

EE 3/13/2013

ECONOMIC DEVELOPMENT

and

ENERGY COMMITTEE

of the

SUFFOLK COUNTY LEGISLATURE

Minutes

A regular meeting of the Economic Development and 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, March 13, 2013.

MEMBERS PRESENT:

Legislator Wayne Horsley - Chairman
Legislator Lou D'Amaro - Vice-Chair
Legislator Thomas Cilmi
Legislator Kara Hahn
Legislator Lynne Nowick
Legislator Stern

ALSO IN ATTENDANCE:

George Nolan - Counsel to the Legislature
Sarah Simpson - Assistant Counsel to the Legislature
Debbie Harris - Aide to Legislator Stern
Claire Mangelli - Aide to D.P.O. Horsley
Justin Littell - Aide to Legislator D'Amaro
Laura Halloran - Budget Review Office
Greg Moran - Aide to Legislator Nowick
Renee Ortiz - Assistant Deputy Clerk
Carolyn Fahey - Intergovernmental Relations Coordinator
Peter Goldsmith - President, LISTnet
Andrew Hazen - Co-Founder, LaunchPad LI
Rick Brand - Newsday
All other interested parties

MINUTES TAKEN AND TRANSCRIBED BY:

Gabrielle Skolom - Court Stenographer

D.P.O. HORSLEY:

Good afternoon, everyone, and welcome to the March 13 Economic Development and Energy meeting. May we all stand for the Pledge.

(*Salutation*)

May we also stand for a moment of silence for those men and woman who protect our freedoms both home and abroad.

(*Moment of Silence Observed*)

All righty. We're going to move right along, and we have a present today -- presentation today. But since I've only one Introductory Resolution, maybe we might want to take that one first. I do not have any cards. Are there any cards? Good, good? Anybody like to speak, even without a card?

MS. FAHEY:

We have a presentation on the resolution.

D.P.O. HORSLEY:

We're going to do -- right, presentation on the resolution. Is it a long presentation on the -- is it a long presentation?

MS. FAHEY:

Seven, eight minutes. Want us to do it quick?

D.P.O. HORSLEY:

Well, I just -- I know that we've had -- our other presenters were sitting out there waiting. Carolyn, let's do it first. Okay.

MS. FAHEY:

If you want to do it and approve it, and we educate later, that's fine.

LEG. CILMI:

I would rather have the presentation.

D.P.O. HORSLEY:

We want to hear it. Actually, I am very interested in the Foreign Trade Zone. I don't know enough about it, and it is something that I've been intrigued about for a long time, and hearing that it is Suffolk County's just surprised me to no end.

Carolyn, why don't you give your presentation on the Foreign Trade Zone? And thank you for our presenters -- also presenters -- for just giving us a few minutes prior to.

MS. FAHEY:

That didn't come out the way I meant it, so I apologize. Very quickly, I wanted to just give the Legislature, particularly those Legislators who haven't had to deal with any resolutions pertaining to the Foreign Trade Zone, a quick primer on what the Foreign Trade Zone is, what our structure is, and what the resolution before you changes. So Foreign Trade Zone is a designated location where a company can delay or reduce duty payments on foreign merchandise. For all intense and purposes, it's international territory when it comes to customs and excise taxes. The benefits of duty exemption, due to deferral and inverted tariff, logistics benefits and other benefits including cash flow. Any merchandise that is not prohibited from entering into the U.S. can be admitted into a Foreign Trade Zone and any applicable import license permits or other government agencies that

are required by other government agencies are still in effect.

Merchandise can be assembled, exhibited, cleaned, manipulated, manufactured, mixed, processed, labeled, repackaged and so on. And production activity, what we could consider manufacturing activity, is that that results in a change of a tariff classification, and that must be specifically authorized by the FTZ Board, and retail trade is not prohibited. So basically what this is, it's a set designated area, whether it's a geographic designation or a company site-specific designation where they can import materials, manipulate them somehow into some other product, and we export them without customs and excise taxes. The property is considered international territory for the purpose of those two taxes. It increases manufacturing on the domestic side, on U.S. side, and helps us to compete with manufacturers abroad.

Suffolk County has a Foreign Trade Zone. In 1978, the County submitted an application to the U.S. Foreign Trade Zone's Board for Gabreski Airport, but due to community concerns in the Town of Southampton, the application was withdrawn. Then, in 1980, the County applied for and received the grantee authority for the 52-acre parcel, which you are probably aware of as the Foreign Trade Zone adjacent to McArthur Airport. While the County contracts with the Town of Islip to administer and operate that zone, it is the County's Foreign Trade Zone. We are technically the grantee, and we cannot delegate that authority to the towns, so the County is still spill responsible for the overall operation of that zone.

In 2003, 2004, the county applied for and received a special-purpose subzone designation for a company located in the Hauppauge Industrial Park. What a subzone designation does is it allows you to bring the Foreign Trade Zone benefits directly to a company site. They don't have to move to that geographic area, adjacent to McArthur Airport, in order to access the benefits.

What we have now is the traditional site framework; that's the general purpose zone which is a specific geographic area where the companies must locate to in order to access the benefits. That's our 52 acres adjacent to Islip/McArthur Airport. The other subzone designation, we're a company, their site-specific area, their tax map numbers are designated foreign trade zones, sub zones.

The current structure is kind of limited. In order to get a foreign trade subzone designation, the process is three to four years. The County has been unable to attract other companies to participate in this program because the timeline just takes too long on the Federal side more than anything. They need to do their internal due diligence. They need to calculate whether or not the duties and the benefits that they're going to receive will not weigh the basic infrastructure that they need to put in place with regards to inventory control and computerization. But that is pretty quick. It's the Federal side that has taken anywhere from a year and a half to three years. The subzone that we did in 2004, we got the designation in 2004. I believe we applied at the end of 2001, 2002, so that took two-and-a-half years to get.

The resolution before you -- this is our current zone; I'm sorry. This is our current service -- what the Foreign Trade Zone's Board refers to as your "service territory." We are Foreign Trade Zone number 52. Our service territory goes from the west end on our Nassau County border all the way out to -- it's hard to see, but it's the green line just to the right of the word "Riverhead," and it goes down Riverhead, Roanoke Avenue to 104, all the way down to Jessup Lane down in Southampton -- West Hampton Beach. It also includes the Hampton Business and Technology Park at Gabreski Airport. The service territory is designated by Customs and Border Patrol based upon the distance and the mileage -- and the travel time from our custom port, which is New York/Newark. So Customs does their calculation, and then they tell us how far out our service territory can go. Initially, it was just to the west of the Industrial park at Gabreski, and in discussions, we were able to carve that piece of property into our service territory.

So this is our traditional framework. We have our general purpose site, which companies must locate into in order to access the benefits, the subzone designation, which right now is timely and

also is a \$4,000 fee to U.S. Foreign Trade Zone's Board. There's another deterrent for our local companies.

That's our service territory. This is the alternative site framework. About two or three years ago, U.S. Foreign Trade Zone's Board realized that having those set geographic areas weren't working, wasn't working. Companies are not going to up and move 15, 20 miles down the block in order to access the benefits that are available from this zone. The benefits aren't huge and great, but they are just not going to outweigh the cost of moving and so on. So they've taken the subzone theory and applied it in a different format. Each Foreign Trade Zone has the opportunity to restructure from that traditional format to the alternative site framework, and the restructuring keeps your general purpose zones intact, if you want, and renames them magnet zones, because we can't have them called the same thing, so they renamed them a magnet zone, and then they take our old subzone designation and call it a "usage-driven site." In order to restructure the program, they used a different terminology, but what it brings with it is a much quicker and simpler application process. Washington is promising 8 to 10 months on their review on an application for manufacturing as opposed to the two and a half years prior. There will be no fees associated with the usage-driven site applications and a much quicker process.

So why the alternative site framework? And I apologize if I'm going quickly. Please stop me if you have any questions. The model of trying to draw companies to already designated FTZ sites has a poor overall record of success, and the alternative site framework is to address limited flexibility for boundary modifications, poor predictability on how quickly it can be done, and there would be a need to swap land if you were doing different boundary modifications. It's something the County hasn't entered into yet.

So what the County is asking for in Resolution 1166 is the authorization to submit its application to just basically restructure our zone from the traditional framework over to the alternative site framework, then again giving local companies a quicker access to the federal program, no fees associated, and predictability of how quick and how soon they can take advantage of the program.

With me today, I have two companies who have been interested in this program, so they're here to help me answer any questions you might have. But before I bring them up, I know this was quick. Your agenda said that there were three presentations. I kind of cut this down really quick for fear that I was the third of the three. Any questions?

D.P.O. HORSLEY:

Yeah, just a -- we just have a quick -- just so I understand this, first of all, you know, as I told you a couple weeks ago, I was surprised to hear it was our zone and not Islip's zone, because that's the way I always thought of it as. They run it. Their board, I assume, are all Islip folks. Is that -- would that be understood? So we have any people on the board? I don't know what our --

MS. FAHEY:

No.

D.P.O. HORSLEY:

So it's basically an Islip-run zone. And there's no problems with Islip in their board in allowing an expansion of these abilities to go outside to these -- these other location.

MS. FAHEY:

We've always had the ability to do outside of that general purpose zone, so it's nothing new, but the Islip Town Board is on board with the alternative site framework application.

D.P.O. HORSLEY:

Okay.

MS. FAHEY:

There should be a letter from the Islip Town Foreign Trade Zone Authority in your packet acknowledging that we are moving forward with this.

D.P.O. HORSLEY:

Excellent. That's great. Okay. Just so I understand this now, if a particular item, say Bobblehead dolls -- Andrew understands that -- is manufactured elsewhere in France, and we -- and if he repackages it in a Suffolk County place, factory, or manufacturing location, then they could access these federal -- these benefits of being in a Foreign Trade Zone. Is that how it works?

MS. FAHEY:

Right. If the property is designated Foreign Trade Zone territory --

D.P.O. HORSLEY:

Well, which would be that would be the area from Nassau line to, looks like, Riverhead.

MS. FAHEY:

It has to be a specific tax map number. The company would have to apply for their existing property. It's not the whole territory. And I apologize; we went sort of quick. But if you go back, under "Usage Driven Sites," it's a company and site-specific designation. So if company XYZ wants to bring in the components to make a Bobblehead doll, they would apply for Foreign Trade Zone designation with the County. We apply on their behalf to the Foreign Trade Zone's Board as the grantee of this Foreign Trade Zone.

D.P.O. HORSLEY:

And we would do that as Suffolk or as a company?

MS. FAHEY:

The County has to apply on the company's behalf.

D.P.O. HORSLEY:

The County has to apply. Okay, okay. I got it.

MS. FAHEY:

So the company would say, "I want to import all of these components, and I want to manufacture this item, and I want to ship it back out. Therefore, I wouldn't have to pay the customs in excise of coming in and the customs and duties going out. They would apply for us for the designation. We would apply on their behalf. They would be designated -- their facility, their specific facility would be designated.

D.P.O. HORSLEY:

Right, site specific. And how long would they have this capability of doing that?

MS. FAHEY:

It would be the until it's withdrawn, so it's an ongoing designation.

D.P.O. HORSLEY:

So once you're licensed, you're licensed?

MS. FAHEY:

Correct, for those particular commodities.

D.P.O. HORSLEY:

Got it. All right. That's interesting. Okay. I think I understand it now. Good job in explaining that. Bobblehead dolls. Legislator D'Amaro.

LEG. D'AMARO:

Thank you. Just a preliminary question. The -- using your example where you assemble something. You don't want to pay the tax coming in because while you're going to ship outside the borders of the U.S. once again, so that's the concept that anything that would get these benefits is not being redistributed within the United States.

MS. FAHEY:

If it enters U.S. consumption territory, the customs and duties are applied at that time.

LEG. D'AMARO:

I see. So that's -- it's really for companies based in the U.S. but are transacting business overseas or outside the United States.

MS. FAHEY:

Yes, mostly, but the other component is if I'm bringing components in and the cumulative value of those duties is, for argument's sake, \$3, and I manipulate those items to a different product whose duty rate would be \$2 if I would have had imported that product in its final form, when that product enters U.S. consumption territory, you're paying \$2, you're paying the lesser, so there's another benefit.

LEG. D'AMARO:

So that's another advantage. You can choose to distribute it in the United States and still have some advantage --

MS. FAHEY:

Correct.

LEG. D'AMARO:

-- lowering the tariff or the duties or whatever is imposed. So the way their system is working right now is you have a geographic limitation where companies, in order to get these benefits, would have to physically locate within the boundaries of the general purpose zone.

MS. FAHEY:

And we also have the ability to bring the designation to a company site specific area, but the timeline is very long.

LEG. D'AMARO:

Which is not the standard way of doing it right now, but you have done that in a few instances -- in one instance.

MS. FAHEY:

One instance.

LEG. D'AMARO:

And so what you're trying to do through this application is to make the magnet zones the norm.

MS. FAHEY:

The magnet zones would be the former set geographic area --

LEG. D'AMARO:

Oh, it would?

MS. FAHEY:

-- of which we have the one. Correct.

LEG. D'AMARO:

Oh. So they changed the name of that.

MS. FAHEY:

Yeah, they -- for some reason, they felt they had to change --

LEG. D'AMARO:

So you're trying to make it standardized that companies located anywhere in Suffolk County can now get these benefits by being designated through this application process.

MS. FAHEY:

In a much quicker manner.

LEG. D'AMARO:

And it would also be a quicker process for approval.

MS. FAHEY:

Right.

LEG. D'AMARO:

Is it the same exact benefit that would be incurred by a company?

MS. FAHEY:

Yes.

LEG. D'AMARO:

Under the old system and the new system?

MS. FAHEY:

Yes.

LEG. D'AMARO:

What was the underlying policy reason why initially it was done with this geographic limitation?

MS. FAHEY:

The Foreign Trade Zone's Board thought that companies would relocate in order to access the benefits, and they just don't. We all know that if a company is going to pack up and move --

LEG. D'AMARO:

Who would want to? Right.

MS. FAHEY:

Right. The benefits aren't that great, and if they are going to pack up and move from a local perspective, they're moving and you don't want them to move. You know, this is a benefit that's available in 260 zones across the country. This isn't that unique, and it's not going to be the lynchpin of keeping a company here or attracting a company because it's available anywhere, and it's available in less costly areas. It just allows the County to be a conduit to the program and to the benefits in a much quicker fashion, allowing our companies to access these benefits.

LEG. D'AMARO:

Who takes the hit when the benefit is given out?

MS. FAHEY:

It would be the U.S. Government and their Customs and Border Patrol and their customs and duties tax.

LEG. D'AMARO:

Do you anticipate by, if -- should this new application be approved, do you anticipate greater use of the Foreign Trade Zone designation?

MS. FAHEY:

Yeah, I do. I mean, we've met -- I've met with companies seven, eight years and started them on the subzone process, and because the timeline is two and a half to three years, they just don't realize the benefit soon enough, and it's been a deterrent. It was also a \$4,000 fee associated with this subzone application that was due to Washington. It just wasn't quick enough. Companies didn't want to go through that internal audit to see something that's going to take two and a half to three years. It just wasn't worth it.

LEG. D'AMARO:

But, nonetheless, this is -- it is a benefit that we should have on our book, and if it facilitates businesses not having to move and a quicker process, I mean, why not? I don't really see a downside to doing this at this point.

MS. FAHEY:

It's just another tool. I mean, like I said, it's not going to be the lynchpin for keeping somebody here. There are other issues that are much greater, but if it helps them along, why not?

LEG. D'AMARO:

Thank you.

MS. FAHEY:

You're welcome.

D.P.O. HORSLEY:

Does it matter if it's a foreign entity itself?

MS. FAHEY:

I'm not sure of that answer.

D.P.O. HORSLEY:

Okay. Legislator Cilmi.

LEG. CILMI:

Yes. Thanks. I think I'll be quick. Legislator D'Amaro asked a couple of my questions and they were answered. Are there any benefits at all that in your -- to the companies that are in these zones that would in any way impact Suffolk County in a negative way? You know, for example, if there was some sort of property tax benefit that might reduce our property tax revenue, something like that? That's not part of this but --

MS. FAHEY:

Not part of the usage driven site. The initial zone adjacent to McArthur Airport, when the County applied, was town-owned property. So those companies that enter that general purpose zone and access the Foreign Trade Zone benefits do not pay property tax in that general purpose zone only because it was town-owned property.

LEG. CILMI:

Which will continue?

MS. FAHEY:

It will continue, and as a matter of fact, the new rules and regulations have every general purpose

zone sunseting in five years if there's no new activation. And companies received designation as an FTZ site, but they can't access the benefits until Customs and Border Patrol come in and activate the site; that's making sure that the inventory control is in place, the software is in place in order to track the inventory. So the new rules and regulations have all general purpose zones sunseting if they don't have an activation in five years.

LEG. CILMI:

So in other words -- go ahead.

MS. FAHEY:

Okay. So but as the grantee, we have the opportunity to request one lifetime waiver to that Sunset Rule, and we have requested that in this application for the Islip -- for the 52 acres in Islip, so they are not threatened with that five year sunset.

LEG. CILMI:

Okay. Okay. So absent that request or authorization, those benefits to all of the existing tenants, if you will, would go away or it's grandfathered.

MS. FAHEY:

They would revert to a usage driven site. That specific parcel --

LEG. CILMI:

So that means that the property tax benefit would go away?

MS. FAHEY:

I don't know. I don't think that would be. I think the agreement would be with the town as the incentive. I don't want to answer for the town.

LEG. CILMI:

There is some incentive, though, for companies to relocate --

MS. FAHEY:

Yes.

LEG. CILMI:

-- into that what will now be called a "magnet site."

MS. FAHEY:

And access -- and they have to access the benefits. They have to be activated sites. Right.

LEG. CILMI:

Right. And to Legislator D'Amaro's question before with respect to what the benefit is of all being together, I'm sure back in the late 70s, early 80s when the world was a lot bigger, you know, it's because of different modes of transportation now, it's a lot simpler to get things imported and exported than it was back then, so they probably felt like there was some economies of scale to have everybody in one place, which is not necessarily the case now.

MS. FAHEY:

And there are 260 zones of which a lot of them don't have any activation, and that causes administrative and oversight in reporting on a Federal level that's unnecessary for zones that haven't been activated. So the Sunset Rule was important to say, "Okay, if you want to keep your general purpose zone --" and there are some FTZs that have seven or eight general purpose zones in their service territory, but the administrative responsibility on a Federal level was humongous. They said out of those five or six that you have, only one has an activation; why are they keeping them alive.

LEG. CILMI:

So with this new designation, does the Federal government, then, have final authority over each site, or do we have authority over each site?

MS. FAHEY:

They have authority.

LEG. CILMI:

What about the -- what about any applications fees? Are they gone completely? Do we have the authority to charge an application fee in any way?

MS. FAHEY:

We do have the authority. We have not in the past. You know, you don't want to have another hindrance. Out of respect for economic development, you want to enhance it. We have not charged a fee.

LEG. CILMI:

Right, and you don't expect to be charging it?

MS. FAHEY:

I -- no, not at this time.

LEG. CILMI:

Because, I mean, theoretically, the number of applications could significantly increase, I would imagine.

MS. FAHEY:

I would think if they significantly increase --

LEG. CILMI:

That's your hope.

MS. FAHEY:

Right. And if the time involved in reviewing the applications and submitting them to Washington and working with the businesses becomes a large amount of time, then we might consider it.

LEG. CILMI:

But it's not your intention.

MS. FAHEY:

Personally, no, and we haven't to this point.

LEG. CILMI:

Okay. Thank you.

D.P.O. HORSLEY:

All righty. Thank you very much, Legislator. Just one quick question and then we'll vote on this measure. Can a company have -- it sounds like you have a particular product net that the you're going to remanufacture, however you want to put it. Can you have multiple products that you would like to have application for if you're in that particular site in the program? You start process one and then you process another, and as time goes on, as that four-year period or three-year period is in which you get -- if you get accredited, can you have more than one? I mean so in other words, you have your whole product line after a while have these benefits?

MS. FAHEY:

Your initial application would determine what commodities you're going to be bringing in, what you're doing to those commodities, and where they're going, where their end result is. It could be everything you do, or it could be one specific line.

D.P.O. HORSLEY:

Oh, it can be everything. It's not just one specific item. Got it. Okay. Very good.

MS. FAHEY:

Right. Correct. Correct. And I do have -- and I know you want to get to the resolution, and I appreciate that, but I do have two companies here with me that are very interested in this and have both told me that as soon as we get the final approval from Washington, they would be doing their usage-driven applications, so we do have interest. We're moving forward.

D.P.O. HORSLEY:

Very good. Well, we appreciate that, and we wish them all the success. We good? Carol, did you want them to say something? Is that what you were saying?

MS. FAHEY:

Not if it's going to deter your vote.

D.P.O. HORSLEY:

How are they doing? I mean, we want to be courteous to our guests.

MS. FAHEY:

Okay. They want to apply.

D.P.O. HORSLEY:

Go apply. Go Suffolk. We're with you. Okay. May I have a motion on this?

LEG. D'AMARO:

Motion.

D.P.O. HORSLEY:

Motion by Legislator D'Amaro.

LEG. STERN:

Second.

D.P.O. HORSLEY:

Second by Legislator Stern. **Introductory Resolution 1166, Authorizing the submission of an application to the United States Department of Commerce, Foreign Trade Zone Board for Foreign Trade Zone-Alternative Site Framework designation.** All in favor? Opposed? Abstentions? **Approved (VOTE: 6-0-0-0)**

All righty. I'd like to introduce at this point Mr. Peter Goldsmith, a good friend of mine, president of LISTnet. He is here to speak about the Long Island Software and Technology Network. Peter is here to talk about the Long Island Tech COMETS, a mentoring program for IT startups. He's joined by Andrew Hazen, co-founder of LaunchPad LI, a business startup accelerator for new entrepreneurs. Guys, why don't you come on? Let me just, while Peter is just crossing the line there --

I just wanted to just give a little bit of my history with Peter. I recall the day, Peter, when we were -- you know what I'm going to say -- when Fairchild left Long Island, and there are thousands of employees. When Peter and I were walking about a cavernous, literally the largest empty building you've ever seen on the Fairchild campus, trying to figure out what we are going to do to replace this business that just left and the thousands of jobs that we had just lost. So I have great admiration for Peter 'cause we've certainly -- we've come a long way since those days. I think, what was that, the mid '90s? Of course we haven't changed a bit, right?

Peter, why don't you take over and give us a little bit about LISTnet. I know that Legislator Stern, by the way, was the one that first suggested that you come here today. Maybe, Mr. Stern, if you'd like to comment.

LEG. STERN:

Thank you, Mr. Chairman, and welcome to you both. Thanks so much for being with us. As Legislator Horsley points out, what a critical time for all of us here, not just in Suffolk County but our entire region throughout Long Island. So we're really looking forward to your presentation today and learning more about all the good work that you're doing and to see what all of us at every level of government can be doing to assist your efforts, your efforts to ensure that we give every opportunity to all of the existing companies and new, exciting startup opportunities here in our local area to build our economic developments. Welcome.

MR. GOLDSMITH:

Thank you very much for giving us this opportunity. As you said, the replacements for companies like Fairchild and Grumman are other technology companies, and it's a lot of these people starting companies in their homes and making things happen. I started LISTnet, which is the Long Island Software and Technology Network 17 years ago. It's grown to about a thousand companies. We were out for a long time in Great River at the Long Island Tech Center, then we moved to 110, and now we moved about a year ago right here in Hauppauge to something we call the "Long Island Tech Mall," and that has grown bringing technology companies together.

But today you really asked me to talk about a program that we just started in July that we call COMETS. I believe many of you are familiar with David Calone; he's the Suffolk Town Planning Commissioner. David wears many hats, as anyone who knows him realizes. One of the things he did, he helped start a program in Colorado called "TechStars," which is a mentoring program for tech

startups, and this program has grown and a lot of others have copied what TechStars has done. TechStars is also in Boston and in New York City, and talk about New York City becoming, because of the Mayor's support, New York City has become a hotspot for technology companies. Things are happening that are just amazing. They've become right behind Silicon Valley. They've passed right by Route 128, and they really have made some things happen, and it's a whole community. The noise level that's going on because of the Mayor's support is incredible.

So David wanted to today start, being a Long Islander, he wanted to start a TechStars program here on Long Island, and I set up some meetings for him, and we realize the cost of starting something like that is at least a half million dollars. I'm realizing that it's not going to happen that fast on Long Island. So I, over July 4 holiday, I said, Maybe I could start a TechStars light, just like I can say Bud Light or any of the other --

I called up David. He says, "Great idea, except you can't use the TechStars name; it's trademarked." So I came up with the name "Comets," as you see the brochure. It says Connected Organization Mentally Exciting Tech Startup. David had lunch with me. He said I can't tell you the playbook of TechStars, but I can tell you -- I can shake my head, and he served as a mentor for me. I got three sponsors: CA, Dealertrack, and Hofstra University to give me just enough money that I can take some space in the tech mall and advertise and promote it in Long Island Business News. We got about 30 applications. We narrowed it down to nine. You can see the steering committee is on the back of your brochure, some incredible people, including Andrew Hazen, sitting right to the left of me. Those nine companies presented, and we picked three winners on January 7. Those three winners are now being mentored right here in Hauppauge at the Long Island Tech Mall, and each of them is given as a mentor an accountant, a lawyer, a tech-op person and a business-op person. And then we bring speakers in, they're part of a start-up movement out of Hofstra -- out of Stony Brook University, and these companies hopefully will become the next growing companies, and maybe we'll become the next CA or whatever. They all start somewhere.

So what has happened? Trying to get some support on Long Island has not been that easy, and I hesitate to say this but not that easy in Suffolk County. We've gotten no support from the -- Andrew is going to kick me soon -- but no support at all from the County Executive's Office and so -- yet I know he's got a million problems on his mind, financial problems, stuff like that. So anyway, we've done this with our own support, our own money, and made some things happen. What happened, and Andrew is going to talk about it later, he started something in Mineola called the LaunchPad, which just opened February 11. It's exciting right next to the train station. It's happening. We're going to be moving the Comets program over there in September for the second time when we do it. I have gotten now five or six more sponsors. With success comes more people joining forces, so we're going to do it next time, instead of with three companies, we're going to do it with six companies. We've got all kinds of sponsors going on, things are going to be happening. We're going to make some -- some things happen unfortunately -- I live in Melville. I live, Legislator D'Amaro, in your district. I have lived here for over 30 years. I want things to happen in Suffolk County. We're hoping we're going to be doing something. We have some meetings going on this week, maybe doing something, creating a LaunchPad in Suffolk County that's been our hope and drive, and we can do the Comets program and make some things happen.

There's no reason -- this is the future. These startup companies, these young people working out of their houses, they need, through Long Island Angel Network, they need the funding, they need the support, and they've got the drive, and they can become the new growth companies. You know, I was listening to Carolyn Fahey talk about. Manufacturing is fantastic, and we've got to continue it on Long Island. But what's going to drive Long Island's growth? It's technology, just like in New York City. My belief is, things like the Comets program, things like LaunchPad, let's do it in Suffolk County. Let's make some things happen. The tech -- I was out for 11 years at the Long Island Tech Center out in Great River, a former Grumman site that then got sold to Sunrise Business Center. I think it might've gotten sold again. It was something that we thought could really be exciting and things happened. It didn't happen because some people from the City actually owned

it and didn't make it everything that it could be, but I think the timing is right right now to really make some things happen if we all get behind it and work together. We are working together. A lot of the organizations are now working together, whether it's Accelerate Long Island, LIP (sic), and LISTnet.

MR. HAZEN:

And Suffolk IDA.

MR. GOLDSMITH:

Suffolk County ID -- Suffolk County IDA has been incredible. Anthony has been just incredible. He's right there. He jumps onboard. He comes to the meetings for the Comets. He's been part of it. His energy is exciting. We need more Anthonys. It's really, it's refreshing to see what's happened with the Suffolk County IDA. The Nassau County IDA should be copying the Suffolk County IDA and everything that they're doing.

So I don't know if I've stepped on anyone's toes or feet, but, you know, as Andrew says, I say it the way I feel. I'm very passionate about this. As I said, I have been doing it for 17 years. Comets is really, you know, July it started as an idea and here it is, so I'm going to now, if it's okay, turn it over to --

D.P.O. HORSLEY:

Please, Andrew.

MR. HAZEN:

Thank you. Thank you. Thank you for having me back. I was here yesterday, two days in a row. Glad to be here. And as Peter said, it's quite interesting. I started my company, so I practiced law in Nassau County for about eight weeks doing mortgage foreclosures, hated throwing people out of their houses, so I left that to start my own internet company called Prime Visibility, and I waited to get into the LISTnet incubator at Briarcliffe College that Peter was running with LISTnet. I waited about six or eight months before one of the 17 suites became available, and I moved in November 7, 2001, with three people and essentially exited in December 2007 with about 65 people, over 10 million revenue, and on the Inc. List of fastest growing companies for two years in a row. So I now went from being a neophyte in the LISTnet incubator to now having our own 12,000 square-foot incubator building business accelerator co-working space in Mineola, and essentially what LaunchPad is is a resource for people that have an idea and don't know how to make it a reality.

So this morning, I met with a woman, actually, in Centerport. This was her third visit back to LaunchPad in two weeks who has an idea for a cloth, remove the gel from an ultrasound because they just usually give you a paper towel; and then she has an idea for these bike places that are popping up, like Zipcar, to cleanse the handlebars and seats for germs; to a PhD from out east that has a new reader called LiquidText.net, and he's looking to raise \$400,000. Peter and I both sit on the board of the Long Island Angel Network, so, you know, he's presenting to the Long Island Angel Network next Wednesday, a week from tonight, at LaunchPad to raise some capital.

The point of LaunchPad is also a seat accelerator, so my partner Rich Foster and I have committed have committed a quarter of a million dollars of our own money to seed invest in some of these startups. So seat capital investments would be 5, 10, 15, 20, 30, 50, maybe \$75,000 per company. Just to also tell you how quickly we move, actually I'm now -- Prime Visibility was sold twice. I was very fortunate. We got acquired in 2007 by private equity and then I stayed on board to run the company until December 2011 when we were purchased by a public company named Blinkx on the London Exchange. So I exited the company a little bit over a year ago, about a year and a couple months, and I became of counsel as Ruskin Moscou Faltischek where I worked in the digital media group in corporate and securities. And I've always had this drive since I've had wonderful clients here on Long Island and abroad when I ran Prime Visibility from FragranceNet, Riverhead Building Supply, Sleepy's, Bagel Boss, Garden City Hotel, Tourneau, Lauren Hutton, CIT, Wells Fargo, Fox

News, tons of companies,

Dr. Greenberg, so I ran the gamut of who we helped drive internet traffic to. But I got a thrill out of taking something from nothing, not taking CIT and helping them build an online bank, but taking an idea building a business for them online, and that's what we're doing at LaunchPad.

So I met Rich Foster, whose my partner. He's 23 years old. I always was the youngest guy in the room with the most energy. He puts me to shame now. And I met him in October. We started looking at spaces in November, and on December 31, we started construction on this 12,000 square-foot facility in Mineola. In less than 60 days or 45 days, we gutted the place, new carpet, hardwood floors, paint, wired, everything. We went live February 11, the Monday after that crazy snowstorm that we had on Long Island, and we had about 480 people attend our launch party including Eric Trump from The Apprentice who gave the keynote speech, senator Jack Martins, the Mineola mayor, and Ed Eisenstein, the CIO of Nassau County. It was just a wonderful turnout. That night, we announced we made our first investment, so we made a five-figure investment in Group Gifting, which is a company right here in Hauppauge. I know Tyler Roy and the founders quite well. We ran parallel paths in growing our business, and now, as Peter mentioned, we're actively pursuing other locations, one in Suffolk and there are people contacting us about Atlanta, New Jersey, Philadelphia and Florida.

So we're here to help ideas become reality and any way that -- you know, we kind of discussed yesterday as well -- any resources or programs -- I'm familiar with BOOST and LEADS and a few others, but anything else available for startups would be phenomenal. And we are talking of talking of coming back out east tomorrow in Stony Brook and having conversations with Yacov (sic) and Anne Marie Shite (sic), and, you know, we're trying to figure out how do we align LaunchPad as maybe a hotspot, how do we have multiple locations, and how do we have ideas for people that they could come and pitch us and we can give them some capital and connect them with our resources to help them be successful. So we've open since February 11. We have about a dozen companies already operating out of LaunchPad. We have 13 private office suites, which there's only about six left. The United Way from Deer Park just took a co-working pass this week. Teresa was in.

On our first floor, we have about, combined, 4,000 square feet of co-working space, so for \$99 a month, you can come access this place 24/7. There's a keypad outside. We've got video cameras all over the place, and there's Wi-Fi, coffee, water, downstairs Bethpage Federal Credit Union, who's a big sponsor. We have the blastoff lounge, pool, foosball, ping pong, web bar, plasma television, an entrepreneur library with floor-to-ceiling bookcases with books filled, and it's a place that, you know, people -- we don't want them to leave. We want them to hang out, collaborate. We have all the writable walls, the idea paint, so you're talking, you have an idea, you stand up, you have an idea, you write on the wall, take a picture with your smartphone, wipe it down, and it's -- everyone that comes by, they just smile and they want to sign up. College students, it's \$20 a month, so you have an idea, you pay \$20, come to LaunchPad and meet Russ Odds (sic) from Computer Associates, Bob Brill (sic), Steve Winnick, guys like Peter and I that can get you connected. When I was 23 years old running my company, I said I'd love to have Henry Schein as a client; Peter called Grace Moynahan and said, "Have lunch with Andrew Hazen." Six weeks later, Henry Schein was a client. So that's what I want to do for all these other people.

And I have three young boys myself that I want to be able -- to be able for them to afford to stay here. I did well, but I'm not making it easy for them just to have the trust fund that they can set up shop on Long Island, but given the right path and the right drive, they'll be able to stay here as well. So any way that we can work together and collaborate, I'm all for it. Thank you.

D.P.O. HORSLEY:

Thank you, Andrew. That's inspirational. When you were twenty-three; I like that, the reference of being small.

Peter, I have a quick question, and I know that several of my colleagues do as well. Peter, I

remember back in the day when one of the hottest things was to open up an incubator, which is, you know -- has some similarities. This obviously would be -- the governmental support is not with this organization as it was with incubators, Farmingdale, et cetera, Stony Brook, et cetera, that we'd get companies to get to a certain level of success and then they move off the Island for whatever reason. Is that a fear, a concern that the Comets would have?

MR. GOLDSMITH:

I really don't think -- again --

D.P.O. HORSLEY:

Do you remember those days?

MR. GOLDSMITH:

Well, of course, but, you know, software and IT -- you can say the same thing about, you know, Silicon Valley. People want to stay around where things are happening. Technology people love to work and rub elbows with other technology people. They want to be where things are happening because they learn from each other. That's why a co-working facility is a -- how can -- in my days, everyone worked in a closed office. You had a closed office. Even if you had a cubicle, you didn't want to hear anyone else. They don't want that. They want to rub elbows like Andrew was saying. They want to write on the walls and someone else can jump in and give them some help. So those centers, just like in New York City, it's more expensive to live in New York City than -- more expensive in the city in Silicon Valley than it is here.

But they're there because of to whole ecostructure. That's what we've got to develop on Long Island. We've got to develop that structure where the people are going to start these companies, these young people. We're going to mentor them; we're going to help them; we're going to create funding for them; and then they're going to grow, and they're going to stay here. And they're going to make enough money, like Andrew did, to live here and do every -- you know, the things that Long Island provides.

I really don't see that happening. It's not like manufacturing where you need tons of space, especially with a cloud computer. Today, things are a lot different. That is not a fear I have. Now can some leave? Of course. But I think you can also get people coming here.

MR. HAZEN:

I know we discussed the Angel Network. When we make an investment in a company on Long Island, we fund them with a half million dollars, or like Group Gifting, we just raised a million dollars for the Angel Network. You know, God forbid that company wants to exit and move somewhere else, if the investors are going to have a positive return on their investment, then it's more money for us to put back into the environment here. So if I put a hundred grand in the Group Gifting and I make five times my money, and now I have another half a million dollars, I can go now fund the sonic gel woman and the baby wipes because I've had a good return on this one company.

D.P.O. HORSLEY:

Right. Revolving fund.

MR. GOLDSMITH:

And also there's a person, he grew up on Long Island, got his PhD at Georgia Tech and came and pitched the Long Island Angel Network a couple weeks ago; he's going to do it next week. This company is phenomenal. He wants to bring it back to Long Island. He wants to grow it on Long Island. So he's got to create that structure, and that's why when I spoke to Legislator Stern, I said I've got to get Suffolk County behind us because this is what's going to grow Long Island. This is what's going to grow Suffolk County. It's not expensive. Manufacturing is expensive. You've got to buy the right machinery and stuff like that. This is not. And you have the young people that, you know --

MR. HAZEN:

Yeah, we put up our own -- Rich and I put up our own money, you know, so maybe it cost us a hundred grand to get this place -- we need an entrepreneurial landlord, which we found, but we put up our own money. We were fortunate with the sponsorships. Before we opened the door, we probably sold almost 70,000 in sponsorships to offset the \$100,000 cost to build it out, and, you know, we're at the train station, and we've chatted briefly that there's other locations in Suffolk we're actively pursuing. You know, you either build it near mass transportation to get them in the city, or you find a spot where there's tons of entrepreneurs that just don't have a place to conjugate or get together, because at \$7 for a cup of coffee at Starbucks at two a day, you're spending, you know, \$800 a month to work out of a Starbucks, and we're getting people that say, "Where were you? I've been spending so much money. I'm outside on the phone in the winter. It's cold," and, like, the co-working space is the perfect environment for them.

MR. GOLDSMITH:

You know, what amazes me, Comets started in July and so many of the people now know what Comets is. He started in February, LaunchPad, everyone heard about it, and that's what's going to drive these kids out of their homes, and they are going to start doing this. They are going to take co-working space for \$99 a month and --

MR. HAZEN:

We've had 50 applications since February 11. We've had seven companies pitch us last Monday for capital, and on April 15, we have seven more companies coming to pitch us, starting April 2, which is Tuesday night, every other Tuesday, we have a speaker series at LaunchPad. We have an event space on the second floor that fits 200 people, so Ray Farrell from Carter, DeLuca, Farrell, Schmidt talking about patents 101, you know, what do you need to know about taking a product and patenting it. Then we had people talking about sales and marketing, negotiation, accounting, everything you need to be successful, and you're paying \$99 a month, and get access to all these great resources, and you're in a great environment.

MR. GOLDSMITH:

We're also going to work with the college students Saturday for 12 hours from 10:00 to 10:00. We had college startups. We had kids coming up with ideas. We mentored them and gave pictures and, through dorm funding, put up a thousand-dollar prize to one of the students who gave the best pitch. We can create this. It can happen. If it happened in New York City, we can do it here. There's not even a question in my mind. We all just got to work together and make it happen.

D.P.O. HORSLEY:

I love the fact that you guys are bouncing off each other. That's kind of cool in itself. It's good to see. By the way, Anthony Manetta in the IDA, this board -- this committee has oversight of the IDA, and so we're very pleased that you guys are working together, all good stuff. With that, Legislator Hahn.

LEG. HAHN:

I'm so excited. I don't know if you can tell how excited I was when I was bouncing here. First of all, because I'm new to this committee. I asked to be on it. I had recently met with David Calone, met with.

Anne Shybunko-Moore, Anthony Manetta. You know, I've just, coming to the committee, all these people that I'm supposed to meet with and both of you are on my list. You might've already gotten a call to meet with me. So I saw on Maria Bartiromo's show "On the Money with Maria Bartiromo" --it's a television show on one of the cable networks, Rachel Hoyt, New York City's chief digital officer was talking just about what you're saying. They have this Made in New York program where it was film and TV, and now they're expanding it to technology and digital companies. And so I -- you know, they're supporting startups; they're subsidizing office space; access to funding through New York City Seed; free legal financial certification services up to \$400,000 training grants,

supporting innovation inside and outside of government. I mean, just all these things the City is doing. Government taxpayer dollars going towards this, really trying to grow the economy. You all have read Dave's analogy of growing the new economy as opposed to trying to convince the huge companies to come over, but to grow what's the new ideas here or grow existing businesses and I'm -- I firmly believe that the BOOST program that our IDA is working on is really on the money, and that's the way that Long Island is going to succeed. So if you were responsible for taxpayer dollars, where would you see the best investment? Like you said, you tried to reach out to Suffolk County and we are absolutely supportive. There are two sides to this government and two branches equal, and so we want to help. I can say that emphatically and so what -- where would you recommend we first -- other than what the IDA is doing, because clearly that's going to continue to go on --

MR. GOLDSMITH:

You know, it's funny because -- just because of LaunchPad and then the publicity. The mayor of Patchogue had us in --

LEG. HAHN:

I forgot to say please consider Port Jefferson right in between Stony Brook University and Brookhaven National Lab, and it's on a train line. I mean please, please.

MR. GOLDSMITH:

Like I said, because of the articles, people are calling us now and I sat down with the mayor and it was someone who wants to buy a building right next to a train station, but he wanted me to guarantee I could fill the building. I said I don't buy a building based on the -- no one can guarantee that. But there is excitement. We sat down with Anthony Manetta. He's just waiting to hear from us. We have some meetings, as a matter of fact one tonight, and hopefully we can make some phone calls soon and tell you something is happening. But I criticize Suffolk County; Nassau County is no better.

D.P.O. HORSLEY:

Good to hear.

LEG. HAHN:

No, no, no, it's not. We've got to be on the ball.

D.P.O. HORSLEY:

Just kidding.

MR. GOLDSMITH:

The incubator that Andrew mentioned at Briarcliffe College, Ed Mangano used to work for Briarcliffe College and that incubator did not receive any government money, and I ran it for 11 years until the building was sold, and Ed was very supportive all that time. But again, Ed Mangano, both County Execs, I mean, they've got huge problems. I read in the newspaper. I can't imagine the things I don't read and the things that are going on. But, again, to me technology is what's happening. All they need is to show some us some support. We're going make it happen. People like Andrew and his partner, Rich Foster, 23 years young -- this suit is older than him -- there's so many of these people on Saturday, when you see these college people and the excitement they have and the things they want to make happen and with the right help and support, these companies, not all are going to be successful but many of them are, and we have a lot of people that want to mentor. At LaunchPad, there's going to be almost every day a lawyer, an accountant.

MR. HAZEN:

Yeah, we have scheduled hours, so that they know the corporate lawyer's here Monday, Wednesday 2:00 - 4:00, and the IP guy is here Thursday, and the woman from the insurance company. You know, you want to do a gluten-free bagel line; what type of insurance do you need? People have

the ideas. They don't have the resources, and that's what we are as a platform. Given that we've had multiple success and failures and have learned from those failures so that people, you know -- I had a woman in this morning who wants to do a wedding match website, and she had a proposal for \$100,000 to build a website. I told her that's crazy. "Who gave that to you?" She told me. I said, "Now go call these 12 companies," and she's actually going to use a company from Suffolk to build her website. So we're just trying to keep the learning curve really tight, give them access.

3D printing is a really hot thing right now where you can actually print from a printer three dimensional objects. One of our tenants at LaunchPad has one, so everyone -- he said to me this morning, "Everyone comes by and looks at my 3D printer." In the City, they have these hacker spaces where they have these machines set up and people can come in and use these machines and prototype and get a feel for it. So I said, "How much are they?" He goes, "Between \$400 and \$800." So I said, "I will pay for four of them. I'll buy four of them. Throw them in LaunchPad, and people can start --" So that's what it is, and excuse me, but I don't know the government process, and I'm so busy, I don't want to learn it. I just want to do it. So, you know, like -- I know things are trying to happen in Hicksville. They're trying to get New York Innovative Funds, and I can't get up -- I personally haven't gotten caught up in that because if I want to do something, I just do it, and if someone tells me no, I just push ahead and do it, anyway. So, you know, it's like, you know, you've got to practice what you preach.

LEG. HAHN:

So my next question is following up on, kind of, what Wayne said. I have been working with Suffolk Community College trying to get a little bit further down the line but be ready. I mean, it's got to be flexible and nimble enough to respond to the workforce needs when these companies work and then begin to grow, and they identify, you know, some software skill that they need, and we want to be able to either retrain people or retraining the students that are coming in. And so I really -- you know, we don't have any two plus two and software engineering where they can get two years at Suffolk and then maybe two years at another four-year college or maybe it's a certificate program in CAD or -- I don't know. I don't know the relevant latest computer software programs because they probably change every three weeks.

MR. HAZEN:

Back to what you said before, how you help. I think it's just awareness and visibility. I mean, I wonder if the people at Suffolk County College know that they can go to the Long Island Angel Network and get funding or they can come to Dormfunding.com and get capital without giving up equity. You know, I started, in October, LIstartups -- Long Island Startups -- dot org. I have 212 members in four months, and these people are coming out of the woodworks. Someone came from Yaphank to -- he was allowed, but he came from Yaphank to Mineola, and, you know, they have a business, and they're looking for advice. So there should be LIstartups multiple spots. It's just people don't know, and I go, "How did you find us?" A lot of people are finding us on Meetup.com, which is where you list events, and people are getting noticed based on their zip code, their geography, and, you know, I typically know 80 percent in the room. With LIstartups, I know 30 percent of the people in the room and I love it because it's new faces all the time. I say, "How do you find us?" You know, either, "I saw you in the paper," but Meetup.com is driving more and more new awareness for us. But I think awareness is something that you can certainly help us with because the students, the young entrepreneurs, the people that aren't happy that have an idea don't know what to do. My fraternity brother, Brian Freid, runs the Inventors Group at Suffolk County, and I know that he gets the inventors together and they have, you know, a good turnout from time to time, but, you know, I think they need to be known about the Comets program and LISTnet and LaunchPad and just, you know, educate them.

LEG. HAHN:

And certainly, the more seeds there are, the more that grows, and then they create more. I really -- I'm really excited, and if there's anything, you know, you'd like us to come to and put out in our newsletters, that kind of things --

MR. HAZEN:

We'd love the access, the access to the schools, middle schools, high schools, colleges.

LEG. HAHN:

Excellent.

MR. GOLDSMITH:

Even Suffolk Community College, they talk but they don't act.

LEG. HAHN:

Well, yeah. I'm really working with some board members and trying to push that, but if there's concrete action items you want, I do want to continue this discussion.

MR. GOLDSMITH:

What you have to do is clone Yacov, Yacov Shamash from Stony Brook. A couple more Yacovs, we need. But even today, I imagine -- when Legislator Stern and I spoke, this is the start, having us come here today, and I'm really very appreciative to talk before all of you and hopefully get some things. Like I said, I'm a Suffolk person. He's a Nassau. To do something here, really, it frustrates me, because I was on 110 for four years, and whoever the person is -- I don't know if you call him the mayor, whatever -- Frank -- Frank -- who's the guy that runs Huntington?

LEG. D'AMARO:

Petrone. He's the supervisor.

MR. GOLDSMITH:

Frank Petrone. I e-mailed him so many times, and you would think he'd just come down and say hello. That's what we need. We're not asking for money. We're just saying we're excited. I can hear excitement here, and, you know, if you can just support what we're doing, maybe we can do something in Suffolk. Nassau is happening. Comets is number happening now in Nassau. LaunchPad has happened. You know, this is going to grow. Word is going to get out, and that's how it build, and that's how it built in New York City, and I don't care how expensive it is to live here. You do exciting things, they are going to stay and they are going to work here.

D.P.O. HORSLEY:

Like the attitude. You don't? Legislator Stern said he did, but now he doesn't. Asked and answered.

Anything else? You guys good? Okay. All right.

From here, Peter, Andrew, what would you want us to do; just get the word out? Is that what you're thinking? Because that's going to happen now. We could hook you up with the college. You're saying they don't want to talk to you?

MR. HAZEN:

Yeah, well, we started -- I mean, LaunchPad, we're also having them build a 2,000 square-foot deli built in, so we reached out to Suffolk Community College Culinary Program, because we're thinking about giving the students an opportunity to use the kitchen as a test lab. You have an idea, you're going to be a new chef; what do you really know about working in real life experience? Come to LaunchPad Cafe. You know, you want to start a new gluten-free line. So we want students who want to access visibility. I know Anthony has April 10 scheduled at the Paramount Huntington, a startup thing. My venture fund, Angel Dough Ventures, is sponsoring it. My partner Rich will be there. I got to be with my boys that night for something else. But awareness, people just knowing that this exists because just too many people -- you know, why are they finding us on Meetup? They should be finding us on your platforms. Can you get us in the schools? Can you get our

literature at the, you know, entrepreneur conferences? I know Smithtown has a huge -- I'm always asked every year to get involved with the Smithtown entrepreneur program. They have a big mentoring with the students. There's, like, a 10,000 prize at the end or whatnot. Just let them know about us.

MR. GOLDSMITH:

Legislator Stern, did you say you were not excited about it? Maybe I'm hearing cross current. Was something wrong that we said? Oh, you didn't have a comment. I'm sorry. You're the person that --

LEG. STERN:

I had originally -- I had a few questions. I was on the list to ask questions, but the Chairman correctly pointed out my questions were asked and answered by others, so I didn't have any additional questions, but I would say the exact opposite. As you know, we discussed, very excited to work together, see what we can do here in Suffolk County. Of course, anything we can do at the County level to be of assistance going forward, you know you have our support. I'm sure each of us is already thinking. Minds are already turning how with we can utilize you as a resource and bring a real value to many of the organizations that exist within our legislative districts. I already have plenty of ideas I'm looking forward to discussing with you.

MR. GOLDSMITH:

As I said, Andrew and I are having dinner tonight, and we might have -- you know, if we do something in Suffolk, which we hope to do, then we'll really need you. Anthony already is waiting to hear from us so.

LEG. HAHN:

Port Jeff has a really cool downtown.

LEG. D'AMARO:

I think it's really important that you're trying to do something in Suffolk. I would really like to see that. I mean, just like your experience in Nassau County, I think you'll see a tremendous --

MR. HAZEN:

Well, it's all the density, so if you're in Oceanside, you're really not coming to Mineola. If you're in Yaphank, you're not coming -- so we need to find that's what we're looking at for these buildings where we know about this (indiscernible) ecosystem and put a building where we know that we can fill it with people. No one wants a vacant building, so we're testing the waters, if you will.

MR. GOLDSMITH:

You notice that Stony Brook university is in Suffolk County --

MR. HAZEN:

They've been extremely supportive.

MR. GOLDSMITH:

Yes, extremely supportive.

D.P.O. HORSLEY:

All right. Gentlemen, thank you very much. We appreciate you being here today, and I think you planted a seed.

MR. HAZEN:

Thank you.

MR. GOLDSMITH:

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Thank you very much.

D.P.O. HORSLEY:

We are adjourned.

(Meeting adjourned at 3:49 p.m.)