometimes referred to by economists as the
6 yardstick measure, is absolutely part of what you
7 should be considering.

8 SUPERVISOR SALADINO: Thank you.

9 COUNCILMAN MUSCARELLA: All right.

10 So let's go back to what do we have.

11 We have three. We have J & B, 125,000;
12 Dover, 100,000, plus repeats percentages of gross
13 revenue; and then you have 207,000 --

14 SUPERVISOR SALADINO: For amounts over
15 1.5 million, correct? No.

16 COUNCILMAN MUSCARELLA: No, no.

17 SUPERVISOR SALADINO: 8 percent of the
18 gross, 10 percent.

19 COUNCILMAN MUSCARELLA: Right. And
20 then Carlyle, 270,000.

21 COUNCILMAN IMBROTO: I'd also note that
22 J & B was proposing to give us 15 percent of their
23 sales on apparel which they -- right?

24 Well, they projected that it's 20 to
25 30,000.

1 SUPERVISOR SALADINO: 20 to 30,000 a
2 year?

3 COUNCILMAN MUSCARELLA: That's what
4 they projected.

5 COUNCILWOMAN ALESIA: Seth, I think --

6 COUNCILMAN IMBROTO: 30 to 40,000,
7 excuse me.

8 COUNCILMAN MUSCARELLA: It's a great
9 idea, but I don't know if that's --

10 COUNCILWOMAN ALESIA: I think, Joe,
11 when you frame it like you just did.

12 COUNCILMAN MUSCARELLA: You're down to
13 two.

14 COUNCILWOMAN ALESIA: Well, actually I
15 think you're kind of down to one. I think the
16 Carlyle pulls way ahead with the numbers with what
17 you just said. You got 270 versus 100. That's
18 significantly more.

19 SUPERVISOR SALADINO: Right. It's not
20 projected. It's guaranteed.

21 COUNCILMAN MUSCARELLA: When there's
22 nothing there, he's paying 207,000 while Dover's
23 giving you 100.

24 COUNCILMAN IMBROTO: And Carlyle did
25 say that he operates each concession --

1 COUNCILMAN MUSCARELLA: Now, obviously,
2 he's -- the problem is he's getting capital
3 improvements.

4 COUNCILMAN IMBROTO: Right.

5 COUNCILMAN MUSCARELLA: I'm just
6 stating.

7 Now, again, all J & B had to do, I
8 think, personally, is give us some percentage of
9 gross revenue because I just love the concept.

10 Don't get me wrong, the other two came
11 up with some real great programs at the beach.
12 They all did. They're all in the same league, so
13 I'm --

14 SUPERVISOR SALADINO: Let me ask you
15 another question of our Town Attorney then.

16 If we have a concept that we like and
17 when we get -- but the numbers -- let's say the
18 numbers of one of these companies is very appealing
19 to the Town, the number, the rent and the financial
20 offering is very appealing, and we would like to
21 see a particular kind of food served or a
22 particular theme of a restaurant or something
23 provided that's not necessarily in their proposal,
24 when we get into the portion of negotiating the
25 contract with them, can we ask if they -- can we

1 ask them to switch over to a theme for a facility
2 or a type of food served?

3 MR. NOCELLA: The simple answer is yes.
4 It's a little tricky because it still has to be
5 within the parameters of what they propose.

6 SUPERVISOR SALADINO: Well, let's call
7 it what it is. If they propose Mexican, you know
8 the food I like, but that's not any part of my
9 decision, if they propose Mexican and we'd like a
10 seafood there, for instance?

11 MR. NOCELLA: That's a reasonable
12 variance.

13 You're not talking -- because the
14 concept is still a restaurant that's going to be
15 established and it's going to have -- and they're
16 offering a certain amount of revenue and they're
17 proposing a certain amount of improvements.

18 Switching the theme in a restaurant or
19 the cuisine in a restaurant, assuming that the
20 proposer has the capacity to do so, isn't
21 necessarily a variance with the actual proposal.

22 SUPERVISOR SALADINO: Or if we wanted
23 the seating to all face a particular view or if we
24 wanted a bar here or not here, all of those are
25 reasonable requests to make of the proposer?

1 MR. NOCELLA: All matters subject to
2 negotiation, provided, of course, they are
3 contained within the general parameters of the
4 concept.

5 SUPERVISOR SALADINO: So then that begs
6 the question: Would that greatly affect the rent
7 that they pay us, pay the Town?

8 MR. NOCELLA: Well, no.

9 They're still bound. The concept --
10 again, the concept comes in. It's not all the
11 terms that would be -- that would be drafted into
12 the actual contract. It's not the terms of an
13 actual contract. It's a proposal.

14 We want to put on a play. Somebody
15 come up with an idea. One proposer says, I've got
16 a great idea for a musical. Someone says I have a
17 great idea for a murder mystery and I'm going to
18 have a dinner theater with it.

19 You decide which of those types of
20 venues you want. Within the context of the murder
21 mystery, you can say we would like it to be an
22 Agatha Christie or something of that nature and
23 that's subject to negotiation.

24 When you're talking about the seating
25 of the restaurant, that's subject to negotiation by

1 way of example. When you're talking about the type
2 of cuisine, that's perfectly acceptable within the
3 parameters of the concept.

4 SUPERVISOR SALADINO: So having said
5 that, may we assume, in our decisionmaking, that
6 the most important aspect of it is the financial
7 deal offered?

8 MR. NOCELLA: That's correct, yes.

9 SUPERVISOR SALADINO: Will we be able
10 to hold the entity to those finances?

11 MR. NOCELLA: Yes, definitely.

12 SUPERVISOR SALADINO: What would it
13 take for the proposer to get out of that contract
14 at those financial numbers? They'd have to go
15 under?

16 MR. NOCELLA: Yes, they literally have
17 to file for bankruptcy, which, again, is one reason
18 why when the Board posed the question about the
19 track record of the entities, it was -- it's
20 probably one of the most crucial things that the
21 Board needs to consider, the staying power of a
22 particular entity or a particular proposer is one
23 of the most key elements as to whether or not their
24 proposal is truly viable.

25 SUPERVISOR SALADINO: And in that

1 light, we can also assume that a company who is
2 signing the contract as that company versus
3 creating a new company makes for a much stronger
4 presentation and more assurances to the Town and
5 its residents?

6 MR. NOCELLA: It's not easy to answer
7 that one, Supervisor, simply because it's possible
8 to create a new shrimp company and then to provide
9 it with the guarantees, personal guarantees, of the
10 principal to the company and the guarantees of the
11 previously existing companies and it is true that
12 sometimes people form new corporations for the sole
13 purpose of wanting a single outfit or entity.

14 It certainly is not something that
15 would be held against an entity that's been in
16 existence for many decades if they were to continue
17 with that corporate form and expand their
18 operations without forming a new corporation.

19 SUPERVISOR SALADINO: Thank you.

20 COUNCILMAN MUSCARELLA: But let's face
21 it, this is -- it's the beach. This is seasonal.
22 The capital improvements and stuff is not that
23 great in rent when you compare it to the golf
24 course. That's where it's really substantial.

25 COUNCILMAN IMBROTO: Right.

1 And I think that's where the money --
2 it's to be considered.

3 COUNCILMAN MUSCARELLA: And what to
4 show people your flagship. You want your golf
5 course to be, but this -- so let's just say he
6 doesn't make it. In September, he says I can't do
7 it anymore. You know, so you got eight months to
8 come up with another vendor. You do the RFP, come
9 out, he's gone, he's out. You're going to always
10 get people to bid on this.

11 SUPERVISOR SALADINO: Right.

12 And the Town benefits because they keep
13 the improvements, they keep the facilities, they
14 keep the new equipment at no cost to the Town.

15 COUNCILMAN MUSCARELLA: Right.

16 But you have to look at revenue, I
17 think. You have to look at how the taxpayer
18 benefits. Paying 100,000 or 120,000 is not
19 270,000.

20 COUNCILMAN IMBROTO: It's a significant
21 difference. It's not chump change.

22 COUNCILMAN MUSCARELLA: And all these
23 proposals, RFPs, they've been vetted out, let's
24 face it. I believe all of them are credible,
25 established, well-experienced businesses so you're

1 not getting somebody -- a small, you know, mom and
2 pop coming in and running the beach.

3 COUNCILWOMAN ALESIA: Well, that --
4 that's what I was saying to you before.

5 Once you're talking about a Dover, a
6 Carlyle, you know, you're talking about -- it's
7 almost apples to apples and then you've got the
8 numbers that are so disparate.

9 COUNCILMAN COSCHIGNANO: So you guys
10 feeling like voting or what at some point?

11 (Laughter ensues.)

12 COUNCILMAN MUSCARELLA: We've been here
13 all day.

14 COUNCILMAN COSCHIGNANO: Seriously, I
15 can't take it anymore.

16 COUNCILMAN MUSCARELLA: You showed up
17 late.

18 COUNCILMAN COSCHIGNANO: Seriously. I
19 can't take it anymore. Just vote. I can't vote on
20 this one. I wasn't here this morning. Just vote.

21 COUNCILMAN MUSCARELLA: The only
22 problem I have -- the only problem is that one of
23 the three, only one has not done the beach. The
24 two others are lower in their revenue, because
25 they've been at the beach, but, listen, you know,

1 the other one is -- has the money. They're going
2 to put the money, if it doesn't make it, we'll do
3 it again next year.

4 That's my opinion.

5 SUPERVISOR SALADINO: I think we have
6 excellent companies, all of them. I think we've
7 narrowed to four companies that are also
8 exceptional. You know, the numbers and the revenue
9 to the Town is very, very clear. There's no bad
10 proposals in all four of them, no bad proposals at
11 all, and I feel confident that in your
12 negotiations -- we listened to a number of
13 proposers here who said that they were flexible to
14 the Town's needs, and you're assuring me that is
15 both legal and ethical and proper procedure to --
16 if we have specific items that are important to our
17 residents and they're amenable to that, it is
18 proper, legal and ethical to ask them to, to be
19 flexible in their proposal?

20 MR. NOCELLA: Yes.

21 As long as it's contained within the
22 parameters of their concept, yes. Those are the
23 things that you would expect to negotiate things
24 and it's perfectly --

25 SUPERVISOR SALADINO: And that's a

1 normal process for any municipality in this
2 situation?

3 MR. NOCELLA: Yes, definitely.

4 SUPERVISOR SALADINO: I'm comfortable.

5 COUNCILMAN MUSCARELLA: Is everyone
6 ready to vote?

7 COUNCILWOMAN ALESIA: I'm ready to
8 vote.

9 SUPERVISOR SALADINO: I'm ready to
10 vote.

11 COUNCILMAN IMBROTO: I'm ready to vote.

12 COUNCILMAN MUSCARELLA: Okay.

13 So someone put -- so let's vote.

14 COUNCILMAN COSCHIGNANO: Let's make a
15 motion.

16 COUNCILMAN MUSCARELLA: This is all new
17 territory, so I'm just going with it.

18 COUNCILMAN COSCHIGNANO: Yes, it is.

19 MR. ALTADONNA: Can I have a motion to
20 vote on the Tobay Restaurants?

21 COUNCILMAN MUSCARELLA: So move.

22 COUNCILWOMAN ALESIA: Second.

23 MR. ALTADONNA: Okay. Motion made by
24 Councilman Muscarella, seconded by Councilwoman
25 Alesia.

1 SUPERVISOR SALADINO: All in favor of
2 the motion?

3 ALL: "Aye."

4 COUNCILMAN MUSCARELLA: Any nays?

5 SUPERVISOR SALADINO: Any nays?

6 MR. ALTADONNA: Okay.

7 Before we start, please let the record
8 reflect on the last vote, I had said Michele
9 Johnson had abstained. She did not abstain. She
10 was recused.

11 Okay?

12 SUPERVISOR SALADINO: Thank you.

13 MR. ALTADONNA: Okay.

14 On the vote, Supervisor Saladino?

15 SUPERVISOR SALADINO: I'd like to state
16 that there have been exceptional proposals. Most
17 all of these are proposals that with a town and its
18 residents would be very, very happy with, but we
19 need to narrow this down.

20 I'm going to choose the company that
21 not only provided the most revenue, but is quite
22 clear in presentation, flexible to the needs of our
23 residents, interested in pleasing the residents and
24 making sure that Tobay's Restaurants stay a family
25 location and create a destination that is both

1 reasonable and fits the needs of our Town, so I am
2 voting for Carlyle Catering.

3 MR. ALTADONNA: Okay.

4 Councilman Muscarella?

5 COUNCILMAN MUSCARELLA: I also will
6 vote for Carlyle.

7 MR. ALTADONNA: Councilman Macagnone is
8 absent.

9 Councilman Coschignano?

10 COUNCILMAN COSCHIGNANO: I'm going to
11 not vote, because I wasn't here for the
12 presentations this morning.

13 MR. ALTADONNA: So you're abstaining?

14 COUNCILMAN COSCHIGNANO: I'm
15 abstaining, yes.

16 MR. ALTADONNA: Thank you. Okay.

17 Councilwoman Alesia?

18 COUNCILWOMAN ALESIA: I vote for
19 Carlyle.

20 MR. ALTADONNA: Councilwoman Johnson
21 recused herself.

22 Councilman Imbroto?

23 COUNCILMAN IMBROTO: Given the choices
24 and given the fact that the numbers are so
25 significantly higher, I have to vote for Carlyle as

1 well, even though I really prefer the concept of
2 J & B's, you can't turn that kind of money down.

3 COUNCILMAN COSCHIGNANO: Yeah, I know.

4 MR. ALTADONNA: Okay.

5 The motion carries.

6 Let the record reflect four votes for
7 Carlyle, one recusal and one abstention.

8 SUPERVISOR SALADINO: Okay.

9 So Carlyle wins this RFP for the two
10 restaurants and the amusement at Tobay which is the
11 spray park concession and I am directing the Town
12 Attorney, in your negotiations, to please keep in
13 mind what the Councilman stated as some of the
14 themes to see if they'd be amenable to making some
15 adjustments in the theme of food served in their
16 restaurants.

17 MR. NOCELLA: Yes, absolutely.

18 And we'll take measures, also, as we're
19 negotiating to keep the Town Board informed so that
20 all of the concerns are met.

21 SUPERVISOR SALADINO: Please.

22 We want to make sure that every concern
23 of our residents and the needs of our Town is met
24 and that all of the financial assurances are met as
25 well.

1 MR. NOCELLA: Yes.

2 SUPERVISOR SALADINO: So we have a
3 boilerplate concession and a boilerplate
4 partnership with this concessionaire.

5 MR. NOCELLA: Yes.

6 SUPERVISOR SALADINO: Thank you.

7 Congratulations to the Carlyle Group.

8 Next, let's visit the -- another
9 difficult decision. The Tobay Beach concessions on
10 the ocean side and the marina.

11 COUNCILMAN COSCHIGNANO: Supervisor, if
12 I may, I was not able to -- I did not want to vote
13 on the last award because I did miss the
14 presentations this morning; however, I was here
15 this afternoon.

16 I did want to make sure that I am
17 reading the proposals clearly and, for the record,
18 I note that the Carlyle Group has initial yearly
19 revenue of 150,000 and the next closest is J & B
20 with 100,000. I also note and I want to confirm
21 that my numbers are accurate that the Carlyle
22 Group, over ten years, has \$1.7 million and J & B
23 would be \$1.1 million.

24 There are several others, I would say
25 substantially less, some with revenue items. If it

1 helps clarify the matter for the Board members, I
2 don't know, it's just me, but I tend to think this
3 may be a two-horse race. I don't know what anyone
4 -- that's my initial opinion.

5 It would be, for me, between Carlyle
6 and J & B based on the numbers.

7 COUNCILWOMAN ALESIA: I agree with you.

8 COUNCILMAN MUSCARELLA: I would agree,
9 but there's a third one here, Dover.

10 Again, if you consider their gross
11 revenue enhancement, they would come up to the same
12 as the other two.

13 COUNCILWOMAN ALESIA: But theirs is an
14 or.

15 COUNCILMAN MUSCARELLA: Yeah.

16 COUNCILWOMAN ALESIA: It's an or.

17 COUNCILMAN MUSCARELLA: Oh, is it?
18 Okay.

19 COUNCILWOMAN ALESIA: Um-hmm.

20 COUNCILMAN MUSCARELLA: All right. So
21 we're down to two.

22 COUNCILWOMAN ALESIA: Well, I don't
23 know. The Supervisor and Councilman Imbroto didn't
24 weigh in.

25 COUNCILMAN IMBROTO: Again, to me,

1 you're at the beach. It's about the user
2 experience.

3 You know, when you're going to the
4 beach you're not necessarily going there for the
5 restaurant. You don't want the restaurant to
6 interfere with your beach-going experience and I
7 was very sympathetic to the idea of just having a
8 simple concession stand there and not having a
9 full-blown restaurant.

10 COUNCILMAN COSCHIGNANO: I was very
11 sympathetic to the two gentlemen who presented that
12 idea.

13 I just think, on behalf of the
14 residents, we have a facility down there and we
15 need to maximize the dollars for the residents
16 where possible and maybe it's a feeling to make up
17 on past lost revenue, but I think we have to get
18 the maximum dollars we can for our residents.

19 COUNCILWOMAN ALESIA: And that's where
20 I see that J & B fits that middle ground again,
21 where they have the beach experience, they, you
22 know, clearly had a lot of integrity in their
23 proposal, they had some creative ideas, they still
24 are bringing the dollars, so I'm inclined for this
25 one, to go with J & B. That's just me.

1 COUNCILMAN COSCHIGNANO: They have the
2 experience, they're at Jones Beach. I'm sorry to
3 cut you off.

4 COUNCILMAN MUSCARELLA: They know the
5 beach. Having competition is great to be on the
6 beach. They come with new ideas and they put
7 500,000, I think they said, committed. They have
8 the financial resources to make it even more on the
9 southern tier than the northern tier. I'm going
10 with J & B.

11 COUNCILMAN COSCHIGNANO: To me the
12 differential is the difference between \$1.7 million
13 over ten years and \$1.1 million. I can't leave
14 550-plus thousand dollars on the table to go with
15 the second-highest bidder.

16 I think Carlyle has the highest bid and
17 it's not even a close call so, for me, it would be
18 Carlyle.

19 COUNCILWOMAN ALESIA: Supervisor?

20 SUPERVISOR SALADINO: In addition to
21 their guarantee, does the Carlyle also offer us a
22 percentage?

23 COUNCILMAN MUSCARELLA: No.

24 SUPERVISOR SALADINO: It's either/or?

25 COUNCILMAN COSCHIGNANO: None of the

1 top ones offer a percentage as a guarantee.

2 SUPERVISOR SALADINO: But they give us
3 a large guarantee and although we're not
4 considering it, they did offer additional monies if
5 they had both concessions; is that correct?

6 COUNCILMAN MUSCARELLA: That is true.

7 COUNCILWOMAN ALESIA: Is it appropriate
8 for us to consider that?

9 SUPERVISOR SALADINO: I don't know. It
10 does affect the financials, but I don't know.
11 Let's ask the Town Attorney.

12 COUNCILMAN COSCHIGNANO: I would
13 simplify it and not consider it and just state that
14 their beach concession analysis is, by far, by far,
15 the biggest number we have in front of us. There's
16 not even a close second. I think I was being kind
17 to say that it was a two-horse race.

18 COUNCILMAN MUSCARELLA: Again, going
19 back, for \$50,000, you have a new vendor down there
20 who we all liked, who had certain themes, certain
21 feels, certain excitement, they have a very strong
22 corporate structure. The balance sheet is second
23 to none, really, I mean, and they're diversified
24 and on top of that they have beach experience.

25 COUNCILWOMAN ALESIA: 100 percent. I

1 was going to say the same thing and the other --
2 and --

3 COUNCILMAN MUSCARELLA: Running two
4 restaurants is what they can do probably very well
5 and the band and everything. That's a different
6 nightlife. You know, a completely different
7 element to the beach.

8 COUNCILMAN COSCHIGNANO: But it's not
9 50, it's not 50,000, it's 50,000 each year.

10 COUNCILMAN MUSCARELLA: But also they
11 have the Calypso. They're making it a more -- you
12 know, I feel that we should separate it. I think
13 we should not -- I think healthy competition is
14 good for the beach.

15 COUNCILWOMAN ALESIA: I agree with
16 Councilman Muscarella and Councilman Coschignano.

17 COUNCILMAN COSCHIGNANO: I think you
18 can make a decision based on the fact that you want
19 a separate vendor there. We already decided that
20 they're supposed to be bid independently.

21 COUNCILMAN MUSCARELLA: Yeah, but you
22 weren't here when the restaurants --

23 COUNCILMAN COSCHIGNANO: Correct.

24 COUNCILMAN MUSCARELLA: -- when they
25 did their main presentation, am I right, which was,

1 I got to tell you, one of the best out of all of
2 it.

3 COUNCILMAN COSCHIGNANO: I don't have
4 to be here to do math.

5 COUNCILWOMAN ALESIA: No, no, no.
6 What --

7 COUNCILMAN COSCHIGNANO: 1.7 is higher
8 than 1.1.

9 COUNCILMAN MUSCARELLA: Sometimes it's
10 not about the math.

11 COUNCILMAN COSCHIGNANO: Okay.

12 COUNCILMAN MUSCARELLA: Because we had
13 like John Parks in the back and we had the other
14 gentleman, John Veldini, who came here, what is it,
15 FatFish or whatever, they were telling what people
16 want, and on the beach side, there's a different
17 feeling and there's a different clientele.

18 COUNCILMAN COSCHIGNANO: I'm just not
19 ready to leave 500,000 on the table.

20 COUNCILWOMAN ALESIA: If it's a \$50,000
21 difference but we actually do realize some revenue
22 from their clothing and apparel, even if it's
23 \$8,000 or \$10,000, now you've narrowed the gap even
24 further.

25 COUNCILMAN COSCHIGNANO: I think you

1 should offer that idea to everybody to do.

2 COUNCILWOMAN ALESIA: I really liked
3 their presentation and I understand. I'm not
4 asking you to change your mind. I'm not trying to
5 talk to you in changing your mind. I'm just not
6 willing to change mine.

7 COUNCILMAN COSCHIGNANO: No, no. I'm
8 not asking you to. Mine is just based on what the
9 taxpayers will get the most bang for their buck on.

10 COUNCILMAN MUSCARELLA: But sometimes,
11 you know, if you have two different vendors and
12 they market themselves out, the more people come to
13 beach, both benefit from that and so does the
14 taxpayer.

15 I think you can draw more people to the
16 beach. There would be more capital improvements.
17 Again, and like you said, they have assurance.
18 It's possible.

19 COUNCILMAN COSCHIGNANO: I would
20 believe that it's not about the money except a
21 little while ago we voted to take the money at
22 Tappen Beach when it's a bad idea. So you took the
23 money at Tappen and now you don't want to take the
24 money at Tobay. I got a problem with that.

25 COUNCILWOMAN ALESIA: My feeling on

1 Tappen was not about taking the money. I just
2 don't want to close a venue without any notice to
3 the residents.

4 COUNCILMAN COSCHIGNANO: I only have
5 one vote.

6 COUNCILMAN MUSCARELLA: No, no, no.
7 But Tappen Beach is that we're getting late in the
8 season. You can't -- you have to have a presence
9 at the beach. You have to service the residents.

10 COUNCILWOMAN ALESIA: People are
11 expecting it. I think closing it like this would
12 be a mistake.

13 COUNCILMAN COSCHIGNANO: I think
14 there's plenty of time to work on that one at the
15 next meeting if we had to.

16 COUNCILMAN MUSCARELLA: We have to do
17 another RFP.

18 COUNCILMAN COSCHIGNANO: But you guys
19 voted that one already, so we're dealing with this
20 one. But you can't tell me it's not about the
21 money, when you take the money on another one and
22 don't take the money now.

23 COUNCILWOMAN ALESIA: It's about the
24 money to get maybe the first two or three that
25 we're looking at, but it doesn't have to be about

1 the nickel and dime every single -- you know, there
2 are other things to it.

3 I mean, I spend a lot of time at Tobay.
4 I'm there every weekend.

5 SUPERVISOR SALADINO: Okay.

6 COUNCILMAN COSCHIGNANO: Why don't you
7 share some of your feelings, Councilman?

8 COUNCILMAN IMBROTO: To me, the money's
9 very important, but the money was very important on
10 the restaurant. We're realizing a significant
11 increase on the restaurant.

12 On the beach side, you're at the beach.
13 So many people are going to that beach that aren't
14 going to be using this concession stand or are
15 going to just be getting light fair from the
16 concession stand.

17 I think the most important thing is the
18 experience of going to the beach and I also think
19 the most important thing is that there's going to
20 be a stable vendor there that's operating a similar
21 concession for many years right next door to Jones
22 Beach. I just -- I think it makes sense.

23 COUNCILMAN MUSCARELLA: Sometimes a
24 vendor has a specific niche. They target that
25 niche that that type of person comes in and I think

1 this is going to be beneficial to all. It's our
2 beach, too. I mean you go to the beach, you want
3 to be proud of what they have. I mean, you have
4 two vendors competing and more fanfare.

5 That's my opinion.

6 I think we should call for a vote.

7 COUNCILMAN COSCHIGNANO: I think you'd
8 be proud of any of the top three or four that we've
9 had on every -- on every entity, so I think they're
10 all incredibly good applicants.

11 COUNCILWOMAN ALESIA: That, I agree
12 with.

13 COUNCILMAN MUSCARELLA: Yeah, we all
14 do.

15 SUPERVISOR SALADINO: All right.

16 Anybody else?

17 I've been listening careful to all of
18 you and to the points you've been making and taking
19 everything into consideration, as I listen to all
20 of you, and there are, quite frankly, very good
21 points that are being made.

22 I will tell you a couple of things
23 because, you know, at some point we have to have
24 feelings added to our analysis and I'm getting a
25 strong feeling on something. I believe that --

1 there's an old expression in car racing. It's
2 called, "Competition improves the breed," and
3 competition is a very good thing.

4 The Carlyle has excellent numbers and
5 excellent presentations, and I don't have a strong
6 reason to go against them except for the fact that
7 the competition and the diversity of having two
8 different entities provides for a diversity,
9 financial diversity for us, provides for protection
10 which is something that has to be kept in mind and
11 I also think about the fact that the company's
12 presentation gives me the feeling gives me the
13 feeling that they will create -- that Carlyle will
14 create a destination, which I'm very excited about
15 and I love that idea of the restaurants, but J & B
16 will provide for a beach front that is a little
17 more family oriented and more scaled back, not that
18 Carlyle's application is problematic; it just
19 provides that diversity; it provides that
20 competition.

21 I also like their application over at
22 -- J & B's application at the marina which that's
23 what I use when I go to the beach. It's not about
24 me. It's about our residents. But I do at least
25 understand the attraction to having a concession

1 with very long hours where you could also just go
2 there, off your boat, to buy ice or buy bait and
3 they seemed -- J & B seemed to be interested in
4 adjusting their application as time went on.

5 For instance, if the residents felt
6 that it was beneficial to have a bar at the marina,
7 at that location, they seemed like they would be
8 interested in putting that in at some point.

9 Am I wrong on that or is that your
10 impression as well?

11 COUNCILMAN MUSCARELLA: Um-hmm.

12 SUPERVISOR SALADINO: It was?

13 Excellent.

14 Excellent presentations for both.
15 Quite frankly, excellent presentations for a number
16 of the different choices.

17 Dover also had a very interesting
18 application on the concessions and I truly believe
19 theirs was exceptions, just the numbers weren't
20 there were us.

21 COUNCILMAN COSCHIGNANO: I would just
22 argue that the competition analysis is not fair to
23 any of the vendors because we already had the
24 discussion on whether or not you can hold one award
25 against another award, and by basing it on

1 competition, that's exactly what you're doing.

2 You're saying you're putting
3 competition in place by excluding one vendor
4 because they were successful in the other bid, so I
5 just take exception to that and I can't use that as
6 my reasoning.

7 SUPERVISOR SALADINO: I really need to
8 clarify a little bit.

9 COUNCILMAN MUSCARELLA: I'll change
10 that.

11 It's just the way -- well, we should
12 call for a vote because the way I --

13 SUPERVISOR SALADINO: You're already
14 voting. I can count heads. It's four to one.

15 COUNCILMAN MUSCARELLA: You know, we're
16 discussing it. It's an open work session.

17 COUNCILMAN COSCHIGNANO: It's nothing
18 new.

19 MR. ALTADONNA: Supervisor, sometimes
20 as the Town Clerk, I never get to have a voice and
21 sometimes I wish I was a resident, but I'd like to
22 say something on this, okay, and I may be totally
23 out of line. I feel the need --

24 SUPERVISOR SALADINO: Just a moment.

25 I just want to get an opinion on that,

1 please, just for the purposes of legality.

2 MR. NOCELLA: It's within your
3 discretion.

4 SUPERVISOR SALADINO: It is, and you
5 are a resident of the Town?

6 MR. ALTADONNA: Yes.

7 SUPERVISOR SALADINO: And you have
8 heard all the applications today?

9 MR. ALTADONNA: I have. And in this
10 case, I'd like to Board to think of this as their
11 own money and as a business, and if someone came to
12 you and you had the choice of gaining more money
13 for your business or for your entity versus being a
14 little more altruistic and looking at it as maybe
15 it's a different venue, already taking into
16 consideration what counsel has said that you can
17 tweak the things that you may want to see.

18 I feel it's duty bound to get the most
19 money for the residents because, as a individual
20 and as a business owner, you would do that.

21 Okay?

22 SUPERVISOR SALADINO: Yeah, thank you.

23 Thank you for that input. I appreciate
24 it. I do believe that I'm not putting money as the
25 only factor.

1 MR. ALTADONNA: Okay.

2 SUPERVISOR SALADINO: And it's very
3 important to me because that -- I know you don't
4 mean that as selling out the Town, but I just --

5 MR. ALTADONNA: No.

6 SUPERVISOR SALADINO: -- I know you
7 don't mean it that way, it just -- it's not only
8 the money.

9 It's about what the residents will
10 benefit by most. For instance, we would get more
11 money if we allowed for cabanas, but I do not
12 believe that cabanas are a good choice for the Town
13 of Oyster Bay. I really -- I think think that
14 changes the dynamics of the facility greatly, even
15 though it provides more money.

16 MR. ALTADONNA: Well, if we go to Tobay
17 like we all do, we know that on the weekends,
18 there's not any space. You know, it's such a
19 popular beach that it is covered.

20 SUPERVISOR SALADINO: Yeah, it's very
21 popular.

22 MR. ALTADONNA: Yes.

23 SUPERVISOR SALADINO: It makes it a
24 very tough choice. We're working the best we can
25 to narrow this down and I know it's taking a long

1 time.

2 MR. ALTADONNA: Okay.

3 SUPERVISOR SALADINO: But we made the
4 decision to make -- to decide this evening so that
5 a vendor can get in, make the improvements and get
6 up and running.

7 MR. ALTADONNA: Should I call for the
8 vote, Supervisor?

9 COUNCILMAN IMBROTO: I just think that
10 it's being penny wise and pound foolish to chose
11 this solely on the basis of money.

12 Tobay Beach is something that's so
13 important to the Town, something every resident
14 loves, and I don't think we should change it too
15 much.

16 COUNCILMAN COSCHIGNANO: I think you
17 should tell the taxpayers that because you're
18 leaving \$500,000 on the table and it's going to
19 come out of their pockets.

20 COUNCILMAN MUSCARELLA: That's not
21 true, though.

22 COUNCILMAN COSCHIGNANO: Absolutely.
23 The taxpayers are going to make up the difference
24 and it's wrong.

25 COUNCILMAN MUSCARELLA: We're going to

1 market out some shirts and some --

2 COUNCILMAN COSCHIGNANO: Well, in
3 terms, they've been paying long enough. They've
4 been paying enough.

5 SUPERVISOR SALADINO: Well, we
6 understand that and we're very respectful of your
7 feelings, and I'm glad you're bringing up your
8 feelings. I don't think they make it up because
9 even though if another application is less...

10 COUNCILMAN COSCHIGNANO: I made my
11 feelings clear on Tappen Beach and we grabbed the
12 money. We should have never done that, but it was
13 done.

14 SUPERVISOR SALADINO: I wasn't here
15 during that.

16 We table Tappen Beach this evening.

17 COUNCILMAN COSCHIGNANO: We tabled
18 Tappen Beach?

19 COUNCILMAN MUSCARELLA: No, we voted on
20 that.

21 COUNCILMAN COSCHIGNANO: You voted.

22 You voted to grab the money but we
23 don't want to take the money here. Yeah, you did
24 grab the money and I told you it's not in the best
25 interest of the community and you voted to take the

1 money, \$84,000, but now you want leave \$600,000 on
2 the table.

3 COUNCILMAN MUSCARELLA: That's not
4 \$600,000.

5 COUNCILMAN COSCHIGNANO: Do the math.

6 COUNCILMAN MUSCARELLA: It's not.

7 By the way, this company who gave a
8 proposal gave you \$528,000. They were going to
9 improve the beach front building, \$528,000.

10 COUNCILMAN COSCHIGNANO: And all I ask
11 that be done was to take a second look at what was
12 good for the community up in Glen Head and, you
13 know what, you took the money.

14 COUNCILMAN MUSCARELLA: But if you look
15 at the condition of the side of the beach, the
16 building there --

17 COUNCILMAN COSCHIGNANO: My conscience
18 is clear.

19 COUNCILMAN MUSCARELLA: -- and I don't
20 know it was, it might have been the gentleman in
21 the back, John Parks, he gave you colored photos of
22 what the beach looks like inside. The equipment is
23 shot.

24 This company said they're going to put
25 \$528,000 in the building, okay. They're going to

1 make a little nice setting. It was the atmosphere.
2 So it's not about the money. It is about the money
3 and they're getting a new building.

4 COUNCILMAN COSCHIGNANO: It is or it
5 isn't?

6 COUNCILMAN MUSCARELLA: They can have
7 an operation that's going to be second to none and
8 it's about the taxpayer.

9 COUNCILWOMAN ALESIA: I want to make a
10 record to --

11 COUNCILMAN MUSCARELLA: It is about the
12 money.

13 COUNCILWOMAN ALESIA: Joe, please.

14 My vote on Tappen was not about the
15 money. My vote on Tappen is about what
16 expectations are of the residents and that I think
17 we can fix the problem up there and have a
18 concession and have people able to get food and
19 drink.

20 I'm not going be accused of money
21 grubbing on that vote.

22 COUNCILMAN COSCHIGNANO: Right.

23 Well, all I ask you to do is take a
24 little time and consider it, and we could have
25 spoken to the vendor that was working up there to

1 find out what went wrong, but we don't want to do
2 that. We want to grab that proposal without taking
3 a second look at it and it's problematic. I'm
4 telling you residents approached me, told me the
5 whole operation is problematic for their community,
6 but that's fine. You voted to take the bid and, in
7 essence, take the money.

8 My comment here is that there is
9 substantially more money on the table and, you
10 know, I think for the resident's sake, this is a
11 good opportunity to take the money and that's it.
12 I've said it enough. I don't want to keep
13 repeating myself.

14 SUPERVISOR SALADINO: I misspoke and I
15 want to apologize for misspeaking on this.

16 It's been a long two days. When I
17 mentioned that we tabled, we didn't. But when I
18 voted, it was the understanding -- and correct me
19 if I'm -- again, it's been a long two days. When I
20 spoke to the Town Attorney on this, we made it -- I
21 thought we made it clear that in our choice of
22 Healthy Choice on Tappen Beach, that the direction
23 was to reach out to them and to ask them not to
24 serve alcohol.

25 COUNCILMAN COSCHIGNANO: I have it

1 written down.

2 SUPERVISOR SALADINO: And my perception
3 and, again, I might have it wrong and it's very
4 important that I listen to you, my perception was
5 that the main issue there stems from alcohol sales.

6 COUNCILMAN COSCHIGNANO: I appreciate
7 what you said and I appreciate you listening.

8 I'm not sure of the length and breadth
9 of all the problems up there.

10 SUPERVISOR SALADINO: Okay.

11 COUNCILMAN COSCHIGNANO: There are
12 others who knew more than I.

13 SUPERVISOR SALADINO: Okay.

14 COUNCILMAN COSCHIGNANO: My request for
15 delay was the opportunity to look into the thing,
16 in total, and maybe just get it right, and I don't
17 know that just a liquor item, alone, is going to
18 solve the problem up there. I honestly don't know
19 and I just wanted time to have us look at it.

20 COUNCILWOMAN ALESIA: Well, knowing how
21 strongly you feel about it, is it -- I'm not sure
22 of the proper procedure, but is it outside the
23 realm of possibility that we walk this back before
24 we leave the dais?

25 COUNCILMAN IMBROTO: Yeah.

1 My understanding was it was the
2 alcohol. I didn't realize that that was --

3 COUNCILMAN COSCHIGNANO: I don't know
4 all the concerns up there.

5 SUPERVISOR SALADINO: Well, the
6 concerns they brought to your attention because
7 your opinions and your research into this is very
8 important to us and I want you to know that.
9 Everyone's voice is very important.

10 COUNCILMAN COSCHIGNANO: Thank you, but
11 I just don't believe I'm the exhaustive source
12 there.

13 SUPERVISOR SALADINO: I get it.

14 COUNCILMAN COSCHIGNANO: There's much
15 more information you can gain from the community up
16 there and possibly from the vendor who decided not
17 to bid again.

18 COUNCILWOMAN ALESIA: I just don't
19 think we understood how vehemently you felt about
20 it. At least, I did not understand how vehemently
21 you felt about it.

22 Counselor, are we able to walk this
23 back?

24 MR. NOCELLA: I had to tell you, I
25 can't answer your question with certainty. I

1 simply don't know. You voted to accept the
2 proposal. We were going to negotiate. The alcohol
3 was the big factor at that point. I don't believe
4 that the contract has been formed, so I don't think
5 there would have been a basis to sue the Board.

6 COUNCILMAN IMBROTO: Our resolution is
7 to authorize the Supervisor to negotiate and enter
8 into that contract.

9 MR. NOCELLA: That's correct.

10 COUNCILMAN IMBROTO: But it doesn't
11 bind us to enter into that contract.

12 MR. NOCELLA: That's correct.

13 COUNCILWOMAN ALESIA: And if we didn't
14 open the concession at all, there would be no
15 contract to be had.

16 MR. NOCELLA: Exactly.

17 COUNCILMAN COSCHIGNANO: So next time I
18 should stand on my chair and jump up and down? I
19 don't know. What should I do next time?

20 COUNCILWOMAN ALESIA: Take the win.

21 We're working on it.

22 COUNCILMAN COSCHIGNANO: I don't think
23 it's a win. I think it's a problem but, you
24 know...

25 COUNCILWOMAN ALESIA: I...

1 COUNCILMAN IMBROTO: This isn't like a
2 bid where we're awarding it to somebody. We're
3 simply taking the next step, authorizing the Town
4 to enter into it if they choose.

5 MR. NOCELLA: Right. That's correct.

6 COUNCILMAN IMBROTO: Correct, if they
7 close.

8 MR. NOCELLA: Right.

9 If you're selected the proposer out of
10 those who made proposals in response to the RFP and
11 the rest of the subject within the parameters of
12 the proposal to negotiate.

13 COUNCILWOMAN ALESIA: Well, that being
14 the case and if it's possible and with the
15 Supervisor's permission, of course, I would like to
16 ask that we rescind that direction with respect to
17 Tappen and put it off until the April 25th meeting
18 so that Councilman Coschignano can do some due
19 diligence.

20 COUNCILMAN COSCHIGNANO: I think the
21 due diligence needs to be done by our employees and
22 the people in charge. I don't think we should rely
23 on --

24 COUNCILWOMAN ALESIA: Supervisor, is
25 that possible?

1 SUPERVISOR SALADINO: It is possible.
2 I just don't see how this is -- that there's a big
3 difference in the money.

4 Kedis had promised more; although, that
5 is based on -- some of that is based on guessing
6 what kind of revenues will come there and of the
7 choices we had, my impression was that we were
8 going after a sure deal versus one that is --

9 COUNCILWOMAN ALESIA: He doesn't want
10 either of them. He wants us to not open the
11 concession at all.

12 COUNCILMAN COSCHIGNANO: No, I didn't
13 say that. I just want to get it right, the kind of
14 concession we should have up there. I think
15 there's obviously a need to provide some things to
16 people who visit Tappen Beach. I just want to get
17 it right, you know, on what is sold.

18 SUPERVISOR SALADINO: And you believe
19 that food?

20 COUNCILMAN COSCHIGNANO: I'm not an
21 expert.

22 MR. NOCELLA: As was elicited from --
23 by the questions from a number of the council
24 people, what's happened so far is that you selected
25 a winner in response to the RFP. Of the proposers,

1 you selected Healthy Choice ala fresco. There is
2 no contract. There is no performance demanded or
3 expected of them. They are the entity that's
4 proposal was most favorable, or was voted upon by
5 the majority, and they're the people that we are
6 now to negotiate with. We have selected them
7 already. The logical thing then that we would need
8 to do, I submit, to take into account all the
9 concerns that Councilman Coschignano has when we
10 sit down and negotiate the finality of the
11 contract.

12 COUNCILWOMAN ALESIA: And would that
13 include, at that point, Mr. Nocella, if the
14 feedback we're getting is that there shouldn't be
15 any concession there at all, we're not bound to
16 move forward?

17 MR. NOCELLA: That is correct.

18 We have -- if we're going to have a
19 concession, we need to negotiate it with the person
20 -- with the entity of the proposal that we selected
21 tonight. If we choose not to have the concession
22 there, the matter is open.

23 COUNCILWOMAN ALESIA: Councilman, does
24 that palliate it at all?

25 COUNCILMAN COSCHIGNANO: Yes.

1 I don't know if the matter was not to
2 have a concession or just change the way it was
3 perceived.

4 COUNCILMAN IMBROTO: Mr. Nocella, if we
5 were to do a new RFP, would that be proper and
6 legal?

7 COUNCILMAN MUSCARELLA: Let me -- can I
8 have the Commissioner, Joe Pinto, speak?

9 COMMISSIONER PINTO: Listening to the
10 deliberations here, the question is this: I heard
11 the Town Board say that they would award to Healthy
12 Choice hoping that they would renegotiate the
13 alcohol issues. I don't know if we did can do that
14 because they put a RFP in based upon what the specs
15 were of that RFP, but if you go back to Healthy
16 Choice and they say that they don't want to do
17 that, then that's null and void. We can go through
18 the RFP process again?

19 MR. NOCELLA: That's correct, also.

20 COMMISSIONER PINTO: And that's null
21 and void; we can go through the RFP process again?

22 MR. NOCELLA: That's correct, also.

23 We selected them out of the proposers.
24 If, in the negotiations, they say we're not -- I'm
25 sorry, but even if you have been consistent on both

1 sides with respect to the concept and proposal, if
2 they decide that the absence of alcohol or
3 restrictions on the sale of alcohol are so great
4 that they can't make a profit or for whatever
5 reason they don't want to enter into the contract,
6 it's just as the Park Commissioner noted, there's
7 so deal, and then there would be the opportunity to
8 present the new RFP.

9 At this point, however, a new RFP, I
10 would submit to you, is improper. You've had one,
11 you vetted everybody and you selected a winner and
12 the most logical way to handle the concerns to
13 residents would be to negotiate, accordingly, with
14 that winner.

15 COUNCILMAN COSCHIGNANO: All right.

16 So be it.

17 COUNCILWOMAN ALESIA: All right.

18 COUNCILMAN COSCHIGNANO: While not
19 ideal, ideal would have been tabling it.

20 That's the next best thing.

21 COUNCILWOMAN ALESIA: Okay. Okay.

22 So...

23 COUNCILMAN IMBROTO: Going back to
24 Tobay.

25 COUNCILMAN MUSCARELLA: Yes, going back

1 to the beach side.

2 SUPERVISOR SALADINO: Well, it's
3 important to point out that A, we're doing this for
4 the first time and, B, any time you vet something
5 in public, you know, this is what happens when
6 businesses, not government, but businesses close
7 the doors and they talk about business decisions.

8 We're government and so we're doing
9 this publicly and, of course, you -- the fact that
10 we're spending a lot of time on it is a good sign.
11 The fact that we're thinking this through and, it
12 may appear as though we're going back and forth but
13 thinking this through is a very good sign. It
14 means we're being very careful about how we're
15 going about this.

16 COUNCILMAN COSCHIGNANO: And I did want
17 to thank the Town Clerk for his input. I had no
18 idea he was going to provide his input. I just now
19 feel like maybe I'm not so far off base in looking
20 at the proposal that I feel is best.

21 SUPERVISOR SALADINO: Okay.

22 Which brings us back to Tobay, the
23 Tobay concessions. We've been able to -- seems as
24 though we've been able to narrow this down;
25 although -- yeah, to two, and even though some of

1 the other applications were also very good.

2 That just makes it more complicated.

3 We have two very good choices. One provides more
4 money, one provides a little bit of a different
5 idea and has a little bit of a scaled-back view of
6 -- J & B has a more scaled-back view of their
7 vision.

8 They have some inexpensive items,
9 dollar menu, they have some longer hours, it seems,
10 at the beach and marina, more of a beach feel, less
11 of the perks as we discussed. Some of the perks
12 would be beach delivery. Their idea was a cart as
13 opposed to a full service beach delivery that the
14 Carlyle presented, and the guarantee on the
15 numbers, that speaks for itself.

16 That does speak for itself and it's
17 considerably more. Carlyle has outpaced everyone
18 in their guarantee of rent to us.

19 COUNCILWOMAN ALESIA: Can we talk about
20 whether we think that residents would like that:
21 Towel service, lounge chair service? Is that --

22 SUPERVISOR SALADINO: It's one of the
23 things they provided.

24 COUNCILMAN IMBROTO: I think that
25 people who want that, join a private beach club. I

1 think -- you know, I don't know that it's
2 necessarily appropriate for a public beach that's
3 open to everybody.

4 SUPERVISOR SALADINO: I believe it's
5 appropriate. It's just going to change the beach
6 experience to what people are used to because it
7 doesn't stop them. We don't stop people from
8 bringing an umbrella. We don't stop people from
9 bringing a towel. This just provides them another
10 avenue of renting one, and, of course, as we
11 already have heard, that now they're be able to buy
12 a towel with their suntan lotion and whatever.

13 COUNCILMAN IMBROTO: Yeah, my concern
14 is more about creating a class system at the beach.

15 COUNCILWOMAN ALESIA: No, no. I
16 totally, I totally get that. Where if you -- if
17 you're there with five --

18 COUNCILMAN IMBROTO: Some people are
19 renting chairs that are very expensive.

20 COUNCILWOMAN ALESIA: -- five kids then
21 you want to, you know, get a couple of chairs and
22 it's 25 plus, plus, yeah, it can get very
23 expensive.

24 SUPERVISOR SALADINO: We've been here
25 for -- I know I've been here for all of the

1 applications and one point to bring up is that the
2 applicant with the Carlyle stated that these aren't
3 mandatory things --

4 COUNCILWOMAN ALESIA: That's true.

5 SUPERVISOR SALADINO: -- and they would
6 do what the Town asks them to do; not to do
7 something, they're amenable to that, as well. So
8 we can't base our decision on creating a class
9 system because if we don't want that through the
10 contract and perhaps even when the contract is
11 done, if we told them that that -- something is not
12 wanted, they sounded amenable to strike that from
13 their list of options.

14 COUNCILWOMAN ALESIA: And it is a lot
15 more money.

16 SUPERVISOR SALADINO: It is a lot more
17 money.

18 COUNCILMAN COSCHIGNANO: I would submit
19 to you, also, that you made what appeared to be a
20 very good choice with the restaurant and amusement
21 analysis and I applaud you four for doing that.

22 I did not vote on it and I would state
23 that if the highest bidder, for some reason, could
24 not fulfill their obligation on the beach, you
25 could always go back to J & B which is the next

1 best number in the event it didn't work out with
2 what is the highest bidder.

3 If, for some reason, that entity that's
4 the highest bidder, Carlyle, did not work out and
5 wasn't able to make it there for whatever reason,
6 you'd still have the ability to issue a new RFP and
7 go back to whoever is left, which I imagine would
8 be J & B.

9 SUPERVISOR SALADINO: Well, it wouldn't
10 get done this year, but I don't think we have a
11 realistic fear that our residents would be left
12 without, because I do believe this bidder has the
13 wherewithal to provide the basics of, of
14 refreshments and entertainment and the basic needs
15 on the beach.

16 COUNCILMAN COSCHIGNANO: And that's my
17 feeling, as well. I'm just looking at a worst case
18 scenario.

19 SUPERVISOR SALADINO: And, again, you
20 have to look at the track record and as was stated
21 by our Town Attorney, we have to consider what
22 they're doing and the effectiveness of what they're
23 doing at their other locations; am I correct?

24 MR. NOCELLA: That's correct.

25 SUPERVISOR SALADINO: And page after

1 page, and, you know, I've been to the Water
2 Departments, have their meeting there in Bethpage,
3 and I've been to functions at these and a family
4 member's wedding or not a family member, a friend's
5 wedding, and so many times I've been to some of
6 these, not all of them, but certainly to Carlyle on
7 the Green for a wedding, for meetings.

8 I'm not concerned that they can't meet
9 -- I'm not concerned for our residents that they
10 can't -- I am always concerned for our residents,
11 but I don't worry that they can't deliver for our
12 residents.

13 COUNCILMAN IMBROTO: Yeah, I'm not
14 necessarily worried about that. Their proposal for
15 the beach side concession's focused heavily on the
16 cabanas which, I think, without the cabanas maybe
17 it might have not have been something that they
18 necessarily would have been bidding for in the
19 first place.

20 SUPERVISOR SALADINO: So you think that
21 they're very focused on the cabanas as an integral
22 part of the proposal?

23 COUNCILMAN IMBROTO: Well, the proposal
24 they submitted focus heavily on the cabanas.

25 SUPERVISOR SALADINO: Which I really

1 don't believe that the residents -- most of the
2 residents of our Town want and that changes our
3 beach, at least at this point. They may -- our
4 residents may chose that opinion later on but I
5 just see that as too big a change for what we've
6 provided at Tobay.

7 Based on your opinions of what you
8 heard in the presentation, if we asked this
9 particular presenter to scale back for the beach,
10 to keep it more of -- closer to what residents are
11 accustomed to, do you believe, A, that that would
12 be accomplished, and, B, that that would hurt our
13 relationship with this concessioner or governmental
14 relationship with them or would we be asking too
15 much to scale back their vision?

16 COUNCILMAN IMBROTO: Well, when we
17 asked them if they required the cabanas, they said
18 no. They said they were willing to accept it
19 without the cabanas. They said they'd be willing
20 to accept the --

21 COUNCILMAN COSCHIGNANO: Correct. That
22 was my understanding.

23 COUNCILMAN IMBROTO: -- the beach side
24 or the restaurant side, either/or. They didn't
25 need both, they didn't need the cabanas so, no, I

1 think that they're willing to work with us, I just
2 don't want them to be unhappy with the concession.
3 That's not what they wanted.

4 SUPERVISOR SALADINO: Right. That's
5 part of it. If you bring in someone who's happy
6 with the plan and what we're going with, it's a
7 wonderful relationship, but if you start cutting
8 off their revenue streams left and right, is there
9 a point at which it goes too far for their vision?

10 COUNCILMAN COSCHIGNANO: I think if you
11 award the highest bidder the RFP, and they decide
12 to decline, then they can.

13 COUNCILWOMAN ALESIA: My concern -- one
14 of my concerns is if all we're making this about is
15 the highest bidder, we didn't need to go through
16 this process at all and then we'll just pick the
17 highest bidder on the golf course and go home.

18 COUNCILMAN MUSCARELLA: Right. The
19 committee could have done it.

20 COUNCILWOMAN ALESIA: I mean, the whole
21 point was to use our discretion.

22 COUNCILMAN MUSCARELLA: If it went to a
23 committee, they would have a scorecard and go
24 over --

25 SUPERVISOR SALADINO: To be respectful

1 of everybody, we are, and that's been part of the
2 discussion. It's difficult to turn away that kind
3 of revenue with someone who is very reputable.

4 COUNCILMAN COSCHIGNANO: That's my
5 point. All things being equal, so many of them are
6 equal.

7 COUNCILMAN IMBROTO: Yeah, it's not
8 like --

9 COUNCILMAN COSCHIGNANO: So many of
10 them are all equal. They're all top choices.

11 SUPERVISOR SALADINO: They're all top
12 choices.

13 COUNCILMAN COSCHIGNANO: It's a good
14 thing.

15 SUPERVISOR SALADINO: Dover's
16 presentations were phenomenal.

17 COUNCILMAN COSCHIGNANO: No doubt.

18 SUPERVISOR SALADINO: I note that's
19 what they had on the restaurants, but it wasn't the
20 most amount of money. J & B, again, excellent
21 presentations on both sides of Tobay.

22 COUNCILMAN IMBROTO: I happen to like
23 the presentation from Dukes. I liked the idea of
24 having a small, scaled-down snack bar, but they're
25 so out of line on the revenue that it's hard for me

1 to consider that.

2 J & B seems to be right in the middle.

3 SUPERVISOR SALADINO: I loved their
4 nautical theme, I loved their finishings, I loved
5 some of things that Duke -- and it's important we
6 talk about everyone -- Duke had some great drawings
7 and their ideas and they're clearly local. We had
8 a resident ask about the importance of considering
9 the local people and they're very local to the Town
10 of Oyster Bay.

11 Carlyle talked about a tiki bar, live
12 music, they had some very reasonable prices, \$4
13 burger, \$1 pizza, taking care of catering to the
14 regular families, the regular folks who come here
15 and want to just enjoy a day at the beach.

16 I hope that they won't be discouraged
17 if we are negative on the cabana idea at least for
18 now. Again, I feel strongly that that's going too
19 far too fast, but they did state that they would be
20 very amenable.

21 You know, you heard that yesterday when
22 the Carlyle presenter spoke, and I heard it again
23 today, they'd be very amenable to, to focusing on
24 what we believe the needs of the residents are and
25 our choices on what we feel strongly about catering

1 to what our residents want.

2 COUNCILWOMAN ALESIA: I'm not ashamed
3 to admit that I'm waffling in my decision, but I
4 want to be clear that it's not all about the money
5 for me. It's a factor, but it's not -- I just -- I
6 don't want to be held to that standard when we get
7 to the next analysis.

8 SUPERVISOR SALADINO: I do get it.
9 It's clearly not just the money. That's part of
10 this process. We're making that very clear.

11 We're doing it in a very open fashion
12 and expressing what's on our minds as we think
13 about this. Something that's clearly never been
14 done before, but we do have to make a decision and
15 these companies have to get in there, take care of
16 the construction and get moving on this, and we're
17 not rushing it.

18 Who was leaning towards J & B
19 previously?

20 COUNCILMAN MUSCARELLA: I was.

21 SUPERVISOR SALADINO: You were?
22 Talk to us about the reasons why.

23 COUNCILMAN MUSCARELLA: Okay.

24 First of all, there's two, separate
25 entities here, two separate operations.

1 Let's call it the north side. On the
2 bay side, you have restaurants, you have people in
3 the spray park. People are going to come in, park,
4 go to the restaurants. It's the nightlife. It's a
5 different feel, totally. Okay. And obviously, you
6 know, it's going to be a band and all that.

7 On the south side, being the ocean, how
8 would you say, you go there with your family, you
9 sit down there, you'll have a little snack and
10 everything else.

11 Like you said, they're putting a major
12 investment, \$528,000 into the building. If you
13 look at the pictures, and I don't know which vendor
14 gave it, there's color pictures of what it looks
15 like. It's really a heavily invested amount of
16 money into that building, but they were phenomenal
17 in their presentation. Their corporate structure
18 or the balance sheet, they have millions of
19 dollars, they have multiple restaurants and he has
20 experience on the beach.

21 The two people who have experience on
22 the beach were both Dover and J & B and they told
23 you what's real or not. They gave you -- you know,
24 you can say all these things but, you know, the
25 past vendor couldn't make money with the golf

1 course and the beach and two restaurants and low
2 rent.

3 COUNCILMAN IMBROTO: Exactly right.
4 Exactly right.

5 And they even said, you know, not that
6 we should take their word for it, but they said
7 that this is what they can realistically expect
8 from operating a beach concession, which is what
9 they do.

10 COUNCILMAN MUSCARELLA: In business
11 you'll see fast food places next to each other.

12 You know, you'll say why is there
13 Wendy's and McDonald's and Burger King?

14 Because they compete. Everybody says
15 oh, let's not have fast food. Let's drive to the
16 destination, and when we get there, we decide, so,
17 you know, again, they're a very good vendors. But
18 you need the competition, you need the -- when one
19 competitor does something, you do something else to
20 compete, to get the -- again, marketing.

21 When people say I was just going to go
22 to the bay side, I'm going to have dinner tonight,
23 the next day I'm going to beach side, a completely
24 different feel, and you're not going to get that
25 when you have the same vendor, they're doing the

1 same thing. It's the same food, person, coming in,
2 the distributor.

3 I just think, you know, diversity or I
4 should say --

5 COUNCILWOMAN ALESIA: Variety.

6 COUNCILMAN MUSCARELLA: Variety is
7 better for everybody.

8 I mean, is it about the money? They're
9 putting a lot of money in the capital improvements.
10 Okay. They're telling you what's real.

11 SUPERVISOR SALADINO: Which residents?

12 COUNCILMAN MUSCARELLA: 100,000.

13 I mean, you know, I think you're making
14 a mistake if you don't split it, and there's a
15 reason why we try to split it. Okay. Because now
16 you're getting into one vendor at the beach, and so
17 I'm at the beach and now, again, we all feel we're
18 going to control the prices and, Joe, you talked
19 about, you know, the reasonable price to buy
20 something.

21 If you have the same vendor, you can
22 say ah, forget it, and make that hamburger, you
23 know, \$10, \$10 or \$11, cut out the fries, but you
24 can't do that if you have somebody, you know, at
25 the beachfront having it for \$5 because the

1 northern tier, you have two restaurants, and you
2 have a concession booth, correct? Am I right?

3 SUPERVISOR SALADINO: Yes.

4 COUNCILMAN MUSCARELLA: So he's
5 (inaudible). So, now you're going to give the
6 other concession booth to them. So the price is
7 all the same. There's no difference. So whether I
8 get the burger at the beach or the burger near the
9 restaurants, it's going to be the same price. It's
10 not going to be the same price if you get another
11 person in there and, yes, it's about the money, you
12 taking the money, but it's all about the taxpayers
13 who've got to pay extra money because there's no
14 competition. No competition. They're going to pay
15 more money at the beach.

16 SUPERVISOR SALADINO: I think just for
17 clarification purposes, if we choose the company
18 that still provides a lot of money, but is not the
19 top, highest amount offering, we're not -- the
20 taxpayers don't pay more in terms of their property
21 taxes. It doesn't affect our Town budget in terms
22 of yes, we don't get the most we could get, but
23 they're not going lose a service over this, and
24 their property taxes on their homes are not going
25 to go up because of it.

1 So, I think it's important to point
2 that out.

3 You have two really, really --

4 COUNCILMAN MUSCARELLA: Okay. Let me
5 just go one step further, okay.

6 The vendor on the north side, the
7 bay side, did not put the capital improvement in
8 their number. Did not put it. We're assuming he's
9 going to spend \$750,000. Obviously, you're going
10 to spend whatever it is to get it up and running
11 and that's where the bulk of the money is going to
12 come.

13 The revenue is coming from the bay
14 side, two restaurants and a concession. It's not
15 coming from the beach side. It definitely isn't,
16 but, yet, this vendor said they're going to put
17 \$525,000 in that building, new equipment,
18 everything else, and they gave specs on what
19 they're putting in there.

20 Again, it's a completely different feel
21 and also, you know, you're going to have two
22 different people competing.

23 Again, I...

24 SUPERVISOR SALADINO: It's a very
25 difficult decision because they're two very good

1 vendors. There's a few others that are very good,
2 too, that I really liked.

3 COUNCILMAN MUSCARELLA: So let me just
4 state, if you want to go give everything at the
5 beach, they're very good, no doubt. I have no
6 horse in this race, I have no -- you know, it is
7 what it is.

8 But my feeling is you want to give
9 choice to people, you want -- competition is always
10 healthy and I think you're coming up with somebody
11 who's very creative, did a great proposal and I
12 don't know them at all.

13 SUPERVISOR SALADINO: Who are you
14 referring to?

15 COUNCILMAN MUSCARELLA: J & B.

16 COUNCILWOMAN ALESIA: Can I give one
17 other sort of wrinkle or thought again? And I'm
18 still, I don't know, 60/40. I don't know where I
19 am at, but I'm thinking in my head that like
20 Carlyle is a known entity, and if you said to
21 people, you know, tomorrow did you hear that Tobay
22 concessions both got awarded to Carlyle? It's like
23 people know what it is. I don't know that J & B
24 has the same recognition.

25 SUPERVISOR SALADINO: Carlyle has an

1 excellent reputation.

2 COUNCILWOMAN ALESIA: There's some
3 desirability to that, too.

4 SUPERVISOR SALADINO: They touch
5 something and it's absolutely beautiful.

6 Does that present a problem for us
7 because now our destination becomes so popular that
8 we have big crowds, young crowds, nothing wrong
9 with young people, but it changes the dynamic from
10 an entertainment destination versus a family beach
11 destination?

12 COUNCILWOMAN ALESIA: Could be. It
13 could be.

14 SUPERVISOR SALADINO: They're extremely
15 popular and they're -- and their proposal is to
16 build something that is filled with wow, if you
17 will. To be unscientific, filled with wow.

18 Does it become so popular that it
19 changes what our facility is all about?

20 COUNCILWOMAN ALESIA: We don't want
21 that.

22 SUPERVISOR SALADINO: They're
23 consummate professionals. They put -- I'm not at
24 all worried about the kind of money that they'll
25 put in because one only has to look at their

1 portfolio of their facilities and these facilities
2 are the top of the top but, at the same time,
3 Councilman, your points about diversity there, your
4 points about the beach vision, I'm starting to lean
5 toward Carlyle, away from J & B, although I love
6 the fact of, as I mentioned early on, the point you
7 said, they're offering a tremendous amount of
8 money, they claimed that they would be very
9 amenable to what we want and don't want there, what
10 the residents want and don't want there, and they
11 told us, they made it very clear, in all their
12 presentations, they'd work with us in terms of
13 producing what is best for the residents.

14 If we arrived at all that, we're able
15 to take the bid that has the biggest financial
16 return, and if they work with the Town and our
17 resident's needs and wants, perhaps we can arrive
18 at both.

19 I've started off thinking that J & B is
20 the better choice, not because of any deficit with
21 the Carlyle, but just to bring that diversity and
22 that competition. Very difficult choice. They're
23 all excellent.

24 Are you all ready to take a vote?

25 (No response.)

1 SUPERVISOR SALADINO: Are you ready to
2 take a vote?

3 COUNCILWOMAN ALESIA: No. I don't
4 know.

5 SUPERVISOR SALADINO: Do you want to
6 ask -- we have to make a decision. Do you want to
7 ask some more questions?

8 COUNCILWOMAN ALESIA: No, I'm ready to
9 make a vote.

10 SUPERVISOR SALADINO: Are you ready to
11 make a vote?

12 COUNCILMAN IMBROTO: I'm ready to vote.

13 MR. ALTADONNA: Supervisor, motion was
14 made by Councilman Muscarella, seconded by
15 Councilman Alesia on the vote.

16 SUPERVISOR SALADINO: Very difficult
17 decision here as we narrow this down to two
18 excellent vendors, two excellent ideas. Toughest
19 choices tonight so far of these two days, but I
20 think I have to go with the Carlyle because the
21 finances are there, are the highest by at least
22 another approximately \$150,000 a year more. I'm
23 sorry, it's not 150,000.

24 COUNCILWOMAN ALESIA: 50.

25 SUPERVISOR SALADINO: 50,000 more plus

1 there is a very attractive \$450,000 as that signing
2 bonus, if you will, for our Town, for our
3 residents, and I hope that they will be very
4 amenable to scaling back the areas where we ask
5 them to scale back and to keep the needs of the
6 public.

7 At the same time their creativity and
8 they're -- J & B did a very good job and I'd like
9 to just state that J & B was excellent in all they
10 provided, but in the end, I think where we have to
11 make a choice, the Carlyle just inches them out
12 slightly, so I'm going to vote for the Carlyle.

13 MR. ALTADONNA: Councilman Muscarella?

14 COUNCILMAN MUSCARELLA: I'm going to
15 vote for J & B.

16 MR. ALTADONNA: Councilman Macagnone is
17 absent.

18 Councilman Coschignano?

19 COUNCILMAN COSCHIGNANO: Carlyle.

20 MR. ALTADONNA: Councilwoman Alesia?

21 COUNCILWOMAN ALESIA: I'm surprising
22 myself. I'm going to vote for the Carlyle.

23 MR. ALTADONNA: Councilwoman Johnson is
24 recused.

25 Councilman Imbroto?

1 COUNCILMAN IMBROTO: To me, having that
2 known entity that's a beach operator, I have to go
3 with J & B even though the Carlyle proposal is very
4 attractive, so I vote for J & B.

5 MR. ALTADONNA: Carlyle carries.

6 COUNCILMAN MUSCARELLA: We need four
7 votes.

8 MR. ALTADONNA: Four votes, okay.

9 COUNCILMAN IMBROTO: Why do we need
10 four, if there's --

11 COUNCILWOMAN ALESIA: Have to have a
12 majority of the --

13 COUNCILMAN COSCHIGNANO: You have to
14 have a majority of the fully constituted Board.

15 MR. ALTADONNA: I'll call it again?

16 COUNCILWOMAN ALESIA: So I'll just --
17 if I can speak for a minute to Joe and Lou, and I'm
18 not -- you know, again, I'm very sensitive to
19 trying to sway people's opinions and votes.

20 There's an excitement factor about the
21 Carlyle. I think that it's going to make it a very
22 attractive place and I know that they're going to
23 want to do what we want them to do. I know it.
24 That they're not going to oversell this and they're
25 not going to make it too big and they're not -- I

1 just, I just don't think they're going to change
2 the character if we don't want them to. I'm
3 putting a lot of faith in them by switching my
4 vote. I really had a comfort level with J & B
5 because of their beach experience.

6 SUPERVISOR SALADINO: If it makes you
7 feel any better, I did, too. I'm quite on the
8 fence with this because I think both of them are
9 excellent and there are different reasons why we
10 should be going with both of them and I'd be very
11 comfortable with either of them.

12 COUNCILWOMAN ALESIA: Me, too.

13 SUPERVISOR SALADINO: I'd be very
14 comfortable with a couple of others that are on
15 this list as well, but it's very difficult to
16 ignore the tremendous difference in the money.
17 It's very difficult to ignore the reputation that
18 the Carlyle has.

19 The questions I asked suit the needs of
20 the highest end of residents, so we'd like to spend
21 a lot of money and get every perk, and then that
22 family who wants to come there and have a dollar
23 slice of pizza, \$4 burger and just have a wonderful
24 day on the beach and perhaps not be bothered.

25 I also feel very comfortable that the

1 Carlyle will put in place enough employees to
2 ensure that we don't have litter on the beach,
3 which was very, very important to me, very
4 important. That they seem to be the ones who
5 brought about the highest number of employees.
6 It's very important that, after all of this, we
7 don't end up with a beach that turns into a circus
8 with litter and all of the negatives that come with
9 these ideas.

10 COUNCILMAN IMBROTO: I'm not
11 necessarily uncomfortable with Carlyle. I'm
12 uncomfortable with a tiki bar, live music on the
13 beach interfering with people's beach-going
14 experience.

15 If we could scale that back, then,
16 obviously, the money becomes the primary
17 consideration, but you have a concern that if it
18 gets scaled back, then it's not viable and we're
19 already taking away the cabanas.

20 SUPERVISOR SALADINO: Let me ask our
21 Town Attorney for an opinion on that.

22 We're in a situation here where we may
23 want to ask them to scale back some of the aspects
24 of this that could be their biggest revenue
25 enhancers.

1 Where do we stand?

2 MR. NOCELLA: In which case you may
3 wind up selecting a bidder who would not be
4 obligated to enter into a contract or perform.

5 COUNCILWOMAN ALESIA: And then what
6 happens?

7 MR. NOCELLA: Nobody offers.

8 At best, you'd have to put it up to RFP
9 after the season's already over.

10 SUPERVISOR SALADINO: If they decided,
11 after this evening, to not accept our --

12 MR. NOCELLA: Scaling back.

13 SUPERVISOR SALADINO: -- our scaling
14 back or asking them to scale back --

15 MR. NOCELLA: It's different from
16 changing the seating so that all seats face the
17 water.

18 SUPERVISOR SALADINO: Right, right.

19 MR. NOCELLA: Or asking that the menu
20 be -- that it's Mediterranean instead of Asian or
21 seafood. You're taking away a number of the
22 concepts, cabanas, the others that the council have
23 noted.

24 SUPERVISOR SALADINO: So if they
25 decline, are we allowed to just go to our next

1 choice or do we have to start the RFP process from
2 the beginning?

3 MR. NOCELLA: My understanding is that
4 you're going to have to start the RFP process over.

5 COUNCILMAN IMBROTO: Well, let's see.

6 What's the worst thing that happens if
7 choose Carlyle? We have a vendor that's going to
8 pay us a lot of money to be there and they're going
9 to provide a quality experience. Worst case
10 scenario, right, if they don't scale it back.

11 COUNCILWOMAN ALESIA: No. The worst
12 case scenario is if we ask them to scale it back
13 and they won't do it and then --

14 COUNCILMAN IMBROTO: Well, if they
15 won't do it, then we're left with their proposal
16 which is still a nice beach-going experience.

17 COUNCILWOMAN ALESIA: That's true.

18 SUPERVISOR SALADINO: Just so we
19 understand this and we're protecting our taxpayers
20 and our residents, if we had to go back to the
21 drawing board could we do that tomorrow, next week?

22 MR. NOCELLA: It would be a period of
23 so many weeks. We have to draft the RFP, we have
24 to send it out, we have to give all potential
25 responders the opportunity to tour the premises, do

1 some analysis, to come back. We'd have to, then,
2 obtain their proposals, we'd have to review their
3 proposals and vet them, then we'd have to schedule
4 Board meetings. You're talking about the time
5 period that would make it talking virtually
6 impossible.

7 SUPERVISOR SALADINO: Okay.

8 COUNCILMAN IMBROTO: So given all of
9 this, are we all comfortable going forward with
10 Carlyle if they left it the way that it is in their
11 proposal without the cabanas, which they said they
12 would do?

13 COUNCILMAN MUSCARELLA: I think we
14 should vote again because I think the vendor will
15 accommodate what we request of them if we vote for
16 them to have the whole beach.

17 Have the Town Attorney negotiate with
18 them, what we want.

19 COUNCILMAN IMBROTO: And there is the
20 revenue enhancement with which, at that point,
21 makes it significant.

22 COUNCILMAN MUSCARELLA: Yeah.

23 It's beneficial, number one, to open
24 the beach at full capacity, get it cleaned up,
25 nice, great feel. It's going to be spectacular,

1 really. It's a win for everybody but, you know, we
2 have to vote on it tonight and I think we should
3 just recall the votes.

4 MR. ALTADONNA: Would you like that,
5 Supervisor?

6 SUPERVISOR SALADINO: Yes, please
7 recall the vote.

8 MR. ALTADONNA: Okay.
9 Supervisor Saladino?

10 SUPERVISOR SALADINO: Carlyle.

11 MR. ALTADONNA: Councilman Muscarella?

12 COUNCILMAN MUSCARELLA: Carlyle.

13 MR. ALTADONNA: Councilman Macagnone is
14 absent.

15 Councilman Coschignano?

16 COUNCILMAN COSCHIGNANO: Carlyle.

17 MR. ALTADONNA: Councilwoman Alesia?

18 COUNCILWOMAN ALESIA: Carlyle.

19 MR. ALTADONNA: Councilman Johnson has
20 recused.

21 Councilman Imbroto?

22 COUNCILMAN IMBROTO: Well, I'm still
23 going to vote for J & B.

24 MR. ALTADONNA: Okay.

25 Now, the motion carries.

1 SUPERVISOR SALADINO: The motion is
2 carried.

3 The Carlyle is the winner of this bid.

4 COUNCILWOMAN ALESIA: Congratulations.

5 SUPERVISOR SALADINO: Congratulations.

6 Just to point out, you know doing this
7 all publicly, as was stated, we believe you are
8 very, very high quality entity and we believe the
9 others are extremely high quality, as well.

10 Okay. Now time to go to the golf
11 course.

12 MR. ALTADONNA: May I have a motion to
13 vote on the golf course, the Town golf course?

14 COUNCILMAN MUSCARELLA: So moved.

15 COUNCILWOMAN ALESIA: Second.

16 MR. ALTADONNA: Motion made by
17 Councilman Muscarella, seconded by Councilwoman
18 Alesia.

19 COUNCILMAN MUSCARELLA: All in favor?

20 ALL: "Aye."

21 COUNCILMAN MUSCARELLA: Any nays?

22 SUPERVISOR SALADINO: Well, in the
23 theme that we've been following is we're starting
24 off by looking at who the highest bidders are and
25 then discussing their proposals as a means of

1 narrowing this down to a few.

2 COUNCILMAN IMBROTO: I think this is
3 the hardest choice of all because these were really
4 all stellar proposals.

5 SUPERVISOR SALADINO: Excellent
6 proposals.

7 COUNCILMAN IMBROTO: In my opinion,
8 after considering them all, there's three that
9 stood out to me and those were Carlyle, Scotto and
10 Lessing's.

11 I mean, taking into account what they
12 plan to do there, their reputations as caterers and
13 the amount of money that they're proposing to pay
14 us, I don't think you could go wrong either of the
15 three and the feedback that we've received from
16 residents, both in this room and probably beyond, I
17 think those three really stand out to me.

18 COUNCILMAN COSCHIGNANO: I would agree
19 that those are the three choices.

20 COUNCILWOMAN ALESIA: I deviate a
21 little bit.

22 COUNCILMAN MUSCARELLA: I do, too.

23 I will deviate with definitely
24 Lessing's, Scotto and CulinArt. I think they
25 obviously had a better proposal, I think they came

1 up with creative ideas. The butler and the golf
2 outings and having a \$10 billion company sign the
3 contract was very enticing because you know they're
4 going to do whatever it takes to make it the
5 flagship of the State and probably the Nation.

6 COUNCILMAN COSCHIGNANO: In the spirit
7 of cooperation, and I don't want him to fall off
8 his chair, but I'd like to amend to include the
9 fourth.

10 I agree with what Councilman Muscarella
11 said.

12 COUNCILWOMAN ALESIA: Which one being
13 the fourth?

14 COUNCILMAN COSCHIGNANO: CulinArt.

15 COUNCILWOMAN ALESIA: CulinArt.

16 COUNCILMAN COSCHIGNANO: The numbers
17 are so close, and there's a lot of positives, so
18 I'd like to include my pool to four.

19 COUNCILWOMAN ALESIA: I felt that,
20 first of all, I'm just a huge fan of what Lessing's
21 did for us. I thought they did an amazing job.
22 Not ashamed to say that I was right and --

23 COUNCILMAN COSCHIGNANO: By the way, on
24 that point, I went into that meeting very much
25 thinking J & B was a great choice, but when the

1 numbers came out, at the time, Councilman Pinto was
2 on the Board and Lessing's had blow away numbers
3 and that's why I went with Lessing's that day, as
4 well, and they've really done the right thing by
5 the Town.

6 COUNCILWOMAN ALESIA: They've been
7 spectacular. I mean, I've just hear nothing but
8 good things, so I really have like a top two
9 because I think they're awesome and I loved
10 CulinArt's proposal.

11 I just thought that they were so
12 creative, they were so -- clearly, with the
13 newspaper and everything, I mean they really are
14 enthusiastic about being our vendor and the numbers
15 are very, very similar.

16 Those are my two -- Scotto's,
17 obviously, a great product. They're -- you know,
18 anyone who's eaten in one of their restaurants can
19 tell you, they're amazing.

20 Does that mean that they're, you know,
21 a caterer for our Woodlands? I don't know. Not
22 Woodlands. Whatever we're going to call it.

23 SUPERVISOR SALADINO: Golf course.

24 COUNCILWOMAN ALESIA: Gold course to be
25 named later. That, I don't know.

1 COUNCILMAN COSCHIGNANO: I mean,
2 CulinArt --

3 COUNCILMAN IMBROTO: I mean, their
4 financial proposal was very strong, especially with
5 \$2 million up front.

6 COUNCILWOMAN ALESIA: But we had \$2
7 million up front from more than just one, right?

8 COUNCILMAN MUSCARELLA: Yes.

9 COUNCILWOMAN ALESIA: Lessing's was
10 also willing to pay \$2 million up front.

11 COUNCILMAN MUSCARELLA: Scotto, too,
12 was proposing -- who's what they were proposing?

13 COUNCILMAN IMBROTO: Who knows what
14 who's proposing?

15 COUNCILMAN MUSCARELLA: Scotto.

16 I mean they had a line of credit with
17 \$10 million, but when it came down to it, he made a
18 proposal that showed you everything from renovating
19 the conservatory to everything else, but when it
20 came down to it, he didn't commit to the dollar
21 amount. He said when he's going to go in there
22 he's going to decide which obviously, you know...

23 COUNCILMAN IMBROTO: It was hard to pin
24 him down on details, but my feeling about Scotto
25 was that it's in their interest to make it the best

1 facility that they can make it. They're investing
2 into their own business and they're guaranteeing us
3 a stream of revenue, a very large amount of
4 revenue.

5 COUNCILMAN MUSCARELLA: Up front.

6 COUNCILMAN IMBROTO: It's not a
7 percentage.

8 So, why wouldn't they invest?

9 COUNCILMAN MUSCARELLA: Right.

10 COUNCILMAN IMBROTO: You know, I don't
11 know -- again, it's not necessarily, to me, the
12 important how much they're going to invest as to
13 what they intend to do it, how they intend to use
14 the facility and what they're going to pay us
15 which, in Scotto's case, it's the highest amount of
16 guaranteed rent and, yes, CulinArt had creative
17 marketing, but I don't know their reputation, I
18 don't know their product, I know they're backed by
19 a large company, but they're not offering us the
20 most in rent out of those four. They're offering
21 the least out of those four so, you know, I think
22 that, you know, Carlyle, with their guarantee, plus
23 the percentage and Lessing's, with their guarantee
24 plus the percentage, very strong.

25 Scotto has the highest guarantee, no

1 percentage. So you know the floor, you don't know
2 what you could get.

3 COUNCILMAN COSCHIGNANO: You know, it's
4 the highest number.

5 COUNCILMAN MUSCARELLA: Yeah, yeah, but
6 CulinArt, go to CulinArt.

7 COUNCILWOMAN ALESIA: But it's not
8 always the highest number.

9 COUNCILMAN COSCHIGNANO: Right.

10 COUNCILWOMAN ALESIA: When we did the
11 -- when I will did my analysis, I saw Lessing's
12 number with the incentive coming in, edging out
13 Scotto in year four.

14 COUNCILMAN COSCHIGNANO: Oh,
15 absolutely.

16 COUNCILWOMAN ALESIA: Oh, sorry.

17 In the totals between year one and year
18 four, using an average of \$4 million in revenue
19 which, I think, is more realistic than 6, including
20 prepaid rent money earning 5 percent a year. If
21 you use those numbers, then Lessing's comes out
22 ahead.

23 COUNCILMAN IMBROTO: Ahead using the
24 blended formula?

25 COUNCILWOMAN ALESIA: The blended

1 formula, yes.

2 MR. ALTADONNA: Right.

3 COUNCILMAN IMBROTO: But we don't know
4 what that's going to be because we don't -- we
5 don't know that they're going to do above that
6 amount in revenue and nobody can really guarantee
7 that they will.

8 To me, it's not just about the highest
9 number but for me, on this one, versus at the
10 beach, it's different when you're going to a
11 catering hall versus when you're going to a beach.

12 Thousands of people are going to Tobay
13 Beach. The experience that they get there is the
14 important thing. Here, it's a catering hall.
15 They're all going to be successful catering halls.

16 Personally, I think those three that I
17 mentioned are going to provide the best catering
18 experience, so when you're -- when you've got three
19 people that are virtually equal, then the money has
20 to start to come in. There really isn't another
21 factor for me.

22 COUNCILWOMAN ALESIA: It's such a close
23 amount of money with rent in the ten-year period.
24 It's \$400,000 over ten years. I mean, I know that
25 to a person, it's a lot of money; to a corporation,

1 you know, again, I just --

2 COUNCILMAN IMBROTO: No, I agree, and I
3 agree they're close. I'm just -- something to
4 consider.

5 SUPERVISOR SALADINO: This analysis is
6 very enlightening. I thank you for preparing it.
7 It really shows that Lessing's is -- Lessing's is
8 very important to consider for that reason and it
9 lays that out very, very well.

10 COUNCILMAN COSCHIGNANO: Based on that
11 analysis, does it differ from the analysis that our
12 committee did for us? Is the number higher? Is it
13 the highest number?

14 COUNCILWOMAN ALESIA: You know, I don't
15 -- it does differ from the numbers the committee
16 gave. I don't really know why. I can only tell
17 you when I did, and I can't say I did it because my
18 husband who works in finance helped me to generate
19 the numbers, so I want to be fair because I'm no
20 math genius.

21 COUNCILMAN COSCHIGNANO: Because I'll
22 admit on the last decision we made, I wanted to go
23 with the highest number.

24 COUNCILWOMAN ALESIA: Well, we have our
25 Finance Director here. Maybe he can help us.

1 COUNCILMAN COSCHIGNANO: I don't see
2 him.

3 COUNCILWOMAN ALESIA: Oh, okay.
4 Strike that.

5 COUNCILMAN COSCHIGNANO: I don't know
6 if he's still in the building.

7 Does anybody know?

8 MR. NOCERINO: We'll try to locate him.

9 COUNCILMAN COSCHIGNANO: Based on the
10 same logic I used on the last analysis, I'd like to
11 know if the numbers I have in front of me provided
12 by our committee are accurate?

13 COUNCILMAN IMBROTO: Well, can we talk
14 about -- while we're waiting, can we --

15 COUNCILMAN COSCHIGNANO: I do agree
16 with what Councilman Imbroto's saying, and I think
17 that's a proper analysis. All things being equal,
18 we should get the most money we can.

19 COUNCILMAN MUSCARELLA: Well, let's
20 narrow it down to three. I think we should narrow
21 it down to three, and then work on those three
22 because we -- but we really have -- I mean, what do
23 we have, four on the table?

24 COUNCILMAN COSCHIGNANO: We all might
25 have a different three.

1 COUNCILMAN MUSCARELLA: No, no, let's
2 go over them. Let's get Scotto, Lessing's, you
3 have CulinArt and Carlyle, correct?

4 Is that --

5 COUNCILMAN COSCHIGNANO: That's four.

6 SUPERVISOR SALADINO: You have to get
7 that name right.

8 COUNCILMAN MUSCARELLA: You have four
9 so let's get back to three. So you have to get
10 down to four or three. So let's do -- so let's go
11 over it.

12 So what do we have?

13 COUNCILMAN IMBROTO: I'm not
14 suggesting --

15 COUNCILMAN MUSCARELLA: Right?
16 Lessing's and Scotto.

17 So it's between the other two. The
18 only concern I have and I'm going to tell you,
19 overdevelopment is not good, okay.

20 First of all, the number one thing was
21 parking. Parking was a big issue.

22 COUNCILMAN IMBROTO: Totally agree.
23 Totally agree.

24 COUNCILMAN MUSCARELLA: Multiple
25 functions going on at one time, whether it's the

1 restaurant, whether it's the rooftop, you got, you
2 know, the blowout of the ballroom and everything
3 else, that's a problem. I think it is.

4 CulinArt kept -- they actually said the
5 second floor would be the reception for the wedding
6 so it's like, you know, they kept it within the
7 realm of what we want and that's -- the building
8 was built in like 1918. It's like a landmark.
9 It's a mansion. You don't want to alter the
10 structure.

11 COUNCILMAN IMBROTO: That was my
12 concern, too.

13 It's an aggressive proposal and they
14 want to do a lot and they want to put a lot of
15 people there that maybe there would be some trouble
16 accommodating them --

17 COUNCILMAN MUSCARELLA: Right.

18 COUNCILMAN IMBROTO: -- but if they do
19 what they say and realize the revenues that they're
20 talking about it would be a windfall for the Town
21 because they're guaranteeing us a percentage off
22 the bat, not a percentage over a certain amount, a
23 percentage off the bat.

24 SUPERVISOR SALADINO: I'm sorry.

25 Who is he referring to?

1 COUNCILWOMAN ALESIA: He's -- Carlyle.

2 COUNCILMAN IMBROTO: To Carlyle, I'm
3 sorry if I wasn't clear.

4 COUNCILMAN MUSCARELLA: But we're
5 trying to narrow it down to three?

6 COUNCILMAN IMBROTO: And we heard from
7 residents, many of whom said they wish the place
8 were bigger.

9 COUNCILWOMAN ALESIA: But over the
10 ten-year of those four, whether you use my numbers
11 of the committee's numbers, Carlyle, is it 5158, if
12 we use my numbers, Carlyle's at 5613, next is
13 CulinArt with 6.2, next is Lessing's with 6.3 and
14 then Scotto with 6.7.

15 So if it is a strictly numbers
16 analysis, Carlyle's at the back of that pack, and
17 then the difference between CulinArt and Lessing's
18 is 100,000 and between Lessing's and Scotto is
19 300,000. I think we do the same thing with their
20 sheet as well.

21 If you look at the ten-year revenue,
22 guaranteed revenue, Carlyle is 5158, CulinArt is
23 56 -- they're actually ahead -- Lessing's is 5.8
24 and Scotto is 6.3.

25 What I liked about CulinArt, I liked

1 what they were talking about doing with restaurant,
2 I liked that idea of the French bistro, I liked the
3 idea of the pop-ups on the golf course. I thought
4 it just would make the place a destination and,
5 frankly, I liked that they spoke to the idea of
6 kosher catering and that they had some knowledge of
7 the fact that there is a large and growing Jewish
8 population within the town and it would be, I
9 think, progressive for us to consider that.

10 SUPERVISOR SALADINO: I agree, and it
11 probably -- I believe, as stated, it would be the
12 largest kosher facility on Long Island.

13 COUNCILWOMAN ALESIA: And not to speak
14 out of both sides of my mouth, but I'm sure any of
15 these caterers can do a kosher kitchen if we want
16 it. I just -- you know, I'm just identifying the
17 reasons that I thought that they were standout and
18 I don't want to discount Lessing's because they've
19 done an outstanding job. They're a proven entity
20 and maybe it's not fair to consider that, but like
21 we can't help but know it.

22 COUNCILMAN IMBROTO: Well, I have a
23 question.

24 SUPERVISOR SALADINO: It's fair and
25 legal and we've been told by our attorney that the

1 performance of an entity must be considered.

2 MR. NOCELLA: That's correct.

3 They can take in a preference simply
4 because they had operated during an emergency
5 period, but you can consider the performance
6 wherever the performance was taking place.

7 COUNCILMAN IMBROTO: Well, it seems
8 that just about everybody -- I don't want to speak
9 for anybody else -- but just about everybody agrees
10 on Lessing's and Scotto.

11 COUNCILMAN MUSCARELLA: Right.
12 Exactly.

13 COUNCILMAN IMBROTO: And we haven't
14 heard from Supervisor, of course, so...

15 SUPERVISOR SALADINO: I've been
16 listening this round. I've been doing a lot more
17 listening.

18 COUNCILWOMAN ALESIA: I think you've
19 been listening a lot the entire -- don't sell
20 yourself short. You've been listening good.

21 SUPERVISOR SALADINO: I've been
22 listening to all of you.

23 Haven't heard much from Chris, though.

24 COUNCILMAN COSCHIGNANO: I think I
25 spoke enough already for the whole day.

1 I'm going to listen to you guys this
2 time, but I kind of agree that there's top three,
3 maybe four.

4 COUNCILMAN IMBROTO: Do you have a
5 strong preference?

6 COUNCILMAN COSCHIGNANO: They're all
7 good. They're all good.

8 COUNCILMAN IMBROTO: Okay.

9 COUNCILMAN COSCHIGNANO: I mean, it's
10 all close. Such great reparations. I appreciate
11 what Lessing's done, I appreciate the presentations
12 made by the other and the monies that are put on
13 the table. They're just so close.

14 SUPERVISOR SALADINO: Who was building
15 easterly only?

16 COUNCILMAN IMBROTO: You've got me on
17 directions.

18 COUNCILMAN MUSCARELLA: Both of them
19 were.

20 SUPERVISOR SALADINO: Both of them?

21 COUNCILMAN MUSCARELLA: Yeah, when we
22 say -- I think Scotto was building on the east
23 side --

24 SUPERVISOR SALADINO: East side.

25 And the Carlyle was built on the east

1 side.

2 Lessing's was building on the south
3 side, was going south, with bumpout?

4 COUNCILWOMAN ALESIA: I --
5 unfortunately, I don't remember.

6 COUNCILMAN MUSCARELLA: CulinArt was
7 putting -- going on the west side where the patio
8 on the west side was, off the, I guess, the little
9 bar area.

10 SUPERVISOR SALADINO: Who had the best
11 of these four that we're narrowing things down to?

12 COUNCILMAN IMBROTO: Supervisor, my
13 note on Carlyle was extension on side, not out
14 back.

15 SUPERVISOR SALADINO: Right.

16 COUNCILMAN IMBROTO: I don't know --

17 SUPERVISOR SALADINO: That's east.

18 COUNCILMAN IMBROTO: -- how that falls
19 north, south, east and west.

20 SUPERVISOR SALADINO: It goes east, sun
21 rises from the east, so think of it that way. It's
22 the east side, which is by the shortest hole in the
23 golf course. It's on the east side and then they
24 had the long --

25 COUNCILMAN IMBROTO: Atrium.

1 SUPERVISOR SALADINO: -- coming along
2 the front.

3 I like the idea of that because that
4 atrium was -- that was space that's underutilized
5 and it doesn't affect the back areas. At golf
6 outings, many times they'll have a putting contest
7 and it will take place in that back area, so we
8 have to think about whether or not we want that
9 changed radically.

10 COUNCILWOMAN ALESIA: Which one was
11 that?

12 COUNCILMAN IMBROTO: That was for
13 Carlyle.

14 COUNCILWOMAN ALESIA: I'm sorry.

15 SUPERVISOR SALADINO: And something
16 else I believe we should be considering is what the
17 different entities are doing with the public
18 restaurant. That's something that has to be
19 considered as we go forward because what type of a
20 public restaurant we want beyond the catering and
21 how large an operation do we want that to be.

22 COUNCILWOMAN ALESIA: So Lessing's had
23 talked about a patio extension and a million dollar
24 renovation of the ballroom.

25 SUPERVISOR SALADINO: I believe I -- my

1 notes tell me 1.4 million capital.

2 COUNCILMAN IMBROTO: And they're going
3 to expand the capacity to 400.

4 SUPERVISOR SALADINO: From 300 to 400.
5 And they had the rooftop restaurant,
6 correct?

7 COUNCILMAN IMBROTO: Yes.

8 SUPERVISOR SALADINO: Of these
9 applications, who was -- of the before, who was
10 going to just keep the restaurant and the pub area
11 unchanged?

12 COUNCILWOMAN ALESIA: I don't think any
13 of these four. None of these four.

14 SUPERVISOR SALADINO: Any of the four?
15 That was one of the others.

16 COUNCILWOMAN ALESIA: I think that was
17 Dover.

18 COUNCILMAN MUSCARELLA: Yes.

19 (Whereupon, a discussion was held off
20 the record.)

21 SUPERVISOR SALADINO: In Dover's
22 application, they seem to be frontloading to some
23 degree because the three-year guarantee is
24 2.4 million even though their initial yearly is
25 300,000 which is far less than Lessing's at 510,000

1 or Scotto at 540,000.

2 COUNCILMAN MUSCARELLA: Yeah. They're
3 giving you a bonus of 500,000, plus a million
4 three years thereafter.

5 That's where they're coming up.

6 SUPERVISOR SALADINO: Right.

7 COUNCILMAN MUSCARELLA: But they're
8 very shy on the rent, so they're just making up the
9 rent really from the others.

10 SUPERVISOR SALADINO: But in
11 three-year, the Town stands to do the best of all
12 the proposals.

13 Do you feel that?

14 COUNCILMAN MUSCARELLA: Yes.

15 But did you look at the -- I mean,
16 let's use the capital improvements. They were low
17 on a million dollars. They were doing very basic
18 and I believe that you really have to spend a lot
19 of money to get it back. Really have to do a
20 complete overhaul of the whole building. Front, I
21 mean, the outside and inside and even Scotto did
22 the, you know, the garden out there for the
23 weddings and stuff. That was -- again, let's try
24 to narrow it down to three so we're up to four so
25 to add Dover you'd be up to five.

1 SUPERVISOR SALADINO: Yeah, I
2 understand.

3 COUNCILMAN MUSCARELLA: You're going in
4 the wrong direction.

5 SUPERVISOR SALADINO: Kedis had a very
6 large capital improvement --

7 COUNCILMAN MUSCARELLA: Also, you have
8 to look, I think, on the balance sheet. I mean,
9 you got to go with a company that really is very
10 strong in the balance sheet. I mean, you got
11 Lessing's, Scotto and CulinArt. The others are
12 not.

13 If you look at the financials, and I
14 hate to say it, one was using somebody else to give
15 them the money, I mean using a partner, bringing
16 someone else in. They can self-sustain themselves.
17 I mean, let's face it, they can come up with the
18 money. They have real estate holdings, most of
19 them national companies. You got to go with what
20 the -- I mean the wealthiest or one of the
21 wealthiest townships in the country. You got to
22 give what people want.

23 They'll pay the money as long as you go
24 off to the highest scale. So, again, if you do it
25 right, you're down to three. If you just take a

1 moment to look at the proposals, you'll see the
2 financials and look at them, because that's an
3 important thing because they have the money to put
4 in.

5 SUPERVISOR SALADINO: I see that, and
6 as we discuss this more and more, in my mind, I
7 still keep returning to the issue that was so
8 important to me and the questions I asked of every
9 single one of the proposers, and one of the biggest
10 questions I had, obviously, what they're going to
11 do with the space is very, very important to me,
12 but we also have to be conscious of what kind of
13 problem we create by making -- by going with a
14 beautiful and expanded facility without much
15 parking there and we can't ignore the parking issue
16 because I have been to events there that were not
17 weddings, that were not big, big events.

18 COUNCILMAN IMBROTO: Every time you go
19 there.

20 COUNCILMAN MUSCARELLA: Right. You're
21 walking on the grass.

22 SUPERVISOR SALADINO: One that comes to
23 mind is the Massapequa High School Hall of Fame and
24 there were just no spots left, so I know that's
25 just one of many, but we have to consider who also

1 made a strong presentation on how they were going
2 to deal with parking because we -- these are
3 beautiful renderings, beautiful choices, beautiful
4 construction. The place will absolutely look
5 beautiful with these three or four; meaning, Scotto
6 and Lessing's and Carlyle.

7 COUNCILMAN MUSCARELLA: We have two,
8 Scotto and CulinArt that had adjacent properties
9 that they could put the cars on, correct?

10 SUPERVISOR SALADINO: CulinArt did.

11 COUNCILWOMAN ALESIA: And I wonder if
12 is it permissible to ask the Commissioner of Parks
13 to let us know how Lessing's has been handling the
14 parking currently or we're not allowed to ask that
15 now?

16 COUNCILMAN MUSCARELLA: You can.

17 SUPERVISOR SALADINO: Let's just check
18 with the attorney.

19 Is that okay?

20 COUNCILMAN MUSCARELLA: Let's just get
21 an opinion. We might as well get an opinion from
22 our attorney.

23 MR. NOCELLA: Again, it's within your
24 discretion. It's a working group at this point.

25 SUPERVISOR SALADINO: So the answer is

1 yes?

2 MR. NOCELLA: Yes.

3 SUPERVISOR SALADINO: Okay.

4 Commissioner, would you step forward,
5 please?

6 COMMISSIONER PINTO: Yes. I would love
7 to help you deal with this but as you know I've
8 only been a Commissioner for a month and I don't
9 believe there's been any functions there which
10 would have caused problems with any parking, so I
11 can't help you with that.

12 COUNCILWOMAN ALESIA: A brilliant idea
13 that went horribly awry.

14 Thank you.

15 COUNCILMAN COSCHIGNANO: Thank you for
16 keeping it short.

17 SUPERVISOR SALADINO: Well, we know
18 that parking has to be considered. I actually
19 remember not only did CulinArt say that they have
20 potential of using the Woodbury Jewish Center, but
21 the Carlyle spoke to that, as well. They did
22 reference the Woodbury Jewish Center. They just
23 didn't give us a guarantee that they had a deal an
24 arrange- -- struck with them but they spoke
25 about --

1 COUNCILWOMAN ALESIA: I don't mean to
2 correct you and I may be mistaken. I think that
3 what --

4 COUNCILMAN MUSCARELLA: I don't recall
5 that either.

6 COUNCILWOMAN ALESIA: -- I believe that
7 what Mr. Carl was saying was that he had started
8 the catering facility there originally before
9 CulinArt eventually took it over. If somebody else
10 has a different recollection, please correct me.

11 COUNCILMAN MUSCARELLA: Founding father
12 or something, so...

13 COUNCILMAN COSCHIGNANO: That's the way
14 I understood it as well.

15 COUNCILWOMAN ALESIA: Somebody did
16 speak about being able to use the convent for
17 parking on Convent Road, right? Didn't somebody
18 say that?

19 SUPERVISOR SALADINO: I believe that
20 was CulinArt and they spoke to two sites.

21 COUNCILMAN COSCHIGNANO: Yeah, they
22 did. They mentioned the Woodbury Jewish Center and
23 then they mentioned the convent, as well, on
24 Convent Road, and then the Scotto -- Mr. Scotto
25 mentioned his facility next door, or facilities,

1 with catering hall and the restaurant, excuse me,
2 catering hall, restaurant and the hotel and he also
3 referenced a commercial property I think in
4 Crossways Park Drive area that had 200 spaces.

5 SUPERVISOR SALADINO: I remember
6 hearing the 200 spaces there.

7 COUNCILMAN COSCHIGNANO: Those were the
8 two that really addressed, I think, parking.

9 COUNCILWOMAN ALESIA: Yeah. I think we
10 didn't ask Lessing's that much about it, I guess,
11 because they're there.

12 COUNCILMAN COSCHIGNANO: Yeah, they're
13 there.

14 COUNCILMAN MUSCARELLA: Can we get it
15 down to three? Can we try to pull our addendum?
16 What do we have?

17 COUNCILMAN IMBROTO: To me, I'm still
18 Carlyle, Lessing's, Scotto.

19 Carlyle is running -- what do we have?
20 We have a catering hole at a gold course. Carlyle
21 is running a catering hole at a golf course
22 successfully at Bethpage for many years.

23 COUNCILMAN MUSCARELLA: But all the
24 others are, too. I mean, that's -- other than -- I
25 don't think Scotto wants a golf course.

1 COUNCILMAN IMBROTO: At the public golf
2 course. Lessing's is, too.

3 COUNCILWOMAN ALESIA: Yeah. Lessing's
4 is at Rye.

5 COUNCILMAN COSCHIGNANO: Lessing's
6 probably does the most. They do a lot of golf
7 courses.

8 COUNCILWOMAN ALESIA: Rye, Town of
9 Smithtown.

10 SUPERVISOR SALADINO: Stonebridge, they
11 spoke about.

12 COUNCILMAN IMBROTO: Scotto does not,
13 but Scotto has impressive facilities. I don't
14 think anyone would question their reputation for
15 catering.

16 COUNCILMAN COSCHIGNANO: And they have
17 the highest number.

18 COUNCILMAN IMBROTO: And they have the
19 highest guaranteed number.

20 COUNCILMAN COSCHIGNANO: Guaranteed
21 number, yeah.

22 COUNCILWOMAN ALESIA: You know, they
23 have the facility down the street. I don't know if
24 that's a plus or a minus in their -- you know,
25 they're having the Fox Hollow up the street

1 although I guess CulinArt has Woodbury Jewish
2 Center across the street, too, so I don't know.

3 COUNCILMAN COSCHIGNANO: Like we said,
4 they're guaranteed numbers, whether it's Lessing's
5 or Scotto or Carlyle. They're guaranteed numbers.
6 Those would be -- I think I'm going to go back to
7 with --

8 COUNCILMAN MUSCARELLA: But also
9 CulinArt -- yeah, but CulinArt is a \$10 billion
10 company. I mean their financials, you got to look
11 at it.

12 COUNCILWOMAN ALESIA: They have a
13 following.

14 COUNCILMAN MUSCARELLA: I mean you look
15 at the list and they were very creative. Even the
16 proposal. You look at what they were going to do
17 the building and how it's going to look when you
18 come into it. They were going to restore what's
19 there. Again, they had the butler, they had all
20 these things going on. They're definitely going to
21 be premiere.

22 SUPERVISOR SALADINO: Did they -- my
23 recollection is that they put a lot of attention in
24 the public restaurant, as well. We're talking
25 about lobster night and all kinds of ways to make

1 the public restaurant very, very attractive.

2 COUNCILMAN COSCHIGNANO: The only
3 difference is from the highest bidder to their bid,
4 it is about a little more than \$3 million over
5 twenty years, so it's a really big difference.

6 COUNCILWOMAN ALESIA: Say it again.

7 Over twenty years between --

8 COUNCILMAN COSCHIGNANO: Over twenty
9 years based on the Town's analysis that was given
10 to me --

11 COUNCILWOMAN ALESIA: Oh, between the
12 highest bidder and the lowest bidder, but what
13 about just the three or four that we're
14 considering?

15 COUNCILMAN COSCHIGNANO: No. The
16 difference between CulinArt and the highest bidder
17 was 3 million.

18 COUNCILWOMAN ALESIA: 3 million over
19 twenty years?

20 COUNCILMAN COSCHIGNANO: Over twenty
21 years. It's a lot of pasta.

22 SUPERVISOR SALADINO: I'm still seeing,
23 over twenty years, the two most attractive ones
24 are, on the financial side, is Lessing's and
25 Scotto. Lessing's with 13,703,000 and Scotto with

1 14,710,000 and then we have to look at the
2 additional.

3 COUNCILMAN MUSCARELLA: Both of them
4 are obviously --

5 COUNCILMAN COSCHIGNANO: They're both
6 very big numbers.

7 COUNCILMAN MUSCARELLA: Yeah.

8 COUNCILMAN COSCHIGNANO: Very big.

9 COUNCILMAN MUSCARELLA: Prepaying the
10 rent, also, on Lessing's and --

11 COUNCILMAN COSCHIGNANO: Gives the
12 residents assurances.

13 COUNCILMAN MUSCARELLA: -- Scotto.

14 COUNCILMAN COSCHIGNANO: Gives the
15 residents of the Town of Oyster Bay some strong
16 assurances.

17 Carlyle promised 34 million and prepaid
18 up front is the amendment I made to this as we were
19 listening to their application.

20 COUNCILMAN MUSCARELLA: Yeah, but that
21 wasn't in the RFP though. You know, he was
22 throwing numbers out there. And, again, you got to
23 look at the balance sheet on each of these because
24 there's a lot of money coming into the building and
25 you need the capital for them to make it work.

1 SUPERVISOR SALADINO: I thought all
2 three did a beautiful job with their designs,
3 exceptional job with how they would lay out the
4 place.

5 I believe it was Lessing's that put a
6 lot of attention to protecting the integrity of the
7 historical design of the building which is also
8 important to us. They spent a lot of time talking
9 about how their appointments and their finishings
10 all stay within the original architect's vision for
11 the building, and I thought that was also
12 important, and we know how Lessing's operates there
13 specifically, because we've had the experience to
14 go by.

15 Another tough choice because we've got
16 this down to three or four excellent presentations.

17 COUNCILMAN COSCHIGNANO: I have a
18 question, Commissioner.

19 The Scotto proposal said \$2 million up
20 front, but the notes that I have on the analysis
21 say first three years prepaid with a \$200,000
22 bonus. So I'm looking at the initial yearly at 540
23 times three is 1,620,000, right?

24 COUNCILMAN IMBROTO: But it increases 3
25 percent year over year.

1 COUNCILMAN COSCHIGNANO: Yeah, but does
2 that get us to a full 2 million? I mean, the
3 number was thrown out at \$2 million prepaid.

4 Is it \$2 million?

5 COMMISSIONER PINTO: He's used a phrase
6 that they use in the industry.

7 COUNCILMAN COSCHIGNANO: No, I know.
8 He called it key money, but irregardless of what
9 it's called, is it a \$2 million prepayment?

10 Because my math, even with the
11 3 percent, doesn't come out to \$2 million.

12 COMMISSIONER PINTO: I believe that's
13 what he said.

14 COUNCILMAN COSCHIGNANO: I know but the
15 analysis given to us says first three years prepaid
16 with a 200,000 bonus so first three years prepaid
17 1,620,000, even with 3 percent added to it, plus
18 200,000 doesn't come out to \$2 million.

19 COMMISSIONER PINTO: All I'm saying to
20 you Counselor is --

21 COUNCILMAN COSCHIGNANO: Do you know
22 which one it is?

23 COMMISSIONER PINTO: I didn't look --
24 review any of the folders. The Town Board
25 proposals that were submitted yesterday.

1 COUNCILMAN COSCHIGNANO: I'm sorry to
2 put you on the spot.

3 COMMISSIONER PINTO: We didn't prepare
4 that statement you have in front of you. I don't
5 know who did. I imagine it was from the Town
6 Attorney's office or whoever looked at the
7 proposals.

8 COUNCILMAN COSCHIGNANO: Thank you.

9 Mr. Scotto said he's willing to pay
10 2 million up front.

11 Also, the Lessing's analysis says
12 willing to pay 2 million.

13 COMMISSIONER PINTO: Correct.

14 COUNCILMAN COSCHIGNANO: Prepay
15 2 million in rent. I imagine that they're equal.

16 COUNCILWOMAN ALESIA: For me, I think
17 Lessing's is emerging, gradually, as a frontrunner.

18 SUPERVISOR SALADINO: I've narrowed
19 this down to three.

20 COUNCILMAN IMBROTO: Attractive for
21 Lessing's is also never declared bankruptcy and
22 operating 120 years.

23 COUNCILMAN MUSCARELLA: Family run, you
24 know, we know the numbers are real, they know the
25 business.

1 SUPERVISOR SALADINO: Well, the other
2 two do as well. I mean, they're proven in their
3 facilities. That's -- they all have -- is it fair
4 to say they all have equal reputations in terms of
5 catering?

6 COUNCILMAN IMBROTO: I'd say so.

7 SUPERVISOR SALADINO: They're all
8 phenomenal. They really have incredible
9 reputations.

10 COUNCILMAN MUSCARELLA: You can take
11 the top four you mean? The top four.

12 Well, are we down to three?

13 SUPERVISOR SALADINO: I'm getting down
14 to three at this point in my mind.

15 COUNCILMAN COSCHIGNANO: I'd like to
16 say, honestly, based on my other analysis that I
17 did earlier that I have to be down to two because
18 of the numbers. I have to be down to the two
19 highest.

20 COUNCILMAN MUSCARELLA: All right.
21 Who are your two highest?

22 COUNCILMAN COSCHIGNANO: I used the
23 rationale at the beach to award to the highest
24 bidder. I can't go against that feeling with
25 Scotto and Lessing's being so much above the other

1 bidders, so I have to say that my two are the two
2 highest.

3 COUNCILMAN MUSCARELLA: I might tend to
4 agree. I would probably narrow it down to two.

5 SUPERVISOR SALADINO: Which two are you
6 narrowing it down to?

7 COUNCILMAN MUSCARELLA: Scotto and
8 Lessing's.

9 SUPERVISOR SALADINO: I'm at three.
10 Carlyle, Lessing's and Scotto.

11 COUNCILMAN MUSCARELLA: Then I'm going
12 to put mine back on CulinArt, so we're back at
13 three. We're just going to skip from four to two.

14 SUPERVISOR SALADINO: How reliable did
15 you feel that 34 million and pre -- prepaid -- the
16 prepaid up front and the 34 million that was
17 described by Carlyle in the presentation?

18 COUNCILMAN MUSCARELLA: Again, I'm
19 going to go back to the RFP was presented and what
20 said at the microphone, okay. Too, I'm looking
21 solely at the financials. If you looked at the
22 financials, you'd have three of the top wealthiest
23 companies and that's where we'll go with. Because
24 what -- when you're dealing with, you know,
25 something happens, then it's a Domino effect and

1 I'm not going there again.

2 COUNCILMAN COSCHIGNANO: I'm relying on
3 the analysis that we were provided by the
4 committee. I'm taking the numbers at face value
5 and the two highest numbers are substantially
6 higher than the others.

7 I have to base my analysis on what was
8 provided to us based on the research that was done
9 and the documentation that was submitted. So I'm
10 relying on those two numbers being the best
11 numbers.

12 COUNCILMAN MUSCARELLA: And so I agree
13 with you because I'm -- so we're down to two:
14 Scotto and Lessing's.

15 COUNCILMAN COSCHIGNANO: I am.

16 COUNCILMAN MUSCARELLA: I'm there, too.

17 COUNCILWOMAN ALESIA: I'm also down to
18 two, but mine are CulinArt and Lessing's so we have
19 a Venn diagram again.

20 COUNCILMAN MUSCARELLA: I know.

21 COUNCILMAN IMBROTO: Is anyone
22 uncomfortable with Lessing's?

23 SUPERVISOR SALADINO: I am very
24 comfortable with three of them, but one of them
25 provides me the most comfort on the parking issue

1 and I'm concerned about are we creating a monster
2 on parking and something that's -- it just sounds
3 so practical in this. I realize it's not money. I
4 realize it's not some of these other aspects.

5 COUNCILMAN COSCHIGNANO: I feel a
6 similar way. I feel that of the two highest in
7 terms of an incredible success being achieved at
8 the golf course, one may have a decided advantage
9 on parking.

10 SUPERVISOR SALADINO: And I feel as
11 though as important as all of the financials are,
12 as important as all of the track record, all three
13 of my choices are so rock solid on reputation and
14 I'm extremely confident no matter who we go with of
15 the three I'm thinking are, we won't be sorry. We
16 won't be sorry on the finances, we won't be sorry
17 on the quality of their services. No family will
18 have a special family event that will be a
19 negative. I -- but I just keep thinking of the
20 public and the parking issue is something that is
21 very strong. It's too bad we can't --

22 COUNCILMAN COSCHIGNANO: Why don't we
23 vote and see where we are?

24 SUPERVISOR SALADINO: I'm okay with
25 that.

1 MR. ALTADONNA: You okay, Supervisor?

2 SUPERVISOR SALADINO: You okay with
3 voting? Taking a try at this.

4 MR. ALTADONNA: Call it a straw poll.

5 SUPERVISOR SALADINO: Okay.

6 MR. ALTADONNA: Okay.

7 To reiterate, the motion was made by
8 Councilman Muscarella, seconded by Councilwoman
9 Alesia.

10 On the vote, Supervisor Saladino?

11 SUPERVISOR SALADINO: I feel very
12 strongly about, quite frankly, all four of these.
13 Carlyle, CulinArt, Lessing's and Scotto. I feel
14 the, the -- any of them would be fine providers of
15 these services to our residents.

16 On the finances, at least the top two
17 or top three are very, very close, and the parking
18 issue is just the one straw that's going to put me
19 over the top on my decision, and any of these that
20 we've been talking about in the narrow scope are
21 fine, excellent companies, but I'm going to vote
22 with Scotto because the money is there to our Town
23 residents, and most importantly, I feel most
24 confident that we have the least chance of creating
25 a parking nightmare with the expansion of space.

1 Again, my compliments to the others. I
2 think they're incredible organizations, incredible
3 presentations. A very difficult vote, very
4 difficult, but I'm going to go with Scotto at this
5 time.

6 MR. ALTADONNA: Councilman Muscarella?

7 COUNCILMAN MUSCARELLA: At this time,
8 considering the parking, I'm going to go with
9 CulinArt.

10 MR. ALTADONNA: Councilman Macagnone is
11 absent.

12 Councilman Coschignano?

13 COUNCILMAN COSCHIGNANO: I was very
14 proud of the vote the last time where I chose
15 Lessing's and they've done an exceptional job and
16 they really came at the Town's need at a tough
17 time.

18 I have to stick to my feeling of
19 providing the residents with the highest number. I
20 agree with Supervisor Saladino on the parking
21 situation as well.

22 So, on those two aspects, the highest
23 bid and the parking situation, I'm going to go with
24 Scotto.

25 MR. ALTADONNA: Okay.

1 Councilwoman Alesia?

2 COUNCILWOMAN ALESIA: I don't want to
3 vote anymore.

4 This is just a complete dead heat for
5 me. I really -- between CulinArt and Lessing's. I
6 don't know. But we're not going to have four in
7 either event, so, for the moment, I'm going to go
8 with Lessing's.

9 MR. ALTADONNA: Councilman Johnson is
10 recused.

11 Councilman Imbroto?

12 COUNCILMAN IMBROTO: Well, I mean we
13 don't have four votes anyway. I feel very strongly
14 about those three given the fact that Scotto
15 Brothers presentation has the highest value for the
16 taxpayers, their reputation is sterling, I think
17 they would do a phenomenal job. I'm very
18 comfortable with voting for Scotto.

19 MR. ALTADONNA: Okay. Okay.

20 COUNCILMAN MUSCARELLA: With that, I'm
21 going change my vote to Lessing's.

22 MR. ALTADONNA: Okay.

23 COUNCILMAN MUSCARELLA: So now we're
24 down to two.

25 MR. ALTADONNA: Okay. So we have,

1 presently, three for Scotto, two for Lessing's.

2 Okay?

3 COUNCILMAN MUSCARELLA: Okay.

4 MR. ALTADONNA: Do you want to debate
5 some more and then I'll poll again?

6 SUPERVISOR SALADINO: Yeah, we have to
7 debate. So we're down to two now.

8 I'd actually like to take a two-minute
9 break and be right back.

10 (Whereupon, a recess was taken at
11 9:01 p.m. and the proceedings resumed at 9:24 p.m.
12 as follows:)

13 SUPERVISOR SALADINO: Thank you,
14 everyone, for your patience with the delay.

15 We are back.

16 I believe we're down to two?

17 MR. ALTADONNA: Yes.

18 SUPERVISOR SALADINO: When we left,
19 what was the score, if you will?

20 MR. ALTADONNA: It is three for Scotto
21 Brothers and two for Lessing's.

22 SUPERVISOR SALADINO: Okay.

23 MR. ALTADONNA: Do I need to recall the
24 vote?

25 SUPERVISOR SALADINO: Yes, let's start

1 off with a vote.

2 MR. ALTADONNA: Okay.

3 Supervisor Saladino?

4 SUPERVISOR SALADINO: Again, two or
5 three excellent. Choices, really one not better
6 than the other. All fine representations, all
7 would make us very proud and very happy, but we
8 have to pick one which makes this so difficult.

9 The parking issue does sway me and
10 while I believe Lessing's is phenomenal, I'm going
11 to have to vote with Scotto just because we have to
12 make a decision, but not because one is better than
13 the other.

14 MR. ALTADONNA: Okay.

15 Councilman Muscarella?

16 COUNCILMAN MUSCARELLA: I'm going to
17 stick by Lessing's.

18 Councilman Macagnone is absent.

19 Councilman Coschignano?

20 COUNCILMAN COSCHIGNANO: I'm still
21 going with the highest bidder which is Scotto.

22 MR. ALTADONNA: Councilwoman Alesia?

23 COUNCILWOMAN ALESIA: Sticking with
24 Lessing's.

25 MR. ALTADONNA: Councilwoman Johnson is

1 recused.

2 Councilman Imbroto?

3 COUNCILMAN IMBROTO: My vote is Scotto.
4 They're the highest bidder. They have a great
5 reputation. There's no reason why they wouldn't be
6 an asset to the Town.

7 MR. ALTADONNA: Okay.

8 We are still three to two with Scotto's
9 having three and Lessing's having two. There's
10 more debate or I can call for another vote.

11 COUNCILMAN IMBROTO: I'm comfortable
12 with Lessing's, too, but I don't think that'll get
13 us anywhere, so basically somebody has to change
14 their mind to Scotto or we're deadlocked or two
15 people have to change their mind to Lessing's.

16 COUNCILMAN MUSCARELLA: Okay.

17 My feeling is Lessing's did a better
18 presentation, they told us the numbers, they've
19 been running the operation so know what's best,
20 they kept it within the feeling of the Town of
21 Oyster Bay, they have strong backing.

22 Parking, they were operating with the
23 parking they currently have. If there's a parking
24 problem, rest assured, I think they can figure out
25 where to park the cars. If something needs to be

1 done, we can always adjust the parking lot,
2 whatever.

3 Scotto is an excellent choice. I have
4 no problem with them but, you know, I feel that
5 they'll be controlling one section of the Town of
6 Oyster Bay. I mean, they've monopolized a certain
7 area within the Town of Oyster Bay. I mean, again,
8 they run great businesses. I can't -- their
9 operations are phenomenal, but you need the
10 competition, you know, and, you know, they have a
11 catering hall right there. He also has a -- he's
12 developing another catering hall, I guess, in
13 Westbury so he's already on his next project. I
14 mean, you can't have one landowner having majority
15 of the catering halls. I mean, it takes away the
16 price. I feel comfortable with Lessing's, they
17 have a proven track record and I'm going stick by
18 it.

19 COUNCILMAN IMBROTO: Is that your
20 primary concern is --

21 COUNCILMAN MUSCARELLA: Yeah, I just
22 don't see the advantage, really. I don't. So the
23 both at the same level, you know. The balance
24 sheet, the sales, everything.

25 I went with my gut or whatever. It's

1 just the presentation, it's the way they're
2 operating, the way they're, you know, not taking
3 away from the presentation that was made by the
4 Scotto Brothers. It was not as professional maybe
5 or, you know, he didn't -- he was vague.

6 COUNCILMAN IMBROTO: It was vague.

7 COUNCILMAN MUSCARELLA: It wasn't -- it
8 was, you know, abstract. I couldn't grasp what he
9 was saying. Yes, the pictures are very nice and
10 all he had to do was go to the booklet and say I'm
11 going to do this, this, this and this, I would have
12 been sold on it, but when you asked a certain
13 question, I just -- I didn't feel it was right.

14 COUNCILWOMAN ALESIA: That is something
15 that has stuck with me also that the question that
16 was asked that you asked him was, do you do any
17 municipal work or work with any other municipal
18 government and he said what does that matter, why
19 does that make a difference? And, to me, it does
20 make a difference.

21 COUNCILMAN IMBROTO: It makes a very
22 big difference.

23 COUNCILWOMAN ALESIA: And one of the
24 things that I spoke about that I asked most of the,
25 I don't know if I asked everybody, but from my

1 perspective as a parent, who's approaching, who's
2 rapidly approaching a bar mitzvah year, it has
3 always seemed like people knew that the Woodlands
4 and Town facility was a place that they could go
5 and get a reasonably priced, beautiful affair and
6 it was very competitive in the market for that
7 reason. It's a town facility, it's not necessarily
8 supposed to be the most expensive thing on the
9 market and when I think of Scotto, I think of a
10 place that we go for an anniversary dinner or a
11 birthday dinner. It's the fanciest, it's the, you
12 know -- and that's -- I love that, and it has a
13 place, but I kind of want the Town facility to be
14 something that's approachable and achievable for
15 our residents and that's what -- I think that's the
16 difference with working with a municipal entity is
17 that you have to be flexible and pliable and
18 willing to maybe take a step down in what your
19 vision is in exchange for what the Town's vision is
20 and what the residents need.

21 I thought Lessing's has done a very
22 good job with that, I thought their presentation
23 was very clear to that effect. Again, I still
24 think I'm -- I want to compliment, again, CulinArt.
25 I think they clearly, also, are offering that same

1 product. I just -- it has to be attainable and
2 approachable for regular people and that's the
3 reason that I'm sticking with Lessing's.

4 COUNCILMAN MUSCARELLA: Also experience
5 wise, if you look at the experience of Lessing's,
6 they're dealing with golf courses, with catering
7 halls, you know, restaurants and golf courses.
8 It's a different operation, different organization.

9 Now, I know that Scotto Brothers do
10 phenomenal on the restaurants and catering hall,
11 they have a hotel or two, but they don't know the
12 dynamics of having a golf course.

13 COUNCILWOMAN ALESIA: That's such a
14 good point.

15 COUNCILMAN MUSCARELLA: And the golf
16 course is our residents who are going there and
17 yes, he's going make business, but the whole area's
18 going to be controlled by one entity and that's my
19 concern. I mean, he just doesn't seem, you know,
20 and if it's down to parking, we'll work on the
21 parking, but you need a different feel, you know,
22 the whole area.

23 I mean, you have the hotel, you have
24 the catering hall doing very well. You know,
25 expanded on the catering hall, he's got the other

1 restaurant within a half a mile of it, you know. I
2 just feel that, you know, a more of a national
3 company than a local company.

4 COUNCILWOMAN ALESIA: I had forgotten
5 that until you said it also that until we asked
6 Mr. Scotto and, again, if this is -- their food is
7 excellent, their products are excellent, so this is
8 not a reflection on them, but until we asked, he
9 hadn't mentioned the 19th hole or the halfway house
10 at all. This is a golf course. I mean, this is
11 important to the people that golf there, that use
12 it.

13 COUNCILMAN IMBROTO: It almost seemed
14 like an afterthought, yes.

15 COUNCILWOMAN ALESIA: A little bit.

16 COUNCILMAN IMBROTO: But I already said
17 I can be persuaded to go with Lessing's as well. I
18 think they're very strong proposals. I think
19 they're both similar financially, but there are
20 still two others.

21 Could either of you be persuaded to
22 choose Scotto?

23 COUNCILMAN MUSCARELLA: It's a tough
24 one.

25 COUNCILWOMAN ALESIA: I don't think so.

1 COUNCILMAN MUSCARELLA: It would be
2 difficult.

3 COUNCILMAN IMBROTO: So then we're
4 deadlocked unless somebody -- unless somebody
5 besides me could be persuaded to choose Lessing's.

6 COUNCILMAN MUSCARELLA: Well, you need
7 two people.

8 MR. ALTADONNA: You need two people.

9 COUNCILWOMAN ALESIA: He said somebody
10 besides me.

11 COUNCILMAN MUSCARELLA: Yes, exactly.

12 COUNCILWOMAN ALESIA: Besides Lou. Lou
13 and one other.

14 MR. ALTADONNA: So Councilman
15 Coschignano, would you consider --

16 COUNCILMAN MUSCARELLA: Unless you want
17 to look at somebody else.

18 I mean, maybe CulinArt or something.

19 COUNCILMAN COSCHIGNANO: I would always
20 consider Lessing's, especially based on them being
21 selected the last time and the work they have done
22 with us.

23 As I mentioned, before my big problem
24 in changing, is you're talking about \$1 million
25 differential over twenty years. It's \$50,000 a

1 year which is the same problem I had with my other
2 vote that I made earlier, so I don't feel like
3 backing down from taking the highest bidder.

4 COUNCILWOMAN ALESIA: I don't -- my --
5 respectfully, I don't see the numbers adding up the
6 same way that they are on this sheet. My numbers
7 reflect Lessing's over ten years at 6.361 and
8 Scotto at 6.736. That's 400,00, it's not \$1
9 million. I'm not saying it's nothing.

10 COUNCILMAN COSCHIGNANO: No, but that's
11 10 year and not a 20 year. I was talking about --

12 COUNCILWOMAN ALESIA: Over 20.

13 COUNCILMAN COSCHIGNANO: Yeah. I
14 mentioned 20 years.

15 Dividing \$1 million into 20 years is
16 \$50,000 a year.

17 COUNCILMAN IMBROTO: Guaranteed money
18 is better than money we might get, we might not
19 every realize. Lessing's is projecting based on
20 making \$1 million at the restaurant that everybody
21 else said is a money loser.

22 COUNCILMAN COSCHIGNANO: And I know
23 we're making history here with our procurement
24 process but I have to rely on what the committee
25 gave me and all the submissions that were made on

1 the numbers which have them \$1 million ahead of
2 everybody.

3 Nothing to sneeze at.

4 COUNCILWOMAN ALESIA: Well, so if we're
5 deadlocked, what do we do?

6 SUPERVISOR SALADINO: Well, let's look
7 at this.

8 COUNCILMAN IMBROTO: We just keep
9 voting.

10 SUPERVISOR SALADINO: Let's look at
11 this. Let's look at these number a little, analyze
12 them in different ways.

13 At the end of the three years on the
14 guarantee, Scotto gives us 1.8 and Lessing's 1.5.

15 Is there anything else that we should
16 look at that would affect those numbers? For
17 instance, the 15 percent, but that's -- that 15 is
18 only on the second projection not on the guarantee,
19 correct?

20 COUNCILMAN IMBROTO: Right. That's
21 only if they make 6 million and we only get the 15
22 percent on what they make above 6 million.

23 SUPERVISOR SALADINO: Scotto gives us
24 two options and both are guaranteed; am I correct?

25 COUNCILMAN IMBROTO: Both guaranteed.

1 SUPERVISOR SALADINO: And in the first
2 case, on the Scotto one, if you will, we get the
3 3 percent increase and we're looking at the three
4 year of 1.869 and on Scotto two, a three year of
5 \$2 million.

6 COUNCILMAN IMBROTO: Not to mention
7 that he's paying a substantial amount up front.

8 SUPERVISOR SALADINO: A 10 percent
9 increase every five years.

10 Is that what I'm looking at?

11 COUNCILMAN IMBROTO: That's the opinion
12 B.

13 SUPERVISOR SALADINO: Right, on opinion
14 B. So, that number is even larger.

15 COUNCILWOMAN ALESIA: But that -- does
16 that not cut to some of my concern?

17 In order to make these numbers, are we
18 going to having weddings and affairs that are much,
19 much higher price than they have been traditionally
20 at this venue?

21 SUPERVISOR SALADINO: I think that's a
22 very good issue to consider.

23 What was in the actual presentation?
24 What was in the actual answer to our RFP that
25 speaks to what they may be charging? Do we have

1 concrete evidence to tell us that their numbers
2 would be less, their costs would be less? Let's
3 take another look at that.

4 COUNCILMAN COSCHIGNANO: I don't have
5 that. I don't think so.

6 SUPERVISOR SALADINO: Because we've
7 been talking about, quite a bit, in terms of what
8 they actually present versus what's said so let's
9 look what they actually present on both of them
10 that addresses the -- and see if anything in there
11 addresses the issue of what we might expect them to
12 be charging, and I do feel that we should take into
13 consideration something that's affordable. We
14 shouldn't just be about the high-end resident and,
15 frankly, it's not just for residents in the Town of
16 Oyster Bay, but when a resident to the Town of
17 Oyster Bay is looking for value, it does mean
18 something to me if, in writing, they've presented
19 themselves as charging a lower number for those who
20 plan an event, going to contract for an event with
21 Lessing's versus with Scotto.

22 COUNCILWOMAN ALESIA: And I know that
23 might sound like a funny way to look at it. I
24 mean, you know, what caterer wants to be considered
25 the lower-end caterer, but --

1 SUPERVISOR SALADINO: It's not lower
2 end.

3 It's the same reason I asked, you know,
4 how much is a slice of pizza, how much is a burger
5 and the one who presented us with the most amount
6 of money had a dollar slice of pizza and I'm not
7 trying to boil this down, but it -- you brought it
8 up. I think it's reasonable. I think we could
9 look at it just the way parking, looking at
10 parking, could be one of our determining factors.
11 I think that's reasonable.

12 COUNCILMAN COSCHIGNANO: How do we know
13 which of the two charges is less?

14 SUPERVISOR SALADINO: Only if it's in
15 -- I'll get an opinion from our Town Attorney.

16 COUNCILMAN MUSCARELLA: We should have
17 asked it at the time of proposal.

18 COUNCILMAN COSCHIGNANO: No, we don't
19 know who has the, you know, more, you know,
20 affordable numbers.

21 COUNCILMAN MUSCARELLA: It really
22 doesn't matter because they can say one thing and
23 do another.

24 COUNCILMAN COSCHIGNANO: That's why I'm
25 asking what's in there.

1 COUNCILMAN MUSCARELLA: They can put
2 \$10 million in capital improvements. They can
3 charge 250 a head.

4 COUNCILMAN COSCHIGNANO: Let me ask --

5 COUNCILMAN MUSCARELLA: Did he
6 understand what the supply and demand is? I mean,
7 if the demand is everybody wants to go there,
8 they're going to pay top dollar, so I don't think
9 that's an issue.

10 SUPERVISOR SALADINO: I'm sure I'm
11 allowed -- I'm assuming I'm allowed the committee
12 who helped to prepare the number for factual
13 information?

14 COUNCILMAN COSCHIGNANO: Yes.

15 SUPERVISOR SALADINO: Okay. I'm
16 reaching out to those who look at this and prepared
17 this.

18 If there was any information
19 specifically about a promise in terms of what they
20 might charge?

21 COUNCILWOMAN ALESIA: Is anyone here
22 from the Committee?

23 COUNCILMAN MUSCARELLA: No.

24 SUPERVISOR SALADINO: I'm sorry?

25 COUNCILWOMAN ALESIA: No members are

1 here from the Committee?

2 COUNCILMAN MUSCARELLA: No.

3 COUNCILWOMAN ALESIA: No one's here
4 from the Committee?

5 COUNCILMAN IMBROTO: I don't think the
6 proposals speak to what they intend to charge. I
7 just don't see it. I don't think either of them
8 have been this committed to being an affordable
9 choice. I think both of them tend towards being
10 relatively high end.

11 COUNCILMAN COSCHIGNANO: Fair market,
12 right?

13 COUNCILMAN MUSCARELLA: Yeah, that's
14 what fair market is. I mean, I don't think that
15 there's a decisionmaker. That's not going to make
16 somebody change their mind, I don't think.

17 SUPERVISOR SALADINO: A tiebreaker, if
18 you will.

19 It's something that I would consider
20 because -- or if there were specials for community
21 groups, fire departments and whatever it be, a
22 civic association, because I do believe that we're
23 here to vet out the public's needs and a reasonable
24 cost so that a fire department, so that a civic
25 association, so that a Saturday afternoon, a

1 scouting group wants to hold an event there, they
2 have the -- it's within their realm to do so and
3 it's not just catering to the richest of our
4 residents, but catering to -- within the reach of
5 every resident.

6 Yes, that would sway my opinion.

7 COUNCILMAN MUSCARELLA: Okay.

8 COUNCILWOMAN ALESIA: I mean, they did
9 talk -- Lessing's did talk about their other
10 programs that they've been offering. They've been
11 offering to the community wellness at work for
12 their employees, yoga programs, other educational
13 programs.

14 SUPERVISOR SALADINO: Were they both at
15 the same number of guests?

16 I have here Lessing's wants to go from
17 300 to 400 guests is their an expansion plan.

18 COUNCILMAN IMBROTO: Scotto didn't seem
19 to go into as much detail on his plans. His
20 attitude seemed to be he has to see what he's
21 working with before he could commit, but based on
22 the renderings that we have, it does look like he
23 plans also to expand.

24 SUPERVISOR SALADINO: Oh, he's
25 definitely expanding. He made that extremely

1 clear.

2 COUNCILMAN MUSCARELLA: Yeah, that's a
3 good point. He gave such a nice presentation. I
4 mean, the booklet is endless. Beautiful pictures
5 of what he's doing, all the ideas, but this is his
6 RFP, yet I don't know if this is real. I mean, he
7 gave us this book, but never highlighted any part
8 of it. I don't know. Maybe we should consult the
9 Town Attorney.

10 COUNCILMAN IMBROTO: Well, it's says
11 he'll construct a "1,700 square foot atrium-style,
12 glass, conservatory enclosure."

13 SUPERVISOR SALADINO: Joe, could you
14 repeat that, again, please?

15 COUNCILMAN IMBROTO: He's says he'll
16 construct a "1,700 square foot, year round,
17 atrium-style glass conservatory. This enhancement
18 is due to the fact that the mansion does not have
19 cocktail hour space for more than 200 guests."

20 So, he does want to expand, he's
21 committing to something a little more concrete. I
22 think we couldn't pin him down on the amount he's
23 going to spend of his time line, but it does seem
24 like he's interested in expanding and I think that
25 most of the people who presented said that you need

1 to do that in order to make money.

2 So, I think we can safely assume that
3 he's going to be accommodating a larger capacity
4 than there is now, but he spoke to the parking. He
5 said he could address the parking because he's got
6 facilities for it.

7 COUNCILWOMAN ALESIA: So, Lou, just --
8 I don't know if you have notes because I don't have
9 my documents in front of me, but so he's building
10 this atrium in addition to the existing building?

11 SUPERVISOR SALADINO: Yes. The atrium
12 was coming down in a -- on the front of the
13 building. It was coming in a northerly direction.

14 COUNCILMAN IMBROTO: Here's the
15 schematic.

16 COUNCILWOMAN ALESIA: Thank you.

17 SUPERVISOR SALADINO: That's the front
18 entrance.

19 COUNCILWOMAN ALESIA: So that would
20 obviously significantly increase the amount of
21 seats? I don't know whether that's --

22 SUPERVISOR SALADINO: There was
23 something on this side and this (indicating).

24 COUNCILWOMAN ALESIA: Right.

25 So it's a substantial increase versus

1 the going to 400 seats?

2 SUPERVISOR SALADINO: The atrium was
3 1,700?

4 COUNCILMAN IMBROTO: Yes, just on the
5 atrium.

6 SUPERVISOR SALADINO: Speak to the
7 total square footage of the ballroom?

8 COUNCILMAN IMBROTO: I didn't see
9 anything specific, but I'll look closer.

10 COUNCILMAN MUSCARELLA: I think he said
11 he was going to expand and take out the hallway and
12 make it square off the room so, it's more
13 accommodating for more -- he also stated something
14 like he's willing to put in round tables and,
15 obviously, you have to make a ballroom bigger to
16 have the round tables.

17 COUNCILMAN IMBROTO: But as far as
18 square footage or capacity, I didn't hear any
19 specifics.

20 SUPERVISOR SALADINO: I heard -- my
21 notes that \$7 million would be spend in the
22 expansion. He will expand the ballroom and build a
23 conservatory. I have it right here in my notes.
24 He's committed to \$2 million within the first
25 three years. He spoke about the key money.

1 Does this -- do these numbers reflect
2 the key money that we've been going by or is the
3 key money in addition to that?

4 COUNCILWOMAN ALESIA: It's in addition.

5 COUNCILMAN IMBROTO: So my notes say 25
6 percent more space, 350 to 375 people. If you add
7 more, it would destroy what the building is about.

8 So, I think that's his numbers, 350 to
9 375 in capacity.

10 COUNCILWOMAN ALESIA: So that's fairly
11 similar?

12 COUNCILMAN IMBROTO: Yeah.

13 SUPERVISOR SALADINO: So this
14 \$1,869,000 guaranteed for the first three years and
15 key money on top of that?

16 COUNCILWOMAN ALESIA: 200,000.

17 SUPERVISOR SALADINO: What is the -- is
18 there a similar, be it a signing bonus, key money,
19 whatever you call it, is Lessing's offering an
20 addition to the \$1,576,000?

21 COUNCILWOMAN ALESIA: They're willing
22 to prepay the 2 --

23 COUNCILMAN MUSCARELLA: Well, they're
24 giving -- prepaying 2 million up front.

25 SUPERVISOR SALADINO: Of that. So --

1 correct?

2 COUNCILWOMAN ALESIA: Um-hmm.

3 COUNCILMAN SALADINO: Yeah.

4 COUNCILMAN MUSCARELLA: So, is there
5 additional monies to that?

6 COUNCILMAN IMBROTO: No. But they're
7 offering the 15 percent of revenue over 6 million
8 if they ever reach that target.

9 COUNCILMAN MUSCARELLA: Which they felt
10 they could, correct?

11 COUNCILMAN IMBROTO: They felt they
12 could.

13 I was concerned that they were basing
14 that on making \$1 million on the restaurant that
15 everybody else says loses money.

16 SUPERVISOR SALADINO: Do -- in the case
17 of -- as we see the analysis prepared for us, we
18 see two guarantees.

19 Does the Town get the larger of the two
20 or do they have to chose one of them?

21 COUNCILMAN IMBROTO: With Scotto?

22 SUPERVISOR SALADINO: Yes, with Scotto.

23 COUNCILMAN IMBROTO: I don't want to
24 speak to it without reading the legalities of the
25 proposal, but I thought we would chose one.

1 COUNCILWOMAN ALESIA: It appears that
2 we chose one and I just -- I have to comment
3 because it's going to bother me if I don't.

4 SUPERVISOR SALADINO: Go ahead.

5 COUNCILWOMAN ALESIA: I'm really
6 disappointed that we don't have our financial
7 director here who prepared this nor any member of
8 the Committee. I would really like to be able to
9 ask them questions regarding what went into this
10 and I resent that there's nobody available to refer
11 to.

12 That's not directed at you, Supervisor,
13 certainly.

14 SUPERVISOR SALADINO: No, I know. When
15 we planned this out, we were hoping to be done by
16 5:00 and they would still be here.

17 COMMISSIONER PINTO: I have to just
18 comment, Councilwoman Alesia, to be fair, I don't
19 know the reference to be made to that about the
20 Committee, I don't understand the reference because
21 I know that yesterday we were asked to possibly to
22 get together to be a committee, but prior to that,
23 I don't know who put the paperwork together.

24 COUNCILWOMAN ALESIA: That's, that's
25 really what -- okay. So I'm not referencing any

1 individual other than --

2 COMMISSIONER PINTO: I don't know
3 commit.

4 COUNCILWOMAN ALESIA: -- whomever put
5 these numbers together who is not here and we're
6 relying on them to make a massive decision and this
7 person isn't here.

8 COUNCILMAN MUSCARELLA: Yeah, but if
9 you look at the proposals, we're down to two
10 proposals. I mean, if you look in the book,
11 they'll correlate with what that person put
12 together.

13 COUNCILMAN IMBROTO: The numbers are in
14 the book.

15 COUNCILMAN MUSCARELLA: The numbers are
16 in the book.

17 COUNCILWOMAN ALESIA: But this is --
18 these are multiplied out and my numbers, when I
19 multiple them out, are completely different. Not
20 completely different. That's not fair to say.
21 They're different and they're the same based on the
22 same...

23 SUPERVISOR SALADINO: So let's get back
24 to this question.

25 In this proposal, we see initial yearly

1 from Lessing's at \$510,000, 3 percent increase
2 brings us to, in a three-year period, \$1,576,000.

3 Do you believe that there is any
4 additional monies, in any way, if we go with
5 Lessing's one? Are there any additional monies to
6 us, to the Town?

7 COUNCILMAN IMBROTO: Well, it's hard to
8 speculate because --

9 COUNCILWOMAN ALESIA: 15 percent if
10 they make over \$6 million.

11 SUPERVISOR SALADINO: That's if we go
12 with the projections of Number 2.

13 COUNCILMAN IMBROTO: With Lessing's,
14 it's not a choice between one or two. It's a
15 combination.

16 COUNCILWOMAN ALESIA: Right. They
17 don't have an option A and B.

18 COUNCILMAN MUSCARELLA: It's a
19 combination.

20 SUPERVISOR SALADINO: It's a
21 combination of the two, okay.

22 So if the -- and does Lessing's believe
23 that the restaurant has to be a success to get to
24 that number or can they -- is it their belief that
25 they can rely on the income from catering to reach

1 that threshold?

2 COUNCILWOMAN ALESIA: I would be
3 speculating to give you an answer on that.

4 COUNCILMAN IMBROTO: Well, I asked them
5 the question. I said, how do you propose to meet
6 that \$6 million mark. They said they're going to
7 get roughly \$1 million realized from the restaurant
8 which, you know, it's a new concept, it's not
9 something that's been tried there before. It may
10 be profitable, but I'm sceptical, because every
11 other vendor said it wasn't even worth dealing with
12 the restaurant because it's going to be a money
13 loser.

14 SUPERVISOR SALADINO: What did they
15 project their earnings to be?

16 COUNCILMAN MUSCARELLA: Well, you go to
17 their proposal, you'll see where they break out the
18 ten-year revenue build. It actually goes through
19 the revenue. It tells you what they're going to
20 make from the golf outings, wedding, events. It
21 does go in there with the restaurant. It gives you
22 that amount.

23 SUPERVISOR SALADINO: And what did they
24 determine their revenues will be at the end of the
25 first year?

1 COUNCILMAN MUSCARELLA: The sales of
2 the restaurant -- well, the first year is 336,000.

3 SUPERVISOR SALADINO: Second year?

4 COUNCILMAN MUSCARELLA: Okay. If you
5 go -- let's project it to five years.

6 You go up to about 1.1 million so, yes,
7 the restaurant is going generally.

8 SUPERVISOR SALADINO: So what about ten
9 years?

10 COUNCILMAN MUSCARELLA: But they don't
11 get to the 6 million threshold until about the
12 third year. They project the restaurant will be
13 giving them sales of 969,000. So, in three years,
14 they get to the \$6 million dollar level --

15 SUPERVISOR SALADINO: But we don't --

16 COUNCILMAN MUSCARELLA: -- then they
17 project going up there.

18 COUNCILWOMAN ALESIA: That's why their
19 tenth year on our -- this sheet that was prepared
20 by anonymous reads that their projected number is
21 20,475,000 in year ten because they're projecting
22 based upon...

23 SUPERVISOR SALADINO: What does it show
24 in year 20?

25 COUNCILMAN MUSCARELLA: Year 20?

1 SUPERVISOR SALADINO: Yes.

2 COUNCILMAN MUSCARELLA: 8 million.

3 SUPERVISOR SALADINO: 8 million.

4 So we're looking at -- according to
5 that we would, at that point, again, this 15
6 percent does not kick in until they have revenues
7 over \$6 million. It does not give us 15 percent of
8 the first 6 million, only on the revenue; all
9 revenue over 6 million.

10 So, to calculate where we're at, we
11 really should take a look at how much over
12 6 million and --

13 COUNCILMAN MUSCARELLA: But at least
14 they break it all down. These are real numbers.
15 They're really -- this is a phenomenal proposal.

16 SUPERVISOR SALADINO: I understand
17 that. They have a lot of experience in a facility
18 just like this and that definitely accounts for
19 part of this.

20 COUNCILWOMAN ALESIA: Several
21 facilities just like this.

22 SUPERVISOR SALADINO: Several
23 facilities. There's no doubt.

24 COUNCILMAN MUSCARELLA: Inflation alone
25 would get you there.

1 SUPERVISOR SALADINO: How much over 6
2 million at, say, year 10, how much over 6 million
3 are we looking at? Let's take 15 percent of that
4 and take a look at what that could generate for the
5 Town.

6 COUNCILMAN IMBROTO: In year 10, it
7 would generate an additional 314,000.

8 SUPERVISOR SALADINO: At 15 percent?

9 COUNCILMAN IMBROTO: Yes.

10 If they meet their goals, there's money
11 to be made. There's a lot of money to be realized,
12 but that depends on their goals.

13 SUPERVISOR SALADINO: That's above and
14 beyond what Scotto is offering.

15 COUNCILMAN IMBROTO: Yeah. If they
16 realized what they're claiming, what they're
17 projecting, then it would be more but that -- it's
18 not a guarantee.

19 Scotto is a guarantee. Carlyle, also.
20 If they realized what they were projecting, then
21 that's significantly more.

22 SUPERVISOR SALADINO: On the Carlyle
23 application, do you remember them talking about
24 34 million?

25 COUNCILMAN IMBROTO: That was what the

1 gentleman said.

2 COUNCILMAN MUSCARELLA: And what did
3 that 34 million represent?

4 COUNCILMAN IMBROTO: That represented,
5 in my recollection, 10 percent over 5 million.
6 They were going to do roughly 9 to 10 million a
7 year with the expansion that they had planned.

8 So, they were going to significantly
9 expand the facility, they were going to increase
10 their bottom line, and then we were going to get a
11 percentage of that which they're projecting to
12 reach roughly \$34 million.

13 SUPERVISOR SALADINO: So just the
14 percentage, alone, above and beyond the guarantee?

15 COUNCILMAN IMBROTO: With the baseline
16 of 12 million over 20 years guaranteed.

17 COUNCILWOMAN ALESIA: But if we're
18 going back to start looking at other vendors, then
19 CulinArt gives you 10 percent of gross revenues
20 above six million. That's a larger number.

21 SUPERVISOR SALADINO: Yeah, and I can't
22 get away from the fact of how risky it is to be
23 with one company. I know we're evaluating them
24 separately and that's fair and that's the right
25 thing to do, but I can't ignore the risk that comes

1 with going back to investing all with one, with one
2 vendor.

3 COUNCILMAN MUSCARELLA: Especially
4 because the financials are not there for them to
5 sustain themselves.

6 SUPERVISOR SALADINO: I agree.

7 COUNCILMAN IMBROTO: I don't disagree.
8 My comment only speaks to guaranteed
9 money versus speculating based on a projection from
10 the vendor who is trying to win your business.

11 SUPERVISOR SALADINO: And the guarantee
12 brings us back to one vendor that beats the others.

13 COUNCILMAN IMBROTO: And, again, I'm
14 not uncomfortable with Lessing's. I think that
15 they're guaranteeing a substantial amount of money,
16 too. I think that they'll run a fine facility, and
17 I'm comfortable with either one. I can go either
18 way, but somebody else has to give. Somebody else
19 on this Board has to be flexible one way or the
20 other, in other words, for us to have a decision.
21 It can't just be me.

22 SUPERVISOR SALADINO: That's the
23 reality of our situation, so let me ask you, how
24 flexible are you on your decision?

25 COUNCILWOMAN ALESIA: I'm not.

1 SUPERVISOR SALADINO: You're not?

2 COUNCILMAN MUSCARELLA: I can't go that
3 way yet, no, I'm not.

4 SUPERVISOR SALADINO: Is there
5 something that sticks out above all the other
6 issues we've spoken -- of the issues we've spoken
7 of that makes it difficult for you to move from
8 your decision?

9 COUNCILWOMAN ALESIA: It's a gut check
10 thing.

11 You understand?

12 SUPERVISOR SALADINO: A gut check.

13 COUNCILWOMAN ALESIA: It's how I feel
14 in my gut based upon the presentations.

15 COUNCILMAN MUSCARELLA: That's not a
16 woman thing because I have the same gut check, the
17 same feeling.

18 It's just the way I -- and it's not
19 feeling. It's just looking at the proposals,
20 looking at the presentation, looking at the
21 dynamics of having such a large control over a
22 certain portion of -- and, again, they're proven
23 dealing with golfers and it's just -- I think it's
24 a whole new world for the Scotto Brothers to get
25 with the golf, you know, outings and all the other

1 things. I just...

2 SUPERVISOR SALADINO: Let's take a
3 another look at the schematics.

4 Floor plan was in here somewhere?

5 COUNCILMAN IMBROTO: Page 61.

6 SUPERVISOR SALADINO: The rooftop
7 restaurant would be expanded, correct, with the
8 lower floor expansion?

9 So, they're not going to change the
10 actual footprint of the building, but they're going
11 to use an awning and a screen mechanical room to
12 get the additional space.

13 Is that what I'm seeing here?

14 COUNCILMAN MUSCARELLA: No.

15 They're making the ballroom bigger by
16 taking out the hallway.

17 SUPERVISOR SALADINO: Taking out the
18 hallway and taking out the --

19 COUNCILMAN MUSCARELLA: Square off the
20 ballroom.

21 SUPERVISOR SALADINO: -- changing that
22 small room off the entrance?

23 COUNCILMAN MUSCARELLA: Correct.

24 SUPERVISOR SALADINO: And that now
25 becomes restrooms and that no longer will exist and

1 they'll increase the dining room, so they're not
2 changing the footprint in order to get --

3 COUNCILMAN MUSCARELLA: No.

4 SUPERVISOR SALADINO: -- get to the
5 additional space; they're expanding out with -- so
6 how does the rooftop -- so the rooftop restaurant
7 doesn't get larger?

8 COUNCILMAN MUSCARELLA: No.

9 COUNCILWOMAN ALESIA: I've got to get
10 up for a second.

11 SUPERVISOR SALADINO: Sure.

12 Do you remember what they suggested
13 about a "screened mechanical"? Is that another
14 room, screened room, that they were going to erect
15 on the east side of the dining room?

16 COUNCILMAN IMBROTO: I see "screened
17 mechanical." I don't know what that refers to.

18 SUPERVISOR SALADINO: Well, we know
19 what the awning is and there's photos -- rather, a
20 rendering of it.

21 Rooftop is obviously up on the roof.

22 COUNCILMAN IMBROTO: I would think that
23 that probably refers to air conditioning units and
24 things like that on the roof.

25 SUPERVISOR SALADINO: And that

1 2 million up front, that is in addition to or
2 that's inclusive of the initial yearly?

3 COUNCILMAN IMBROTO: It's prepaid rent.

4 SUPERVISOR SALADINO: Of that initial
5 yearly?

6 COUNCILMAN IMBROTO: They would pay it
7 up front and they would stop paying until we used
8 it up.

9 SUPERVISOR SALADINO: So we're talking
10 about just under four years at \$2 million, right?

11 If we get none of that 15 percent
12 revenue, if they don't go above 6 million in the
13 first four years, we would be looking at just under
14 four years before we reach -- we use up that
15 2 million, if you will?

16 COUNCILMAN IMBROTO: Right.

17 SUPERVISOR SALADINO: They're
18 self-funding.

19 COUNCILMAN IMBROTO: And, again, if
20 they meet their targets, then they would be
21 significantly above the other vendor.

22 SUPERVISOR SALADINO: And how many
23 seats did we hear from them that the redesign will
24 create?

25 COUNCILMAN MUSCARELLA: 300 to 400

800

1 seats, I think.

2 SUPERVISOR SALADINO: 300 to 400 in
3 total?

4 COUNCILMAN MUSCARELLA: For the
5 ballroom.

6 COUNCILWOMAN ALESIA: I think it was
7 400, because they said at Stonebridge they have
8 325.

9 COUNCILMAN MUSCARELLA: Right. But
10 they're going to go from 300 here to 400.

11 SUPERVISOR SALADINO: 300 -- right. 75
12 more seats than Stonebridge.

13 COUNCILWOMAN ALESIA: Which is why they
14 think that their numbers are reasonable.

15 COUNCILMAN IMBROTO: Right. They plan
16 to realize an extra million in revenue just from
17 the expansion, the extra 100 seats.

18 SUPERVISOR SALADINO: But they're using
19 all that money in redesign and finishings, right,
20 because they're not changing the footprint of the
21 building?

22 COUNCILMAN MUSCARELLA: No. But
23 they're spending capital --

24 COUNCILWOMAN ALESIA: Except the patio.

25 COUNCILMAN MUSCARELLA: The patio, but

1 they're spending, what 3 million or 2 million the
2 first year?

3 SUPERVISOR SALADINO: The patio is a
4 redesign. I saw 4 million listed here. 4 million
5 total capital investment.

6 COUNCILMAN MUSCARELLA: And, again, if
7 the total -- but the total gives you such an
8 in-depth calculation and everything. There's
9 numbers, there's real things that you can look at
10 and quantify. You can't quantify the other
11 proposal. It's all abstract.

12 I mean, that's a big difference to me.
13 Maybe it's just what makes me feel comfortable.

14 SUPERVISOR SALADINO: They're, no
15 doubt, an extremely reputable company, they're, no
16 doubt, an extremely professional organization.

17 Did they speak to the parking issue
18 during the proposal?

19 COUNCILMAN COSCHIGNANO: I'm trying to
20 recall now.

21 COUNCILWOMAN ALESIA: I don't think so
22 because I think you were like first or second and
23 we want -- were they not? Weren't they the first
24 to present?

25 SUPERVISOR SALADINO: They were among

1 the first to present. I have it very early in my
2 list.

3 COUNCILMAN MUSCARELLA: I didn't think
4 there was a problem. I think it was more of the
5 valet stacking, but I could be wrong.

6 SUPERVISOR SALADINO: I think they were
7 the second one.

8 COUNCILWOMAN ALESIA: Supervisor, can I
9 look at that?

10 SUPERVISOR SALADINO: Please, go ahead.
11 I don't dislike any of the proposals. I don't
12 dislike what they're presenting, even though it's
13 4 million. What? What do you see?

14 COUNCILWOMAN ALESIA: It's not that
15 exciting.

16 I just want to show you the letters
17 that they have from the other municipalities they
18 work with here. Lessing's operates County
19 facilities, mansions at Timber Point, mansion at
20 West Sayville and Brentwood Country Club for the
21 Town of Islip. They have proved to be a wonderful
22 municipal partner and that's what we're looking
23 for, a partner.

24 SUPERVISOR SALADINO: Um-hmm.
25 And that's a quote from Angie

1 Carpenter, a Supervisor of Islip Town.

2 COUNCILWOMAN ALESIA: City of Rye used
3 the exact same word. They partnered with
4 Lessing's.

5 I want to work with someone, whether
6 it's me or the Parks Department, I want to --

7 COUNCILMAN MUSCARELLA: We want the
8 golf course. It's not a catering facility. It's
9 adding on to the catering.

10 SUPERVISOR SALADINO: What might we
11 suggest to them in terms of fixing this parking
12 dilemma so that we can help them reach -- we help
13 them reach the goal to surpass \$6 million, they pay
14 be the top financial bidder.

15 Chris, do you feel that is a strong
16 possibility?

17 COUNCILMAN COSCHIGNANO: Yes, I do,
18 actually, and if you're leaving other things to
19 negotiations, I think you could be working on a
20 viable parking solution with them as well.

21 So, I feel --

22 SUPERVISOR SALADINO: Is there any
23 space?

24 COUNCILMAN COSCHIGNANO: -- amendable
25 to certainly keeping them --

1 SUPERVISOR SALADINO: You feel
2 comfortable?

3 COUNCILMAN COSCHIGNANO: I feel like I
4 can go either way right now. I feel like they're
5 both acceptable.

6 SUPERVISOR SALADINO: My biggest issue
7 was the parking; otherwise, there's nothing -- as I
8 look at this, the parking and, you know, we're
9 talking about less money and we've made this such a
10 big issue tonight.

11 COUNCILMAN COSCHIGNANO: Based on their
12 track record with other municipalities, I could see
13 them wanting to work out the parking scenario with
14 us.

15 SUPERVISOR SALADINO: I believe that.
16 I believe that to be -- look, they're a great
17 operation.

18 COUNCILMAN COSCHIGNANO: Certainly, if
19 anybody would they could.

20 COUNCILWOMAN ALESIA: Well, it's
21 similar to when we were looking at Carlyle and
22 saying are they going to work with us on making our
23 vision at the beach. They're going to want to work
24 with us. They're going to work with us.

25 COUNCILMAN COSCHIGNANO: I actually

1 used that logic in my own head when I thought about
2 that.

3 Thank you for saying it.

4 COUNCILWOMAN ALESIA: You're welcome.

5 SUPERVISOR SALADINO: We need to work
6 with them to make sure that we don't create a
7 parking monster, we need to work with them to make
8 sure the restaurant is what we're looking for.
9 Their reputation is flawless and their plan is
10 stunning. It doesn't add sizeable additions to the
11 facility like the other proposal, so that's
12 something to think about because, in the end, you
13 want that -- you want the value to go up and the
14 other proposal did show a big construction, but
15 we've got to make a decision.

16 I don't have any negatives towards this
17 company. I don't feel anything about them that
18 would shortchange the Town and its residents. The
19 number isn't exactly the name same as what we were
20 being guaranteed. We're talking about at least a
21 \$300,000 difference and over about \$1 million
22 difference over the twenty years.

23 Chris, you had brought this up numerous
24 times, that million dollars, plus there's a
25 \$200,000 bonus with Scotto, so it's 1.2 million

1 spread over twenty years.

2 How do you feel about that?

3 COUNCILMAN COSCHIGNANO: That was one
4 question I had was the \$200,000 bonus included in
5 the numbers already or not included in the numbers?
6 Not that it's -- well, \$200,000 is a lot of money.

7 SUPERVISOR SALADINO: That's how they
8 put it. They put it that it's key money, an
9 additional 200,000, and over the twenty years --

10 COUNCILMAN COSCHIGNANO: But I don't
11 know if that was calculated into our bottom-line
12 numbers. That was a question I had.

13 COUNCILWOMAN ALESIA: The way it was --
14 sorry. The way it was written into our analysis it
15 says up to 10 million -- I'm sorry, first year's, I
16 can't speak -- first three years prepaid with
17 \$200,000 bonus which would infer to me that it
18 probably is included because they didn't say plus,
19 but I'm not positive.

20 COUNCILMAN COSCHIGNANO: That's what I
21 thought, yeah. I was guessing that it was
22 included, but I wanted to ask that question.

23 COUNCILWOMAN ALESIA: I'm not sure.

24 COUNCILMAN COSCHIGNANO: I still have
25 the concern about the \$1 million over twenty years.

1 COUNCILMAN MUSCARELLA: Okay.

2 Well, if you look at the proposal it
3 says what it is. It's over three years is 1.669,
4 plus 200,000 which is 1.869.

5 COUNCILMAN COSCHIGNANO: But the
6 question was is that included in the \$14 million
7 number, the 200,000?

8 COUNCILMAN MUSCARELLA: That's his
9 calculation so...

10 COUNCILMAN COSCHIGNANO: Yeah, I
11 couldn't tell from here.

12 COUNCILMAN MUSCARELLA: I know.

13 COUNCILMAN COSCHIGNANO: I looked at
14 this, but I couldn't tell.

15 COUNCILMAN MUSCARELLA: I know.

16 SUPERVISOR SALADINO: I have no reason
17 to believe that Lessing's would not be very
18 successful over those twenty years. I have no
19 reason to believe that they would need to leave
20 early. The reason that I was thinking about this
21 is because your building isn't changed.

22 The other applications, at least the
23 other two, that I feel are very viable, make a
24 substantial addition on the building, itself, in
25 two directions. In either the observatory or the

1 smaller conservatory or the larger atrium and they
2 make the larger expansion which is a huge capital
3 change to the structure, but does that really
4 matter over those twenty years if that's the vendor
5 who's going to be there, that's the vendor who's
6 going to be there.

7 COUNCILWOMAN ALESIA: And if they're
8 successful, the upside is above and beyond the
9 other proposals.

10 SUPERVISOR SALADINO: Meaning if
11 they --

12 COUNCILWOMAN ALESIA: Look at their
13 projected -- the projected revenue is \$20 million
14 plus. I'm not saying they're going to hit that
15 number, but that's above and beyond.

16 COUNCILMAN MUSCARELLA: They'll hit the
17 number, just by inflation alone. Just calculate
18 your cost of living and everything else.

19 SUPERVISOR SALADINO: I think they're
20 very reputable. I think the Town would be very,
21 very happy with them. We have to make a decision.

22 I'm told by the two Board members who
23 had gone with Lessing's that neither of them is
24 willing to budge and I'll ask that question again.

25 Are you willing to support the Scotto

1 application?

2 COUNCILWOMAN ALESIA: I'm really not.

3 SUPERVISOR SALADINO: Councilman, are
4 you willing to support the Scotto application?

5 COUNCILMAN MUSCARELLA: No.

6 SUPERVISOR SALADINO: Okay.

7 I feel that we're choosing between two
8 entities who are equal. I feel we're choosing
9 between two entities who both represent the Town's
10 needs and I really don't have any problem with this
11 company.

12 My concern was parking, and we will
13 talk to them, and I will, after taking this vote,
14 advice our Town Attorney to making parking a real
15 formidable plan, something that our residents will
16 be very happy with.

17 I'm ready to call for another vote.

18 Are you all ready?

19 COUNCILMAN MUSCARELLA: Yes.

20 SUPERVISOR SALADINO: The clerk will
21 call for a vote.

22 MR. ALTADONNA: Thank you, Supervisor.

23 Supervisor Saladino?

24 SUPERVISOR SALADINO: I'm going to
25 choose Lessing's.

1 MR. ALTADONNA: Okay.

2 Councilman Muscarella?

3 COUNCILMAN MUSCARELLA: I'm going to
4 choose Lessing's.

5 MR. ALTADONNA: Councilman Macagnone is
6 absent.

7 Councilman Coschignano?

8 COUNCILMAN COSCHIGNANO: Lessing's.

9 MR. ALTADONNA: Councilwoman Alesia?

10 COUNCILWOMAN ALESIA: I think it's
11 already clear how I'm going to vote, but I just
12 want to take a moment before I do that to say the
13 following: I was a little sceptical and nervous
14 about tonight's -- the whole last 48 hours
15 proceedings, and I communicated that to the
16 Supervisor, and I communicated it to the Deputy
17 Supervisor, and I apologize.

18 This has been, while obviously a very
19 exhausting experience, clearly very worthwhile and
20 I really appreciate your idea and coming up with it
21 and your pushing it through. I appreciate the way
22 you've conducted the meeting. I think you did an
23 outstanding job. I think you should be commended
24 on what you did tonight, and, most of all, I
25 appreciate that you heard, at least from my

1 perspective, what I had to, say and you were
2 willing to be pliable and listen and bend and I
3 really, really appreciate that, and I also want to
4 compliment our newest council member, Lou. It's
5 going to sound insulting to say I was surprised,
6 because that's not what I mean but I was really,
7 really amazed at how familiar you are with all the
8 proposals, the questions that you asked, the
9 research that you did and considering you've been
10 here such a short time, it's absolutely outstanding
11 and you should be commended as well.

12 COUNCILMAN IMBROTO: Thank you.

13 COUNCILWOMAN ALESIA: You two guys, I
14 could take or leave.

15 COUNCILMAN COSCHIGNANO: Yeah, and we
16 know that.

17 COUNCILWOMAN ALESIA: My brothers.
18 Having said all of that, I vote for
19 Lessing's.

20 MR. ALTADONNA: Thank you.

21 Councilwoman Johnson is recused.

22 Councilman Imbroto?

23 COUNCILMAN IMBROTO: I would just like
24 to add that I, too, was very impressed with the way
25 that this worked. I think it went really smoothly

1 and it gave the residents an opportunity to see how
2 government works, to see how decisions are made, to
3 see how people can change their minds, make up
4 their minds, how our minds work, and I think that
5 by including everybody in the process, all of our
6 residents can be comfortable with our choice.

7 I'm certainly comfortable with this
8 choice and I think that it's going to realize
9 substantial returns to the taxpayer and it's going
10 to be a wonderful facility. Everyone's going to
11 love it, and with that, I'm very happy to vote for
12 Lessing's, and that's all.

13 MR. ALTADONNA: Supervisor, you have a
14 quorum and Lessing's is your pick.

15 SUPERVISOR SALADINO: Thank you.

16 I would like to thank the Lessing's
17 organization for a tremendous response to our RFP,
18 and I want to point out that the time we have taken
19 is no negative reflection on your company.

20 If anything, it's just the opposite
21 because the more time you spend, the winner of that
22 application can truly be assured that their
23 application -- all the applications were looked at
24 so fully, that that should fill you with pride that
25 you truly are the best.

1 We had many good applicants, excellent
2 applicants, that would have done a fine job, but
3 for a variety of reasons, we've chosen your
4 company, we're extremely happy with the
5 relationship the Town has had with you, and I feel
6 very confident that over the next twenty years your
7 work, your attention to detail, your ability to
8 deal with this parking situation and other
9 situations will make the residents of the Town of
10 Oyster Bay extremely proud of our choice of your
11 great corporation.

12 I'd also like to state that we've done
13 something incredibly different. We've taken the
14 bull by the horns in the Town of Oyster Bay and we
15 have entirely changed the process by which we
16 operate.

17 At times as you watched and sat it
18 seems to be an arduous process, but in the end,
19 we've proven that this was the right thing to do,
20 by breaking these up into different entities, by
21 looking so thoroughly in public, by discussing our
22 choices so thoroughly in public, we have really
23 proven that it is truly a new day in the Town of
24 Oyster Bay.

25 I'm exceptionally proud of my

1 colleagues. I want to thank very Town employee who
2 helped to put this together. And, overall, I'm
3 just extremely proud that we chose a process that
4 radically changed the way we do business in this
5 Town.

6 We took one of the most difficult
7 situations, and one that, quite frankly, is
8 associated with the biggest problem in this Town
9 and we made it best aspect of transparency, the
10 best proof of our ethical behavior and, quite
11 frankly, the touchstone that proves that we have
12 changed the Town of Oyster Bay radically in the way
13 that the public has requested and that we are
14 building the trust of the public and working with a
15 company as reputable, as professional and as
16 exceptional as yours is further proof of our
17 commitment to put the residents first.

18 We're proud to be working with you,
19 we're proud to be serving the needs of the
20 residents and we're proud to be delivering on our
21 promises.

22 Thank you for your patience and your
23 presentation, and we congratulate you.

24 LESSING'S REPRESENTATIVE: Thank you
25 very much.

815

1 SUPERVISOR SALADINO: May I have a
2 motion to close the meeting?

3 COUNCILMAN MUSCARELLA: Yes, yes.

4 Supervisor, I make a motion to close
5 the meeting.

6 SUPERVISOR SALADINO: All in favor?

7 ALL: "Aye."

8 COUNCILWOMAN ALESIA: Second.

9 ALL: "Aye."

10 COUNCILMAN MUSCARELLA: All done.

11 (TIME NOTED: 10:19 P.M.)
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