

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

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3 In The Matter of

4 Re: SCANNELL PROPERTIES #600 and

5 AMAZON.COM SERVICES LLC

6 -----x

7 March 3, 2023

3:00 p.m.

8 Town of Wawayanda Town Hall

80 Ridgebury Hill Road

9 Slate Hill, New York

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11
12 B E F O R E: WILLIAM FIORAVANTI
13 CEO OCNYIDA
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21
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23 FRANCES ROTH
24 Court Stenographer
25 168 North Drury Lane
Newburgh, New York 12550
Telephone (845) 566-1641

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

3

4 WILLIAM FIORAVANTI
5 CEO OCNYIDA
6 4 Crotty Lane
7 New Windsor, New York 12553

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Kelly Reilly
7 Project Manager

8

9 ALSO PRESENT: (via Zoom) Robert McLaughlin, Esq.
10 Matthew Boone, Scannell
11 Properties
Jonathan Greeley, Amazon
12 Glendowlyn Thames, Amazon

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1 MR. FIORAVANTI: Good afternoon, everyone,
2 we are opening the public hearing right now for
3 Scannell and Amazon, it is March 3rd at 3:06 p.m,
4 we're opening this public hearing. Before we
5 start with any of the rules or get started with
6 comments, I'd like to ask you all to stand for
7 the Pledge of allegiance please.

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

10 MR. FIORAVANTI: Thank you. And just last
11 rule of business, if you would like to make
12 public comment I'd just ask that you put your
13 name on the sign-up sheet, we're going to do it
14 in order, alright. Just I'd like to talk about
15 just the ground rules, very simple, this is a
16 public hearing for the Amazon, it's more
17 popularly known as the Amazon project for their
18 distribution center here in Wawayanda, it is not
19 a back and forth. We do have the applicants on
20 but they're from outside the area. So they're
21 via Zoom, but they are here and they are here to
22 fill you in on the particulars of the project.
23 Again, it's not back and forth so it is not like
24 you'll ask a question and I'll ask them for an
25 answer. However, if in your comments you do,

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1 there's something you think should be clarified,
2 whatever it might be, include that in your
3 comments, I'm going to write down. At the end of
4 all of the comments there may be some that I want
5 to ask the applicant and ask them to respond to,
6 there's no requirement for any of that but we
7 want to do that. But again, I'll take them
8 altogether to discourage a back and forth and
9 then when everyone's done giving their comments
10 we will make sure they will answer some questions
11 we think are pertinent and they'll respond to
12 that. I'm just going to also tell you who is
13 present. My name is Bill Fioravanti, I'm the
14 C.E.O. of the Orange County IDA, we have Kelly
15 Reilly here, she's our project manager, Frances
16 Roth is our stenographer. We also have in
17 attendance our Town Supervisor, Denise Quinn,
18 thank you for being here. On via Zoom again is
19 the applicant, it's a co-application between
20 Amazon who will be the tenant and Scannell, who
21 is the industrial developer, they will build this
22 building, they will be responsible for all the
23 construction, labor in that regard. So who's
24 joining remotely is from Amazon is Glendowlyn
25 Thames and Jonathan Greeley. We also have

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1 representing Scannell again the developer who
2 will be building the building, Mr. Matthew Boone,
3 and representing the applicant their legal
4 counsel is Robert McLaughlin and I think that's
5 everyone we have that is joining us from the
6 applicant. Next I'm going to read the
7 resolution. Just I'll tell you what's happened
8 so far, the applicant submitted an application to
9 the IDA and it was reviewed by of course our
10 staff, our board of directors as well as our
11 consultants, including an attorney we have, our
12 general counsel. That was, they presented and
13 the board of directors passed an initial
14 resolution to authorize the public hearing,
15 that's the only vote they've taken, just to say
16 yes, we think this should go on far enough that
17 we get to a public hearing. After you make all
18 your comments, Miss Roth will transcribe them
19 into a transcription, a transcript of the
20 proceedings, every board member of the Orange
21 County IDA will receive that, will read that
22 transcript as well as parts of the application,
23 other supporting applications and then at some
24 point we're not exactly sure when it will be but
25 the board would vote on a final approval for the

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1 incentives that they've requested. So that's
2 some of the basics. Next I'm going to read the
3 resolution that authorized this public hearing.
4 It has all the particulars about this application
5 in it and then we'll get to the public comments.
6 This is a lot of legalese so I just apologize in
7 advance. Notice of public hearing. Notice is
8 hereby given that a public hearing pursuant to
9 Article 18-A of the New York General Municipal
10 Law will be held by the Orange County Industrial
11 Development Agency known as the Agency on
12 March 3, 2023 at 3:00 p.m. local time at the
13 Wawayanda Town Hall, 80 Ridgebury Hill Road,
14 Slate Hill, New York 10973 in connection with the
15 following matter. Scannell Properties #600, LLC
16 that's the incorporated name of one of the
17 co-applicants, and Amazon.com Services LLC, the
18 incorporated name of the tenant, the
19 co-applicant, each a Delaware limited liability
20 company, each for itself or on behalf of an
21 entity to be formed collectively known as the
22 Company, requested the Agency undertake a
23 project, known as the Project, consisting of
24 (A)(i) the acquisition of a leasehold interest in
25 an aggregate property approximately 100 acres of

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1 land located at 22 McBride Road, tax map number
2 15-1-63.21, Hoops Road, tax map number 11-1-34.34
3 and portions of the following: 3079 Route 6, tax
4 map 11-1-34.1, 3141 Route 6, tax map number
5 11-1-41, 3071 Route 6, tax map number 11-1-31.31,
6 Hoops Road, map number 11-1-34.32 and Hoops Road,
7 map number 11-1-34.33 all in Wawayanda, New York
8 collectively known as the Land; (ii) the
9 demolition of certain structures and the
10 construction of an approximately 925,000 square
11 foot distribution center/warehouse, including
12 office space, specializing in distribution and
13 delivery, site improvements including stormwater
14 controls, utility improvements including but not
15 limited to, water, sewer, pump station electric,
16 gas, car parking spaces, trailer/truck storage
17 spaces, loading docks, dark sky compliant
18 lighting, sound barrier walls and landscaping,
19 collectively known as the Facility; (iii) the
20 acquisition and installation in and on the
21 Facility of furniture, fixtures and equipment,
22 collectively known as the Equipment, and together
23 with the Land and the Facility, the Project
24 Facility; (B) the granting of certain financial
25 assistance in the form of exemptions from state

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1 and local sales and use tax and mortgage
2 recording tax, collectively the Financial
3 Assistance; (C) the appointment of the Company
4 or its designee as an agent of the Agency in
5 connection with the acquisition, construction
6 equipping and completion of the Project Facility.
7 And (D), the acquisition of an interest in the
8 Land and Facility by the Agency pursuant to a
9 lease agreement and the acquisition of an
10 interest in the Equipment pursuant to a Bill of
11 Sale from the Company to the Agency and a
12 sublease of the Project Facility back to the
13 Company pursuant to a leaseback agreement. Is
14 that clear? The Company will be the initial
15 owner or operator of the Project. The Agency
16 will at the above-stated time hear all persons
17 with views with respect to the proposed Financial
18 Assistance to the Company, the proposed
19 owner/operator, the location of the Project
20 Facility and the nature of the Project. A copy
21 of the application filed by the Company with the
22 Agency with respect to the Project including an
23 analysis of the costs and benefits of the Project
24 are available for public inspection during the
25 business hours at the office of the Agency

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1 located at 4 Crotty Lane, number 100, New
2 Windsor, New York 12553 or on its website at
3 www.OCNYIDA.com. I do want to make that clear to
4 people that everything is on our website,
5 everything, any project we're even considering or
6 one that was approved years ago but is still
7 receiving some sort of tax incentive benefit, all
8 that information is on our website. You go on
9 the main page, again, OC, it's Orange County New
10 York IDA, OCNyIDA.com, it's a clear menu under
11 active projects, you'll see all of our active
12 projects, you can click on each one, you can see
13 the application to the IDA, you can see any
14 resolution we've passed, you can see our cost
15 benefit analysis and again for past projects you
16 can see information related to ones that are
17 already happening. So the last thing I do want
18 to share is our cost benefit analysis for the
19 project and then we'll get into our, we'll have
20 the applicant explain the project basics. But we
21 do an analysis using a tool that we purchased
22 from a firm that specializes in this, they work
23 with IDAs all around New York State, it's a
24 trusted tool, we input all the various data about
25 the project, how many jobs it's going to create,

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1 construction jobs, permanent, what are the
2 incentives that we're going to be giving, what
3 are we considering giving, what are, what's the
4 value of that and then the tool really does an
5 analysis and it determines what is the cost of
6 these benefits to the public, what are we giving
7 up potentially in unrealized tax revenue and what
8 are the benefits that we're getting economically
9 dollar amount in return and we end up doing a
10 ratio of what is the benefit to cost ratio. So
11 basically let's see, we're talking about, we're
12 looking at basically cost of the incentives
13 locally are \$3,877,000, that's between exempting
14 them on sales tax, the 8.125 percent sales tax in
15 Orange County on their building materials,
16 furniture, fixtures, equipment any of that we
17 save them the sales tax on that and then we'd
18 save them again if approved on the mortgage
19 recording tax that's a 1.05 percent of the
20 principal on a commercial mortgage, all companies
21 get charged that, we can exempt that as well.
22 Those are the only two benefits that they're
23 requesting. So the cost of the value of those is
24 again locally to us is \$3.877 million to the
25 state because they lose a share of the sales tax

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1 as well, it's a cost of \$4.759 million, locally
2 the benefits are \$165,221,429 so over
3 \$165 million. And understand that's in job
4 creation, that's in what the tool estimates how
5 much of each employee, what they earn, how much
6 is spent locally. What else does the company do,
7 of course construction labor and all of the other
8 subcontractors that get work from that, the
9 impact of that and then all of the ancillary
10 benefits, let's say plowing and lawn maintenance,
11 they're going to need that as well, that's all
12 factored in. So the estimated benefits of the
13 project again are \$165 million at a cost of
14 3.8 million, that is a benefit to cost ratio of
15 43 to one. So we estimate that the value, the
16 benefits economically to the local and to the
17 county economy are 43 times the cost or value of
18 the benefits, just want to share that with you,
19 that is that available on the website again under
20 active projects under Scannell/Amazon you'll find
21 all of those. If you or anyone watching at home
22 if you're not able to find that or you're not
23 seeing enough information or you have other
24 questions you want to ask the question in between
25 the lines contact our office at any time. I know

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1 a lot of you if you know that we communicate very
2 openly, our main number is (845)234-4192, or you
3 can find each of us on the website, you can
4 e-mail me, whatever it takes, we want to make
5 sure you have the information. Our goal is to be
6 transparent to the utmost and that is our
7 intention. If you find it otherwise, I'd like to
8 hear that, please. Okay, without further ado,
9 I'd like to allow our applicant to present again
10 just the basics, perhaps just the basics beyond
11 what was in the resolution so you understand the
12 nature of the project. Is Matt Boone on? Is
13 Matt going to present?

14 MR. BOONE: Yeah, Bill.

15 MR. FIORAVANTI: Terrific Matt, and you can
16 share your screen at any time, please.

17 MR. BOONE: Okay.

18 MR. FIORAVANTI: Go ahead, Matt, the floor
19 is yours.

20 MR. BOONE: Very good. Hello, my name is
21 Matt Boone--

22 MR. FIORAVANTI: I'm sorry to interrupt but
23 we're having trouble hearing you. Can you try
24 that again? I'm going to put you right in front
25 of the stenographer as well. Go ahead, Matt.

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1 MR. BOONE: Yeah--

2 MR. FIORAVANTI: Nice and slowly, I like to
3 give Miss Roth a challenge but you be one of the
4 easy ones, please.

5 MR. BOONE: Alright, so again, my name is
6 Matt Boone, developer for Scannell Properties.
7 Scannell Properties is a privately held real
8 estate development investment company
9 headquartered in Indianapolis Indiana. We're
10 mainly involved--(inaudible)

11 MR. FIORAVANTI: Matt, we're having a lot of
12 trouble hearing you for some reason.

13 (Discussion was held off the record. Whereupon,
14 following which, these further proceedings
15 transpired.)

16 MR. FIORAVANTI: Matt, can you state your
17 name?

18 MR. BOONE: Matt Boone.

19 MR. FIORAVANTI: Okay, let's give that a
20 shot, go ahead, Matt, I apologize.

21 MR. BOONE: Alright, so the site in question
22 is south of I84 north of State Route 6 and just
23 east of McBride Road. So the development of this
24 project has extraordinary associated costs
25 compared to it. So first this is an existing

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1 gravel sand mine, the development of this site
2 requires closure of this mine through New York
3 State DEC. Second, the site requires
4 improvements to the state DOT roadways to improve
5 existing (inaudible) this includes improvements
6 to the (inaudible) and installation of two new
7 traffic signals and improvements to the
8 intersections of State Route 6 and 17M as well as
9 improvements to westbound I84 off-ramp onto
10 westbound 17M. Lastly, the site does not have
11 public water or sewer availability so the project
12 proposes to extend public water and sewer from
13 (inaudible) it will also provide future
14 development within the town. So this is all we
15 have for the actual building itself. So I would
16 turn you over to our tenant to speak on the
17 economic benefits from the business operation.

18 MR. FIORAVANTI: Thanks, Matt. Glendowlyn,
19 Thames, please.

20 MS. THAMES: Good afternoon, can you hear me
21 okay?

22 MR. FIORAVANTI: Yup.

23 MS. THAMES: Awesome. Good afternoon, thank
24 you so much for the opportunity to come before
25 you. My name is Glendowlyn Thames and I am on

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1 Amazon's economic development public policy team
2 and I lead our expansion efforts in the State of
3 New York. We are pleased to be here before you
4 today. We're proposing a warehouse distribution
5 facility that would ideally take care of heavy
6 bulk items. With this proposed site and
7 partnership with our development partner,
8 Scannell, we are proposing approximately 150
9 full-time positions and as part of those 150 jobs
10 about 90 percent would be hourly associates and
11 then 10 percent would be managerial positions.
12 We have an average starting wage of \$19 an hour,
13 our base is \$15 an hour. And so with the base
14 proposed wages they would be somewhere between 15
15 and \$19 an hour or more depending on the market
16 when we actually plan to launch here. In
17 addition to the full-time positions that we're
18 proposing, there will be an additional hundreds
19 of jobs from our delivery service partners and
20 third-party providers. We really pride ourselves
21 on the jobs that we are bringing to the
22 communities because we really meet people where
23 they're at. What does that mean? That means if
24 you need a job while you're in transition so you
25 may have been laid off for a job and you're still

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1 trying to figure out what's your next move,
2 Amazon has a job for you or you're trying to
3 supplement income with a second or third job,
4 Amazon has a job for you or are you in the
5 beginning of your career and still trying to
6 figure out what you want to do, Amazon has a job
7 for you. And if you're that 18 to 21 year old
8 who may have taken a couple classes at, you know,
9 community college, Amazon has a job for you. And
10 we offer a huge benefit in our career choice and
11 this is a part of Amazon's skill pledge where we
12 have pledged to up-skill 300,000 of our hourly
13 associates across the U.S. by 2025. And so as
14 part of this benefit we provide pre-paid
15 100 percent tuition, both the fees for our
16 associates to take advantage of upscaling whether
17 that's foundation skills, GED, ELS classes or
18 associate, bachelor's degree and again we are we
19 are (inaudible) as to whether you grow with us
20 and provide affordability within Amazon or you
21 use those opportunities to find private, other
22 private and public sector positions. We want to
23 invest in you and your career trajectory through
24 our career choice partnership. So one of the key
25 partnerships from an educational perspective that

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1 we have in the Hudson Valley and specifically
2 Orange County is through the Orange County
3 Community College that we launched that
4 partnership last year and so anticipating this
5 facility coming online these associates would
6 have their access to classes that the Orange
7 County Community College offers. In addition to
8 the career choice benefit we offer day one
9 benefits of comprehensive health, medical,
10 dental, 401K matching for your future and those
11 are the same benefits that are extended to me as
12 a corporate employee that are extended to our
13 hourly associates there. So again, we are
14 providing comprehensive benefits and educational
15 benefits and investing in our people so we're
16 really proud about the proposed opportunity and
17 jobs that we're bringing to this community.
18 Thank you. I will stop there and look forward to
19 hearing any remarks and comments from the public.

20 MR. FIORAVANTI: Excellent, Glendowlyn,
21 thanks so much, thank you, Matt Boone. We're
22 going to move to the public comment period. We
23 received one letter or e-mail I should say in
24 advance. Can you hear me now? Great. We
25 received one e-mail in advance comment via e-mail

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1 from a Lissa Vanderbeck. "Hi, my name is Lissa
2 Vanderbeck we received one e-mail comment via
3 e-mail from a Lissa Vanderbeck and I'll read it.
4 "Hi, my name is Lissa Vanderbeck. I am a
5 resident of Orange County, New York. I am
6 writing because I want to state my opposition to
7 Amazon and Scannell receiving any tax break or
8 any tax incentives. As a taxpayer, I don't want
9 my money to subsidize corporate welfare or to
10 help a multi-billion dollar company like Amazon.
11 That money can be used to attract better jobs and
12 build better infrastructure in Orange County.
13 Thank you, Lissa." Kelly, that was the only
14 correspondence in advance?

15 MS. REILLY: Yes.

16 MR. FIORAVANTI: We'll open it up to public
17 comment now. I'm not going to put a time limit
18 on it but I will, if it seems like it's becoming
19 excessive, there's not 100 people, we want you to
20 speak and have your piece. Thank you so much.
21 I'm going to start with Maldonado, what's the
22 first name?

23 MR. MALDONADO: Daniel.

24 MR. FIORAVANTI: Starting with Daniel
25 Maldonado.

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1 MR. MALDONADO: So I heard you say like how
2 the tool works, if it's a 43 to one ratio right
3 but I don't see how the ratio comes into play.
4 You have a facility that's coming here no matter
5 what, so all the benefits that you say you're
6 going to, you're going to receive them regardless
7 whether you give Amazon this big tax break. Then
8 I heard the lady from Amazon, I forgot her name,
9 I apologize, and you talk about these great jobs
10 that you're giving, let's talk about something,
11 right, minimum wage, we're trying to get to
12 15 percent. By the time we get to minimum wage
13 when we reach that cap we're at 40 percent behind
14 where we're supposed to be at. So part of the
15 Orange County, so you as part of the Orange
16 County IDA there's something that you guys are
17 very familiar with. There was an article that
18 came out of Orange County over 15 years ago that
19 said that as a family of four in Orange County
20 you needed to make \$22 an hour, right. So now
21 here comes Amazon, the biggest corporation in the
22 country, let's start them three dollars below
23 where they should have been 15 years ago, that's
24 called regression, that's something that's not
25 good for the community. Then it seems like every

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1 time they build an Amazon that wherever they
2 build that it's the guinea pig because they
3 haven't figured out the infrastructure. The
4 gentleman said that they're going to be putting
5 sewage. Well, I'm glad that they figured out the
6 sewage, you know, why because when they built the
7 Montgomery facility they didn't figure out the
8 sewage which caused massive damage to 84. If you
9 went down by Route 84 by Exit 5 any time it rains
10 you had a pond out there, not a river, a pond,
11 right. So this is astronomical. Another number
12 that nobody wants to know about this ratio but
13 let's talk about it is that your turnover rate is
14 about 20 to one, right, so let's talk about that
15 that ratio on Amazon. The bottom line is this,
16 Amazon is coming to town, we're not going to stop
17 it but you can control whether you give them
18 millions of dollars. How about you give your
19 residents the tax incentives and the tax break
20 first. How come in Orlando Florida and in Vegas
21 the casinos pay revenue, they give a break to the
22 homeowners and in Orlando Florida they give a
23 break to the homeowners for the revenue of
24 Disney. When is Amazon going to start giving
25 revenue back to the homeowners of the towns?

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1 That's a serious issue. That's all I have to
2 say. Thank you.

3 MR. FIORAVANTI: Can I ask you sir can you
4 state your address?

5 MR. MALDONADO: My address is 1 Maryland
6 Court, Newburgh, New York.

7 MR. FIORAVANTI: Thank you. Next is John
8 Clineman.

9 MR. CLINEMAN: I thought it was a sign-in
10 sheet.

11 MR. FIORAVANTI: Okay, no comment, no
12 problem. John Hasborough?

13 MR. HASBOROUGH: No comment.

14 MR. FIORAVANTI: Okay. Tom O'Connell?

15 MR. O'CONNELL: Same.

16 MR. FIORAVANTI: Okay. Conor Eckert?

17 MR. ECKERT: Good afternoon, Conor Eckert
18 with the Orange County Partnership, 40 Matthews
19 Street. Good afternoon everyone, I'm here
20 tonight to speak in support of the Amazon
21 project. It's a \$200 million investment in an
22 industrial area. So we're talking 150 jobs but
23 an important aspect of this is every one of those
24 people they're going to have an opportunity to go
25 to the school for free, an associate's degree, a

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1 bachelor's degree, this is an important upward
2 mobility opportunity. I had a college roommate
3 who worked at Amazon in Montgomery, an actuary,
4 he is an actuary now, he's worked there for a
5 year while he studied for his exams. It's an
6 important educational tool. And this is an
7 example of a company that's investing in the
8 community. I was in Montgomery during Covid,
9 they provided grants for small businesses, they
10 were a partner at the table. And again, they're
11 extending infrastructure that's going to allow us
12 to attract manufacturing, assembly in the Route 6
13 corridor. So Amazon has been a key community
14 partner. And also remember that there's going to
15 be local labor on this job. In fact, the minimum
16 85 percent, talking our neighbors, our colleagues
17 are going to have an opportunity to work on a
18 almost a million square feet industrial project
19 and those labor jobs are important, they're
20 members of our communities, labor workers get
21 lunch in Wawayanda, they get lunch in surrounding
22 communities, it's a coffee in some small
23 businesses. And let's also remember there's no
24 PILOT involved in this. The IDA is not granting
25 a PILOT. There's going to be millions of dollars

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1 in tax revenue to the community, to the school
2 district and that's going to help budget, it's
3 going to help the overall tax budget. So again,
4 jobs, significant investment, infrastructure,
5 education and new tax revenue. On behalf of the
6 Board of Directors of the Orange County
7 Partnership we support this project and thank you
8 for the opportunity.

9 MR. FIORAVANTI: Thank you, Conor. You did
10 remind me of something I left out in my initial
11 remarks that I should of added is about the
12 Orange County IDA's local labor policy. I think
13 it was passed in 2016 originally, and we stood by
14 it, we actually strengthened it over the years
15 but it requires that any applicant who receives
16 benefits, any sort of incentives even if it's
17 just one of the few that I mentioned if they do
18 they have to adhere to our local labor policy,
19 that requires that 85 percent of the construction
20 workers on a project like this have to be from
21 the local region. So I thank you for mentioning
22 that. Next up is, I apologize, I'm not picking
23 on anyone's handwriting, just apparently not
24 good, Nicholas D, what's your name, sir?

25 MR. DE ROSA: Nicholas DeRosa.

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1 MR. FIORAVANTI: That's exactly what it
2 says. Could you please state your name one more
3 time and your address?

4 MR. DE ROSA: Nicholas DeRosa, Route 6 in,
5 up by the schools.

6 MR. FIORAVANTI: Thank you, sir.

7 MR. DE ROSA: First I want to say that I
8 don't have a horse in the race, as far as whether
9 they should build this or not on McBride Road.
10 They're already running a business up there to
11 begin with so I'm not really concerned about
12 that. My concern is giving Amazon a tax break, a
13 tax exemption. I looked up Amazon this morning
14 online, they're worth \$438 billion, that's with a
15 B, \$118 million. And Jeff Bezos, who I'm sure
16 still has a hand in this, his worth is \$116
17 billion. You know, if they can't do with that
18 then shame on them, go elsewhere, go someplace
19 else. I'm really opposed to giving them any, and
20 you made a very interesting, when you mentioned
21 43 times the value, that certainly got my
22 attention but, you know what, they'll come here
23 and they'll do it with or without that. I'm just
24 opposed to giving them any type of a tax
25 exemptions, especially I think you should save

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1 the money for the mom and pop operations, the
2 people who really need it, not these
3 multi-billionaires. I'm just offended by it. I
4 think they have a lot of audacity to even present
5 it but there again too nothing ventured, nothing
6 gained. So I hope you consider that, the source
7 of this, the wealth that these people have and
8 are looking for even more. Thank you.

9 MR. FIORAVANTI: Thank you. Vanessa is
10 next. Would you state your name and address?

11 MS. CID: Vanessa Cid, C-I-D, I live at 7
12 Linden Avenue in Middletown. Good afternoon. As
13 you all heard, I am a resident of Orange County
14 and it's so disappointing to have to be here
15 today. But just hearing this incentive that is
16 being proposed I don't think it should be
17 happening. The gentleman right here just made a
18 really great point which we should be focusing on
19 having this money or any other funds allocated to
20 anything for the community and no matter what
21 Amazon's already coming here, it's already gonna
22 pollute our communities. Do we not have enough
23 pollution already here? I don't think that
24 Amazon and Scannell Properties should get this
25 incentive. I'm actually asking you all today to

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1 please take that into consideration because they
2 just continue to, again, as I mentioned increase
3 pollution and endanger workers in high injury
4 jobs and also pay very low, I know this firsthand
5 because I have friends and family who work at
6 these warehouses. It's great that other people
7 are able to benefit but there are many others
8 that I currently know that do not have benefits
9 and they're picking up overtime practically
10 killing themselves trying to make ends meet. My
11 ask is please Amazon made \$513.983 billion in
12 revenue in 2022 and they should not be given a
13 tax break at the expense of our community. So
14 I'm asking you, I'm pleading please deny the
15 request for financial assistance from Amazon and
16 Scannell Properties. Thank you.

17 MR. FIORAVANTI: Thank you, Vanessa. Next
18 is Joyce Bressler. Joyce, if you'd state your
19 full name and your address?

20 MS. BRESSLER: Joyce Bressler, 18 Square
21 Hill Road, New Windsor, New York. And I really
22 endorse what, I'm opposed to this a lot because
23 of the tax incentives. I really agree with
24 Nicholas about the fact that this is a, they're
25 billionaires and they can afford to not take this

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1 money. I think the tax incentives should go
2 inside the community. I was, with all due
3 respect, I know you put a lot of effort into your
4 assessments about what the benefit would be to
5 the community and I read recently in the paper
6 that Amazon's actually walking away from a lot of
7 these places around the country. I think they're
8 proposing or walking away from 42 warehouses that
9 they propose and I don't know, you know if
10 they're going to go through with this what's
11 going to happen to the community if it becomes
12 one of those disasters. And I understand the
13 incentive for the construction jobs and that it
14 would be local people but I didn't hear if you
15 said that they would be union jobs. And also the
16 record of the company of Amazon is not very good
17 in terms of supporting union workers and that
18 there should be union workers, they shouldn't,
19 they're using, and also there's maybe some people
20 who get a benefit from being, getting an
21 education but the majority of the people that
22 work in these warehouses are supporting families
23 and they need better working conditions and
24 better, better wages. So I support that and
25 don't support the financial assistance.

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1 MR. FIORAVANTI: Thank you, ma'am. Next
2 speaker is Leanna Zilles.

3 MS. ZILLES: I'd like to pass for now.

4 MR. FIORAVANTI: Okay, sure. If anyone
5 changes their mind and wants to speak at the end,
6 flag me. Dino Nguya?

7 MR. NGUYA: I have a public comment from a
8 friend who also lives in Newburgh and also my
9 own.

10 MR. FIORAVANTI: Okay, where do you live,
11 sir?

12 MR. NGUYA: I live at 32 Calvin Lane,
13 Newburgh. So this is from Mark Sanchez-Potter
14 who lives in Newburgh. To the Orange County IDA.
15 I am Mark Sanchez-Potter, a public school teacher
16 in Newburgh, New York. I'm here to state my
17 opposition to Amazon, specifically Scannell
18 Properties receiving close to \$8 million in tax
19 incentives. Large corporations are more than
20 capable of operating and paying sales and
21 mortgage recording taxes. Orange County is
22 becoming a sea of warehouses owned by large
23 multi-billion dollar corporations. The Town of
24 Wawayanda and Orange County should instead
25 develop affordable housing and seek to preserve

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1 forests. Respectfully yours, Mark
2 Sanchez-Potter, Newburgh, New York.

3 MR. FIORAVANTI: And you have your own
4 comments?

5 MR. NGUYA: Yes.

6 MR. FIORAVANTI: Can we take his letter and
7 enter it?

8 MR. NGUYA: Yes, go ahead. So from me, so
9 to the staff and the board members here, Michael,
10 Dean, Dr. Odock, Mark, Giovanni, James, Susan,
11 Bill and Kelly just reading through the IDA
12 website you all seem like understanding and
13 conscientious members of the Orange County
14 community and so from what I saw in the
15 biographies, Dean's a union man, Dr. Odock is an
16 educator and academic, James, a grandfather and
17 human rights advocate, Bill, you're a staunch
18 supporter of your community through what I've
19 seen. You all show that you care about the
20 community, right, and from what everyone's
21 talking about there are a lot of problems with
22 Amazon coming into the community. But that's not
23 just it though, it's giving Amazon and Scannell
24 these financial incentives. Amazon has shown
25 they're going to invest in Orange County, they

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1 have a warehouse already in Montgomery, they're
2 gonna be here. They spent months of getting the
3 final conditional approval from the Town of
4 Wawayanda so they're coming here no matter what.
5 Why do we need to give them tax incentives, like
6 Nicholas said, when we can be giving it to small
7 businesses, other people trying to provide good
8 jobs for the community. On top of that as well
9 just some facts about working at Amazon. I know
10 someone at Amazon and the conditions, the working
11 conditions, the injury rates are horrendous,
12 double the amount for other warehouse jobs. I
13 know someone who basically they got a deep, deep
14 hand cut when they were working at Amazon, they
15 passed out on the floor, there was no medical
16 professionals around them who took care of them.
17 When they woke up after what is an unspecified
18 amount of time they went to Amazon medical team
19 and they asked them, hey, like I need some help,
20 can I get some time off, some injury time off?
21 They basically said you have to continue working
22 or you can take your own time off. Amazon
23 doesn't provide good benefits for their workers,
24 they don't have injury time off like how other
25 good union jobs have. So really I'm asking you

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1 to consider do not give Amazon these tax
2 incentives, this money can go somewhere else.

3 MR. FIORAVANTI: Thank you, Mr. Nguya,
4 appreciate it. Next is Carla Johnson-Brodie.

5 MS. JOHNSON-BRODIE: Hello.

6 MR. FIORAVANTI: Your name and address?

7 MS. JOHNSON-BRODIE: Carla Johnson-Brodie,
8 Newburgh, City of Newburgh. So the reason why I
9 don't think they should get the tax incentives is
10 because it's already a billion dollar company.
11 So are they getting their, how they make their
12 money is they come into towns asking for all
13 these tax breaks and then they're getting rich
14 off of the poor. So I don't think that we should
15 allow this because they already have so much
16 funds available, why they can't pay taxes? Why
17 we can't bring it to other small businesses.
18 That young lady right there would like to start a
19 business, this young teenager from NFA would like
20 to start a business, I would like to start a
21 business. Can we get a tax cut? No. So why
22 should they? And some of us pay taxes in the
23 City of Newburgh and it's just not right because
24 this company, I have a cousin who actually works
25 for Amazon and every station is supposed to have

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1 first aid kits at every intersection, most of the
2 first aid kits don't have Band-Aids, they don't
3 have hand sanitizer. They're working them like
4 slaves for all of these hours and the work
5 conditions are really terrible. So and then they
6 don't get no time off if they get hurt, if they
7 get Covid they gotta go out and they're not gonna
8 work. So the point is is that why are we going
9 to give them this tax credit and they don't need
10 it? So I don't think you should allow them to
11 get it, make them pay taxes like you have to.

12 MR. FIORAVANTI: Thank you, Carla. Is that
13 Tianna?

14 TIANNA: No.

15 MR. FIORAVANTI: You just signed. Okay,
16 Councilman Shakur? Sir if you'd please state
17 your full name and your address?

18 COUNCILMAN SHAKUR: Councilman Amari Shakur,
19 City of Newburgh, 55 Liberty Street. So just
20 these are some of the people that I represent
21 from the City of Newburgh. And so I came here
22 because one of the things for the taxes that's
23 Newburgh money, that's our county money and so
24 where are the benefits for the City of Newburgh?
25 Because this young man that he was taking about

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1 the fella on the floor, that was my grandson he
2 was talking about, and the conditions that
3 they're working in is like they said slave labor,
4 economic slavery, that's what we call it now,
5 economic slavery. But how do these benefits
6 represent or how do they benefit the City of
7 Newburgh? We need tax incentives, we need, like
8 I said, we're facing critical conditions in our
9 community in housing, in jobs and this is our
10 money that is being given to billionaires for
11 incentives when they're already here. So if
12 they're already here what is the incentive? The
13 incentive is to bring somebody here, they're
14 already here so what about the people that live
15 here already, where is our incentive? So the
16 City of Newburgh as a representative I'd like to
17 know how would this benefit us and how would
18 these tax incentives work for our city? Because
19 we don't have jobs in our city, we don't have
20 houses in our city that need to be restructured
21 and re-fit, but these people already are here,
22 they're billionaires and we'd like to know how
23 would it benefit my city? Because right now
24 we're, like I said in the midst of coming out of
25 a pandemic and people are struggling, our

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1 community residents are struggling. Where is the
2 incentive for them? Thank you.

3 MR. FIORAVANTI: Thank you, Mr. Shakur.
4 Next is Robert, I can't totally read, is it
5 Pinto?

6 MR. PINTO: Yup.

7 MR. FIORAVANTI: Okay, your name and
8 address?

9 MR. PINTO: How are you? Rob Pinto, 157
10 VanWagner Road, Poughkeepsie. I represent
11 workers that live and work in Orange County.
12 When we invite our employer into our community we
13 should be inviting employers that are assets to
14 the community, not employers that intend to bleed
15 the community dry. This community is not a
16 natural resource to be plundered for corporate
17 profits at the expense of the good people that
18 live here. We've seen corporations destroy the
19 air, the land and the water in this area. We
20 demand environmental responsibility from any
21 corporation that we invite to our community. No
22 employer should be brought here that requires
23 their employees to have wages subsidized by
24 government services just to simply survive.
25 Amazon will be using the infrastructure that our

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1 tax dollars pay for here yet they feel no need to
2 contribute. We should not be giving a tax break
3 to a company that will not be paying a fair
4 living wage, a Hudson Valley fair living wage and
5 that does not prioritize worker safety over
6 profits. Thank you.

7 MR. FIORAVANTI: Thank you. Next is
8 Jonathan Cieslak.

9 MR. CIESLAK: Hi there, Jonathan Cieslak,
10 C-I-E-S-L-A-K is my last name and then 5
11 Winchester Way in Washingtonville in Orange
12 County. Yeah, I'm just going to echo all the
13 other sentiments people have brought up here.
14 Amazon is an extremely wealthy company already,
15 does not need tax breaks to come here. All the
16 rest of us, everybody who works pays taxes and we
17 don't get access to these same sort of financial
18 instruments in teams of people looking for
19 loopholes trying to extract as much value as they
20 can from the community. We should just not be
21 spending this money on them, figure out something
22 else to do with it but yeah Amazon, they're going
23 to come here, let them pay for it and set it up
24 and everything, do not give them this money.

25 MR. FIORAVANTI: Thank you, sir. Is there

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1 anyone else that didn't sign up? Please, you
2 don't need to sign up but if you'd--

3 MS. BROWN: My name is Cheryl Lynn Brown,
4 I'm from the City of Middletown. And I just have
5 something to say. I feel like Amazon when you go
6 on their site they have cheaper prices than
7 Wal-Mart, Shop Rite, everybody else. And then
8 they're going to take over to the point where
9 they're going to suck everyone in and then change
10 their prices and make all the other businesses go
11 out of business. That's one. Then we'll be
12 forced to pay their high prices and they're
13 already billionaires. Two, it's kind of unfair
14 that they're getting a tax break or could when I
15 have a small business, I haven't made any money
16 off this business yet and I had to pay taxes so
17 how is it that they're billionaires and they
18 don't get to pay taxes and I don't make a dollar
19 and I gotta to pay taxes? That's not fair at
20 all. And the last thing I've seen online that
21 Amazon is replacing workers in other states like
22 Texas with robots, so eventually ten years, five
23 years from now they're going to replace their
24 workers with robots so how is that benefiting
25 anyone?

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1 MR. FIORAVANTI: Thank you. Would anyone
2 else like to speak that--Mr. DeRosa? Come up to
3 the front if you would so the public can hear
4 you.

5 MR. DE ROSA: I just wanted to reiterate one
6 thing. I think it's important that you save our
7 money for mom and pop operations, not billionaire
8 conglomerates that don't need it. It's very
9 important that you do that. Second, I want to
10 share with the group what I saw this morning,
11 wages were brought up here by someone, I'm not
12 quite sure, I went to Dunkin Donuts this morning
13 to get a coffee and in the window there was a
14 sign that said now hiring \$17 an hour. I said
15 wow, okay. Then it was talk here of maybe making
16 \$19 an hour in the warehouse, very hard work, I
17 don't know how they're going to fill these 150
18 positions, I really don't. But that's not my
19 concern. My concern is save the money for those
20 folks that really need it.

21 MR. FIORAVANTI: Thank you, sir, thank you.

22 MR. MALDONADO: One more comment. No, no,
23 so when you talk about the job creation, job
24 creation is a great thing, I'm a union laborer,
25 Local 445, been doing that for 23 years, I drove

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1 a truck, I know about hard work, I'm not opposed
2 to hard work. People gotta get paid right for
3 their hard work right but the problem is here is
4 this, right, from Newburgh to Montgomery you've
5 built 20 large warehouses in who knows how many
6 past years, you know what it becomes, it becomes
7 a cyclical job, replenishing job, for lack of a
8 better word these companies are pimps. You look
9 at somebody like me who's Hispanic who grew up in
10 an urban area, oh, this guy's a thug. But the
11 real thug is corporate America. They're the
12 white collar criminals. What jobs are you
13 creating, right, you're creating jobs that are
14 only attractive to the poor. You know why I know
15 that cause you just laid off 18,000 people, those
16 were 18,000 poor people. So where is economic
17 development for them? I'm just opposed to it 100
18 percent.

19 MR. FIORAVANTI: Come back up, Carla.

20 MS. JOHNSON-BRODIE: I got a idea. If we
21 say come to the table, ask them what if we don't
22 give you the tax credit are you still gonna come
23 here. And if we do give them the tax credit are
24 you going to raise that \$19 to 23, 24, \$25 an
25 hour? You should ask them because if they say

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1 they don't want it without the tax credit then
2 you know they're not for us.

3 MR. FIORAVANTI: Thank you. Any other
4 comments? Mr. Nguya?

5 MR. NGUYA: One last thing from me. So in
6 2018 there was this famous race for Amazon to
7 build a new headquarters, right, I think a lot of
8 people remember.

9 MR. FIORAVANTI: HQ2.

10 MR. NGUYA: Lot of famous things were going
11 on, lots of cities were giving all types of tax
12 breaks. But Amazon already had it in mind they
13 wanted to build it in New York so they wasted
14 lots and lots of companies' and cities' time and
15 that sort of stuff chasing these tax breaks.
16 They ended up getting what they wanted which was
17 a big tax break in New York City. So here's the
18 report from the tax foundation, few paragraphs
19 from 2018 from the Tax Foundation. Confirming
20 previous reports Amazon has announced New York
21 City and Arlington Virginia as locations for new
22 headquarters operations. In its announcement the
23 company also disclosed the state and local tax
24 incentives offered by two jurisdictions showing
25 the company would receive up to \$773 million in

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1 Virginia and nearly \$3 billion from New York in
2 tax breaks. States and localities give away
3 billions of dollars annually in tax incentives.
4 The Amazon situation is nothing new but they're
5 an extremely insufficient way to provide tax
6 relief or grow the economy when incentivized
7 (inaudible) relocate incumbent businesses and
8 individuals end up footing the bill for the
9 increased demand in public services.

10 MR. FIORAVANTI: Thank you, sir.

11 MR. ECKERT: Great point everyone. Again--

12 MR. FIORAVANTI: Conor, just come up so the
13 public can hear you as well please. If you want
14 to turn sideways, face Fran, but half the
15 audience that's fine.

16 MR. ECKERT: I just want again to hit on the
17 value of keeping the construction jobs local.
18 There are projects that have gone through, not
19 used an IDA abatement in any way and they'll pull
20 their labor from our states, right, Tennessee,
21 Georgia, midwest. This project, they're getting
22 a sales tax abatement and will be utilizing local
23 construction labor, many of them because they
24 need so much labor will be union workers. And
25 also to the value of incentives, New York State

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1 ultimately (inaudible) the HQ2 incentive over
2 which then forced them to go to Virginia so
3 incentives are important. And this is a
4 tremendous economic development in investments
5 and again an opportunity for people in my age
6 bracket to work, go to school for free and think
7 about the next, what they want to do for the next
8 20 years. But again, great discourse and I just
9 wanted to come up and say that again that the
10 labor is important and thank you.

11 MR. FIORAVANTI: Thank you, Conor. Last
12 call. Any, I don't want to get a back and forth
13 based upon someone else's comment, as I said in
14 the beginning but Mr. Shakur, please, one more
15 comment.

16 COUNCILMAN SHAKUR: Yes, about incentives,
17 my sister she went through college by working at
18 the toll station on the Newburgh Bridge, all the
19 tolls are gone. One of my kids she worked at
20 Wal-Mart, had a job. I go to Wal-Mart, there's
21 like one cashier for the checkout counter, jobs
22 are being phased out. With these tax incentives
23 are they going to guarantee that they will keep
24 jobs and hire more people? Or will they do the
25 same thing once they get the tax incentives will

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1 they start phasing out jobs? And we have to
2 understand that when you phase out jobs you're
3 phasing out money that's going to come back to
4 your company. People are going to spend this
5 money with you anyway but we need to give back so
6 the real insensitive should be to the community
7 cause it's going to come back to them anyway. So
8 the real incentives should be to the Orange
9 County residents instead of Orange County
10 millionaire or billionaire already in business.
11 Thank you.

12 MR. FIORAVANTI: I think that's the end of
13 the comments. So again, I'm not looking to
14 respond directly but I'm going to respond to a
15 few of these just for education purposes. First
16 of all, I will tell you this, I'm not speaking
17 for the applicant, but with what I know about the
18 project I believe the number of permanent jobs
19 that they put in their application 150 is low, I
20 think you're going to see many more realized than
21 that, I think they're being conservative. So I
22 think and I encourage you to watch this project
23 as it goes. I think you will see those numbers
24 increase. As a side note, you're talking about
25 automation, things like that, as you're seeing

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1 this is something we're facing as economic
2 developers where we're trying to bring the right
3 kinds of jobs here, keep those job levels high,
4 it's out of necessity we're finding that a lot of
5 the employers can't find the talent so what's
6 that expression, necessity is the mother of
7 invention, so that's what's leading to the
8 development with automation, seeing more of that,
9 they can't find enough workers. So we're trying
10 to look ahead to see that that trend is happening
11 that they can't find enough workers so they're
12 bringing in more automation or robotics, they
13 don't have to worry about labor issues. So we
14 want to be ahead of it and frankly we're trying,
15 people like Conor and his group and myself and
16 the IDA we're trying to look ahead to bring even
17 beyond these projects bringing high tech jobs,
18 advanced manufacturing, those jobs that take
19 advantage of where technology is going. But
20 technology is a threat to these types of jobs and
21 many others that we have. I don't deny that and
22 that's something we want to guard against and we
23 look into the future to back up, come in the back
24 with other jobs that are going to continue to be
25 viable for years to come. So I do want to

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1 address that. A couple other things right in
2 order based upon some of the comments they're
3 talking, a few people talked about wages not just
4 with this project but others in the area that are
5 growing, without question wages locally have
6 grown tremendously but they're being outpaced by
7 the cost of living. No question about it. It's
8 absolutely a concern. This IDA has never
9 considered incentives for housing, that's
10 something that this board of directors is
11 considering now as a way to hit both issues,
12 bring in jobs and again we're aiming for better
13 and better jobs but also to help lower, actually
14 alleviate the housing crisis, provide more
15 housing opportunities so that yes, people can
16 live here and they can afford to work here. I'm
17 as upset as you with the idea that anyone can
18 work here that may not be able to afford to live
19 here, it's wrong, we need to change that. I want
20 you to know that this IDA is focused on that end
21 of the issue as well. Let's see, Amazon's wealth
22 and Jeff Bezo's wealth, I've heard this many
23 times, not just about this project but in the
24 past, my only statement to that is they're
25 wealthy, he's wealthy, they're a successful

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1 company but that's mostly because they make good
2 business decisions and we're concerned about our
3 needs here, no, really, it's not, they're,
4 they're trying to, they want to do what's most,
5 I'm just giving you the IDA's perspective.

6 MR. MALDONADO: Your job as the IDA is that
7 you want to give them a tax insensitive which
8 we're all opposed most of us here but you're
9 pacifying what's good about them. We're not here
10 to pacify what's good about them, we want them
11 not to come here. You're making everything
12 debatable. If you want to debate let's end the
13 town hall meeting we can debate outside all day
14 long.

15 MR. FIORAVANTI: Let's do that. I won't do
16 it again, that's fine, I was trying to give you
17 the other side of it so you hear exactly what the
18 IDA--

19 MR. MALDONADO: We've done our research.

20 MR. FIORAVANTI: Understood. I won't
21 respond anymore, that's fine. Any other comments
22 at all from anyone? So it is 4:02, at 4:02 on
23 March 3rd we're going to close this public
24 hearing. I want to sincerely thank all of you
25 for being involved and coming out and taking time

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1 out of your day to speak here. I can speak at
2 the end if anyone wants to speak on the side.
3 Thanks so much, thanks for coming, folks.

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6 (Proceedings concluded at 4:02 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.


FRANCES ROTH

3/8/23

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\$3.877 [1] 10/24	41 [1] 7/5	9/9 9/15 10/18 10/24 11/13
\$3.877 million [1] 10/24	4192 [1] 12/2	11/19 12/9 12/24 13/5 16/18
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1	63.21 [1] 7/2	ago [3] 9/6 19/18 19/23
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