

Long Island Regional Planning Council

LIRPC Meeting – May 12, 2022 Zoom Virtual Meeting Summary Minutes

LIRPC Members Present

John D. Cameron, Jr., Chair
Michael White, Vice Chairman
Jeffrey Kraut, Treasurer
Theresa Sanders, Secretary
Supervisor Don Clavin
Mayor Barbara Donno
Nancy Engelhardt
Jeff Guillot
Mayor Robert Kennedy
Supervisor Edward Wehrheim

Staff and Guests Present

Richard V. Guardino, Jr., Executive Director
Elizabeth Cole, Deputy Executive Director
Missy Leder, Executive Assistant
Rachel Titus, Program Coordinator
Alan Belniak

Carl MacGowan
Elisa Picca
Dan Axelrod
Susan Lienau
Rebecca Goldberg
M Byrne
Chris
James Brako McComb
Faria Hassan
Patrick O'Hara
Linda Henninger
Daniel Segal
Eric Alexander
Richard Murdocco
Ryan Wolf
Tara Schneider
David
Tracey Krut (Town of Islip)
Kevin (Legis. Counsel to Hon. Judy Griffin)
Randi Marshall
August Ruckdeschel
Angie Carpenter
Jim McCaffrey
Michael Lovell

Richard Annitto
Kirk
Stephen Naham
Regina Zara

Derek Trulson
Mark Rosentraub
Mark Smith
Pat LaFontaine
Rich Zapolski
News12

Meeting Commenced:

John D. Cameron, Jr., opened the meeting at approximately 10am.

John Cameron:

Good morning and welcome to the July meeting of the Long Island Regional Planning Council.

Pledge of Allegiance – Barbara Donno

John Cameron:

Thank you, Mayor Donno. Our Executive Director, Rich Guardino, will now conduct a roll call.

Rich Guardino:

Welcome, everyone. Thank you all for being with us this morning.

Roll Call

John D. Cameron, Jr., Chair
Michael White
Jeffrey Kraut, Treasurer
Theresa Sanders
Don Clavin
Barbara Donno
Nancy Engelhardt
Jeff Guillot
Robert Kennedy
Ed Wehrheim

Alan Belniak:

Thank you for the opportunity to assist with this meeting. As a friendly reminder, for those who have not participated before, we do have a couple of presentations this morning. At the end of each presentation, we'll invite the LIRPC Board and then members of the public to either ask a question or share a comment which can be done in one of two ways. If you are joining us through the Zoom platform on your mobile phone or your computer, there should be a Q&A button down below where you can type in your question. When we get to the end of the presentation and it is time for Q&A, I will read the questions out loud, and a member of the panel will respond. Another way to ask a question is to use the raise hand feature, which is below and looks like someone is giving you a high five. That sends a command to me to let me know that you would like to raise your hand and speak. When the time is

right, I will call out your name, take you off mute and you can then either ask your question or share your comment. This meeting is being recorded for archival purposes. With that, I'd like to hand it back to Rich to continue the meeting.

**Adoption of the February 17, 2022 Minutes. All in favor.
All in Favor: So moved.**

Rich Guardino:

The first three resolutions on the calendar authorize agreements for funding of the Long Island Nitrogen Action Plan.

Resolution 2022-107 authorizes an agreement with the New England Interstate Water Pollution Control Commission commonly known as NEIWPC, to establish and administer a homeowner's rewards program to enable homeowners to be reimbursed for small scale water improvement projects on their properties. The Homeowner Rewards Program is currently utilized in the Peconic Estuary Partnership, and the categories for reimbursement include installation of native plant and or rain gardens and the purchasing and use of rain barrels. Both options allow homeowners to upgrade their property to reduce stormwater from entering local waters. Through coordination with the New York State Department of Environmental Conservation, the Council, and NEIWPC the Homeowners Reward Program would be expanded to all Long Island. The DEC, the Council and NEIWPC will set up the program documents, website application, and eligibility requirements. The application review and reimbursement package including review of receipts will be managed by NEIWPC and an allocation of \$75,000 from the Long Island Nitrogen Action Plan grant is to be paid to NEIWPC.

**Motion to Accept Resolution 2022-107: Nancy Engelhardt
Seconded: Jeff Kraut
All in Favor: So moved.**

Rich Guardino:

Resolution 2022-108 authorizes an agreement with the Town of Hempstead to transfer LINAP grant funds to the Town to retain Cashin Associates, P.C. for preparation of an Aquaculture Lease/License Feasibility Study in Hempstead Bay. The scope of LINAP includes an evaluation of potential bioextraction activities. The preparation of a feasibility study of possible shellfish and seaweed aquaculture in Hempstead Bay will provide essential information needed by the Town to consider and adopt a lease/license program. Establishment of a property planned and implemented aquaculture program will enable the Town to improve water quality, a reduction in nitrogen levels and generation of economic activity in marine related businesses. The program would be comparable to other programs already established in other Long Island townships. The costs are not to exceed \$200,000 and a copy of the proposal is attached.

**Motion to Accept Resolution 2022-108: Michael White
Seconded: Supervisor Ed Wehrheim
Recused: Don Clavin
All in Favor: So moved.**

Rich Guardino:

Resolution 2022-109 authorizes an agreement with the partnership of Hofstra University and the Town of Hempstead to purchase water quality monitoring equipment and pay equipment maintenance costs for the Hempstead Bay Water Quality Monitoring Program which is entering its fourth year. Much of the core instrumentation and equipment used to conduct the monitoring is reaching the end of its lifecycles and maintenance costs have increased. These costs are LINAP grant eligible expenses and the equipment is required to continue the Water Quality Monitoring Program. The costs are not to exceed \$67,562.

Michael White:

Who owns the equipment at the end of the life of the project?

Rich Guardino:

The equipment would be owned by both Hofstra University and the Town of Hempstead subject to the approval of the State. At the beginning of the program, both Hofstra and the Town of Hempstead provided the equipment. We've been using it now for almost four years. It's reached the end of its useful life and replacement is an eligible expense. Fortunately for us, both Hofstra and the Town stepped up to provide the equipment. This resolution would allow us to go ahead and replace that equipment.

Michael White:

Great. Totally fair. Thank you.

Motion to Accept Resolution 2022-109: Mayor Robert Kennedy

Seconded: Michael White

Recused: Don Clavin, Jeff Kraut

All in Favor: So moved

Rich Guardino:

Resolution 2022-110 authorizes an agreement with LiRo, GIS, Inc. to conduct a study on Long Island Waterfront Uses and Zoning. Coastal resources and ecosystems contribute significant economic benefits to Long Island's regional economy in terms of tourism, commerce, recreational services, and result in expansion of businesses as well as an improvement of aquatic ecosystems. Sustainable development is an important concern for Long Island's coastal areas and in particular marinas and commercial fishing businesses. Water dependent coastal uses are being displaced by residential development and the opportunity for providing additional marinas, boatyards and commercial fishing is increasingly limited by physical, environmental, and economic constraints on potential sites. Coastal policy decisions designed to address these trends suffer from difficulties in effectively applying existing but elusive data. The LIRPC in coordination with Nassau and Suffolk Counties proposes to assemble an inventory of waterfront uses. A Request for Proposals to conduct a study was issued on January 24, 2022, with a return date of March 8, 2022. Three proposals were received and a Selection Committee of John Cameron, Jeff Guillot, Captain Eric Johansson, Professor, S.U.N.Y. Maritime College, Sean Sallie, AICP, Adjunct Professor, Stony Brook University, Rich Guardino, and Elizabeth Cole completed an evaluation and analysis of the proposals. The Selection Committee recommends LiRo, GIS, Inc. as the consultant to conduct the study at a cost not to exceed \$130,000.

Mayor Kennedy:

I would like just to make a comment because there's a very simple issue that we have here. The taxes just don't justify owning a marina. That's why people are selling the marinas. I've owned marinas myself, but the taxes versus the revenue from owning a marina just don't make sense. If you're looking to maintain a marina, you're not going to do it unless you lower the taxes or increase your revenues. People aren't going to pay that kind of money for docking to justify the taxes that need to be paid. So, I don't know where the study is going to go but that is the issue.

Rich Guardino:

You're right. This has come up time and time again. I think we need to look at what's out there. The point of this is to investigate the inventory and see what exists and how it's currently zoned and then see what the opportunities are going forward. This is just the first step. We want to figure out what exists across the Island.

Michael White:

Two things. We work hard to create the linkages and use existing resources and then connect information. First, for some time municipalities have worked on local waterfront revitalization plans. I don't know if they have helped the circumstance. I would call upon those entities to bring in whatever information might be available, and it also brings in those local governments. I am also on the Board of New York Sea Grant. They have done quite a bit of work on this connecting science to the shore, so I am going to make them aware of this and hopefully create that connection to the consultants as well.

Motion to Accept Resolution 2022-110: Jeff Kraut

Seconded: Don Clavin

All in Favor: So moved

Rich Guardino:

That concludes the business portion of the meeting. We're delighted this morning to have a presentation on Midway crossing. With us this morning is Derek Trulson, Vice Chair, JLL New York office. His responsibilities include New York based and national client, transaction management, business development, and identification of local and national strategic growth opportunities. He has over 30 years of real estate experience, including working as a developer and construction project manager. We're delighted he's going to lead the discussion this morning on Midway Crossing.

John Cameron:

I would just like to disclose that my firm is the engineering firm for this project. I will recuse myself from any vote on the project. Any discussion or comments that I make, will be not as the Chair of the Regional Planning Council, but as the engineer for this project.

PRESENTATION

Derek Trulson:

Thanks, John, and Rich. I can't believe I've been in this business 30 years. I grew up in the back of a truck with my Dad on job sites. I've been passionate about construction development all my life and I

appreciate the opportunity to have this conversation today. We've been working on this project, believe it or not, for almost four years now. We survived the pandemic as well as some big political changes. Most importantly, we received this opportunity through the stimulus package passed by Biden's administration. \$1.3 trillion is going out to support communities like ours and is critical to the success of this project. We also are lucky to have the opportunity to have a leader like Schumer holding a majority seat, which will be very helpful for this project. The stars have kind of lined up politically which is an important first step and an important part of this discussion. Before I get into the project plan and the details, I want to hand it over to Pat LaFontaine who is our public voice for a lot of great reasons. So Pat, I don't think I need to introduce who you are, but I'd like you to just share some of your words and your thoughts about the project for the team here. Thank you.

Pat LaFontaine:

Thanks, Derek, and Rich. For the last four years, there's been a lot of due diligence, a lot of hard work, and a lot of thinking. Originally, we thought this was going to potentially be an arena for the Islanders. I have to say that it's been a blessing, allowing Midway Crossing to really light up and develop over the last four years in a significant way. As you know, Long Island has so many great resources and assets and the timing was perfect. There are no coincidences. The last time a project of this stature was developed was probably 55 years ago. The EAB bank, the Colosseum and the hotel were built about 55 years ago. It's been an interesting journey. I've been a Long Islander for almost 40 years. While I have been up to Buffalo and Connecticut, I maintained a house in Montauk. My wife is from Huntington, and I love Long Island. I'm excited about this team. I'm also excited about all the assets between life sciences, medical, sports and entertainment recreation this will provide. We might have a chance to put it all together in a special way between an airport that's becoming international and the main stop on the Long Island Railroad. My wife and daughter were asking is there is any place from the Hamptons into New York City that is a destination where we can all go to an event, have dinner, and meet and greet in the center of the heart of Long Island. Over the past four years, this has evolved and come together. As Derek said, the stars have aligned on the political side with the opportunity for infrastructure investment. We've had great conversations with Northwell, Siemens, Lowe's. The business community has been super excited. We've strategically been smart and quiet and do the respectful thing for the community.

I was always taught that whatever you do, whatever your craft - you want to try to leave things better than you found them. A project this significant, in this region, really elevates Long Island. It brings all our greatest assets and innovation together for the future and for our next generation.

So, while I started out selfishly thinking about hockey and bringing the Islanders to the middle of Long Island, things have morphed. I think it's going to be Long Island's game changer, Long Island's future. This is a legacy project that we could all be proud of. It has taken JLL's resources, John Cameron, Crawford Design and a ton of work quietly over four years along with the Town, the County, and the airport to get to this point. I'm going to pass the puck back to Derek because I made a living knowing where the puck was going next. I think this project is the next great thing in this region. It's going to make a huge impact on our future and the next generation.

Derek Trulson:

Thanks, Pat. As you can all imagine, we're so fortunate to have Pat's support. He's a great leader and has been behind us and working with us since the beginning of the process. This is about economic development for your community. Its billions of dollars of annual stimulus for your community. We know that from working with Mark. I would like to introduce Mark Rosentraub to speak to us next.

Mark Rosentraub:

Derek, thanks. I'm a professor at the University of Michigan and while I've been at Michigan for 14 years, and was at some other universities before that, I've been working on Long Island projects for the last 10 to 12 years. I started doing a lot of work for Wilpons and I've been part of the master plan for Willets Point, Citi Field. I worked with Blumenfeld on the Hub and Nassau Coliseum. I also worked for the state of New York, on the building of the facility at UBS Arena.

I have been looking at trends, real estate development issues, convention centers, and a whole variety of elements, since literally back in 2009. I'm returning to Long Island for the last stage of my career. I still call Michigan my academic home. With that said, let me get into the key points. I want to make sure people don't underestimate the economic importance of this project. I came at this from two dimensions.

It is very important to recognize that this is a regional project not just a project in the central part of Long Island. The FAA projects massive enplanement growth in the industry. By the end of the decade, they estimate at least 20 million more enplanements taking place at the three major airports on Long Island. From large scale economic development this is where the big tourism figure that you see us discussing from time to time emerges. The fact is that congestion is now becoming an essential issue at all three Long Island airports. This is not necessarily the gates, but literally getting people in and out. When the FAA says 20 million enplanements, that is boarding and exiting, so it is a 40-million-person swing. The number of travelers is multiplying. The only asset that the region has that must protect its tourism elements from this kind of congestion is MacArthur for a variety of reasons. The current infrastructure will not be able to handle the kind of growth which is why we know that the State is interested in this project and should be. Congestion is going to become real. This is not something that's happening 20 years from now or 30 years from now, but we're talking by the end of the decade and that simply assumes that the growth rate is as it was before the pandemic. If things improve, we're going to break through the 20 million enplanements soon. And please remember, that's not a cumulative number. That's year in and year out and here by the end of the decade, 2030. So, at the center of this entire economic development strategy is the airport.

There is a second piece I want to bring to your attention. When we did the master plan for Willets Point, one of the options we presented to the city was building a convention center. It was one of about eight different scenarios we presented as part of our package to the designated master developer. The convention center was not accepted, but the demand for convention space still exists today. When we talk about our projections of a convention center at Midway crossing, I want you to understand it's the end product of 10 years of study. The demand is there for meeting space, but there's no supply. This is a

unique opportunity to do something. I want to stress that before I get into some of the numbers. The fact is that it's very usual for everybody to give robust assessments of the economic impact of convention centers, but often they fail. I want you to understand that we've been looking at this from a private sector perspective since 2009 and 2010. We proposed to the city to create the convention center that would largely serve Long Island and not compete with the Javits Center. The city decided to go another direction, and the rest is history. But I don't want you to think that this was something new. When Derek got in touch with me, I'm not sure even he was aware that I had been looking at convention centers on Long Island since 2009-2010.

With all that said, I want to unpack aspects of this economic development, understanding the point I'm trying to get across is it's like a tapestry. You can't pull out one thread without unraveling the entire thing. That's why the Midway Crossing proposal is something that's so exciting. It joins together several different elements. At the very front end, that's the regional tourism. Today I'm going to focus more on what the direct impact is locally. But, because there is a case to be made for this project regionally, I do want you to understand that our tourism, which is about \$900 plus million, is threatened by congestion. To the extent that we can alleviate that congestion, the tourism number is protected. That is the interest of the state of New York, and they have no other asset. If it doesn't happen here at MacArthur, it's not happening in the region, and then we'll deal with the congestion factor.

In terms of what we think is likely and again, all of this depends on what the community wants and is willing to support. We have begun to come up with a different set of models about changing the identity, moving to the North Terminal, getting that unique connection, and tying this back to tourism because of the train. The train gives us extraordinary access to Manhattan. Tourists coming to Long Island can quickly get to Penn Station or Grand Central. That protects the tourism industry. That piece of the tapestry drives about a \$950 million a year business. This becomes tourism support. You might ask what happens on Long Island? Well, this depends on a couple of factors; how many gates are built and how many times we turn the gates. Having just eight gates, turning them five times a day, per gate, gets to a passenger load of about 1.7 million. If we can get it up to six turns, it takes us up to 2 million. If we then take it up to the planned 12 Gates (and here's where the economic impact, obviously locally, gets much more significant), we go up to as high as 4.7 million to 5.1 million enplanements. Those numbers vary depending on whether you turn the gates five or six times a day. If we can do it six times, we could board 5 million people. Now, what does that mean dollars and cents for us locally? If we had enplanements of 3 million every single year, right in the middle of Long Island, we're going to generate \$87 million of new economic development. Regional gains would be bigger. We are not talking yet about the convention center, or a hotel or employees of the proposed health partnership to get to an \$87 million increment. This is just the center of the tapestry. If we go to 12 gates, then we're talking about \$122.2 million in salaries paid out every single year. This does not include filling up the hotel or having conventions. We're just simply saying, if we did nothing other than 12 gates and a new terminal, we're generating that much more money.

Michael White:

I hate to interrupt, but I am totally confused. I need some background as to what these numbers and these issues relate to in terms of the project.

Jeff Kraut:

I would add that some of the audience members don't even know the location you're talking about. Maybe you could please give some geographic information because some of the people on this call might be hearing it for the first time. So, I know where this project is in relation to the airport.

Alan Belniak:

There's no visual aid on the screen right now. Derek or Mark, if you're speaking to content that you have in front of you, maybe you could share it with the rest of the audience. That might be helpful.

Mark Rosentraub:

Derek, maybe I should stop a little bit. I'll summarize it after you take people through the project itself.

Derek Trulson:

We are happy to put this project in context. Let's step back for a second and get through some of the details so everyone can understand where we are. Jeff, thanks for the reminder. It's easy to think everybody knows what we're doing, right? This is a project summary. We're going to talk about the team, the future of Long Island, and the economic impact. The Life Sciences piece of this is critical. There's an ecosystem that we believe is real and it leverages off what's already happening on Long Island through places like BNL, Cold Spring Harbor and Stony Brook. We have a project plan, version 9F. When we got to plan number 9, over the last three years, I said to the team, if it gets to 10, we're going to have a real problem, so we started putting letters after the 9. Hopefully we don't go much further because the plan is well vetted by all the stakeholders at this point. I will also cover the last piece, which is the convention center hotel, because it's a critical piece of the pie.

This org chart shows the team. This is all internal JLL and is why we're able to make this project a reality. We have all the subject matter experts to cover everything from what it means to have a hotel and convention center to what it means to have sports and entertainment. We can cover the capital markets and life sciences because we have a deep bench with relationships in that world, whether they're corporate or otherwise. Lastly, they understand aviation and how the airport will work. We're uniquely positioned because of our internal resources and core competencies, and I want everyone just to get a feel for the depth that has been behind this at JLL.

We have a deep bench of consultants. Cameron Engineering has played a huge role from an engineering perspective, and we couldn't do this without John and Richard Polsky. They've been leading the charge as it relates to anything associated with infrastructure, roads, water, power, sewer, and parking. From a planning perspective, we couldn't do this without Crawford, a nationally known architect that does sports and entertainment, healthcare, and life science type master plans. We've also spent some time with the County's Urban Planning Team. There's been integration across the line as it relates to planning. It's not just us. The consultants are deep. We hired all these consultants because we must be

smart about certain things. We may not know everything, especially about the things that revolve around sports, aviation, and the convention center and hotel. We have smart people working with us. Legal is deep, too, because we must be smart about how to structure this. It's complicated. A private/public partnership is not an easy type of structure to put together. We're unique in that world. It's been done before with the World Trade Center between Silverstein and the Port Authority, and with Hudson Yards. We know how to put these private/public partnerships together. There's a lobbying team you probably all know called Praxis led by Paul Tonna. I've become very close to Paul, and we've been fortunate to work with him.

This is about the future of Long Island. This is a one-time opportunity in the landscape of infrastructure investing through the federal government and the state. We believe the door for the money to support a project like this is open but is going to close by the end of the year. We believe this is the right opportunity for Long Island to create something that is the connection of two major assets, one being the Long Island Rail Road, and two being MacArthur airport. They will be connected by an 1800-foot walk. The Long Island Rail Road just spent \$15 plus billion dollars to create double track, third track and east side access. The governor will ride the train into Grand Central in November. With that investment, you have 40% additional capacity in the entire system. That investment was meant to spur this kind of development. When we talk to the MTA, we are told they want to see it and it's one of the reasons the State will be involved. They are on board with the plan.

The site is between the MacArthur airport and the Ronkonkoma station, exit 60 off the LIE. Currently, it's a parking lot and there's a compost facility on the airport land. Basically, it's a piece of dirt that has no revenue generation and no benefits to the community other than just parking. Big picture, it's about the growth of Life Sciences that will be driven in part by the relationship between a convention center hotel and this idea of a train to plane connection. This intermodal play, which would be a gift to this community, cannot be accomplished easily in our region. I'll give you two examples. They spent \$2 billion in 2002 to create the JFK Air Train, current dollars that's \$3 billion. The State also had plans for a LaGuardia Air Train, a \$3 billion investment. We believe the connection alone here to improve the MTA station can be accomplished for about \$100 million. This isn't a heavy lift and the potential coming out of connecting these two assets is big. The overall project cost is estimated at \$2.83-\$3 billion which comes from the private and public sectors and improves a little over 2.7 million square feet of real estate. That includes the convention center, the hotel, the office and research facilities for Life Sciences and retail. It also includes the new terminal for the airport. Like Mark said, it's like a tapestry, and you can't pull one piece out and expect it all to work. It all must show up together.

The project is being discussed at the State and Federal level about how to invest in the infrastructure to kick the project off. We must invest in roads, power, water, sewer, and parking to make this site ready to develop and bring Life Sciences and a convention center hotel to the site. The convention center hotel is really the catalyst. It's the driver and the value creator for the airport. The quality of that convention center hotel is something that's currently being discussed because it must be the right quality to promote the events that we think should be there and why they should be there. It's

important that we get that right and we're working closely with the County and the Town to define what that means.

We hope to grow the number of enplanements. We hope to get to 3 million. The Town has specific numbers that they're working on with the FAA. This number is part of what makes the economics of the airport viable. Currently, there are about 800,000 in enplanements a year. At the peak, during the heyday of Southwest, we get about 1.6 million passengers a year. We should create over 9,000 jobs and we should have no less than 13,000 plus jobs during construction, which could be over a period of about 5 to 10 years, depending on how things grow. Mark hit on the reoccurring annual benefit, but roughly it's about \$2.8 billion a year for just the Midway Crossing piece and there's about \$1.8 billion a year that comes from the North Terminal, and the relocation from the south side. Right, when we start to grow in enplanements and you start to bring to life an airport that is basically underutilized for the region, you start to create real economic benefit. Like Mark said, a lot of that revolves around tourism. Life Science is the key to the private investment and that brings the careers. This is what keeps your kids on Long Island. This is the opportunity; we're talking about 1.4 million square feet of this type of asset.

This is important because you can't really build a life sciences cluster without having scale. We're not talking about building a building for Amazon so they can get access to the airport. We're talking about bringing real life sciences jobs to leverage off the existing life sciences demand coming out of the city. It's been in Long Island City, and we know that exists on Long Island today with the institutions we've already discussed. These will be long term sustainable careers for the community. Leveraging the MTA investment is huge. I hit on that earlier. We must collaborate with the New York institutions that care about New York State and this region.

Here is a slide on the site fundamentals. I've hit on most of this already. Roughly speaking there's about 2 million people within a 20-mile radius. This is the eighth largest region in the United States. This airport should work here. This community should take advantage of the demographics that exists within a 20-mile radius that does not include New York City or Queens. This could be an 11-million-person MSA depending on how you want to look at the overall environment. For our purposes, we're focused purely on the 2 million people within a 20-mile radius. We all know that annual GDP of Long Island is a driver. The commuter base on the Long Island Rail Road is substantial. 17,000 daily commuters exist and that should grow. If you take the 40% projection number by the MTA, it gets up to 25,000 quickly. We would like to see the number of passengers at MacArthur airport peak at 3 million. The daily commuters on the LIE right down the road is 75,000. The demographics and the infrastructure and the commuter base for the site are unparalleled.

Tritec is having great success with their development on the neighboring site. I think they're on phase two which is probably in the 700-unit range of development. Talking to the folks at Tritec, it's going very well. Our project will complement the residential solution on the north side. I'll give credit to the County in the early days. That was the vision of Steve Balone, we need commercial development, we don't need more residential. That's why we're primarily commercial with no residential on the site.

Now I will hit on the economic impact. The portion that is life sciences, retail, and the convention center hotel alone will lead to an estimated \$2.7 billion recurring annual economic benefit. That does not include the airport. A majority of that, \$2.5, comes from the life sciences ecosystem. Those jobs are the driver. The convention center drives value too. We believe it could be over 600,000 visitors a year. About 150,000 of the 600,000 would stay at the hotel and that's about a 5x spending from visitors per year. This leads to money that comes into the local community. It also results not only in direct jobs locally, but also secondary jobs. We project just over 9,000 new permanent jobs. 5,000 plus direct and about 4,000 local secondary jobs. There's a lot of backup behind that. Those are the big picture numbers. During construction, the real economic impact is about \$1.6 billion. The construction could take 7 to 10 years and create 13,000 real jobs for the construction community and the unions.

This next slide is a draft of the economic impact of the North Terminal. While there are a lot of moving pieces, we believe it's almost a \$2 billion reoccurring annual impact. Half of that is tourism, and a big portion is the operations and the airport creating jobs. We think this construction begins in seven years and ideally, up and operating with flights in 2030. Over \$300 million of economic impact will happen during construction and about 1,500 jobs related to the development and construction of just the terminal and the airport improvements will be created.

The life sciences component is key. In the real estate development world, we define life sciences as an ecosystem. It's the ecosystem that generates economic value and creates the careers and jobs. It's not just one type of institution, it's multiple types of institutions. The academia partners are critical. They have the knowledge generators and create the students that ultimately need jobs. They also have relationships with what we call the product generators. These are the medtech, biotech, and medical device companies. They are the companies that create the products. Interestingly they don't survive if you don't have the the product users, which are the patients. This gets us to the healthcare services. These are institutions like Northwell, Mount Sinai, NYU. This three-legged stool is what makes a life sciences ecosystem work. We've been in a lot of conversations with a lot of different players. Before the pandemic we were in conversations with Mount Sinai and the Marcus Institute. Post pandemic we were also speaking to NYU and Northwell. Our goal is to get to the right academia partners. We hope that it's the healthcare firms that join us early to set up this ecosystem to make it all work.

The ecosystem is what will drive the jobs and create the demand for the space to fill the space. This aerial is a rendering that our architects just produced the end of last week. From a planning perspective, we still have work to do with the MTA as it relates to all the parking requirements and the station access. All the stakeholders have been looking at this site plan and that's why it's plan 9F. We've made a lot of little tweaks along the way to support the different stakeholders and their needs. Everything in orange is airport related. The yellow and the purple is the convention center hotel. We planned the convention center hotel there because we want the access to the terminal. There's a plaza in the middle right off the train station, which will be surrounded by three healthcare, research type office buildings, and parking. To the east, we plan to have the arena. This will be a concert venue, sports venue of about 4,000 seats, and an outdoor soccer/lacrosse stadium. We are currently talking to the United Soccer

League about a men's and women's pro team franchise, that would also include lacrosse. Further east is the parking garage.

There's a commuter parking base that we've had to solve from the beginning. It's about 3,500 parking stalls. We've solved for those to be on the book ends in the form of these structured parking environments. This is how we free up the land to create value by making the connection between the train and the plane and creating this plaza. The connection is critical. The FAA believes in the connection and its one of the reasons the North Terminal is moved. During the early days of our plan, we discussed the appropriate connection and called it the spine. This spine is a real focal point and is the place where you'll see vibrant activity. It's an 1,800-foot walk and will be lit up by retail and host the face of the hotel convention center. The spine will be an active place. At the end of the spine is a winter garden. It's a modest structure that's covered and allows a sense of place for and a purpose for the terminal. When you come off the train and walk down the spine, you'll see this winter garden that's immediately at the end.

Here are the numbers associated with the different development. We call them elements. The life sciences district is about 1.4 million square feet over four phases. We anticipate that's a 10-to-15-year window. The sport and entertainment space is about 180,000 square feet roughly. It's a 4,000-seat indoor and 5,000 seat outdoor facility. We think the combination of indoor/outdoor based work we've been doing with the consultants is ideal. The indoor/outdoor experience is going to be a real value generator for the type of events that will generate business in this location and considers the weather and the environment that we have here in the northeast and Long Island. We are currently planning for about 250,000 feet in retail. We have work to do there, but we are committed to a local retail experience with some bigger national stores and maybe some from New York City to create the perfect atmosphere. The convention center hotel is about 650,000 square feet. The event space itself is about 100,000 feet, the ballroom space and exhibition space are another 25,000 feet. The convention center includes a 300-room hotel. The quality of the hotel and convention center is critical to making it all work. We are currently in the middle of those discussion. We've been talking with some of the usual suspects who might be our development partner on the convention center hotel. As we continue to move forward, we will bring in more partners.

The first phase of the terminal is eight gates, and the second phase is four gates. All our numbers assume it will get to phase two and this decision will be led by the Town and the MacArthur airport team. A lot of the questions you may have about the airport really should be addressed by the Town. We're just representing some of the information that we've been getting from them as we've been partnering with them for the last couple years. 10,000 to 12,000 parking spaces are required. Defining parking today is not easy. We must get creative because parking is expensive when you build garages. We've been working on it.

Quickly as it relates to the hotel, about 30% of the hotel market in Long Island is leisure & tourism. As Mark said earlier, we must cater to this notion of tourism, and you can all imagine that it will get better when the airport works, and we have more flights from different locations around the country. Right

now, there are limited services and hotels and there is no core center place where a hotel and hospitality environment exist. We think this convention center hotel is the answer. We will also be mindful of the hotels that do currently exist in the radius around this new project.

There are regional convention centers that we must look closely at as comps, to figure out the proper programming of a convention center hotel. These are the convention centers that our team came up with that seem the most rational to compare to. On the right, is the number of hotel rooms and you can see they are all pretty much over 300. 300 hotel rooms are a critical part of the equation. Some say it shouldn't be more. Nobody that we've been talking to thinks that it should be any less than 300. It's going to be a full-service hotel creating the notion of this being a destination, a sense of place, and help the airport succeed as it relates to recruiting more carriers. The closer the hotel is to the terminal, the more benefit it has to the solution. It doesn't work to have the hotel convention center next to the train because the value of the land next to the train is best for your employee base that will be coming to and from the site mostly by train. The business community that uses the hotel for conventions are the ones that spend the money. The last thing is that there's a halo effect that comes from the right hotel convention center solution on the whole site. It's a big part of the whole program. Using Mark's example of the tapestry, it all has to be there, and we can't start pulling it apart and expect it to work.

There are some additional views here of the retail spine looking back down to the airport and a better view of the hotel tied to this winter garden. On the left, this idea of a covered walkway that will be for the commuters to travel from the train to the plane. This is the layout of the hotel we've been working on with the Loews team. You can see where the exhibition hall, pre-function space would be and the hotel's location and its relationship to the spine. This is the hotel itself. Here's a picture of the entertainment district looking from the hotel back to the other side. This rendering shows a second level connection between the train and plane that's enclosed. It's a concept that we're exploring. Here's the idea of an outdoor concert. Again, you can see it's tied to the indoor facility as well. The folks in the entertainment business think this is a real special solution in an environment like Long Island. It's different than what we're seeing at Belmont or Barclays and clearly different than Nassau Coliseum. This is an image of soccer. If you see the image on the right-hand side, you can see there's a nod to Pat LaFontaine, the LaFontaine corner.

I'll stop now as I'm sure there are a lot of questions.

John Cameron:

Derek, before we open up the questions, I have a few clarifications. We've been at this for four years. A key element of the plan is a STEM Center for Science, Technology, Engineering and Math. We've heard from the community that they want to have their children to be able to stay and live here on Long Island, so we are going to be advocating and educating middle schoolers and high schoolers. That's going to be an integral part of this project. The site is going to be powered by renewable energy. We're working with Siemens, right now, on a potential microgrid. Between the site and the airport, we're looking at 50 megawatts so we're looking at solar energy, geothermal, potential fuel cells, etc. The size of this sports and entertainment facilities depends on who shows up. If a minor league hockey franchise

shows up, then the indoor arena will grow, probably up to around 6,500. Derek talked about the outside soccer and lacrosse stadiums. Again, it depends upon who shows up. It could be smaller or larger but we are not talking about a major arena or stadium. Many of you may recall that initially, there were two sizes that were submitted on the arena front. Frankly, as Pat has alluded to, this project has morphed into a much, much better project. The sports and entertainment piece are a compliment here. It's a community benefit. It's an attraction. It's tourism, but it's not the driving force. Candidly, the driving force is the train to plane connection with the life sciences.

Alan Belniak:

Thank you. We're going to give the Council an opportunity to ask their questions and share their comments and because they are panelists, they're free to do so by just unmuting themselves. After that, we will proceed to the public and you have two ways to do so. One is to use the Q&A box down below to type in your question or comment and I will read it aloud or you can also use the raise hand button down below that sends an indicator to me that you'd like to speak when the time is right. I'll announce your name and take you off mute and then you can share your comment or question.

Jeff Kraut:

I love the ambition. I love the scope of it. Obviously, the environment for work is changing with the increase in remote work. A lot of the assumptions are built around the economy and air travel. I think MacArthur is a great option for more flights and I look to use it when I fly. When you look at this project, what government support are you asking for in terms of infrastructure? Is it just on the airport side? Or is it parking garages? If we're going to support this project, what in fact, are we asking for from the government versus the private money that's going into it?

Derek Trulson:

The site has no infrastructure, because it's a parking lot so the first request, is water, power, sewer, roads, and parking. There's a commuter parking base that must be taken care of and creating parking garages is the answer to free up the site in the way we described. That's what gets the ball rolling. We think that's about a two-year window of investment. That investment then allows us to know when we can have a shovel in the ground to start building buildings for commercial use. That number is roughly about \$200 million.

Jeff Kraut:

We have regional economic money that was put in for this year's budget once they approve it. Would you look to compete for a portion of that money to get commitments to start the ball rolling?

Derek Trulson:

That's correct. We've applied for grants through the raise grant program and we're getting ready to apply through the mega program, which is a new program that starts in June. We have a whole team teed up to get grants that are appropriate to help the ball get rolling. This isn't one big ask. It's a process. The ask is really of the community and the public to support it and to help get the funds that could come through the appropriation we're seeing right now from the State. There's a \$350 million appropriation

that came on the heels of Governor Hochul's commitment to the Bill's stadium. We think there's about \$4 billion at the state level that this project could qualify for and we must be prepared to ask for the money for the right reasons. The State must know the importance of their involvement and we think that comes through the MTA and the station and the connection to the train. The State has the resources. It's a function of prioritizing them at a level that matters to this community and Long Island. At the federal level, we have analyzed the \$1.3 trillion that's out there through the stimulus package. Monday night, some of the folks here may have been at the dinner where they discussed the commitment to the Gateway project, as well as the extension of a Second Avenue subway. The money is being put into the City and to New Jersey. We must get the appropriate share for Long Island. We think this is the project to do that. Of the \$1.3 trillion, there's \$350 billion that this project qualifies for.

Jeff Kraut:

How many construction jobs over what period of years? And how many permanent jobs do you think this project might generate?

Derek Trulson:

Not including construction, we think 9,000. About 5,000 direct on the site and about 4,000 that would be indirect. We think 10,000 is the round number directly attributable to and then there's a lot of other indirect numbers that we can talk about and that's where Mark really comes in. On the construction side, we estimate 13,000 and there's another 1,500 for the airport component itself. It is a lot of construction because it is not only buildings but also infrastructure. It's a lot of parking infrastructure and those are real construction jobs. Then there's the building side of it as well. A lot of labor comes to this site, and it happens over a period of years. This is hard to project.

With big projects of significance like this, like in the World Trade Center and Hudson Yards, all we can do is our best to estimate. What we say today is based on the best information we have today and what it ends up being will be different. It's going to evolve, and it will take time. For this to work, the community and the leadership must get behind the project because we must go get the money from the feds and the state to put the money into this infrastructure. We believe the current environment creates an opportunity. I'm going to quote Pat Foye, who's become a great friend. He's been at our leadership dinners and he's behind the project. He said, "Derek, I've never seen this kind of money in the system. I don't think we'll ever see it again in my entire career." That's why we're doing this. The only reason we're able to have this call today is because of the stimulus package and we think this project is an answer. This is a poster child for what you hear they want to invest in at the federal level. The question is how we all get behind it on the local level.

John Cameron:

Derek, if I may, just to make sure that we answered Jeff's question correctly. You alluded to the infrastructure needs and Midway Crossing for the public investment, but we still have two major public assets. We have the convention center and the North Terminal, and the County and the Town will have to figure out how things get financed, but they're absolutely going to be looking for federal and state funding for that. Two major public assets.

Mayor Kennedy:

Listen, I'm fully for economic development, and economic development has afforded the Village of Freeport a 3.0% tax increase for the last nine years, but I think we have two obstacles here. One, you're going to have additional air traffic that you haven't had on Long Island. I am a pilot, and I can see there are a lot of planes around this immediate area. I think you may have some problems with the residents and air traffic control. The second issue I have is that I think we're putting the horse before the cart. I mean, we still haven't resolved the issues with Superstorm Sandy. If we don't resolve these issues, and you have another Superstorm Sandy, I'm telling you now, 25% of Long Island residents are going to move and over the following 10 years, the increased tax is going to cause another 25% of people to leave. This issue of flooding must be resolved before you do any major investments. You want to invest how many billions of dollars into this and then turn around and watch people move off the island because of another Superstorm Sandy. The most critical thing we must address is the flooding issue before we invest all this money into infrastructure.

John Cameron:

Bob, if I may, this is John. This development is not occurring in the flood zone. You and I have discussed this. I'm on the New York/New Jersey metropolitan storm surge committee, and you've been a strong and knowledgeable advocate. We all know we still need to address the flooding issue here on Long Island. We know it's not if, but when we potentially get another Superstorm Sandy and your point is well taken, but this is not a one off and it's not one size fits all. We need to grow the economy and we still need to deal with your issue of storm surge and flooding. You're right on that, but we can't stop growing in other areas. In 2010, this Council did a LI2035 study. It was a 25-year sustainability plan which identified the two major impediments for Long Island's future sustainability. One was being a lack of rental housing and the other the unsustainable tax burden. As we speak, halfway through our 25-year sustainability plan, we still have these issues. So, you're right and we still have action that we must take, but we can't stop growing this economy. If we don't grow the economy, it's game over. Do we have to look at the paper any more every day to see how many young people and how many wage earners are leaving Long Island and leaving the New York metro area for low tax areas like Florida and Texas? We need to do something about this. As a Regional Planning Council, we need to speak up.

Mayor Kennedy:

I understand it's not into the flood zone area, but the flood will have a rippling effect through all Long Island if we have another Superstorm Sandy.

Michael White:

I certainly see this as a potential project of regional significance here, but I want to go back to some basic questions. How much land is involved and who owns the land?

Derek Trulson:

Great question. The site that you saw, from the terminal all the way to the Long Island Rail Road is about 170 acres. About 45 acres will be used for commercial use, to make it easy, let's use round numbers and

call it 50. The balance is basically airport related. On that plan, the commercial use, and our obligation as the developer in terms of managing developing is the 50 acres, and the Town and the airport have the obligation to manage and develop the terminal itself. Supporting the infrastructure will be a combination of our efforts. The structure will flow through what's called the Local Development Corporation. The LDC is required as a tool to give one place for the development community and the tenants to participate. It's like one stop shopping. Examples of LDCs are all over the state of New York. It's a common structure. There's one at the World Trade Center to facilitate that development. There's one at the Hudson Yards to facilitate that development. The Pine Barrens has a Local Development Corp. So, this Local Development Corp is a critical partnership between the County, the Town, and the State. It's the LDC who is really the representative of the let's call it the 170-acre site. It allows us to work efficiently through approvals and the building and planning department. That started with the IMA that was approved back in November last year. The IMA is the notion of the beginning of the relationship between the County and the Town. Right now, we are in negotiations between the County and Town to create the LDC which will begin that process of approvals sometime this summer. We anticipate by the end of the fall that everything would be ratified, the resolutions would be completed, and we would have a master lease on the land through the LDC. If that's too much detail.

Michael White:

That's what I was looking for Derek. I appreciate that. Out of the 170 acres, is it a combination ownership of some Town property, some airport property, some County property, some MTA property?

Derek Trulson:

Yes. About 40 acres is County and 10 is Town and aviation related and those go into the LDC. The balance stays as town land and basically in control of the airport.

Michael White:

I just want to take a step back, because as was pointed out earlier, a lot of people don't understand or maybe follow the process. You talked about a submission to the County, where JLL was selected as the potential master developer.

Derek Trulson:

That's correct. This began at the end of 2017 and then we went through a similar process with the Town on the Town's land in 2020. As a function of the complexity and the scale of the project and the need for intermodal and the public investment from the state and the feds, it became clear that we needed to create a relationship between the County and the Town and that comes back to this notion of the LDC which was kicked off with the IMA. It's been done all over the State. It's well known, and we've gotten to a place where I think the County and Town understand its benefits not just to themselves, but to the community also. It allows a way to efficiently proceed and protect the interest of the public sector.

Michael White:

The next piece I want to talk about a little bit is where the environmental impact review is in the process?

Derek Trulson:

Good question. As the developer, we've been committed with resources and dollars for four total years, three years really in depth. A substantial amount of money has been spent. For us to continue to spend money on the environmental process, it's another level of dollars and that's another level of commitment. We will work on that once the resolutions were passed by the County and the Town. Again, when that gun goes off in the fall, we anticipate running side by side with the team at the airport, because they'll have a similar although separate process from ours for the work that will happen for the terminal. There are two paths, and we would begin the path as soon as we have a line of sight to our relationship in the form of the lease. I think it's about a two-year process and that process is critical. Once we shoot the gun to start, we need to be able to tell our private sector partners when we can have a shovel in the ground. The hardest part of this is allowing the private sector to know when this can start and the only reason it can't start is because of what we're trying to do with the public sector. So, it all comes back to the public sector of the County and the Town and the LDC becoming efficient. Private dollars do not come until the shovel is in the ground.

Michael White:

Absolutely. I don't want to dominate the questioning here, but to go a step further in that process, do we anticipate some combination of the agencies, the County, and the Town, or will there be one selected to take the lead in this process?

John Cameron:

Most likely, it will be the County and Town that will be the lead agency. We all know that the environmental impacts need to be thoroughly vetted. Early on, we evaluated 58 different intersections because traffic is always an issue on the island. There are several issues to be vetted here, but we've spent a lot of time and a lot of money in addressing them. We have met with community groups, chambers of commerce, and neighbors. They can give us the best solutions while we're doing running the numbers and the analysis. We're receiving a lot of input from the community that is going to help.

Michael White:

I appreciate that, John, and as you know, we've talked about a lot of these issues for a lot of years. And what I see here, and I think will come out in that process is as an example, the traffic. As you mentioned, we are looking at over 12,000 parking spaces which to me indicates increased usage and traffic. I'm imagining part of the analysis will be what improvements may need to be made in the existing infrastructure in addition to the say, the airport and train.

John Cameron:

Michael, if I may, when the \$1.3 trillion package was passed by Congress, both Nassau and Suffolk Counties submitted a sort of wish list, I think totaling over \$6 billion. The only project that was named in there as a project of regional significance was Midway Crossing, but there is still a considerable number of improvements that need to be made. Some things like sewer improvements, and roadway improvements are necessary. So, the County is looking to try to get federal dollars and potentially state

dollars. We all know that we need to do the analysis. We know that certain boulevards and major thoroughfares may have to be widened. We've already done a lot of preliminary work and once we get into the full traffic analysis, we'll identify which improvements are needed.

Michael White:

Just two more comments as to some elements that I think will also work out through the process. You discussed the large degree of retail build in this project. Currently, we're seeing an enormous amount of retail space going empty or being converted. So, I'm not sure what that demand is and how that demand is going to be created by something different.

John Cameron:

Michael, we've had discussions with the Holbrook Chamber of Commerce. The surrounding business areas don't want to have their business districts adversely impacted. This is really specialty retail and special purpose retail. It will serve people coming to a concert or a game who might go for a burger and a beer etc.

Michael White:

One more item on the life sciences. I appreciate there's already a lot going on, or what we see as potential going on, whether it is at Stony Brook University or Brookhaven National Lab or still the continuing potential for the Nassau Hub to be developed. Can the kind of life science element that you're proposing fit in or supplement or complement those other pieces?

Derek Trulson:

That's the key. It has to. We need the local institutions to participate, but the question will be if we can get national and international attention and activity here. This is a chance to bring the world to Long Island. We must think big. Let's take Northwell as an example. They have relationships that can foster international types of partners. Because of the access to the train and the airport, you're now under an hour to get to New York City on the train, which has a huge life sciences presence. This becomes an affordable option versus New York City. One thing I say to the partners is let's bring the world. Why can't we do what Bloomberg did for Roosevelt Island? Why can't we do what DeBlasio did with Governors Island to tee up clean energy? This must be thought of that way. This is that kind of site.

Jeff Guillot:

I did have my hand up and a lot of it was covered by the nine questions that Michael White asked. I've long been a huge fan this project and this was a terrific presentation. I once, like Pat LaFontaine, dared to dream that the Islanders would play in Suffolk County, but we're not there yet. So, I'll take some pro lacrosse. My question was mainly about traffic congestion, which was largely addressed. Jeff made a great point about the fact that millennial aged folks are going to the office less and less, and folks have to alter their office environment. Accordingly, you're seeing the effects on the current prices of commercial real estate in the city and elsewhere. I would urge folks who are looking at the site plan for this to think about a co-working space to try to find an anchor tenant and try to bring in some young folks and create kind of a co-working ecosystem. I think that could work extraordinarily well here. It

could be something that could help attract an entirely different set of workers. Suffolk County is largely bereft, so it's certainly worth looking at here and anything that will eventually allow us to get to a place where Lakeland Avenue is not such a pain to drive on to get up to the airport off Sunrise Highway is a big positive.

We're talking to the stakeholders and making that happen. I think that's a terrific idea. Putting myself in the mindset of the Ronkonkoma Civic Association, who doesn't want to see this happen. The main point of contention is that this is 15 minutes from the expressway and 15 minutes from Sunrise Highway and the traffic is bad enough already. Why bring all these new people who are going to alter the commercial tax base and disrupt my way of life? We need to be proactive.

Rich Guardino:

Anybody else from the Council have any questions at this point? If not, why don't we have Alan work on some of the public that have decided to chime in.

Alan Belniak:

I don't see any text-based Q&A now and one or two other questions which members of the Council and presentation team have addressed. There is still an opportunity for anyone else to add something. There is one hand raised, Richard **Murdocco**. Richard, you should now be able to unmute and ask your question.

Richard Murdocco:

I teach in the public policy graduate program at Stony Brook and I write on these issues. I have been following the evolution of this project since the arena was first pitched. I wrote an op ed in Newsday about it. My first question is, does this team and this Council as a whole feel that this project's success is completely predicated on the airport investments moving forward? And would the private sector be comfortable in taking this plan to fruition with the future of the airport being so nebulous?

Derek Trulson:

No, we will not invest in this site if we are not clear about the future of the airport.

Richard Murdocco:

At this stage, where do we feel the airport redevelopment efforts are?

Derek Trulson:

It's a balancing act. We are comfortable with what they are doing. They have a process that's arduous. I've learned more about aviation and the FAA than I ever thought I would in my entire life and we have more to learn. Our goal is to help and support the Town so they are successful. When we go to invest, we're going to be certain that there's a North Terminal and we will not invest money if we're not certain there will be a North Terminal. That center hotel cannot be done without a North Terminal. There is no situation where a convention center hotel will be built on the County land without a new North

Terminal. We've done the studies; we look at the math. The ecosystem that gets created is a tapestry. It's all or none.

Richard Murdocco:

Do you feel at this point that this is premature? This is a pretty flushed out proposal given what's going on with the airport right now.

Derek Trulson:

It's not premature. It's appropriate. It's a great question. It's due. This plan for the airport has been around for 50 years. The main terminal was built in 1966 and hasn't been touched. The Town can decide to invest and improve the Southside with hundreds of millions of dollars or put the money in the Northside and connect it to the train and bring real passengers that will use and create demand for more flights. It's really the Town's job to explain this but airplanes are way more efficient and they're far less noisy and the efficiency that we talked about with passengers is all about making sure the planes are full.

Richard Murdocco:

Is the Town of Islip on this zoom right now?

John Cameron:

Yes, they are.

Richard Murdocco:

The second piece I wrote about is on convention centers and the economic dynamics. I'm not going to endeavor to be as much of an expert as my University of Michigan company, but analyses from City Journal and City Lab in 2004-2012 looked at convention demand since the 90s. In markets like San Francisco, Boston, Omaha, and Pittsburgh, they found that overall attendance has been on the decline, and that there was a surplus of space relative to the influx of events. Now, what differentiates Suffolk County from markets such as Pittsburgh, San Francisco, or Boston? How are they going to buck those trends relative to what those localities municipalities experienced?

Mark Rosentraub:

Some of the trends have been negative, but other cities like Indianapolis have been extraordinarily successful. The key thing is to know exactly what's the market segment and what you are going after. There's a certain number of conventions every year that are held, pre-COVID. There's more capacity for those shows, then the shows demand. Here on Long Island, we're not going after the very large conventions, but instead looking at a much smaller market that has everything from consumer shows to small conventions. We are going for a niche and not going big. We are looking more at the Indianapolis strategy, which I was part of for several years when I was with Indiana University. I agree with you 100% that we need to be extraordinarily careful, but we have a market with Queens, Nassau and Suffolk that alone holds several consumer shows. If we add a great location with a train, complemented by an

airplane, we can satisfy that market and be successful. So, that's the logic behind it. We're not going through the big shows.

Derek Trulson:

The other thing that is critical, and we've studied this at length, is that the facility must be multi-purpose, community-based use, and I use sports tourism as the example. We've planned it and programmed it so that the facility can have as many event days as possible beyond the conventions themselves. It must provide civic value to your community. There's no question in our minds that with a convention center, you get a hotel and with a hotel, you improve your airport opportunity. There's a lot of pieces that tie to other aspects of the economic development side of it that are not directly attributable just to the convention center piece.

Richard Murdocco:

Are we concerned about diminished ridership post COVID on the Long Island Rail Road and leveraging the railroad as a main driver of people to the site?

Derek Trulson:

I'm not. It's the most important transportation system with the most dense population in our entire country. I think it's just a matter of time and I personally believe the office working environment will be back to 90% occupancy within a period of years. I think we will see that we need to operate our business and have people working with peers and leaders. I think the train is an important part of the network.

John Cameron:

Derek, if I could add to that. As we all know, there is an actual out migration out of the city to the suburbs. Not only are people moving out of the cities as residents, but employment is too and that creates a major opportunity. I remember Jeff Kraut saying in a meeting years ago, that he when he does an interview looking to hire, one of the first questions he gets is how close the train station is. Now, you're looking at a reverse commute that was not possible but will be soon with third track and second track and now the connection to east side access. Long Island has never had a better opportunity. The dollars put into this is economic development.

Pat LaFontaine:

We have 75,000 cars that drive a quarter of a mile on the LIE and we have 17,000 riders at this station and Ronkonkoma. With the \$15 billion investment, we can reach up to about 6.4 million people in under an hour to this site. This is also a community opportunity. We could potentially see youth tournaments on Long Island relieving people of traveling to Maryland. There are major opportunities for all of us. There are healthcare opportunities. There are 1,500 new townhouses and apartments going up and condos right there on the north side. They can take advantage of the airport, the convention center, sports, entertainment. If we can also bring our life sciences together, we are potentially looking at a global opportunity. It may never happen again that you have stimulus money, state money, an amazing site that's connected by a train and an airport with a much-needed upgrade. At the end of the day, we're looking at our future, and there's never going to be a better time to do something significant. This

will be the model because this puts Long Island's greatest assets together in the heart. I've always said what's amazing about Long Island is the towns and villages. But where's our center? Where's our heart? Where's the destination that we can be proud of that's in the heart of Long Island that connects us all together. Because of the timing, I think this is an amazing opportunity. There's a ton of money out there for a lot of things that can help Long Island, but this opportunity is only going to come around once. The last time this happened was 55 years ago.

Richard Murdocco:

In closing, I think it would be beneficial for this Council to kind of broker a conversation between the development team and the municipalities to discuss projects in the developmental pipeline and coordinate efforts at Midway with other large developmental efforts. Thank you for the time.

Rich Guardino:

Thank you. We're up against a hard stop at 12 noon, and I hate to cut off the discussion here. I think we should take the vote. At this point in time, we're going to vote on this as a Project of Regional Significance.

Michael White:

I'd like to make a motion. From the discussion today it is clear to me that this is a project that the Council should designate as a Project of Regional Significance. It clearly has a support of the State, the MTA, the County, the Town. It's an opportunity to bring enormous amount of infrastructure money for Long Island, and we can see it in a robust environmental review. I think it's worthy of our support and I would like to put forward that motion.

Rich Guardino:

Thank you, Michael. Do we have a second? Thank you, Jeff Guillot. All in favor? So moved.

John Cameron:

I recuse myself as, as prior stated.

Rich Guardino:

The Council has designated this a Project of Regional Significance and for those who like to stay on the call, Alan, we can take a couple more questions.

Alan Belniak:

Unfortunately, I too have a hard stop at 12:30. The next hand we have up is Eric Alexander. Eric, if you're still there, you should have the ability to open your mic and ask your question. There you go.

Eric Alexander:

We support the project. John has done a great job. Keep the walkability on a human scale. Real important so it's a true place, a great destination. I hear a lot about thinking big, and we got to think big, but projects get approved on Long Island because we think about our neighbors. We need to do this on

a local level with a human scale. I believe you have been successful to date because you've worked with the Civic Associations, the Chambers of Commerce, and you have a collaboration with the Town already. So, stay hyper local thinking about and focusing on the benefits of this project. Regular people are not thinking about uber plans. They are thinking about the real improvements to people's lives in this moment of inflation and other challenges. Your project, your economic analysis is great. It shows that there are real benefits to real people. You have to just keep that in front of you. Keep that hyper local focus. That's the ingredient to success. We support this project. We look forward to supporting it in future hearings. Thank you.

CHAIRMAN'S REPORT

John Cameron:

Thanks very much. Appreciate it. In the interest of time, I'll forego my Chairman's report this month. We've had a very comprehensive and a long program, so I'll forego that report.

EXECUTIVE DIRECTOR'S REPORT

Rich Guardino:

I'll make mine very brief. We've continuing to work on the STEAM challenge. We've had a great response this year, six schools competing. The focus will be now the challenge winners who will be announced within the next couple of weeks. I think you're all familiar with the fact we've done this in the past. It's relating to our middle school and high school students what we're doing with the Nitrogen Action Plan, and we also have money allocated for the top proposals. We're also working on Nitrogen Smart Communities. This is a part of the LINAP initiative and encourages municipalities and Nassau and Suffolk take effective actions to reduce nitrogen pollution. The program will involve understanding and analysis of each community specific sources of nitrogen, and we're going to approach two municipalities one in Nassau and one in Suffolk to participate as pilot communities. I'll mention that Liz participated as a judge in the Long Island Regional Envirothon. It was in a very successful event. Each member of the winning team got a \$500 scholarship and a chance to compete on the State level in the Envirothon. The school winners were Great Neck and Harborfields. Let me just wrap up by saying I'm serving as co-chair of the Long Island Regional Economic Development Council's working group on the \$350 million Long Island Investment Fund. Empire State Development is working on program guidelines and the process to apply. As soon as that information is available, the Council staff will be working to get it out. We want to hear from everyone. We want to see some major projects here on the island. And that wraps up my report, John.

John Cameron:

Thank you.

Motion to adjourn. So moved. All in favor.