

ORIGINAL

2 THE ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
3 STATE OF NEW YORK

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4 In The Matter of

5 Re: DANA DISTRIBUTORS, INC.

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6  
7 Village Hall  
8 276 Main Street  
9 Goshen, New York  
September 11, 2018  
11:00 a.m.

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13 B E F O R E: KEVIN DOWD, ESQ.  
14 IDA ATTORNEY

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23 FRANCES ROTH  
24 Court Stenographer  
25 168 North Drury Lane  
Newburgh, New York 12550  
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## 3 A P P E A R A N C E S:

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5 LAW OFFICES OF KEVIN T. DOWD  
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7 46 Daisy Lane  
8 Montgomery, New York 12549

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8 Kelly Reilly  
9 Client Services Specialist, OCIDA

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DANA DISTRIBUTORS, INC.

MR. DOWD: Okay, it's 10:00, we're going to start on time. I'm going to ask everyone to rise for the Pledge of Allegiance.

(Whereupon, the Pledge of Allegiance was recited.)

MR. DOWD: Thank you. Good morning, my name is Kevin Dowd, I'm local counsel to the Orange County IDA. I will be conducting this public hearing today. To my right is Kelly Reilly, one of our administrative staff members at the IDA and to my left is Fran Roth, our stenographer, who will be recording everything at which point a transcript will be presented to the board members for their review and approval. So I'll start today by reading the notice of public hearing. Notice is hereby given that a public hearing pursuant to Article 18-A of the New York General Municipal Law will be held by the Orange County Industrial Development Agency on Tuesday, September 11, 2018 at 10:00 a.m. local time, at the Village Hall, 276 Main Street, Goshen, New York 1024, in connection with the following matter: DANA DISTRIBUTORS, INC., a New York corporation, for itself or on behalf of an entity

## DANA DISTRIBUTORS, INC.

to be formed, has submitted an application to the Agency requesting the Agency's assistance with respect to a certain project consisting of (A) the acquisition by the Agency of a leasehold interest in a portion of an approximately 14.68 plus or minus acre parcel of land located at 52 Hatfield Lane in the Village and Town of Goshen, Orange County, New York; (B) (i) the construction of an approximately 46,500 square foot addition to the existing approximately 112,000 square foot warehouse/distribution/office building located on the Land to be used by the Company as an expansion to the draught cooler and controlled environment warehouse and (ii) the construction on the Land of an approximately 12,000 square foot stand-alone recycling building with loading docks, processing equipment and associated improvements; and (C) the acquisition and installation in, on and around the Improvements of certain items of equipment and other tangible personal property including, but not limited to, two forklifts and charging stations, one cardboard compactor/baler, one baler for plastic, one glass crusher, one commercial can densifier,

## DANA DISTRIBUTORS, INC.

two 16 bay tractor trailers, two 48 foot tractor trailers, five sales vans, one 26 foot non-cdl box truck, one pallet scale, five Big Ass Fans and additional surveillance equipment for expansion and recycling; all for use in the Company's business of receiving, repacking, storage and distribution of beverages and to increase the Company's capacity to receive returns and recyclables. The Agency will acquire a leasehold interest in the Facility and lease the Facility back to the Company. The Company will operate the Facility during the term of the lease. At the end of the lease term, the Agency's leasehold interest will be terminated. The Agency contemplates that it will provide financial assistance to the Company in the form of sales and use tax exemptions, a mortgage recording tax exemption and a partial real property tax abatement, all consistent with the policies of the Agency unless procedures for deviation are complied with. A representative of the Agency will be at the above-stated time and place to present a copy of the Company's Project Application and hear and accept written and oral

DANA DISTRIBUTORS, INC.

comments from all persons with views in favor of or opposed to or otherwise relevant to the proposed Financial Assistance. Dated August 24, 2018 by the Orange County Industrial Development Agency. I see a new entry into the room, there's a sign-in sheet here if you wish to sign in. So we'll start by asking the applicant who's here today whether they want to make any statement on the record or make any short, short presentation of the project.

MR. ESPOSITO: We'll make a very short presentation of the project, thank you. I just--

MR. DOWD: Your name for the record?

MR. ESPOSITO: My name is Steve Esposito representing Dana Distributors, Inc. So Dana Distributors is a three generation distribution company. They service Orange, Sullivan and Rockland counties. Their main facility is in Goshen, it's on Hatfield Lane, consists of about 18,000 square feet of existing office and 92,000 square feet of controlled warehouse, an ambient warehouse. The proposal is to expand the warehouse for approximately 45,500 square feet and then also build the recycling building which

## DANA DISTRIBUTORS, INC.

is about, approximately 12,000 feet. The project is currently under construction and if it ever stops raining it should be completed this fall. Actually, we're, just to let you know, currently the facility pays \$235,000 in taxes today which includes 100, almost \$140,000 to the school, 56,000 to the village and almost 40,000 to the county. And we're again looking for incentives which include sales tax and a PILOT.

MR. DOWD: Thank you, Steve. So according to the application filed with the IDA, total capital costs are projected at \$7,907,300. The sales tax exemption requested for construction is approximately \$195,000 and the sales tax exemption for the equipment is approximately 50,000. They're requesting a ten year PILOT and based upon the project that we have they'd have a savings of \$714,834 and total taxes paid would be \$885,244. As far as jobs are concerned, this project would retain 103 permanent full time employees and retain 17 part time employees. And if it is approved, the project would also create within the first three years of the project 18 additional full time employees and approximately

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DANA DISTRIBUTORS, INC.

12 part time employees. Any issues with any of  
those numbers gentlemen?

MR. ESPOSITO: No.

MR. DOWD: With that being said, I'll open  
up for comments and/or questions from the public.  
Anyone have any? There being none, I'll declare  
the public hearing closed. Thank you very much.

(Proceedings concluded at 10:05 a.m.)

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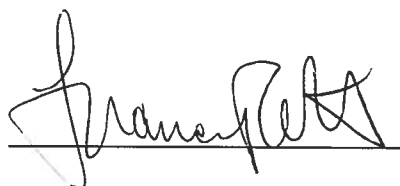
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I, FRANCES ROTH, a Stenographic Reporter and Notary Public  
of the State of New York, do hereby certify:

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.

A handwritten signature in cursive script, appearing to read 'Frances Roth', written over a horizontal line.

FRANCES ROTH

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<b>1</b>		employees [4] 7/22 7/22 7/25 8/2 end [1] 5/14 entity [1] 3/25 entry [1] 6/6 environment [1] 4/15 equipment [4] 4/18 4/21 5/5 7/16 Esposito [1] 6/15 ESQ [1] 1/13 ever [1] 7/3 everyone [1] 3/3 everything [1] 3/13 exemption [3] 5/19 7/14 7/16 exemptions [1] 5/18 existing [2] 4/11 6/21 expand [1] 6/23 expansion [2] 4/14 5/6
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<b>9</b>		
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<b>F</b>	local [2] 3/8 3/21 located [2] 4/7 4/12 looking [1] 7/9	project [9] 4/4 5/24 6/11 6/13 7/2 7/18 7/21 7/23 7/24 projected [1] 7/13 property [2] 4/22 5/20 proposal [1] 6/23 proposed [1] 6/4 provide [1] 5/16 public [6] 3/9 3/16 3/17 8/6 8/8 9/4 pursuant [1] 3/18
form [1] 5/17 formed [1] 4/2 Fran [1] 3/12 FRANCES [3] 1/23 9/4 9/18 full [2] 7/21 7/25	<b>M</b>	<b>Q</b>
<b>G</b>	main [3] 1/7 3/22 6/19 make [3] 6/9 6/10 6/12 matter [3] 1/4 3/24 9/13 me [1] 9/9 members [2] 3/11 3/14 minus [1] 4/7 Montgomery [1] 2/6 morning [1] 3/7 mortgage [1] 5/18 much [1] 8/8 Municipal [1] 3/19 my [6] 3/7 3/10 3/12 6/15 9/8 9/10	questions [1] 8/6
General [1] 3/18 generation [1] 6/17 gentlemen [1] 8/3 given [2] 3/17 9/8 glass [1] 4/25 going [2] 3/2 3/3 Good [1] 3/7 Goshen [4] 1/8 3/22 4/8 6/20	<b>N</b>	<b>R</b>
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I'll [3] 3/15 8/5 8/7 I'm [2] 3/3 3/8 IDA [5] 1/13 2/5 3/9 3/11 7/12 ii [1] 4/15 improvements [2] 4/19 4/20 INC [3] 1/5 3/24 6/16 incentives [1] 7/9 include [1] 7/10 includes [1] 7/7 including [1] 4/22 increase [1] 5/9 INDUSTRIAL [3] 1/2 3/20 6/5 installation [1] 4/20 interest [4] 4/6 5/11 5/15 9/13 involved [1] 9/12 is [14] issues [1] 8/2 it [4] 5/16 7/3 7/4 7/23 it's [2] 3/2 6/20 items [1] 4/21 itself [1] 3/25	OCIDA [1] 2/8 office [2] 4/12 6/21 OFFICES [1] 2/5 Okay [1] 3/2 one [7] 3/10 4/23 4/24 4/25 5/3 5/4 open [1] 8/5 operate [1] 5/13 opposed [1] 6/3 oral [1] 5/25 ORANGE [6] 1/2 3/8 3/19 4/9 6/5 6/18 other [1] 4/21 otherwise [1] 6/3 our [2] 3/11 3/12 outcome [1] 9/14	said [1] 8/5 sales [5] 5/3 5/18 7/10 7/14 7/15 same [1] 9/8 savings [1] 7/19 scale [1] 5/4 school [1] 7/7 see [1] 6/6 September [2] 1/8 3/21 service [1] 6/18 Services [1] 2/8 sheet [1] 6/7 short [3] 6/10 6/10 6/12 should [1] 7/4 sign [2] 6/7 6/7 sign-in [1] 6/7 So [4] 3/15 6/7 6/16 7/11 Specialist [1] 2/8 square [6] 4/10 4/11 4/16 6/21 6/22 6/24 staff [1] 3/11 stand [1] 4/17 stand-alone [1] 4/17 start [3] 3/3 3/15 6/8 STATE [2] 1/2 9/5 stated [1] 5/23 statement [1] 6/9 stations [1] 4/23 stenographer [2] 1/23 3/12
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jobs [1] 7/20 just [2] 6/13 7/5	paid [1] 7/19 pallet [1] 5/4 parcel [1] 4/7 part [2] 7/22 8/2 partial [1] 5/19 parties [1] 9/12 pays [1] 7/6 permanent [1] 7/21 personal [2] 4/22 9/13 persons [1] 6/2 PILOT [2] 7/10 7/17 place [1] 5/24 plastic [1] 4/24 Pledge [2] 3/4 3/5 plus [1] 4/7 point [1] 3/13 policies [1] 5/21 portion [1] 4/6 present [1] 5/24 presentation [2] 6/10 6/13 presented [1] 3/14 procedures [1] 5/21 Proceedings [1] 8/11 processing [1] 4/18	
<b>K</b>		
Kelly [2] 2/8 3/10 KEVIN [3] 1/13 2/5 3/8 know [1] 7/5 knowledge [1] 9/8		
<b>L</b>		
land [3] 4/7 4/13 4/16 Lane [4] 1/24 2/6 4/8 6/20 LAW [2] 2/5 3/19 lease [3] 5/11 5/14 5/14 leasehold [3] 4/5 5/11 5/15 left [1] 3/12 let [1] 7/5 limited [1] 4/22 loading [1] 4/17		

<b>S</b>	who [1] 3/13 who's [1] 6/8 will [9] 3/9 3/13 3/14 3/19 5/10 5/13 5/15 5/16 5/23 wish [1] 6/7 within [1] 7/24 would [3] 7/19 7/21 7/23 written [1] 5/25
Stenographic [1] 9/4 stenographically [1] 9/9 Steve [2] 6/15 7/11 stops [1] 7/4 storage [1] 5/8 Street [2] 1/7 3/22 submitted [1] 4/2 Sullivan [1] 6/18 supervision [1] 9/10 surveillance [1] 5/5	<b>Y</b> year [1] 7/17 years [1] 7/24 YORK [9] 1/2 1/8 1/24 2/6 3/18 3/23 3/24 4/9 9/5 you [6] 3/7 6/7 6/13 7/5 7/11 8/8 Your [1] 6/14
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