

**ECONOMIC DEVELOPMENT, HIGHER EDUCATION
&
ENERGY COMMITTEE
of the
SUFFOLK COUNTY LEGISLATURE**

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Minutes

A regular meeting of the Economic Development & Energy Committee of the Suffolk County Legislature was held in the Rose Y. Caracappa Legislative Auditorium of the William H. Rogers Legislature Building, Veterans Memorial Highway, Smithtown, New York, on Wednesday, **May 5, 2004**.

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MEMBERS PRESENT:

Legislator Lynne Nowick - Chairperson
Legislator Angie Carpenter - Vice-Chair
Legislator Brian Foley
Legislator Peter O'Leary
Legislator Jay Schneiderman
Legislator Viloría-Fisher

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MEMBER NOT PRESENT:

Legislator Jon Cooper - Excused Absence

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ALSO IN ATTENDANCE:

Mea Knapp - Counsel to the Legislature
Joe Schroeder - BRO
Roger Podd - County Exec's Office
Eh Hogan - Aide to Legislator Nowick
Ilona Julius - Deputy Clerk - Suffolk County Legislature
Barbara LoMoriello - Aide to Legislator Cooper
Michael Hollander - LI Visitors and Convention Bureau

Charles Stein - Suffolk County Community College
Carolyn Fahey - Department of Economic Development
Elizabeth Harrington - County Attorney's Office
All other interested parties

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MINUTES TAKEN BY:

Donna Catalano - Court Stenographer

(* THE MEETING WAS CALLED TO ORDER AT 9:40 A.M. *)

CHAIRPERSON NOWICK:

Okay. The meeting of Economic Development, Higher Education and Energy is coming to order. Legislators, please come to the horseshoe. Okay. We'll start with the Pledge of Allegiance, and I'll ask Legislator Foley to please start us.

SALUTATION

CHAIRPERSON NOWICK:

Okay. This morning we are going to have a discussion with Michael Hollander, President and CEO of Long Island Convention and Visitors Bureau and sports Commission. I just saw Mike a few minutes ago. Michael, would you like to come up and give us a presentation?

MR. HOLLANDER:

Good morning. My name is Mike Hollander, President of the Long Island Convention and Visitors Bureau and Sports Commission. And with me this morning is Bob Sighinolfi, who is the General manager of the Huntington Hilton. In fact, I had asked one or two other hotels just to come and say hello.

I guess the reason I decided to ask to be able to come and speak to you was when I saw the fact that you were dealing with that 3% room tax. And I saw that, and then in the process of watching how you dealt with the 3% room tax, I noticed that somewhere along the way, you changed the language in the bill from the money going to what I would call and you might know this to be a designated tourism promotion agency to advertising a promotion period. And I

guess when I saw that, it made me start to think that you probably didn't have -- and I know with all the things that you do that you don't have on the tip of your tongue a knowledge sometimes of exactly what the Long Island Convention and Visitors Bureau does or what is it is. And why when you had first changed the wording how that could affect Long Island.

Now, I guess it's good to know that tourism is Long Island's largest economic generator. So it's the biggest one that we have. And the job of the Long Island Convention and Visitors Bureau is to help promote meetings and conventions and visitors. Way back, oh, God, if I go back to the time I was at the Huntington Hilton, which would probably be in '89 or '90, there wasn't a room tax, and all that happened was both counties contributed money. In fact, the bureau has been around for 23 years. When it first started out here, there was a Nassau Commission and a Suffolk Commission, two separate individual organizations. Both organizations within about a year and a half to two years of each other found out that they couldn't brand the name Nassau or Suffolk. In fact, if you do an internet search for Suffolk County, you are going to get many other things besides Suffolk County. So it wasn't a brand that worked.

But what they did find out was that the brand Long Island was already sort of branded. And it got branded because of the fact that in reports, particularly when they had to deal with weather, they always talked about our traffic conditions, and we were a great picture in the middle of snow storms. So the word Long Island and the picture of Long Island as the fish was a branding mechanism. And that's why almost now, 20 years ago, they decided to go with the brand Long Island, and that's why today we promote it as a region. Now, there are a lot of different things that go into making a bureau function, and the biggest thing I want to leave you here with, and you can just write this down, you can write down the word \$26 million. And if I leave here with nothing, I just want you to leave with that word. Twenty six million dollars is the amount of business, not advertising, not tchotchke items, not ads in newspapers, but \$25,527,297 is what came through the Long Island Convention and Visitors Bureau in business that was coming to Suffolk County.

Now this business includes sporting events, meetings and conventions and tour and travel, which is motor coach. And that is what they called sales. That business is generated by selling. It is not generated by much of any type of advertising. It's not generated by a lot of promotional items. It's gotten by us going to what we call trade shows, and therefore, meeting people who are in the meeting plan of business. So for example, we would go and meet with the global imaging systems. We might meet them at a trade show. We would go visit their

company, and we would try to convince them that they should come to Long Island instead of New York City or Syracuse or Albany or Atlantic City or various other locations, and that's sales. Now I tell you that because sometimes in the conversations in your -- in the idea that was floating around to go from a designated TPA to advertising and promotion. Some people thought, well, you know, we can just go find another advertising agencies.

A Convention and Visitors Bureau is an anomaly. It's not advertise an agency, and it's not a chamber of Commerce. A Convention and Visitors Bureau is out there to generate outside business in meetings and conventions, sports and motor coach in the leisure market to bring that business on to Long Island. So \$26 million in 2003. Now let me be even more specific about that. When we booked the business in 2003, that can be for the years 2003, 2004, 2005, 2006 and all the way up to 2007. So it's not that we booked \$26 million only in 2003. If I remember right. We were in the 24 million category in 2002, we were in the 18 or 19 million in 2001, and each of these years go on top of each other. So they sort of layer themselves in. So in 2007, maybe right now we have \$500,000 going towards there, but next year we'll add another million, then another couple of million. It will just accumulate so by the time we get to 2007, we have a significant amount of business.

Now the job of the bureau is to bring that business on to Long Island and to fill hotel rooms, that's its main chore. That's what the room tax was generated for. And in 1992, the room tax came about because the industry, the Long Island Hotel and Motel Association with Bob as past president of, and that I had served on when I was at the Hilton, which is when I was working -- I was the general manager of the Hilton and an owner there when we first worked on doing this room tax. And I came to you along with all these other people and said, look, we need to find a better way to promote Long Island as a destination in order to help the hotel industry, in order to help the tourism industry. And we came to you and asked for the three quarters and one percent. And you were helpful, you worked with us, we did it. We only get, by the way, two thirds of the three quarts of 1% and one third goes to Parks and Cultural Affairs in Suffolk County. But we take out two-thirds and we use it to operate the bureau. We spend about 70% of our money on sales. That's what produces this \$26 million.

Now we've talked a little bit about in the past that Suffolk generates approximately about one million dollars. It's actually less. But one million dollars is an a fine number. Nassau County generates about \$700,000. And what we do is we match their 700 or whatever the number is with your 700, and the difference, I put into a column called Suffolk Leisure. And in the Suffolk

Leisure column, we only spend that money specifically on Suffolk Leisure. And believe it or not, we work with committees. So we're dealing with, for example, the Suffolk Leisure Program, we're dealing with people like, at that time, Marilyn Behan from the Montauk Chamber or the Lady Van from the East Chamber. The Hamptons Visitors Council, the North Fork Promotion Council. We're dealing with people like Jim Zaborski who has the Dune Management Company out east. And they're all involved in helping to put together this program for how we best think we can do the market. But remember that when we're taking that 700,000 that you have and the 700,000 that they have, we're putting it together like this, that that means that wherever we're spending this money, which is in every place other than Suffolk Leisure, you are each only paying half the tab. So you are getting twice the bang for the buck when you do things regionally. Believe it or not, a million dollars is not a lot of money. We have a budget of about 2.3. So if we have a budget of about 2.3 and we take in a million seven in room tax, that means that the bureau goes out and finds 600,000 other dollars.

Now we find that 600,000 other dollars through membership dues, commissions, sponsorships. We go talk with companies about giving us money. We go beg the Department of Economic Development. We do all these kinds of things, and we apply for matching funds as part of being a TPA. And you can only have one TPA in the county. We apply for them -- for money, because we are a region. And because we are a region, we get bonus money, which gives us additional matching funds. And that money comes into us --

LEG. VILORIA-FISHER:

Mike, what's a TPA?

MR. HOLLANDER:

Tourism Promotion Agency. And we then can put all that money together and make it work. We have a Board of Directors of 39 people. They are 39 people from all the industries across Long Island. There is a representative from Suffolk County, it's the parks -- now it's going to be -- Ron Foley is going to come on the board, it used to be Judy Gordon. Before that it was other people. We're an economic development generator, but we have close relationships with the Parks Department because of the fact we use a lot of their facilities. So we promote their hiking, their camping and the grounds and the golf and everybody else.

After 2001, our marketing changed dramatically, because as the market changed, we had to change. One of the benefits of being a Convention and Visitors Bureau is that you are able to

change quickly with the market. And as other people can tell you, Bob can tell you, that if September 11th, 2001 -- we had a meeting on October 11th 2001 and had in place a program called, "Be a Tourist In Your Own Backyard". And that significantly has helped Long Island. Now, I'm not telling you that the CVB is the only reason Long Island does better. It's one of the reasons. But when you look at the consumer, and you say to the consumer -- why does the consumer want to decide to come to Long Island? It's why my wife once decided she wanted to go to Williamsburg, Pennsylvania. She got to hear about it so many times that finally she said it's something she needed to do. And whether it's KeySpan out in the industry talking about Long Island or it's LIPA talking about Long Island or it's you talking about Long Island or the partnership talking about Long Island or the LIA talking about -- or anything, when you take all those Long Island words and then you combine it with the story that we bring to the table, that's what makes the customers switch.

I think the other thing you have to look at is that we're partners in business together. The CVB believe it or not, is a business. We have a very, very large internet. We do 1.5 million hits a month. We answer e-mails, there are people who do this. We probably answer 40 to 60 e-mails a day. We answer the phones during the day. We answer letters that come in, probably, I don't know, ten to 20 a day. We run the Visitors Center, the train at Exit 51. We run the Visitors Center at Mac Arthur Airport. We supply brochures to the Chalet in Nassau County, and we supply brochures as an information area at Tanger.

So you have an investment in the Convention and Visitors Bureau. And I guess all I can tell you when once in a while -- and you see, what happens is that the stuff doesn't come up until something comes on your table. I try my best with the bureau, because I e-mail you lots of stuff, you get our e-new letters, I send you information, I mail you all the stuff that we do. And I know you don't have enough time to read it, I know it. So what happens is something like a room tax like that 3% comes up, and it starts to go so fast that it goes faster than really looking at really what it is. And I guess my message today is that when you are dealing with something that has to do with the CVB, it really is a vital importance to you to make sure that what you are doing really is in the best interest of Suffolk County. And it's just not a convenient way to do something or not to do something, because in essence, it really does a great job.

And I will tell you, because I see Jay sitting here, there's varying opinions on what the CVB does, and I know that. That's not going to go away, okay? I'm always going to have different

markets or different locations who think we're not doing enough for them. But usually the people who are telling me I'm not doing enough, are the people who to date have not come to the table to participate. I guess I've been doing this for about six years, and I'm glad to see Angie sitting up there, because she knows that, for example, for the last -- for the last nine months, she and I having working very closely with Fire Island to help them, to help their market. We're over there teaching them, putting together a group. We put together a group. We had conversations with them on how to market, what to do. And we're funding all the this work to try to get them to a higher level. Now, they are by no means a big producer of room tax. In fact, they're quite small. They don't produce a lot of room tax over there. But Fire Island is part of our destination. It's one of the reasons to come out here. In fact, the same thing holds true when you look at the amount of monies that come in from Southampton.

It's hard to take care of everybody. But we do get everybody's fair share in there if they take the time to come and look at what we do and if they participate. So if they participate in what we do, we're highly flexible. And I guess what I want to say to you as I try to finish up here is that if you have a question, if you have a concern, if there's something in your area that needs help, we're only a phone call away. And I know this, and there's no one here that can tell you me this is untrue. In the last six years, if you've picked up the phone and asked me to come talk to you about anything that has to do with the bureau, good, bad or indifferent, we've done it within days. Okay. And then we stayed with it, whatever it is that you've asked us to do. So it shouldn't be that all of a sudden it comes up and then all of a sudden we want to kill the bureau, because you know what? The phone is there that gives us the opportunity to have the dialog way before this ever comes up, to make sure we know what's going on. So let me just turn is over to Bob and let him say a couple of words. Don't forget that \$26 million number, then I'll be glad to answer any questions. Is that okay?

CHAIRPERSON NOWICK:

I just wanted to go back to that \$26 million number. When you say that's the business, when you say it's business brought in, can you define that a little better? Business brought in, does that go into your bank? Tell me exactly what that means. Just tear that apart a little bit, and let us know.

MR. SIGHINOLFI:

Hi. I'm Bob Sighinolfi, General Manager of the Hilton Long Island. When you look at the Long Island Visitors and Convention Bureau and Sports Commission, they bring in \$26 million worth

of business to the Long Island, over a three -- over a three to five year period. What that means is to give an example, this weekend we went up to outside of Albany and presented to the Ancient Order of Hibernians, our hotel was their host hotel for 2005. They are coming in for five days, and they're going to have a convention for 175 rooms for five nights with breakfast and dinner. That piece of business alone is probably worth \$80,000. Well, there's 26,000 -- 26 million pieces of business like that. There's the tour operators coming in from Maryland, Philadelphia stopping at the hotels on the Island, spending money on the Island. So what Michael means is it's \$26 million worth of business brought in that probably wouldn't have been here or might have been or part of it been here had the Visitor and Convention Bureau's efforts to find a piece of business and go after. We go after it with them.

I've been on the Island for 13 years. I've been involved with the Visitors and Convention Bureau for probably seven to nine of the years. I've worked in six states. I've worked in the Convention and Visitors Bureau in Hartford, I've worked with them in Providence, I've worked with them in Chicago. I've been involved with the Visitors and Convention Bureau because I've learned that it's important for my sales people to use Michael as an arm to get me in the door. They get the leads, we take the leads and we run with them. He's not selling my hotel, I'm selling my hotel.

CHAIRPERSON NOWICK:

So then the 26 million represents the amount of business going into the hotel industry. However --

MR. SIGHINOLFI:

Not just the hotel industry.

CHAIRPERSON NOWICK:

I'm sorry, I was just going to say that does not represent if these tourists go out to dinner.

MR. SIGHINOLFI:

Right. That's above and beyond that.

CHAIRPERSON NOWICK:

Thank you.

MR. SIGHINOLFI:

So what happens is -- and what's the figure? I think they say for every dollar spent in a room, a dollar and a half is spent outside of the room.

MR. HOLLANDER:

One dollar and 93 as of yesterday.

MR. SIGHINOLFI:

So you have to take the 26 million and multiple it by 1.9. So you can see how much \$26 million really does bring into the Island. When you look at the Visitors and Convention Bureau, it's made up of groups that work on specific markets. One of the things that I've done when I got to the Hilton was I made sure that one sales person is involved with every group. And the reason being is if we don't know about it and we don't handle it, there's no way I can go out and get the business. To give an example, I have a representative who goes to tour and travel meetings, meetings and conventions. I have another sale person that goes to tour and travel. We're looking to bring all the business we can in to the Island. The more business we bring into the Island, the more tax dollars we get, the more we can spend on tourism and advertising.

You have to realize, my hotel is one the largest hotels on the Island. We generate between 70 and \$90,000 of that million dollar budget Michael gets from Suffolk County because of the tourism tax. When we do ten and a half million to \$12 million in room business, he gets Suffolk County, point 75 tax, 66% of that goes to Michael's Visitors and Convention Bureau. We wanted that. In 1992, I was one of the people involved that went to -- came to here and said, we need money. The budget at that time between the two counties was probably \$400,000. We weren't getting the bang for our buck. When competing against Convention and Visitors Bureaus in Hartford, in Connecticut, in Providence, Rhode Island who have budget, who are getting supplied the same way, we understood that we need to do the same thing. The change from the Convention and Visitors Bureau from '92, '93 to what it is 95, '96 is astronomical. And I just want to tell you that without the Convention and Visitors Bureau, we wouldn't be doing the business we're doing on the Island. Any questions you have for me, and I know some of you do call and ask me questions, please feel free.

CHAIRPERSON NOWICK:

I think Legislator Schneiderman has a question.

LEG. SCHNEIDERMAN:

My question is for Michael

MR. SIGHINOLFI:

I'm done.

LEG. SCHNEIDERMAN:

Every hotel in Suffolk County obviously collects money for this hotel tax. Not every hotel is involved in conventions, in fact, most hotels don't have the facilities for conventions, very few hotels have the kinds of those facilities. What I'd like to know is, particularly on the East End where my district, what are you doing for the general hotel business in terms of promoting off-season business, particularly May, June, September, October, non convention business, just general tourism in the area?

MR. HOLLANDER:

So we have a marketing plan, and we have an appointment coming up on May 19th anyway, and I'm going to give you a copy of the marketing plan. But if anybody wants a copy, we have a complete book. It's about that thick with every year of the marketing plan and how we spend every dollar. But to answer your question out there, you have a fairly large district, and you have lots, believe it or not, of diverse interests in there. You have towns that don't want me to bring in motor coach, you have towns that don't want us to bring in tourism. And then the hardest part is that I have to sometimes go through those towns to help Montauk.

One of the things that we do in terms of that market is we produced a commercial, and I'm going to bring it out when I see you, but I'll be glad to leave it and let you guys look at it. This is a commercial on Long Island. And it's a leisure commercial. And I think that if you say to yourself where is the leisure market on -- I think if anyone asked them self where the leisure market on Long Island is, it's most likely to be on the East End for most of it. So when you are talking leisure market, you have to say to yourself that 75% -- 70% of the leisure market is on the East End, 15% is in Western Suffolk and 15% in Nassau in terms of the leisure market for Long Island.

So this commercial didn't run this year, because we didn't have the funding, but has run about 30 or 40 spots a week starting in the month of April for a total of \$100,000. So \$100,000 was

spent on ABC, CBS, and NBC to run this commercial that is totally leisure orientated, that ends with the picture of the Montauk Lighthouse, and it says, don't forget to keep the light on. Then all of a sudden, the light in the lighthouse comes on. That's one of the things that we do, that's \$100,000 in the leisure market only on this commercial.

LEG. SCHNEIDERMAN:

Michael, when something sees this commercial promoting the East End in general, the leisure market, they are giving a phone number to call?

MR. HOLLANDER:

Phone number and a website.

LEG. SCHNEIDERMAN:

And that's for the Long Island Convention and Visitors Bureau.

MR. HOLLANDER:

It's 877-FUNONLI.

LEG. SCHNEIDERMAN:

And when they call you how -- how are they directed?

MR. HOLLANDER:

Okay. What happens is that when they call us, they go straight into a voice mailbox where they leave their name and address, and we put a travel -- a travel guide is then sent to them, if they call for that commercial. So they get a travel guide. So they get a travel guide, which I put in front of you, which gives them information on Long Island.

LEG. SCHNEIDERMAN:

Does every hotel that collects hotel tax, are they all listed?

MR. HOLLANDER:

I'd have to look, but I believe the answer is yes.

LEG. SCHNEIDERMAN:

You mentioned something earlier that I wasn't aware of, that you -- of your two point three or

so million dollar budget you said about a million seven or so came from hotel tax and another \$600,000 from membership, and it made me curious as to whether the members or your organization somehow got special treatment, got advertised more, even though the bulk of the money that's going into the advertising is coming from the hotel business in general.

MR. HOLLANDER:

We dealt with that problem a long time ago. We're inclusive to everybody. So everybody who wants to provide us with the information is included. If you are a member, when you into the internet, for example, and go to the listing for the ABC Hotel, if you're a member, you can click on that and go to another page that gives more information about your facility, and you're allowed to have a link there that would go to your place. So if you are a member, you get the extra page, which costs extra money. But if you are -- if you are anything on Long Island that has to do with tourism, you can be listed.

LEG. SCHNEIDERMAN:

Well, since you have this large pot of money that you are doling out for advertising and directing people who call in certain directions, it's something that like I'd like to see a break out of if you can give that to me as to which hotels are on that list, which are not.

MR. HOLLANDER:

Which hotel on what list?

LEG. SCHNEIDERMAN:

On the list that have, you know, links to your website. Are some hotels being left out? Everybody's collecting the tax. I'm just concerned that it's not -- the distribution may not be equitable, that those that somehow are aware of that link or that ability to be listed are those who are members are getting a bigger share of the money that's being collected by everyone.

MR. HOLLANDER:

We sent -- first of all, I go visit all the chambers practically. I send out letters to them. We tell them what they can do, but they have to do it, they have to participate. There's no way that we can keep up with everybody if they don't want to help out. But anybody who has ever come to me and said can we -- yep, you can be listed, we can put your name up there, that's not a problem. We tell them. But they have to do it, because it's -- the other thing that we are that will help with that answer so you can see how inclusive this is, is we not only have to input all

the information that we have, but we have to input a second time because we're responsible for what they call the intranet. The intranet is the New York State Economic Development I Love New York Website. And New York State lists every hotel that wants to be listed. And we have to input all the information. So we get a list from New York State of all the hotels, it has nothing to do with room tax, we send out forms to, them have to in turn send it back to us so that we can input the information, because if we input the information in the intranet, then when you are on the Thruway and you go to kiosk for information, all of our stuff will come up. So, yes, they are included if they want to be. But, you know, if you want to do a little press thing or a meeting with hotels -- I've been out to the Montauk Chamber.

LEG. SCHNEIDERMAN:

I think we'll save this for your meeting later this month. I have some ideas as to how to reach out a little better.

MR. HOLLANDER:

I've even been out there -- because I brought up to them before out there, I tell them that, you know what, I'm not sure promoting the South Fork and the North Fork as separate entities is the best way to go. And I've discussed with them for the past year, maybe we should be doing it as the East End as an inclusive thing. And I've had meetings with the Supervisors for all three towns out there. I'm trying to talk to them, which is what I'm going to talk about on the 19th, about we've been trying to move towards the idea of promoting the East End as a total product. And we haven't figured out exactly how to do, but I'd be glad to get your help to find out a way. Believe me, if those people out there were to say they think there's something different we should do, there's no way that Marilyn Behan, Marina Van and Tom {Neily} don't know that we wouldn't do it.

LEG. SCHNEIDERMAN:

I think there's just a general concern, it might not be founded, that the money collected isn't fairly distributed somehow, that the focus is further west, which may not be true. The Hamptons certainly is -- you know, has a great deal of -- get a great deal of attention internationally and it certainly stands alone as a region. And I think that my constituents, those particularly in the tourism industry, believe that that area as a unique region needs to be promoted for its assets. It's very hard to have big events and conventions out there, as you know, and the towns may not support that. But we do have the most beautiful beaches in the world, and we have environmental tourism, great hiking, a lot of trails, thanks to the work the

County has done and the towns. So I think there are ways to promote the region.

MR. HOLLANDER:

And I agree with you. And, you know, the area of the South Fork in total. We probably -- they probably generate, for us, about 300,000 in room tax. So of the \$300,000, let's look at 100,000 as on this thing that they all buy into. And we spent about 177,000 on top of that. That would be a total of 277,000 just for those two things, in motor coach. Now, I can name for you four hotels in your area who live and survive on motor coach. One of the things that happens out there is they are diverse in what they want. This guy doesn't want motor coach, he wants advertising. This guy wants motor coach, doesn't need as much advertising. I can tell you it's a hell of a beans to try to balance it out. And then there's always somebody who wants us to in a third direction. So not including anything other just than the direct Suffolk Leisure commercial and motor coach, which you probably again get 75% of including the wines, you know, the wineries and everything, you are getting back at least \$277,000 that I know of in direct stuff. If that group said to me, you know what, let's do it this way, it's okay with me, as long as the marketing is there, as long as there's a call to action, as long as the things being done are right, then it's not a problem.

LEG. SCHNEIDERMAN:

My sense is things have improved. That's what I'm hearing from the various Chambers of Commerce.

CHAIRPERSON NOWICK:

We're going to have a meeting May 16th. Okay. Anybody else have any questions?

LEG. VILORIA-FISHER:

Brief questions, Michael. I wasn't certain what you meant when you -- when you broke out Suffolk Leisure Program. What do you mean by breaking that out? Just a quick answer.

MR. HOLLANDER:

It's not that easy, but way back when we started this thing, Mea was over in the County Attorney's Office, and we had to try to figure -- see the bureau always got money from both places, and nobody worried what was right or wrong. We just sort of lived together and everything was honkey-dory.

LEG. VILORIA-FISHER:

I don't believe anything was ever honkey-dory.

MR. HOLLANDER:

We tried to make it honkey-dory. And it started out where we started to say that because you have like 72% -- in fact, we argued on 72 or 71, what percentage of what you should pay for got to be a pain in the neck. So what we did was say, look, we'll make this simple, whoever gives us the lower amount, which is Nassau, 700, we'll match your 700 and use it together on joint things. And we'll take the difference --

LEG. VILORIA-FISHER:

I understood the money part, I just wanted to know what the Suffolk Leisure Program is. I understood the money part. That's that advertising?

MR. HOLLANDER:

It only promotes things that are in Suffolk County, in general.

LEG. VILORIA-FISHER:

Okay. That's the short answer. That's all I wanted to know, whether it was an actual program of development or whether it was also advertising.

MR. HOLLANDER:

We just created it as a way of saying what it is.

LEG. VILORIA-FISHER:

Okay. Second question. There's a sense resolution that's on our agenda today, and it has to do with bringing back more state money for tourism. Could you comment on that, Michael, because it looks, from what I'm seeing here in this sense resolution, that we're sending an awful lot of money up to Albany; \$45 million, in tourism dollars is going to Albany, and we're not getting that money back, that it's going to Upstate regions. And I just have to very quickly mention, I've recently been to two conventions Upstate paid for personally, by the way, not by Suffolk County. One had to do with a state championship that my daughter was involved in that was held in Syracuse, okay. All of the school districts in New York are involved in this, and yet

somehow those championships always seemed to be held either in Syracuse or Cortland. The second one was the Future Business Leaders of America, which my son is involved in, and I went to Rochester for that. And you're absolutely right when you say how much business it generates. You spend a lot of money when you go up to these things. And so we're having those Upstate venues promoted by school district, etcetera, and by New York State, and I was just wondering how -- is this correct and how can we correct the money coming back to New York -- to Long Island, venues that are statewide educational venues being brought to Long Island rather than that far Upstate?

MR. HOLLANDER:

We get a lot. So we get a significant amount, but we have to go work at it. You know, when I talked to you about \$26 million in business that comes through the CVB, you know, probably out of the \$26 million, I'm going to say approximately \$15 million ends up in the hotels, and part of it ends up as lost business. Lost business means they wanted to come here. They wanted to come here, that's good, because it's like having money in the savings account. And they -- maybe they didn't come here because we didn't have the space, maybe they didn't come here because we have the facilities, and they came out because our rates were too high. Long Island has an abnormally high hotel rate. There's no doubt that you can go to Syracuse right now and probably get a \$69 or \$79 rate. I think the best rate maybe we can see on Long Island is 129, okay? What about a sporting event? Maybe 99. We had a hard time -- one of the big events coming into Suffolk and Nassau is Score at the Shore. But you know, a lot of these are driven by the people who run the events.

LEG. VILORIA-FISHER:

The question was about the Sense Resolution, money coming back from the state.

MR. HOLLANDER:

Actually, we started this one, so I can tell you exactly what it's about. And what I talked to you about before, they have a program called, "Matching Funds". So what happens is we collect enough money so we can match funds with the state. Presently, no matter how much business we generate, every county in the state gets like a basic \$100,000 per county. So we're two counties, we get \$200,000. New York City is five counties, they get 500,000. Albany is a county, they get 100,000. Everybody gets that. But we put so much more money into the pot. It's almost like that unfunded mandate stuff. You put all this money in for education, but you don't necessarily get it all back. Well, the same thing is true for this. We put a bill in, an

Assembly Bill 35-56 in the State Legislature. I've been fighting this for -- well, I've been personally fighting this for eight years. I helped introduce the original legislation when I was the head of the New York State Hotel Association. And the bill is in there, and it has a provision that says that things are going to change, that there will be a dedicated fund, and that there will be a supplemental amount of money for the matching funds that will be done per capita. And that's what this is all about.

LEG. VILORIA-FISHER:

Is that a Senate bill?

MR. HOLLANDER:

No, not yet. Because the head of the tourism committee, George Maziarz -- the way things work sometimes up there is that, you know, it's Upstate and Downstate sometimes. So this is another one where there's a provision of the bill that sorts of helps to maybe fix the inequity for the Downstate area against the Upstate, and in the process, it takes a while, although it's been right along, to fix it. So that's what this is about.

LEG. VILORIA-FISHER:

Okay. Thank you, Mike.

CHAIRPERSON NOWICK:

I thank you very much for a very inclusive presentation. Can I ask you a quick question, one line. Motor coach business, what do you mean by that?

MR. HOLLANDER:

Buses.

CHAIRPERSON NOWICK:

I know it's a bus, but you call it a motor coach business. Do you fill up a bus and bring people out there, is that what you mean?

MR. HOLLANDER:

No. What we do is we go out and we --

CHAIRPERSON NOWICK:

It that like the Jitney?

MR. HOLLANDER:

No. We go out and we go reach group tour operators. So a group tour operator, for example, you guys will maybe remember, they're not around anymore, but you'll remember like me, Liberty Travel. They had Liberty buses. So Liberty buses would go to the senior group in Pennsylvania and say, hey, girls, don't you want to take a trip to Long Island and go play in the vineyards and go to the farm stands and we'll play gin rummy at night? They go sell all these people put them on the bus and bring them up. Sometimes it's girls, sometimes it's guys. They do the Boy Scouts.

CHAIRPERSON NOWICK:

I understand.

MR. HOLLANDER:

By the way, I left you, it hasn't come out yet, it will be in next month's Business Journal, you can see Pearl Kamer does an economic report for us, and tourism is now at \$4.3 billion. And if you look at last year's report, it was \$4.2 billion. So it should be that we contributed a good deal.

CHAIRPERSON NOWICK:

Thank you very much. I do appreciate it.

MR. HOLLANDER:

Thank you.

CHAIRPERSON NOWICK:

We're going to go to the agenda. I do have one card, and I will bring Carolyn Fahey up when that resolution is on.

1356-04. To amend Resolution No. 74-2002, Authorizing the use of old toll building at Smith Point Bridge. (O'LEARY)

LEG. O'LEARY:

Madam Chairwoman, as the sponsor of the resolution, I'm going to ask to have it tabled. Certain amendments have to be made, which I've become aware of over the last couple of days.

LEG. VILORIA-FISHER:

Second.

LEG. O'LEARY:

Hopefully it will be addressed at the next committee meeting scheduled. So I have a motion to table.

CHAIRPERSON NOWICK:

Motion to table by Legislator O'Leary, seconded by Legislator Viloría-Fisher. All in favor? All Opposed? **TABLED. (VOTE:6-0-0-1) (Not present; Legis. Cooper)**

LEG. FOLEY:

Madam Chair, could I take Resolution 1204 out of order?

CHAIRPERSON NOWICK:

1204, that's okay with me.

1204-04. Appointing Davis Ochoa to the Suffolk County Community College Board of Trustees. (FOLEY).

CHAIRPERSON NOWICK:

Mr. Ochoa is here.

LEG. FOLEY:

Yes, Madam Chair. Mr. Ochoa is here if the committee has questions. I believe, Madam Chair, everyone has a copy of his very impressive resume and background, which I believe is well suited for the position that the resolution would appoint him to as a trustee at the Suffolk Community College.

CHAIRPERSON NOWICK:

Everybody does have the background. If any of my fellow Legislators has a question, this would be the appropriate time. If not, do I have a motion to approve?

LEG. FOLEY:

Just let the record reflect that Legislator Alden has come on as a cosponsor of the resolution as well. Just through the Chair if I may, Mr. Ochoa, if you could give us a summary of your background and how you see yourself making a real difference on the Board of Trustees at the Community College and your background in higher education as well.

MR. OCHOA:

Madam Chair, good morning. Thank you very much for this opportunity. I know that the last you met was St. Patrick's Day and today it's Cinco de Mayo, The Mexican Independence Holiday, and I don't know how to thank you for that one. As a Mexican-American, it shows a lot of sensitivity to diversity in our community.

My name is David Ochoa, and I'm a -- have been a resident of Long Island for about 12 years. My background is in education and communications and in broadcast. I began my career at a community college. And I'm not at all too embarrassed to say to you that when I got to a community college, I was a typical high school male, who was a very good athlete and had a "C" average. And I could not have been admitted to any four year institution in the country. But the community college was a turning point, in fact, it was the toughest experience in my life, tougher than getting a BA at Whittier College in History, and a lot of tougher than getting a JD Degree at the Law School at UCLA. It was a place where I learned that I could study, that I could be someone, and I haven't stopped since.

My other experience has been in the area of broadcast communications, having served as Executive Producer for NBC in New York City and produce a couple of major motion pictures and a winner of a couple of television Emmys. The most important thing in my life has been education. Education has been the key of my success and the success of my family of all of the Ochoas who are first generation Americans. My father came to this country as a day laborer, undocumented. And about after the eighth try, he understood that you probably should do it right. So on the ninth effort, my dad came legally, and the rest of the Ochoas were born and have been successful in America as have been so many immigrants.

The community college I think is a very important part of providing access to higher education to all citizens. Nationwide and in particular on our Island and in our county, the community college is the economic engine and the economic driver foremost, more than any other single institution in our County. If we don't deliver there, we don't deliver. So the concerns and the passions that I have as a member of the Board of Directors of Doral Bank, the concerns I have as a member of the Long Island Board of Directors as managing partner of NuAlliance, an investment fund, is a work force that is diverse. That is highly, trained, highly motivated and inclusive. It means that adult literacy, ESL, technology are key points to have in our community. If we succeed at the community college level, then we can retain the growth of the 90,000 businesses, most of them which are -- most of them, 85,000, which are very, very small mom and pop in our county. If we do that, then I think we have a win-win situation. I pledge to you to be dedicated to that agenda, and I pledge to you to be responsive to the leadership provided by this committee and the County Legislature.

LEG. FOLEY:

Thank you.

LEG. VILORIA-FISHER:

Madam Chair, a question. It's good to see you today, David. And although your list here of achievements and your resume are so impressive, there are still things that are not there, because you do so much. You are such an important resource to our community. And I would like to just mention something that I recently read, of which you are one of the authors, the Rauch Foundation put a group together looking for the indicators, the major indicators on Long Island, and I noticed that your name was one of the names that was there. How do you see working on that type of roundtable, that type of group, informing your position as a member of the Board of Trustees at the College?

MR. OCHOA:

The Long Island Educators Project is a project that took over two years to analyze what we call "Long Island 2020," what would it g22.

Look like now? I think that experience brought every sector of Long Island and Suffolk County into one big tent, and a series of panels and discussions and white papers, which are available to all of us. The experience that that -- I think helped me is the importance of bringing the public and private sector together to build bridges, to find solutions. A lot of times, I think we look at Albany and Washington DC as that's where the answer is. Well, I think we need to roll

up our sleeves and say, perhaps, we have the ingenuity, the capacity and the character to find solutions within our midst.

So if we can get public school superintendents and the head of Aero Electronics and Symbol Technologies and a couple of college presidents, to work on something, I think you can create synergies, not only in terms of solutions and strategies, but also funding. So it's been a very good experience, it's an ongoing process, and it's been one that been a high mix of corporate, of public and private entrepreneurs and leaders to try to define what Long Island would look like in 2020. It's a very ambitious project. Critical to that obviously, is education and the Community College.

LEG. VILORIA-FISHER:

David, I was speaking with you earlier about the National League of Cities Conference, and that was one of the key points, to have that collaborative effort between government, education and the private sector. I also wanted to mention transitional jobs, Welfare to Work. How do you see the college's role in that Welfare to Work, transitional jobs, work force development?

MR. OCHOA:

I failed to point out, I just forget about it until you called me to be here, I began my career at a community college. That's where I found out I can be someone. It was a proving ground for me as it has been for so many Americans. I also served as Vice President of Academic Affairs of the community college. The Welfare to Work, the whole transition issue is a critical piece of a community college. Why have standards if they're not being -- if you're not trained or to achieve them. The instruments for assessment are critical. The language, if taught and understood, is critical. If you are going to have an 18 to 20% immigrant population in our area as we do, what good does it do to have that population if we don't build a bridge to learning English, to learn it well, to be able to manipulate in the work culture of competency in terms of technology? So it's a very critical mandate, it's a very critical part of the community college mission, and it's one that really depends on us more than Washington DC or Albany. That's an area where I think we can be a critical factor with other non governmental organizations and non profits.

LEG. VILORIA-FISHER:

Thank you very much, Dr. Ochoa. The Welfare to Work Commission that has been working for

over a year, that's been one of the spinoff subcommittees that we've created, the Transitional Jobs Subcommittee. And I'm sure they'll be reaching out to you when you are a member of the Community College Board, you know, as well as other members, because it's critical. Thank you very much. It's great to see you sitting there, and I look forward to working with you as a member.

MR. OCHOA:

Thank you.

CHAIRPERSON NOWICK:

Are there any other questions? Legislator Carpenter.

LEG. CARPENTER:

Nice to see you, David. Certainly reviewing this backup to the resolution, your resume, your list of awards, publications, involvements is truly impressive. I'm looking here now at your present involvements. You Chair the Board of Trustees of the church -- Congregational church in Patchogue, you are presently on the Board of Directors of Doral Bank in Manhattan, you are presently on the Board of Directors of the Urban League, you are presently on the Board of Directors of the Parish Resource Center in Rocky Point.

MR. OCHOA:

I'm proud to say that I've completed my term duty as the Chair of Board of the Congregational Church of Patchogue, I've paid my dues. And I no longer serve on the Parish Resource Center Board.

LEG. CARPENTER:

So I guess you need to update this. Advisory Board Member of Adelante, you are a member of the Council for the Advancement of Supportive Education, CASE, a member of the AFP, Association of Fund Raising Professionals. My concern is are you in a position, also given your business involvement, to give the time that's necessary to serve as board member of the Community College, to be at the board meetings, to be at the board retreats, to be at the committee meetings? You know, do you feel that you can make that time commitment?

MR. OCHOA:

I believe that's a very serious question. It's one that's been the most critical factor for me in

assessing your invitation to be a nominee. It's clear to me that I'm going to have to resign from a variety of volunteer activities to be a responsible member of this board, and I pledge to you that I will be a responsible member -- I will be a responsible appointee from this body and from the County Legislature to fulfill those expectations that you have and that you should have in all of our nominees and appointments. So the only way that can be achieved, I think, is to do a balancing act, and I'm going to have to resign, Angie, from a number of responsibilities in the volunteer area, for a variety of reasons, not just time, but the issue of conflicts and apparent conflicts. I'd like to be clear of that.

LEG. CARPENTER:

Well, that was going to be my next question.

MR. OCHOA:

To be free of conflicts as much as possible. It's just something I think is important, and I look at it as an opportunity for public service. And it's my intention to fulfill the expectations that you would expect of anyone appointed to the Board of Trustees of the Community College.

LEG. CARPENTER:

Well, you know, I for one take it very, very seriously. I think the college is one of the most incredible assets that we have, you know, in this County and not an area that we should tinker with and let get mired in politics in any way, that it is something that the candidates need to be qualified and really make that commitment. And my other concern is your business involvements, particularly with the resource group that you are principal of in the fact that they do fundraising and enable institutions to do fundraising as Brookhaven Hospital and Pronto, as we know first hand. The Community College has a foundation, and as a member of the board, you know, I know board members are very supportive of all of the efforts -- you know, do you see the potential for conflict there?

MR. OCHOA:

I do not. In fact, it was interesting, when I saw Michael Hollander, when I first arrived this morning, he said, boy, I hope you're successful, David, because we can use your expertise as a trustee to work with the foundation in fundraising. I don't think there will be a conflict. I expect to inform you regardless of the outcome of this experience to remove myself as a principal of the resource group, not just because of this opportunity, but because of my own business ambitions that I have in other arenas. But even I were not to no longer be a --

continue to be a member of the resource group as a principal, I would not see that as a conflict and would work very hard to avoid even the appearance of a conflict. In fact, I think it would probably be helpful that I do have strong relationships with the Long Island corporate community to achieve the goals of development for the foundation. But more importantly, I'm a lot more concerned in the work force and economic development than I would be in fundraising. Fundraising is just one the avenues of collaborative relationships that are essential for success of the community college mission.

LEG. CARPENTER:

I see that the appointment is to fill the unexpired term of Kevin Law who 4resigned to take a position with the administration, so that -- and I just want to confirm this with Counsel, if you are to be confirmed, it would be through June of 2004. So it would be a short term appointment, so that you would have to go through this process again in another two months to be reappointed as a trustee. You know, when do you plan on resigning from these other activities?

MR. OCHOA:

Almost concurrently with the successful completion of the nomination an process.

LEG. CARPENTER:

Okay. Thank you.

CHAIRPERSON NOWICK:

Legislator O'Leary has a question.

LEG. O'LEARY:

Good morning, Dr. Ochoa. I must compliment you on your background. It's certainly exemplary and very impressive. I do, however, have one concern, the managing partner that you are with NuAlliance, that's your current position, is it not?

MR. OCHOA:

Yes. I'm the largest shareholder of an investment firm, investment fund, to the level of 98%. So the NuAlliance Company is my main private sector enterprise.

LEG. O'LEARY:

All right. That particular firm has not entered or anticipated entering into any agreements, business agreements or contract, with the County?

MR. OCHOA:

That's correct.

LEG. O'LEARY:

As a member of the Board of Trustees with the College, certainly that would not be the case in the future where you would use your influence as the managing partner of that firm to do so?

MR. OCHOA:

Your assumptions of making sure of the highest level of propriety and perception would be respected.

LEG. O'LEARY:

Okay. I congratulate you on your impressive resume, it's really quite thorough, and you seem to be a very well qualified eminent individual to fill this position.

MR. OCHOA:

I had great parents.

LEG. O'LEARY:

You also indicated you were a former athlete.

MR. OCHOA:

Yes, sir?

LEG. O'LEARY:

What sport?

MR. OCHOA:

In high school I was a pretty good athlete in track and in football.

LEG. O'LEARY:

Okay.

MR. OCHOA:

Unfortunately, not in studying. So that 2.1 average didn't do me much good until I got to the community college.

LEG. O'LEARY:

Both Legislator Foley and I were hopeful that you are going to say basketball.

MR. OCHOA:

No.

LEG. FOLEY:

Well, thank you, Madam Chair. We've heard quite a round of questions, some were questions that were never asked before of candidates for this position, but they were answered well. I think that it should be reflected in the record that one the prime reasons of sponsoring this particular individual for this position is the fact that he holds himself to highest ethical and professional standards and that he will devote as much time, in fact, more time to this particular endeavor than some -- I would say some sitting board members. And the fact of the matter is both with his time commitment as well as with his talents, especially in the area of economic and work force development, because as we recall, one of the outstanding features of the new President of the Community College, Dr. Shirley Pippins, and having been part of the presidential search committee, I and the members of that committee wanted to have a new president who not only would improve the academic curriculum at the college, but also take advantage, if you will use that word, of the unique qualities of the Community College to work with the private sector and develop -- cultivate and develop the work force economic development curriculum as well. So it's in that -- in that frame of mind that I had sponsored this particular resolution for Dr. Ochoa. As I said, it has bipartisan support. Legislator Alden is now a cosponsor. So I make a motion to approve the resolution.

LEG. VILORIA-FISHER:

Second.

CHAIRPERSON NOWICK:

Okay. Motion to approve Resolution 1204, second by Legislator Viloría-Fisher. Please, on the

agenda, there is a different name on there, please insert David Ochoa.

LEG. VILORIA-FISHER:

I'd like to be listed as a cosponsor. I thought I had been, but I just want to make sure my name is on there.

CHAIRPERSON NOWICK:

All in favor? Opposed? Motion carried.

LEG. CARPENTER:

Abstain.

CHAIRPERSON NOWICK:

Legislator Carpenter has abstained. **APPROVED. (VOTE:5-0-1-1) (Abstention; Legis. Carpenter) (Not present; Legis. Cooper).**

LEG. VILORIA-FISHER:

Felicitacions.

MR. OCHOA:

Thank you.

LEG. VILORIA-FISHER:

Put some Spanish on the record for Cinco de Mayo. I'll tell you how to spell that later, Donna.

CHAIRPERSON NOWICK:

Congratulations. I guess we'll see you in another two months. Okay. We're going to go on to the agenda.

1360-04. Extending the deadline for expiration of Comprehensive Downtown Revitalization Plan Citizens Advisory Panel. (FOLEY)

LEG. FOLEY:

Motion to approve.

CHAIRPERSON NOWICK:

Motion to approve.

LEG. CARPENTER:

Explanation.

CHAIRPERSON NOWICK:

Second for the purposes of explanation. Explanation.

LEG. FOLEY:

We need an second, Madam Chair.

LEG. O'LEARY:

I second that.

LEG. FOLEY:

Thank you, very much. Ms. Fahey can amplify on the answer that I'm going to give, but that particular committee had ended at the -- had ended -- ceased at the end of last year. There are some housekeeping matters that that particular committee has to attend to. And also just from a basic, let's say, philosophy that this Legislature has been in the forefront of trying to help our downtown communities, to me it just made sense to keep that committee alive so they can meet on a regular basis to discuss programs and issues that affect downtowns. So whether it -- whether they are there to appropriate monies or simply to get together to discuss strategies to help revitalize our downtowns, I thought it was important for those two reasons to bring -- to bring back, if you will, resuscitate that particular advisory panel.

CHAIRPERSON NOWICK:

Legislator Carpenter has a question.

LEG. CARPENTER:

I'll just ask why you didn't take it out until the end of five.

LEG. FOLEY:

Is should be December of -- we can make that amendment on the floor, although then we'd have to table it. I think these have been yearly -- have they been yearly expiration dates? I

think that's the reason. They've been yearly -- I'd be happy to make it '05.

LEG. CARPENTER:

I think it should be.

LEG. FOLEY:

I just wouldn't want to have to table this until June.

CHAIRPERSON NOWICK:

Can we do that without tabling it, just to --

LEG. FOLEY:

Was it a Scribenor's error? Should the four look like a five?

LEG. CARPENTER:

No.

LEG. FOLEY:

Well, why don't we pass it out of committee, and we'll ask -- we'll ask the County Exec's Office if we can do a Certificate of Necessity.

LEG. VILORIA-FISHER:

If we're just looking for another extension, we can introduce another resolution at a later time.

LEG. CARPENTER:

Or we can get a CN.

LEG. FOLEY:

We'll try to get a CN for Tuesday.

CHAIRPERSON NOWICK:

All right. So we'll pass it out of committee. We have a motion by Legislator Foley, we have a second by I think five of us -- by myself. All in favor? Opposed? Motion carried. **APPROVED.**

(VOTE:6-0-0-1) (Not present; Legis. Cooper)

1427-04. Approving the change of project for Downtown Revitalization Round II for the Bayport-Blue Point Chamber of Commerce. (COUNTY EXEC)

LEG. FOLEY:

Motion.

CHAIRPERSON NOWICK:

Motion by Legislator Foley, seconded by Legislator Carpenter. All in favor? Opposed?

Approved. (VOTE:6-0-0-1) (Not present; Legis. Cooper)

1429-04. Accepting and appropriating a 100% reimbursed grant from the US Department of Housing and Urban Development and authorizing the County Executive to execute agreements. (COUNTY EXEC)

CHAIRPERSON NOWICK:

At this time I would make a motion to put this on the Consent Calender.

LEG. CARPENTER:

Second.

CHAIRPERSON NOWICK:

Motion -- who made the motion?

LEG. O'LEARY:

You did.

CHAIRPERSON NOWICK:

Motion by Legislator Nowick, seconded by Legislator Carpenter. All in favor? Opposed?

Approved and placed on the Consent calender. (VOTE:6-0-0-1) (Not present; Legis. Cooper)

LEG. FOLEY:

Madam Chair, if I just could ask Ms. Fahey, through the Chair, to give us a breakdown -- myself a breakdown and also the Brookhaven Legislators a breakdown as to what the Town of Brookhaven will be receiving through this grant.

MS. FAHEY:

Which IR?

LEG. FOLEY:

This is the HUD.

LEG. CARPENTER:

1429.

MS. FAHEY:

This is community development.

LEG. FOLEY:

Okay. It's 1434, that the next one. Thank you.

1434-04. Accepting and appropriating a 100% reimbursed grant from the US Department of Housing and Urban Development for a Home Investment Partnership Program and authorizing the County Executive to execute agreements. (COUNTY EXEC).

CHAIRPERSON NOWICK:

IR 1434, Carolyn Fahey is here to speak on this. This would be a good opportunity.

MS. FAHEY:

1443?

CHAIRPERSON NOWICK:

I'm sorry, let's do 1434.

LEG. FOLEY:

I'll make a motion.

CHAIRPERSON NOWICK:

Motion by Legislator Foley to approve and put on the Consent Calender, seconded by Legislator O'Leary. All in favor? Opposed? **Approved** and placed on the **consent calender. (VOTE:6-0-0-1) (Not present; Legis. Cooper)**

LEG. FOLEY:

I just ask, Madam Chair, that the backup to this could be sent to our offices before next Tuesday for this resolution, which would give us the breakdown of each township and village.

CHAIRPERSON NOWICK:

Okay. Now we have Carolyn Fahey to speak on IR 1443.

1443-04. Authorizing a cooperative agreement between the County of Suffolk and the National Guard Bureau for the construction of a new base entry at Frances S. Gabreski Airport in Westhampton.**(COUNTY EXEC)****MS. FAHEY:**

Good morning. I'm not overly anxious to sit at the table. I heard my name, I was talking to Legislator Schneiderman, and I just assumed it was time for public speaking. So if I distracted you from Mr. Ochoa, I apologize.

IR 1443 is authorizing the County Executive to enter into a military construction cooperative agreement for construction at Gabreski Airport. As you know, the 106 Rescue Wing is a tenant at Gabreski Airport, they lease 89 acres there. And in response to a national directive from the Department of Defense, they need to relocate their base entry off of County Road 31 to a more secure site. And the more secure site that's been chosen is on the inside perimeter of the airport. This agreement will allow the Air National Guard to expend money on property that they don't -- that they don't own. Since they're a tenant, they need to go into an agreement with the County in order to expend the grant monies that they're receiving. So all this really is is authorizing the County Executive to sign that agreement. The details will be worked out with the engineers in the Department of Public Works as to making sure that whatever is done is in agreement and in alignment with our development for the industrial park and the rest of the

airport.

LEG. CARPENTER:

I have a question.

CHAIRPERSON NOWICK:

We have a few questions here. Does this mean that the National Guard is going to pay the entire freight on this?

MS. FAHEY:

They're going to pay their cost of the new entry, of their new entry. There is a roadway that they're going to be paying part of the cost for upgrading, and that's a road that's part of our industrial park.

CHAIRPERSON NOWICK:

So this is just giving them permission to pay for this?

MS. FAHEY:

Yes.

CHAIRPERSON NOWICK:

Okay. Does this have anything to do -- if this one is passed -- I see there is a memorializing resolution requesting the United States Department of Defense not to recommend closing the Air National Guard, does one have anything to do with the other, is that the same?

MS. FAHEY:

It's the same Guard base, but they're not really connected. This is a project that they need to do at the directive of the Department of Defense. The Sense Resolution is asking the Department of Defense not to consider Gabreski as part of their process in the closing and realignment of the bases. That process is going to take place next year in '05. There will be a list of bases recommended by the United States Armed Services Committee for closure or realignment. This Sense Resolution just asks that they don't consider Suffolk County.

CHAIRPERSON NOWICK:

We have questions by Legislator Schneiderman.

LEG. SCHNEIDERMAN:

First thing I'd like to do is to acknowledge the presence of Major {Figurowa} who is here, if you would just stand up, from the US Air Force and to really thank the Air Force for being really an excellent tenant at this airport. It's something that's beneficial to the County. We've had an excellent relationship with the US Air Force as well as the community of Westhampton. It's quite an economic engine as well having the base there. And I'm certainly supporting both of these resolutions. That's all I wanted to say.

CHAIRPERSON NOWICK:

Was there another question?

LEG. VILORIA-FISHER:

I'd like to make a motion to approve.

CHAIRPERSON NOWICK:

Motion to approve by Legislator Vilorina-Fisher.

LEG. VILORIA-FISHER:

I'm sorry, did you want to make the motion to approve?

LEG. SCHNEIDERMAN:

Carolyn, can I ask you one question. On the AJUA, where are we on that process?

MS. FAHEY:

The AJUA is a document that the National Guard Bureau and Suffolk County signed that helps layout the cooperative effort on areas of the airport that are used jointly. It's an Airport Joint Use Agreement. So what it does is it lays out the responsibilities of the County and the responsibilities of the Nation Guard Bureau. In years past, the AJUA has generated about \$30,000 a year to Suffolk County. That document expired about three years ago, and because of some insurance issues and some other technical issues, it hasn't been reestablished. And we're in the process of reestablishing it. We just had correspondence with Washington again, you know, our requirements and clarifying some of the issues that they had put into the

document. So the AJUA expired about three years ago, and it's hopefully near completion within the next two or three months.

LEG. SCHNEIDERMAN:

I'd like to see that get resolved. Just to point out to Legislators that may not be aware that the Air National Guard actually gives us quite a bit in terms of the operation of this airport. They run -- it's their personnel that are up in the tower, they're running all the communications for the airport, as well as doing other functions at the airport to ensure the orderly operation of the airport. So we get a tremendous benefit from having the Air National guard there. I would like to make the motion.

CHAIRPERSON NOWICK:

We have a motion and a second. Motion by Legislator Schneiderman, seconded by Legislator Viloría-Fisher. We have another question.

LEG. FOLEY:

Just on the motion. If and when this is approved and we approve the Sense resolution, because they could be interrelated, Sense Resolution 34, that this resolution also be appended to Sense Resolution 34, when it's sent down to Washington, because it should show -- we would hope it would show the department that if on the one hand they wish to make a new entrance and expend federal dollars to improve the security of that particular installation, then it would make eminent sense then to continue with that -- with that site for the years ahead. So I would hope that both -- both of these resolution would be sent to the Department of Defense once we approve both on Tuesday.

CHAIRPERSON NOWICK:

I think that's fine. Ilona, the Clerk has that on the record. So if we approve both of the these on Tuesday, we'll attach 1443 to Sense Resolution 34. Okay. All in favor? Opposed? 1443 has been **approved. (VOTE:6-0-0-1) (Not present; Legis. Cooper).**

Tabled resolutions

1187-04. Directing the County Comptroller to conduct an audit of the Suffolk County Industrial Development Agency. (NOWICK)

CHAIRPERSON NOWICK:

I'm going to make a motion to table, seconded by Legislator O'Leary. Just to put this on the record, I have been in touch and met with Bruce Ferguson, George Gatta and a representative of the Comptroller's Office, and together we are working out a device in which the Suffolk County Comptroller will be doing an audit. And the IDA is going to do their own resolution. I have a motion to table by myself, seconded by Legislator O'Leary. All in favor? All Opposed?

Tabled (VOTE:6-0-0-1) (Not present; Legis. Cooper)

Sense Resolutions

Sense 28-04. Memorializing resolution requesting State of New York to provide equitable distribution of tourism promotional funds. (COOPER)

LEG. CARPENTER:

Motion.

LEG. FOLEY:

Second.

CHAIRPERSON NOWICK:

Motion by Legislator Carpenter, seconded by Legislator Foley.

LEG. CARPENTER:

Cosponsor.

LEG. FOLEY:

Cosponsor.

CHAIRPERSON NOWICK:

Put us all down as a cosponsor. All those in favor? Opposed? Motion carried. **APPROVED (VOTE:6-0-0-1) (Not present; Legis. Cooper)**

SENSE 34-04. Memorializing resolution requesting the United States Department of Defense not to recommend closing the Air National Guard 106th Rescue Wing at Francis S. Gabreski Airport. (SCHNEIDERMAN)

CHAIRPERSON NOWICK:

Motion by Legislator Schneiderman, seconded by Legislator Carpenter. All in favor? Cosponsor for us. Motion **approved. (VOTE:6-0-0-1) (Not present; Legis. Cooper)**

SENSE 22-04. Memorializing resolution requesting the Long Island Power Authority to approve the Kings Park energy Project. (LINDSAY)

CHAIRPERSON NOWICK:

Before I forget too, I just want to put on the record, Legislator Cooper did call and ask for an excused absence for today, just so I don't forget to say that. The sponsor has requested to table. Motion by Legislator O'Leary, seconded by Legislator Foley. All in favor? All Opposed? **Tabled. (VOTE:6-0-0-1) (Not present; Legis. Cooper)**

Thank you. There's nothing else. We're adjourned.

(* THE MEETING WAS ADJOURNED AT 10:53 A.M. *)

{ } DENOTES BEING SPELLED PHONETICALLY