ACCEPTED BY BOARD MEMBERS
DECEMBER 11, 2025

MINUTES
IDA REGULAR MEETING
NOVEMBER 20, 2025

Present: Sarah Lansdale, Chair
Kevin Harvey, Vice Chair
Cris Damianos, Secretary
Brian Beedenbender, Member
Josh Slaughter, Member

Excused Absence: Sondra Cochran, Treasurer
Gregory Casamento, Member

Also Present: K. Kelly Murphy, Executive Director/CEO
Joseph Rastello, Deputy Executive Director
Peter Ganley, Administrative Director
Daryl Leonette, Executive Assistant
William Wexler, Esq., Agency Counsel
Andrew Komaromi, Esq., Harris Beach Murtha PLLC, Transaction Counsel (Via Zoom)
Carolyn Trespasz, Esq., Barclay Damon LLP, Transaction Counsel
Theodore Ryan, Esq., Katten Muchin Rosenman LLP, Transaction Counsel
Barry Carrigan, Esq., Nixon Peabody LLP, Transaction Counsel
James Madore, NEWSDAY
Lane Filler, Todd Shapiro & Associates
John Zaher, PRMG
Peter Curry, Esq., Farrell Fritz, P.C., Counsel to 350 Wireless Blvd., Rlty., LLC
Erwin Li, Authorized Signatory, 350 Wireless Blvd., Rlty., LLC
Jack Abravaya, A & Z Pharmaceutical, Inc.
Laura Fallick, A & Z Pharmaceutical, Inc.
Michael Nussbaum, A & Z Pharmaceutical, Inc.

Ms. Sarah Lansdale, Chair who is presiding over the Meeting today indicated that the documents for this meeting can be accessed and are posted to the IDA's website at https://www.suffolkida.org/resources/ under the Board Meetings tab.

The Regular Meeting of the Suffolk County Industrial Development Agency held in Media Room #184 located in the lower level of the H. Lee Dennison Building, 100 Veterans Memorial Highway, Hauppauge, NY was called to order at 12:31 p.m. by Ms. Lansdale, Chair of the IDA.

This is the November 20, 2025 Regular Board Meeting of the Suffolk County Industrial Development Agency. Members of the public may attend the Meeting or listen and view the Meeting via the Agency's website www.suffolkida.org. Select the Watch Meeting menu option tab at the top of the home page and you will be linked to the Agency's YouTube Channel. Members of the public can also participate and provide public comment during that portion of the Meeting by attending in-person.

PUBLIC COMMENT

Ms. Lansdale asked if there was any public comment and Ms. Murphy said no. Ms. Lansdale asked if there are any members of the public that would like to be heard at this time, seeing none we will close the public comment.

NEW BUSINESS

350 Wireless Boulevard Realty, LLC: Request for a preliminary inducement resolution for a lease transaction.

Ms. Murphy presented Exhibit A. The project involves the renovation, conversion and equipping of 26,041 sq. ft. of a 146,000 sq. ft. building located at 350 Wireless Boulevard, Hauppauge, NY. Convert existing unused warehouse space of 26,041 sq. ft. into a production and manufacturing area to accommodate additional employees and machinery required for transition to prescription (RX) pharmaceutical operations. Ms. Murphy said the Board may remember this project as A & Z Pharmaceutical. They have been clients of the IDA since 2012 which was our first transaction. The Company is a manufacturer of pharmaceutical products and services and this application will expand their operations and shift from generic non-prescription pharmaceutical manufacturing to increasing their licensed prescription pharmaceutical product manufacturing. Ms. Murphy stated the building is currently a warehouse and they are planning on reducing inventory due to some changes since COVID. The Company intends to move some of the warehousing to 180 Oser Avenue, Hauppauge which was also a project and application that was approved by us. This space will be primarily for manufacturing.

Ms. Murphy introduced Peter Curry, Esq., Farrell Fritz, P.C. Counsel to 350 Wireless Blvd. Rlty., LLC and Erwin Li of A & Z Pharmaceutical, Inc. to Board Members. Mr. Curry stated A & Z Pharmaceutical and Aiping Pharmaceutical, Inc., which is a related entity have been long time beneficiaries of their relationship with the Suffolk County IDA. Both at 350 Wireless Blvd. which is a building that they acquired with the assistance of the Agency and the property located on 180 Oser Avenue that they run many of their operations out of. A large part of 180 Oser Avenue building have been accreting space in that building for years and the Agency helped A & Z Pharmaceutical with that and some equipment purchases and equipment leasing. At this stage the 26,041 sq. ft. space is underutilized. Ms. Murphy made the point of what is there right now and a lot of it is old Covid related materials from some mask and pit manufacturing that they were doing at that time and some other product lines that they no longer get involved with. Mr. Curry said this space has been lying fallow for a period of time. They have this opportunity to shift their focus and I will let Mr. Li the Vice President of A & Z Pharmaceutical talk to you a little bit about that transition that their doing.

Mr. Li thanked everyone for giving him the opportunity to present our case to you today. The Company has been around for 30 years it is our 30th. Anniversary this year. Throughout the course of the company's history, we've primarily manufactured dietary supplements and over-the-counter (OTC) drugs. With OTC's we have been selling them primarily to China but recently we have started picking up a new business division called Aiping Pharmaceuticals that business makes prescription generics. Prescription generics is a different class from over-the-counter a lot more stringent regulation from the FDA. We are selling them primarily in the U.S. market we are supplying the U.S. market with generic prescription drugs. The focus and purpose for the area we're talking about today is we are planning to renovate this building. We are currently using it as a warehouse, and it needs to be transformed into a manufacturing space. Mr. Li said currently there is low inventory in this building that we are moving out of and we have room in our other building for that current inventory in that space to make room for this project. We are expecting to create 35 jobs for this new manufacturing area, currently it is warehouse space for storage. Regarding the details of the products, we are planning to make in that space currently we hold 10 FDA ANDA, those are generic licenses from the FDA. We are planning to acquire more and this year we have launched some products with the addition of the space we expect to be able to increase our manufacturing capability for our prescription drugs quite a bit.

Mr. Curry said what they have done so far is Metformin which treats diabetes, Maloxicam for arthritic pain management, and the idea is to keep on acquiring these licenses. There's a process that you must go through with the FDA in order to acquire them and then start to manufacture them. As I have alluded to, there is a lot of oversight that the FDA places on these. You have to be a little bit more precise in your manufacturing process and there's an expense involved acquiring machines, building this out, hiring more staff. It will be a significant expenditure before they see any results from this. The hope is to continue to use 350 Wireless and 180 Oser and if this really takes off, we'll be able to expand even further into Suffolk County. Mr. Curry said he would like to open it up for any questions that the Board may have. Mr. Damianos said thank you and thank you for being a 30-year company here and growing on Long Island and employing as many people as you have. I am in favor of the application and have one question you said you came to us for the first time in 2012. From a job point of view how much has your employment increased since 2012. Ms. Murphy said Mr. Rastello ran the history numbers and he will distribute to Board Members. Ms. Murphy said as last reported at the end of 2024 the number was 154 employees and that is between 180 Oser Avenue and 350 Wireless Boulevard. The commitment to the IDA was 130 and it is over by 24. Mr. Damianos said it started in 2016 it may have been lower than that. This company is going from 30 employees, and it is 162 now with an additional 35 coming on it is a real success story. Mr. Beedenbender said this is for Ms. Murphy we had talked about this the other day the organization has a PILOT agreement with the IDA that expires at the end of 2026. By approving this today that would start at the end of that or would start now. Ms. Murphy replied it would start at the end of that as taxable status date is March 1st. We are at the end of the year, and budgets have already been prepared for all the municipalities. We like to honor that and work within that framework, so we'll let that one run out and start it next year. Mr. Harvey said I would like to understand the process a little bit better with regard to how you secure the contracts is it through the FDA or is it through manufacturers who after the patent expires the generics become marketable to companies like yours. Mr. Li said yes as you said all drugs start out as brand name drugs the big companies like Merck and Pfizer who invent these drugs once the patent expires it becomes open to generics manufacturers to basically replicate this drug. Given that it's bioequivalent meaning that it has the same best quality as the original branding drug. Then sell it at a significantly lower cost to the American market. Now, regarding how we get the contracts we constantly try to explore new and better avenues. Right now, the current avenue that we primarily use is big national distributors, Cardinal Health, McKesson they post bids to the public for companies to bid on these contracts. Basically, it's whoever can supply at the required quantity and best cost and that is the company that wins the bid. It's not necessarily always the biggest manufacturer that wins these bids, because sometimes the nature of the product and the cost and the volumes that these contracts are looking for may not be optimal for larger companies. Sometimes a company like us gives us an advantage. We structure our portfolio of drugs and the licenses that we purchase based on how suitable it is to our size, the size of our company to fulfill this market need. Mr. Harvey said thank you for your explanation, but the other question would be, do you currently have contracts secured to support this move? Yes, we're currently have, I don't want to give you a wrong number here, but I think around, 4 or 5 contracts right now. Mr. Curry said rolling up to 10 this year and then hoping they're going to be bidding on another 10 or 20. Mr. Li said we're constantly bidding for new contracts that come out. Mr. Harvey said your bidding process has been successful because you've been around for 30 years, so best of luck. Thank you. Mr. Slaughter said thanks for coming in today and continuing to be competitive, staying here in the area. My question is just along the lines of the renovations. Obviously, you're aware of the Long Island First Policy, signed on to $4 million worth of construction, significant. Do you have any intention of having to use contractors or workers from outside the area, or do you believe the construction will be able to be handled by local companies and workers? Mr. Li responded absolutely. We have Jack Abravaya here, our facilities manager he is currently helping us handle all the construction work we've done. He's the one who helps us find the appropriate contractors. Mr. Abravaya said my history with the company goes back to 2016. All the contractors that we use for the construction of 350 Wireless Boulevard were all local. Mr. Curry stated that we are in the site plan process, we are here today for preliminary approval, once the site plan process is complete we will come back to the agency, so again, it's interior alterations only, so the hope is with regard to the site plan process and maybe a parking relaxation or something like that nothing that should have much of an issue.

After further discussion and;

Upon a motion by Mr. Damianos, seconded Mr. Beedenbender, it was:

RESOLVED, to approve a preliminary inducement resolution for a lease transaction in the approximate amount of $6,702,000 for 350 Wireless Boulevard Realty LLC facility.

Unanimously carried 5/0.

OLD BUSINESS:

Canon U.S.A., Inc.: Status; Report from Executive Director

Ms. Murphy presented Exhibit B. Ms. Murphy stated that she does not have any updates at this time and she has a call scheduled for next week. Potentially next month we will have something new to report on Canon U.S.A., Inc.

OTHER BUSINESS:

Minutes

The Minutes of the October 23, 2025, meeting were accepted by Board Members.

Mr. Wexler said that he understands that the Board would like to go into Executive Session as it relates to Agency business, salaries and benefits which should be discussed in Executive Session.

Upon a motion by Mr. Beedenbender, seconded by Mr. Damianos, it was:

RESOLVED, to go into Executive Session at 12:50 p.m.

Unanimously carried 5/0.

At 12:50 p.m. all individuals left the Meeting except Board Members, Transaction Counsels, William Wexler, Esq., Agency Counsel and Kelly Murphy.

At 1:44 p.m. all individuals re-entered the Meeting.

Upon a motion by Ms. Lansdale, seconded by Mr. Damianos, it was:

RESOLVED, to end Executive Session at 1:44 p.m. and reconvene the Regular Meeting.

Unanimously carried 5/0.

Ms. Lansdale asked Mr. Wexler if he would like to summarize the nature of the discussion from Executive Session.

Mr. Wexler said the following resolution regarding salary for staff has been proposed by the board and that would be: a 3% cost of living increase for 2025 because there was none and 3% for 2026 across the board for all four staff members. Mr. Wexler stated for Daryl we have to go back 35 years to see where she started. It has been discussed, the resolution on the table is to give Daryl a one-step pay increase in addition to the 3% increase.

After further discussion and;

Upon a motion by Mr. Beedenbender, seconded by Mr. Harvey, it was:

RESOLVED, to approve a 3% cost of living increase for 2025 and 3% increase for 2026 for all four IDA Staff Members. Daryl Leonette will receive a one-step pay increase in addition to the 3% increase in 2026.

Unanimously carried 5/0.

After further discussion and;

Upon a motion by Mr. Beedenbender, seconded by Mr. Harvey, it was:

RESOLVED, to adjourn the Regular Meeting of the Suffolk County Industrial Development Agency.

Unanimously carried 5/0.

The Meeting adjourned at 1:46 p.m.

The next IDA Meeting is scheduled for December 11, 2025.