

1 ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
2 STATE OF NEW YORK

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3 In The Matter of

4 RE: 13TH AVENUE FISH MARKET INC.

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5 Wallkill Town Hall  
6 99 Tower Drive, Building A  
7 Middletown, New York  
8 December 11, 2019  
9 11:00 a.m.

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11 B E F O R E: Kevin Dowd, Esq.

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FRANCES ROTH  
Court Stenographer  
168 North Drury Lane  
Newburgh, NY 12550  
(845) 401-1641

## 1 A P P E A R A N C E S:

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4 LAW OFFICES OF KEVIN T. DOWD  
Attorney for IDA  
5 46 Daisy Lane  
Montgomery, New York 12549

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7 Kelly Reilly  
Project Manager

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Frances Roth, RPR  
Court Reporter

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## 13TH AVENUE FISH MARKET INC.

1 MR. DOWD: Good morning everybody, I'm going  
2 to ask you to stand for the Pledge of Allegiance.  
3 (Whereupon, the Pledge of Allegiance was  
4 recited.)

5 MR. DOWD: My name is Kevin Dowd, I'm local  
6 counsel for the Orange County Industrial  
7 Development Agency, I will be conducting the  
8 public hearing. To my right is Kelly Reilly and  
9 your title is? They did change the title,  
10 Project Manager. To her right is Fran who is our  
11 stenographer. Everything that's being said today  
12 will be recorded and transcribed for the board to  
13 read and help make their decision on your  
14 application. So I will read the Notice of Public  
15 Hearing right now. Notice is hereby given that a  
16 public hearing pursuant to Article 19-A of the  
17 New York General Municipal Law will be held by  
18 the Orange County Industrial Development Agency  
19 on Wednesday, December 11, 2019, at 11:00 a.m.  
20 local time, in the Conference Room at the  
21 Wallkill Town Hall, 99 Tower Drive, Building A,  
22 Middletown, New York 10941, in connection with  
23 the following matter: 13TH AVENUE FISH MARKET  
24 INC., for itself or on behalf of an entity formed  
25 or to be formed, has submitted an application to

## 13TH AVENUE FISH MARKET INC.

1 the Agency requesting the Agency's assistance  
2 with a certain project consisting of: (A) the  
3 acquisition by the Agency of a leasehold interest  
4 in an approximately 7.8 acre parcel of land  
5 located at 360 Crystal Run Road in the Town of  
6 Wallkill, Orange County, New York, together with  
7 the existing approximately 31,534 square foot  
8 warehouse building thereon; (B) the renovation  
9 and reconstruction of the Existing Improvements  
10 to house the Freund's Fish Market expansion of  
11 its production line and scope of distribution, to  
12 be implemented in six phases, including, but not  
13 limited to, (i) kosher Japanese food products,  
14 (ii) raw fish production, (iii) gefilte fish  
15 production, (iv) breeding machinery, (v)  
16 wholesale appetizing products, and (vi) frozen  
17 foods, and (C) the acquisition in and around the  
18 Improvements of certain items of equipment,  
19 machinery and other tangible personal property.  
20 The Agency will acquire a leasehold interest in  
21 the Facility and lease the Facility back to the  
22 Company. The Company will operate the Facility  
23 during the term of the lease. At the end of the  
24 lease term, the Agency's leasehold interest will  
25 be terminated. The Agency contemplates that it

## 13TH AVENUE FISH MARKET INC.

1 will provide financial assistance to the Company  
2 in the form of sales and use tax exemptions, a  
3 mortgage recording tax exemption and a real  
4 property tax abatement, all consistent with the  
5 policies of the Agency. A representative of the  
6 Agency will be at the above-stated time and place  
7 to present a copy of the Company's Project  
8 Application and hear and accept written and oral  
9 comments from all persons with views in favor of  
10 or opposed to or otherwise relevant to the  
11 proposed Financial Assistance. Dated: November  
12 26, 2019 by the Orange County Industrial  
13 Development Agency. Just as a summary of your  
14 application, the total capital costs are  
15 estimated to be \$5,287,500 which includes the  
16 purchase of property and equipment. The  
17 approximate amount of the sales tax exemptions  
18 will be \$153,360. The approximation of the  
19 mortgage recording tax will be \$229,500 and  
20 you're requesting a ten year PILOT. Along the  
21 job figures for full time employees within three  
22 years of the project being complete you're  
23 estimating 46 employees will be hired. With that  
24 being said, I'll open up the public hearing.  
25 Does anyone from the applicant wish to say

## 13TH AVENUE FISH MARKET INC.

1 anything?

2 MR. BILLIG: I will just introduce myself.  
3 I'm Jacob Billig, B-I-L-L-I-G from Billig,  
4 Loughlin & Silver, we are counsel to the  
5 applicant. We want to thank the IDA for the work  
6 they've done on this point. Staff has been  
7 extremely helpful. The applicant has had the  
8 business established by their grandfather  
9 actually after the war, they've grown that  
10 business in Brooklyn. They're looking to expand  
11 and had searched throughout the tri-state area  
12 and chose Middletown, Orange County. The IDA's  
13 work with the project has been instrumental in  
14 their efforts to expand their business and  
15 particularly choose this site for the project.  
16 Without any further ado, I can pass it over to  
17 one of the Freunds who can give you a little bit  
18 more information and background about the company  
19 just for a minute or so.

20 MR. FREUND: Right, so I'm, right now we're  
21 three owners, my father is still working there.  
22 I still remember my grandfather when we started  
23 out in the little fish market in Brooklyn. It's  
24 me, and then my younger brother working together  
25 in this, you know. Over the course of the years,

## 13TH AVENUE FISH MARKET INC.

1 we have expanded in new markets remembering when  
2 we made gefilte fish without a scale and growing  
3 it up to the next level when my brother came in  
4 and we started doing cooking, you know, all kinds  
5 of products that we needed. And because we  
6 needed the products, my brother started doing  
7 imports and the condiments for the sushi like  
8 rice, ginger, wasabi, all the stuff that we  
9 distribute to, you know, like Japanese markets or  
10 sushi places so we supply them with the wholesale  
11 supply. You know, we were looking to expand, we  
12 had, you know, we have a place that we're looking  
13 in Jersey but this came along, this building is  
14 something that we feel that it would be fit for  
15 us even if it is far, every time we come up it's  
16 a three hour ride that we get tired but, you  
17 know, we feel that the building is, it's a fit  
18 for what we're doing, it's basically kind of like  
19 what we have in Brooklyn, just bigger. So it,  
20 we'll be able to, you know, to grow it in, you  
21 know, with the help, you know, with the help of  
22 the IDA, you know, we'll have those jobs, we  
23 ensured those people in the company right now  
24 that if we get approved for IDA there's not going  
25 to be a loss of jobs of theirs, whatever is

## 13TH AVENUE FISH MARKET INC.

1           happening with the current owner so we'll help  
2           them out with that as well. We're, you know,  
3           we're looking forward if we get approved so we  
4           can, you know, we can start the project.

5           MR. DOWD: Thank you. Mr. Billig, has your  
6           client provided the IDA with a letter of support  
7           from the town?

8           MR. BILLIG: Yes, I believe it was.

9           MR. DOWD: I don't have it in the file.

10          MR. BILLIG: We'll check that to resolve  
11          that but I believe the town's IDA looked at the  
12          project, indicated that they were not going to,  
13          they were not going to get involved, they'd  
14          rather have the county's IDA do it. So that's  
15          the support letter that--

16          MR. DOWD: But you didn't have anything from  
17          the town itself, the town supervisor?

18          MR. BILLIG: It was our impression that that  
19          letter would suffice from discussions with, that  
20          we had with Laurie previously.

21          MR. DOWD: Very good, thank you.

22          MR. FREUND: There's some literature.

23          MR. DOWD: Same literature that we had?

24          MR. BILLIG: Yes, yes, it's part of the  
25          record already so they have it, okay.



## 13TH AVENUE FISH MARKET INC.

1 MR. DOWD: Save some trees. Okay, so  
2 there's no one from the public here to speak so I  
3 will declare the public hearing closed. And this  
4 matter is on the agenda for tomorrow afternoon in  
5 front of the IDA board.  
6  
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8 (Proceedings concluded at 11:10 a.m.)  
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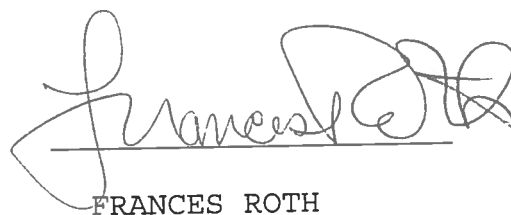
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## C-E-R-T-I-F-I-C-A-T-I-O-N

I, FRANCES ROTH, a Stenographic Reporter and Notary Public  
of the State of New York, do hereby certify:

That the foregoing is an accurate record of the testimony,  
as given, to the best of my knowledge and belief, the same  
having been stenographically recorded by me and transcribed  
under my supervision.

That I am not related to any of the parties involved in  
this matter, and that I have no personal interest  
whatsoever in the outcome thereof.



FRANCES ROTH

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