

ORIGINAL

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

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3 In The Matter of

4 Re: OC HOSPITALITY, LLC

5 -----X

6 July 19, 2023
7 2:00 p.m.
8 Wallkill Town Hall
9 99 Tower Hill Drive
10 Middletown, NY

11 B E F O R E: WILLIAM FIORAVANTI
12 CEO OCNIDA

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22 FRANCES ROTH
23 Court Stenographer
24 168 North Drury Lane
25 Newburgh, New York 12550
Telephone (845) 566-1641

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2 A P P E A R A N C E S:

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4 WILLIAM FIORAVANTI

CEO OCNYIDA

5 4 Crotty Lane

New Windsor, New York 12553

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ALSO PRESENT: Kelly Reilly

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Project Manager

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OC HOSPITALITY, LLC

1 MR. FIORAVANTI: Good afternoon and welcome
2 to the public hearing for OC Hospitality, LLC.
3 This is the Orange County Industrial Development
4 Agency, today is Wednesday, July 19th, we're
5 starting this public hearing at 2:00 p.m. We're
6 going to ask first of all if we can all stand for
7 the Pledge of Allegiance please.

8 (Whereupon, the Pledge of Allegiance was
9 recited.)

10 MR. FIORAVANTI: Thank you. Just a quick
11 introduction, my name is Bill Fioravanti, I'm the
12 CEO of the Orange County Industrial Development
13 Agency, our project manager, Kelly Reilly, is
14 here as well, our stenographer, Fran Roth is here
15 also, our AV consultants, Acquisition Marketing,
16 they're also present. And we have two guests
17 that are here to speak in addition to our
18 applicant. Before we take any public comments,
19 I'm going to read the Notice of Public Hearing
20 relating to this project. Please bear with me as
21 I do, there's a lot of legalese in here. Notice
22 is hereby given that a public hearing pursuant to
23 Article 18-A of the New York General Municipal
24 Law, will be held by the Orange County Industrial
25 Development Agency, known as the Agency, on

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1 July 19 at 2:00 p.m. local time at the town board
2 meeting room at the Wallkill Town Hall, 99 Tower
3 Drive, Building A, Middletown, New York 10941 in
4 connection with the following matter: OC
5 Hospitality, LLC, a New York limited liability
6 company, known as the Company, has submitted an
7 application, the Application, to the Agency
8 requesting the Agency's assistance with a certain
9 project to be known as the Project, consisting
10 of: (A) (i) the acquisition of a leasehold
11 interest in approximately 4.6 acres of vacant
12 land located at 21 Med Parc Road, Wallkill, New
13 York, tax map number 78-1-98.41 known as the
14 Land; (ii) the construction of a four story,
15 58,000 square foot approximately 101 room hotel
16 with a pool and related amenities as well as
17 landscaping and associated surface parking lot
18 collectively known as the Facility; (iii) the
19 acquisition and installation in and on the
20 Facility of furniture, fixtures and equipment,
21 known as the Equipment, and together with the
22 Land and the Facility, the Project Facility; (B)
23 the granting of certain financial assistance in
24 the form of exemption from state and local sales
25 and use tax, known as the Financial Assistance;

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(C) the appointment of the Company or its designee as an agent of the Agency in connection with the acquisition, construction, equipping and completion of the Project Facility; and (D) the acquisition of an interest in the Land and the Facility by the Agency pursuant to a lease agreement and acquisition of an interest in the Equipment pursuant to a Bill of Sale from the Company to the Agency; and the sublease of the Project Facility back to the Company pursuant to a leaseback agreement. The Company will be the initial owner or operator of the Project. The Agency will at the above-stated time hear all persons with views with respect to the proposed Financial Assistance to the Company, the proposed owner/operator, the location of the Project Facility and the nature of the Project. A copy of the application filed by the Company with the Agency with respect to the Project, including an analysis of the costs and benefits of the Project are available for public inspection during the business hours at the office of the Agency located at 4 Crotty Lane, Suite 100, New Windsor, New York 12553 or on its website at <https://www.ocnyida.com>. This notice is dated

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1 June 29, 2023. Okay, with that read we're going
2 to get to public comment but first comment will
3 be from our applicant representing OC
4 Hospitality, LLC we have Mr. Chet Patel and we
5 have Shailen Patel. Chet, you're going to be
6 doing a brief presentation?

7 MR. C. PATEL: Yeah, sure.

8 MR. FIORAVANTI: Okay, terrific, we have
9 another camera looking right here so you're good
10 right there, exactly.

11 MR. C. PATEL: Okay, so what we're proposing
12 to do is a 100 room approximately 58,000 square
13 foot Candlewood Suites Hotel creating about 20
14 permanent jobs, 60 to 80 construction jobs which
15 will generate approximately \$250,000 a year in
16 sales tax revenue and approximately \$300,000 per
17 year in occupancy tax revenue to the county and
18 also the Town of Wallkill. We have worked on
19 prior projects in the town and that project
20 actually has generated since it started over \$4
21 million in tax revenue sales tax.

22 MR. FIORAVANTI: Is that the hotel right
23 down at the foot of the hill?

24 MR. C. PATEL: Correct. And that's roughly
25 7 or \$800,000 per year that is generated ongoing

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1 as long as it stays open and business stays the
2 way it is. So this is another project that we're
3 looking at now.

4 MR. FIORAVANTI: Great, terrific. I think
5 that's all we need to know. All of the
6 information I will say to the public on this
7 project as mentioned in the public hearing notice
8 is located in a project file on the active
9 projects page of our website, so you can look at
10 the full application and contact the IDA with any
11 questions about that. Okay, thank you,
12 Mr. Patel. Any other public comment? Please,
13 yes, sir, please come to the podium, state your
14 name, your affiliation and please give us your
15 comment.

16 MR. GROSS: Good afternoon, I am Steve
17 Gross, Director of Development for Orange County.
18 Thanks for having me here today. So hotels and
19 hospitality are tremendously important sectors of
20 our economy in Orange County, they're growing
21 tremendously. And, you know, hotel rooms are
22 really a key component to that continued growth
23 of the hotel and tourism hospitality industry in
24 our county. You know, we're in the middle of
25 doing a conference center feasibility study and

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1 the need for additional hotel rooms has become
2 quite evident as a result of that study. People
3 are coming to Orange County not just for the
4 major destinations like Legoland, Woodbury
5 Commons and Angry Orchards but they're coming for
6 corporate events. So we're trying to really put
7 a little push into that realm and having
8 additional hotel rooms are a key component to
9 that. We have sports tourism doing tremendously
10 well in our county, the track and field
11 championships were recently held in the Town of
12 Wallkill, 78,000 people came to Wallkill for that
13 event and every hotel room in the area was filled
14 up. And, you know, all this activity benefits
15 local businesses, it benefits restaurants,
16 downtowns, local commerce when people come to our
17 communities and that's what having those hotel
18 rooms enables us to do. In addition as was
19 mentioned, hotel rooms do generate occupancy tax
20 in Orange County upwards of \$6 million right now
21 and our tax levies are continuing to grow as a
22 result of the economic expansion in our county
23 over the past ten years to the point that the
24 county executive recently announced a \$7.2
25 million tax levy reduction in Orange County which

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1 is a good thing, it shows that the investment is
2 really paying off and hopefully we keep the taxes
3 down for the local community. And lastly this
4 applicant, Mr. Patel, has had a tremendous track
5 record in our county of doing positive projects,
6 he's been successful, he's created hundreds of
7 jobs for local residents in our community. We
8 think this would be a good addition. So thank
9 you. I hope you take this under consideration.

10 MR. FIORAVANTI: Thank you for your
11 comments. Next?

12 MS. DANA: Hello, I'm Amanda Dana, I'm the
13 Director of Tourism and Film for Orange County
14 and I stand here in full support of Mr. Patel's
15 project, OC Hospitality. It is no shock to
16 people in this area that when we come to
17 Thursday, Friday, Saturday, Sunday we are pretty
18 much at 100 percent occupancy during our season.
19 So our season is growing, our season used to be
20 somewhere from let's say May to October, our
21 season now is from March to November, therefore,
22 we have an influx of tourism coming into this
23 county. And it's not just about tourism,
24 although this will be a big, big source for
25 tourism lodging but it's also about our film

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1 industry that's growing and our corporate retreat
2 industry and our ~~events in general that are~~
3 growing internally and domestically. We
4 definitely need these rooms, these 101 rooms for
5 this particular project. Mr. Patel has a proven
6 track record of success in this county and I'm
7 here to support both the mortgage tax and the
8 sales and use tax exemptions for him. He will,
9 as he's proven before he will absolutely make
10 this a successful project. Thank you.

11 MR. FIORAVANTI: Thank you. I don't see
12 anyone else but I'll make a call for any other
13 public comment on this matter. Hearing none,
14 we're going to close this public hearing at 2:09
15 p.m. again on July 19th. Thank you all for
16 coming, we appreciate it. And again, one last
17 time, if anyone of the public wants to find
18 further information about this project, please go
19 to our website at www.ocnyida.com, go to the
20 active projects page, you'll see this project in
21 a folder under OC Hospitality, full application,
22 even a cost benefit analysis that was performed
23 by our Agency which by the way I will say shows a
24 return on the investment, the investment being
25 the incentives provided of two to one for the

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1 state but locally 14 to 1, so we will have an
2 influx of 14 times the value of the incentives
3 into our local economy. So that and other
4 information is available on the website and
5 contact us any time if you have questions.
6 Thanks so much for attending everyone, have a
7 great day.

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10 (Proceedings concluded at 2:09 P.M.)

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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.

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

FRANCES ROTH

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