

MINUTES
IDA ANNUAL/REGULAR MEETING
JANUARY 29, 2026

Present: Sarah Lansdale, Chair
Kevin Harvey, Vice Chair (Via Zoom)
Cris Damianos, Secretary (Via Zoom)
Josh Slaughter, Treasurer
Brian Beedenbender, Member
Sondra Cochran, Member

Excused Absence: 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
John Anzalone, Esq., Harris Beach Murtha PLLC, Transaction Counsel
Melissa Bennett, Esq., Barclay Damon LLP, Transaction Counsel
William Dudine, Esq., Katten Muchin Rosenman LLP, Transaction Counsel
Peter D'Auria, Investigative Reporter NEWSDAY
Lane Filler, Todd Shapiro & Associates
Rachel Smith, PRMG
John Zayer, PRMG
Danielle Jorge, Wyandanch Community Development Corporation
Eddie Moan, 71 Hill LLC
Terry Moan, 71 Hill LLC
Beatrice Gotthelf, Managing Member, 71 Hill LLC
Daniel Baker, Esq., Greenberg Traurig, Counsel to 71 Hill LLC
Matt Carrique, Director Special Projects, Triple J & A Holdings LLC/Mason Technologies, Inc.
Nicholas Terzulli, Esq., Davidoff Hutcher & Citron LLP, Counsel to J & A Holdings LLC/Mason Technologies, Inc.
Suffolk County Legislator Ann Welker
Irene Donohue, Chief of Staff to Suffolk County Legislator Welker
Dean Gandley, Suffolk County Executive Office

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 Annual/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 12:47 p.m. by Ms. Lansdale, Chair of the IDA.

This is the January 29, 2026 Annual/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 we have any members of the public that would like to be heard at this time. Ms. Murphy replied that we have not received any inquiries. Ms. Lansdale closed the public comment portion of the meeting.

ANNUAL BUSINESS ITEMS

Election of Officers

The proposed slate of IDA Officers:

Sarah Lansdale – Chair
Kevin Harvey – Vice Chairman
Josh Slaughter – Treasurer
Cris Damianos – Secretary

Committees

The proposed slate of officers for Committees:

AUDIT & FINANCE COMMITTEE: Kevin Harvey, Chair
Sarah Lansdale
Gregory Casamento
Sondra Cochran

GOVERNANCE & COMPLIANCE COMMITTEE: Gregory Casamento, Chair
Sarah Lansdale
Josh Slaughter
Brian Beedenbender
Cris Damianos

Schedule of 2026 Meetings

Schedule of Regular Meetings it was noted the schedule is subject to change.

Signatories on Agency Accounts

Five signatories are authorized on Agency Accounts with two out of the five signatories being required on the accounts. The five signatories are the four officers and one staff member. The preference is to have one officer and one staff member as the two signatories. The following should be authorized signatories for 2026:

Sarah Lansdale
Kevin Harvey
Josh Slaughter
X. Cristofer Damianos

K. Kelly Murphy

Agency Counsel

It was discussed to continue to retain William Wexler, Esq. as Agency Counsel for 2026 at a rate of \$472.44 per hour.

Bond Counsels/Transaction Counsels

Ms. Murphy said the Agency is requesting to re-designate the four law firms of Barclay Damon LLP; Harris Beach Murtha PLLC; Nixon Peabody LLP and Katten Muchin Rosenman LLP as the Agency's Bond Counsels/Transaction Counsels for 2026 and that applicants may select a different Bond/Transaction Counsel of their choice, provided that the Bond/Transaction Counsel they select is qualified and acceptable to the Agency.

Review and Readoption of Agency Policies

Ms. Murphy indicated that the Agency must annually readopt the Suffolk County Industrial Development Investment Policy and Disposition of Property Guidelines Policy. There have been no changes to either one of the policies, this is a re-adoption which is standard operating procedure annually.

After further discussion and;

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

RESOLVED, to adopt the Annual Business Items for 2026 for the Suffolk County Industrial Development Agency.

Unanimously carried 6/0.

NEW BUSINESS**71 Hill LLC:** Request for an inducement resolution for a lease transaction.

Ms. Murphy presented Exhibit A. Ms. Murphy indicated that 71 Hill LLC also known as Southampton Inn. The facility consists of 3 commercial buildings. (1) Demolition of 10,000 sq. ft. 2.5 story commercial structure and build a new upscale all-suite hotel with 40 luxury units, approximately 600 sq. ft. each. The facility will have an outdoor pool, elevator, plus staff housing and laundry in the lower level. (2) The new building will be approximately 35,000 sq. ft. and will be converted from 8 office suites to 8 workforce housing apartments. (3) A 3,000 sq. ft. 1.5 story free standing office building will be refurbished and leased to commercial tenants(s). In addition, there will be a sewer treatment plant, 57 parking spaces per code and landscaping.

Ms. Murphy stated that she has been meeting with the owner and founder Dede Gotthelf for over a year. This project has been contemplated for 5 or 15 years, and Ms. Gotthelf said 10 years ago. Ms. Murphy said she has been working with Kevin Gremse, Grow America, who is joining us today via Zoom. Mr. Gremse's report from Grow America has been distributed to Board Members.

Mr. Gremse presented Board Members with a power point presentation of the 71 Hill LLC project. Mr. Beedenbender asked Mr. Gremse the room rates proposed can you speak to the comparison of the other units maybe this question is for Camoin. Can anybody speak to the proposed room rates here compared to other facilities in the area. Mr. Gremse said Camoin did a market study and these rates were consistent with other comparable properties in the marketplace. Ms. Murphy said please see Page 18 of the Camoin study.

Ms. Murphy introduced Daniel Baker, Esq., Greenberg Traurig, Counsel and Dede Gotthelf, Managing Member of 71 Hill LLC to Board Members. Mr. Baker said Dede Gotthelf and the rest of her ownership and administrative

team are here. Ms. Gotthelf's husband Terry Moan and son Edward Moan and Justin Cerebola, CFO of 71 Hill LLC. Mr. Baker said in addition to the application package and the reports that have been submitted by Grow America and Camoin we believe that the project is worthy of the benefits. To focus on some of the things that maybe haven't come out and are important for the board to know is the history of the properties. The properties are 71 Hill LLC which is the subject of the application, but also 91 Hill Street, which is the Southampton Inn. The Southampton Inn is not technically part of the application except for how the employees and other things sort of blend together and have synergy. We submitted with our application a company overview in history that I will say in all of the ones I have been involved with it's a real good one. I am assuming everybody read it, in case you have not its good and it gives you a lot of pertinent information. What ultimately drives home as some of the key points are first and foremost the need for this is created by how the two properties operate. Southampton Inn is an existing hotel and it is typical of the east end but not so much of a typical Long Island hotel it is seasonal. Maintaining jobs is not quite as easy because of the seasonality of its location and quite importantly the ability to provide housing for people who work on the east end. Part of the package is that there are 8 and I am not sure of the distinction that Mr. Gremse brought up in his report of one. There are 84 units that were required by the Village of Southampton as part of their approvals. Important to note also that an approval process, while long is complete with the Village so they are ready to go. In fact, they'd like to go as soon as possible. I will point out, while I wasn't handling that aspect of the application through many discussions, my understanding is not only did the village fully support this, but there was no opposition from the community or neighbors. In fact, it is a favorable project because of what's being changed it is being changed from 71 Hill Street. The Southampton Inn is remaining as it is and has been renovated and kept up. Although 71 Hill Street is transforming from buildings that have been used for commercial purposes, whether it's office suites or, in some instances, some high-end stores, retail, or banks, always useful in the area, but create a lot of traffic. Maybe not the highest and best use of the property, which is a problem residential, in a full-on residential sense, but the idea here is to create what is needed and wanted by the community, which is to have a another facility that has the ability to host people who are coming in, particularly tourists, certainly to East End, but very often to Suffolk County and Long Island. Whether they're coming from the city, Connecticut, the metro area, or beyond, and that's noted in the Camoin report. But it's also the type of hotel units that there'll be. They're more in the suite, sense that will, give the ability to have a longer-term stay, or have a niche that doesn't exist in that area right now. But another aspect of what's important here is the jobs, and this is one of those situations where it's not all about creation. They expect 13, it could be more, that's a conservative view of what the new jobs will be. It's also really about potential, synergy use of some of the employees are homegrown employees they're local employees. They've not utilized an outside management company to run this hotel like so many do. They could very easily, and it will cost them less, but it doesn't fit their type of hotel that exists now and will be enhanced by the facility. Particularly the C-suite type jobs, the administrative people, the higher-paid people, those are really good jobs that are people who have been around 10 years plus in our area, some more. They want to keep those people, and they want to be able to pay them, give them all the benefits, but it only works if they can keep up with the rising cost. We were talking about this as we were waiting, the rising cost of linens are dramatically increasing. The rising cost of everything they need to do, whatever it might be, is ever-increasing, and the way to keep up is to doing exactly what the project is doing. Mr. Baker said he would like to hand it over to Ms. Dede Gotthelf I won't go through all the details of all the benefits we're seeking, Mr. Gremse did that for you. The bottom line is, in order to do this project, in order to obtain the financing, it's a big cost, \$29 million project costs. In order to get the financing to do the project, they have to have this. The alternative would be to renovate the existing buildings, find new retail tenants, commercial tenants, again, it would be a much heavier intensive traffic scenario, and it's just not something that is desirable to the building tenant community. So, with all that said, I'll hand it over to Ms. Gotthelf, and Ms. Gotthelf said she would like to do some visuals, because I think Kelly and Dan and Kevin leave you almost everything that you need to know, but I can do pictures here. The site is about 1.7 acres in total, with the Southampton Inn down here. It's about 6 acres and it is the largest and one of the only lodging facilities within the Village of Southampton, and probably the largest within the town of Southampton at this moment. What we have on the site are 3 commercial buildings they've been around for 27 years. It had been completely, fully occupied, but not the highest and best use at this moment, and not something that the community wanted to see for the site. The plan is to take Building F, which is at the southeast corner, it's now 8 commercial suites. That's going to be converted, and I'm not sure what the metrics were, but it's actually 8 workforce housing units within this building. The building here had been Merrill Lynch, it had been an architect's office, it had been Valley National Bank. We're going to maintain that building, and there's minor funds, some funds for doing a tenant

upfit when we complete all of the construction. We're taking this building down, and this is the one that's being replaced with 40 hotel suites. Someone used the word luxury, the South Hampton Inn is lovely, it's charming, it's meticulous, family-friendly, it's welcoming, it's coastal, it's the beach, it's bringing your pets. I mean, it's the things that I grew up with a very long time ago, my parents had a house in Hampton Bays. It's not the Hamptons, per se I think Mr. Beedenbender asked a question about the rates at the Southampton Inn, we go from \$175 or \$200 a night now, and on a weekend, 4th of July in the summer, we will be at \$800 a night for guests who waited a long time to make their reservations. We're not gearing this whole project and community to \$1,500 a night, or \$2,000, or \$2,200. I think my partners would like that, but we fit a different niche, which is wonderful, welcoming, and we like pets. We have a swimming pool and a private sewer treatment plant, which I've always wanted. I think one of the economic things happening here is this project started 10 years ago. It's taken a very long time, and several mayoral administrations. Without any dissent, but just very slow, to be at a point where we're kind of ready to go. The costs have gone up exponentially, but certainly, some of the costs between 30% and 35%, 40% for some. We do need wood, that may come from Canada. We have stainless steel for the sewer treatment plant, and we all know about the workforce out east and what it takes to keep people working, engaged, and competitive. The suites will be a 600 square foot module, and we have a little living room area, there's a kitchen in it, there's a washer-dryer, we're going to have a lovely brand new tile bathroom. There is a separate sleeping area and so what we found with our family orientation is a lot of people come with their children, or their children and nanny. It's costly at \$600 a night a \$1,200 room rate to take connecting rooms, and at the Southampton Inn, we have 40 out of the 90 rooms are connecting suites. But people have said over the years they would like to be able to visit where they bring their children, and they don't have to purchase Rice Krispies and whole milk in the morning. This is something built and very much endorsed by Camoin as a product that we think people really want. Not a 3 or 4 or 6-bedroom home within the village, necessarily, but a hotel, full hotel services, for welcoming people. Ms. Gotthelf said we have 4 penthouse units on the very top floor where there's a half-story and they are a little bit larger and maybe a little bit more special, the bathroom has a soaking tub and a shower. It is all going to be new and stunning and crisp but it is not the Hamptons per se it's the eastern end of Long Island at the beach and we feel very strongly about this as a brand. This is 8 of these workforce housing units. You can see coming in, each one will have a kitchen on the ground floor. It will be an L-shaped kitchen because 50% of the units, or 4 of them on the ground floor, will be full ADA, so we needed not to have the countertop, or we need wheelchair available bathrooms, washer-dryer, of course, and then a bedroom in the back. There's 57 parking places, which is what met the code, and this is what the Architectural Review Board in Southampton is pretty notorious about being really tough, and they said, oh, we can't see anything bad about it. So, there we are. They like white, they like green, they're all covered balconies, and we hope it will be contextual to the, sort of, historic and very cultural part of Southampton. Why we're here is because the costs have risen, the rates are somewhat capped we don't know it's very experimental. Maybe there'll be so much demand that we're going to rent and rates will increase. I can only say that if you provide the benefits, and if the rates are higher, the 5.5% Suffolk County occupancy tax will be higher for the county. What is in Mr. Gremse's numbers is based on what we conservatively feel will be a reality. In terms of the jobs, just to, elaborate a little bit on what Mr. Gremse said, we're in this pivotal moment right now where some of the staff who's been with the company for 10, 15, 20, 27 years, and they get raises so we've really capped ourselves, or talked ourselves out. The only alternative is to scale up and for the C-suite which I know was of concern to Mr. Gremse. The CFO and the COO and the head of sales and the revenue management, front desk manager for those people who have been with the company for so long, salaries can increase and we can retain them, we can afford to do that. Payroll is in excess of \$3 million dollars a year and counting, full benefit packages and full paid time off (PTO) packages. We believe that in the hospitality business your staff and employees, human resources, is one of the most important features of running a business in our community, so we need to take care of them, and this is a way to be able to move forward. The alternative might be, and we're really at that moment now we hope it never happens we could renovate what we have right now. We would have a 20,000 square foot commercial, retail, commercial office. It's not what the community needs or wants. We don't think it's the vast the traffic is such an issue out east hotels is really the lowest possible sort of traffic counts, because people come in, they stay, they walk to everything, and then they check out at 11 o'clock and come in at 4. Ms. Gotthelf said she is here to answer any questions you might have. Mr. Baker said he would like to make one other point. It doesn't for whatever reason show so much in any of the reports or anything but in addition to all of this there are 8 units of staff housing in this hotel. That is 8 places for people to stay that have nothing to do with the workforce housing which pursuant to the conditions approved by the village have to be open to people within the village it's not just employees. Workforce

units are for everyone; there were also 8 units for staff members to occupy in the facility. Ms. Gotthelf said its 8 workforce housing units. It is seasonal staff housing for 8 people, it is a public plaza area, a sewer treatment plant and all of that is going to be supported by 40 new hotel suites which is why we would be honored to be part of whatever they are able to put together.

Ms. Cochran asked do you know what type of sewer treatment plant you will use what type of wastewater management and Ms. Gotthelf said it is a Babybes. Ms. Cochran said that is what they call it and Ms. Gotthelf replied yes. Ms. Lansdale asked board members if they have any questions and she indicated that Legislator Welker is here representing this area of Suffolk County and if she has questions or comments we'll take them after the board's questions. Mr. Beedenbender said we were discussing 8 versus 1 Mr. Gremse you were drawing a distinction between the definition of workforce and affordable. There is one that is affordable and 7 that are workforce, correct we don't disagree that there is 8. Workforce is the lower percentage of income, workforce is higher then affordable. Mr. Gremse said that is per the town's definition, so their workforce units are up to 130% from the updated policy for Suffolk County IDA recognized the affordable workforce at only 80% or less. For the purposes of compliance with the Town Planning Board the other 7 units are priced at 130% of AMI. You can see that's fairly high, but they still are restrictive based upon the 130% of AMI. Mr. Slaughter said I would like to clarify there's the workforce and affordable units and then an additional 8 units for staff. The staffing units are included in here, Ms. Gotthelf said correct the staff units are on the lower level with light wells code compliant of the new building. They are not market-rate rental units, and under the Southampton Village ordinance we can go to 130% of the AMI, whatever that may be and Southampton is a pretty wealthy community. One of those units will be an 80% unit, and the other 7 of those units will be whatever we're able to do. They're clearly designated for people who are working within the village, to whatever extent they can be. Mr. Slaughter said as far as the staff units, they won't be charged to live in that space. Ms. Gotthelf replied they might be charged \$25 a week because we have to charge them so they don't scribble on the walls, no I mean this is a service clearly and it's nominal. It is an expense to build it, it will be a revenue center, but it will be a necessary part of the business. Mr. Slaughter said he has expressed his concern in the past about hotel projects like this. In the sense of the clientele that you're servicing and the ability to change rates, maybe a little more flexible than your typical hotel project is there anyway for us to review these projects. We have had a few similar type luxury-type hotels on the East End to see if those rates are being charged at what they projected. Is there anyway to keep an eye on that. Ms. Murphy said we can certainly reach out to Westhampton. The Southold project has not begun construction yet, so that would be the only one that we've been checking on. Mr. Slaughter said he has been doing some numbers, typically we see PILOT's that are more substantial than this it's not really a huge PILOT compared to some projects that have gone through. Mr. Slaughter said looking at the ranges of hotels in comparison, I mean, there are some here that are charging upwards of \$1,000. You know, \$900, and just, some simple math over the course of two summer months, if you charge \$900 as opposed to \$800, you're basically paying already for more than the 15 years' worth of PILOT's that you're getting. So it wouldn't be difficult for you to make up that cost and make it a viable project. And if rates end up being that high after getting the incentive, certainly there may be a concern over undue enrichment. Mr. Slaughter said I do have concerns about that on a project like this. Mr. Rastello said on Page 18 of the market study it gives you the rates of the other hotels, Mr. Slaughter said yes he was looking at that and that's his point. It doesn't take a lot to go over the \$800 rate to make up some of these numbers are as far as the financial incentive Ms. Gotthelf said it could be and I think one of the good things about this project is with the sales tax and the occupancy tax for Suffolk County. The more it could be charged the better the rate, the more funds would be slowing down this formula. Ms. Gotthelf said right now the Southampton Inn is paying approximately over \$350,000 annually in our heads and beds tax as they put it. Another thing to keep in mind is the Southampton Inn is probably the best comparison that you're going to see. So the ADR is there and its hard to say publicly we don't even have STAR reports. We don't like to play that hotel-speak game but the rates are in the 4's in the summertime \$459 the wintertime rates are \$173 and it is a phenomenal location. It's an older building but its very lovely and iconic. Much of our midweek business in the colder seasons and even in the summer are corporate groups from other places flying into the Islip Airport. People know the multiplier effect of money during their lunch period, they walk around the village, they go shopping, they bring their spouses. They love to do meetings on Wednesday and Thursday so that they can have their families come for the Friday, Saturday afterwards. It's just a very big financial boost to the small, lovely, unique Village of Southampton, which is all of two streets. Mr. Baker said maybe the cap on this also is risk involved as Ms. Gotthelf said Southampton is the best comparable for this property. Other hotels that are in

these reports maybe cater to a different clientele. Ms. Gotthelf expressed early on in the discussion how they have a welcoming family sort of set up so it's more available to other people. With higher rates, that problem is not true, but more importantly, the risk that goes into this, and I know this from other projects as well, other similar projects. It is not taken right by lenders, and ultimately, without the financing that analyzes all this and looks at the risk end of it as well, you don't have a project. The ask here isn't quite as big so it's sort of a weird circular conversation. They're not asking for quite as much as other projects might ask for, hotel or not, but at the same time there might be even more. Mr. Baker thought it might not show that way because the margin for the delta between the two is not quite as great. The reality is that the need is there. Ms. Cochran said you mentioned that there will be a public space on the side of one of the buildings is that going to be provided and maintained by your company and Ms. Gotthelf said yes. Ms. Cochran said you said public so if I wanted to on my lunch break and walked across the street I could sit and have lunch there that space is going to be for everyone in that area. Ms. Gotthelf said yes. Mr. Baker said I think that's a good point, because that was a requirement by the village. It's important because that's something similar to the sewage treatment plant, similar to the workforce housing units, similar to the other things that are not income generators, necessarily, but our costs. Ms. Cochran said it is something that all developers do not offer. Mr. Baker said right, and these are all things that they are. They're almost sort of reverse benefits. They're good things for the community, but it's not like somebody's coming to sit in that area and, you know, they're going to pay Ms. Gotthelf. Ms. Gotthelf said it's a hotel, this is a hospitality project that's differentiated from a manufacturing facility or something industrial. The point and the mission and the culture is to welcome everyone. To have a public outside space at the intersection of Job's Lane, Hill Street and First Neck Lane its really ground zero of the lovely Village of Southampton, it's a straight shot to Cooper's Beach. Ms. Gotthelf said our village really needs this. Since post -COVID it is becoming more and more seasonal and for the people that live there year-round they need it. Mr. Damianos asked is it only going to be open from May to October is that correct or is it year-round. Ms. Gotthelf said the workforce housing is going to be year-round. The Southampton Inn has always been open on a year-round basis, even when occupancy totally plummets. For the purpose of putting our numbers together we know in the wintertime with the availability of places, including peoples homes as a competitive set and the tourism to the East End. It would not be a monetary plus, it would make the numbers look a lot worse. We don't have a plan and never have in 27 years, closed in the winter and the Southampton Inn will definitely be open. Nothings definite, but it has always been open and we would hope that that would stay open with its restaurant, which is open daily for breakfast and brunch. We have a model, which we certainly could put together and share with you, but all it does is make the numbers look worse. Mr. Damianos replied I would think it probably would. On the number of employees, we have on the write-up that we have here, Kelly, I don't know if this came from you or if this was, where we got it from. We have 53 present jobs, and we're proposing, an additional 13 jobs for a total of 66 jobs. In terms of present jobs, how did we get that number with the existing buildings that are there or is it just kind of irrelevant? Ms. Gotthelf responded some of it is that our jobs at the Southampton Inn now are approximately 35 people on a year-round basis and we swell to about 90 people in the summer. I didn't do those calculations but I should punt on that question, but I would imagine when you take year-round FTEs it probably calculates to 53 on a year-round FTE basis. Ms. Murphy said that's what we discussed here.

Ms. Lansdale said I wanted to pause and mention that Legislator Welker is here, and she wanted to make a comment or two, thank you for coming Legislator Welker. Legislator Welker said thank you for the opportunity to speak I understand that it's out of turn, my apologies. I am Ann Welker I am the legislator for the 2nd. District. The 2nd. District encompasses the entire town of East Hampton, as well as the majority of the Town of Southampton. There are many things that we lack in Southampton, but there are a few that we have a bit much of. Montauk has many hotel rooms and Riverhead has many hotel rooms. Downtown walkable Southampton Village does not have many hotels, so we are in full support of the expansion to the Southampton Village. The other thing that we lack on the East End is workforce housing it contributes and allows people to not have to leave the area because they can't afford to stay. It contributes to our traffic so 8 units while it may not be the number that are needed, it's a step in the right direction. As was mentioned previously this has been a project that has been in process for 10 years. The community is behind this we are in full support of it, and full disclosure, the County's Legislative office is one of the tenants in what will become a workforce housing unit. We will be leaving but we're thrilled that there will be workforce housing in eight situations that it will open now to members of the community. Also to the luxury aspect of this I struggle as a year-round full-time native of the East End

with the media's perception of our community. The biggest thing that we need more of is for our community to be able to sit at the Southampton Inn it is someplace that I would recommend to my friends and my family when they come to stay. I just want to make sure you understand that there's a big discrepancy between what's perceived as luxury and the welcoming feel that Southampton Inn does provide. Thank you again for the opportunity to speak. I'm sorry, I must excuse myself now we are in full support thank you. Mr. Harvey said I am always interested in the public benefit side, referencing Mr. Gremse's information on Page 8. Doing some rough math, obviously I would like the public benefit number to be as high as possible, in this case \$2.5 million. As a board member we're always in the business of economic development for Suffolk County and just by doing some rough numbers not only the benefit this is in support of not only the benefit it's going to give the community the benefit it gives the county as a whole. If I did my math right the IDA is going to make an investment of over 15 years an average of \$110,000 a year of which our benefit is going to be over \$167,000 a year. This means that Mr. Gremse let me know if I am wrong which means the county as a whole which is in charge of economic development the county is going to reap a benefit of \$50,000 a year over the life of the project. Obviously, anything that generates that type of income for the county that supports economic development. I understand Mr. Slaughter's point regarding the hotels but our primary directive is always about economic development for Suffolk County and if we can help out those little hamlets whether it be Southampton or Southold whatever that's the ancillary by product or benefit we get from whether we approve or disapprove a project.

After further discussion and;

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

RESOLVED, to approve an inducement resolution for an approximate \$29,656,409 lease transaction for 71 Hill LLC facility.

Mr. Slaughter said regarding the motion he has expressed his feelings our objective is economic development but we are also fiduciaries of the taxpayer. Everyone talks affordability right now most Suffolk County residents would not be able to go to an establishment like this which is fine. The economic benefits the hotel motel tax but for me it's a but for we support projects that would otherwise not happen. Mr. Slaughter said I am not convinced that this project will not happen without this financial support. In an environment where people are fleeing Long Island because they can't afford the taxes every little bit to help drive that revenue and income I think this is a project that probably happens anyway. You certainly have the flexibility to have these rates be flexible with the clientele you're working with. I am not convinced that it's something that you absolutely need to make it happen, so I will be voting no.

Carried 5/1 with Mr. Slaughter voting no.

OLD BUSINESS

Triple J & A Holdings LLC/Mason Technologies Inc.: Request to amend the application.

Ms. Murphy presented Exhibit B. The project involves the purchase, demolition (existing 50,000 sq. ft. building) equip and construct a new 69,120 sq. ft. building office and warehouse space located at 395 Oser Avenue, Hauppauge, NY. The Company has future potential to expand an additional 30,000 sq. ft. The new building will be a blank slate for design purposes and will allow Mason Technologies to design and build more efficient office space by allowing for full tailored floor plans without the limitations of the prior building envelope.

Ms. Murphy said Triple J & A Holdings the board will recall also known as Mason Industries came before us last year and received a full inducement. The Company is requesting an amendment to the original project they have discovered that it is in their best business interest to demolish the existing property and build a new 50,000 sq. ft. building at 395 Oser Avenue, Hauppauge. There was an existing site plan in place from the previous owner by building a new structure it enables them to begin their business much quicker and it also gives them the ability to put a 30,000 sq. ft. extension on down the road to support their growth. The jobs remain the same there is an increase of more than \$9 million in project costs. The benefits for sales tax, mortgage recording tax and property

tax have increased.

Ms. Murphy introduced Nick Terzulli, Esq., Davidoff Hutcher & Citron LLP Counsel and Matt Carrique, Director of Special Projects for Triple J & A Holdings LLC/Mason Technologies Inc. to Board Members. Mr. Terzulli thanked the Board and Ms. Murphy for the opportunity to discuss their request to amend the existing transaction with the Agency. Mr. Terzulli said unfortunately Jennifer and Adam Mason are not able to join us today. Mr. Terzulli gave Board Members some background on Mason to refresh everybody's recollection. Mason Technologies is a leading national contractor, providing turnkey and custom technology solutions for telecommunications, data, fiber, audio-visual systems, data centers and unified security solutions. Some of Mason's clients include New York City Health and Hospitals, JP Morgan Chase, Lehman College, FDNY, St. John's University, NYPD, NYU Langone Hospital and Ralph Lauren. Mason has completed over 100,000 projects since being funded in 2002. Mason was founded and is solely owned by Jennifer Mason and is a certified WMBE in Suffolk County. As you know, the Board approved our initial project in May 2025. Our initial project included the acquisition, renovation and expansion of 395 Oser Avenue, Hauppauge. And that project would result in the retention of 237 full-time equivalent jobs, and the creation of an additional 25 full-time equivalent jobs within 2 years of project completion. The average annual salary for these jobs is \$86,000, not including benefits. Following our closing, Mason realized that demolishing the existing building and building a brand new 70,000 square foot, state-of-the-art facility, which can be seen here would actually be a smarter and better investment for the company long-term. The new development will allow Mason to place the facility in the most optimal location on the site. Which will allow for potential future growth of an additional 30,000 square feet. We're not here before you for that additional 30,000 square feet, but it is something that we are working on and thinking about, and hopeful that we can come back to the board in a few years when we're ready for that next expansion. Additionally, the new building will allow Mason to build out fully tailored floor plans designed to meet their particular industry and business model. This will allow Mason to create a fully customized experience center, showcasing their latest in AV technology. As Ms. Murphy mentioned earlier, Mason is investing about \$9 million more in the new project than in the renovation. It equals about 40% more than the existing project. The total project cost is estimated to be \$29,930,000. Therefore, we are here before the agency to request a modification to the existing documents that will enable Mason to build this new facility. We really appreciate your time and attention to this, and we look forward to welcoming you to the groundbreaking in a few months. We're here to answer any questions you may have. Ms. Cochran asked if you are approved and you go forward with the project the existing facility is utilized right now. You have employees there right now it is not a vacant building. Mr. Terzulli said it is a vacant building we are still using our space. Mr. Beedenbender said your project just got bigger. Mr. Harvey asked what is the difference between the two benefit packages and Mr. Terzulli said we are requesting an increase in the sales tax exemption of approximately \$499,000 which is an increase of \$532,000 from our initial project. We are also asking for an increase in the mortgage reporting tax exemption of \$10,000, which is an increase from \$135 to \$145.

After further discussion and;

Upon a motion by Mr. Slaughter, seconded by Ms. Cochran, it was:

RESOLVED, to approve the request to amend the application for Triple J & A Holdings LLC/Mason Technologies, Inc. facility.

Unanimously carried 6/0.

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

Ms. Murphy presented Exhibit C. Ms. Murphy stated there is no update on the report. We are in compliance reporting period we expect that number on February 13, 2026 we will report to the Board at the end of February once those are received.

OTHER BUSINESS**MINUTES**

The Minutes of the December 11, 2025 were accepted by Board Members.

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 6/0.

The Meeting adjourned at 1:56 p.m.

The next IDA Meeting is scheduled for February 26, 2026.