

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

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3 In The Matter of

4 Re: SOUTH GATE FLATS, LTD.

5 -----x

6 February 16, 2022
7 11:00 a.m.
8 Senior Center
15 Drew Avenue
Highland Falls, NY

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13 B E F O R E: WILLIAM FIORAVANTI
14 CEO OCNIDA
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23 FRANCES ROTH
24 Court Stenographer
168 North Drury Lane
Newburgh, New York 12550
25 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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1 MR. FIORAVANTI: Good morning everyone,
2 thank you for attending and welcome to the public
3 hearing put on by the Orange County Industrial
4 Development Center for the South Gate Flats hotel
5 project. I'd like to start by beginning with the
6 Pledge of Allegiance, if you would rise please?
7 (Whereupon, the Pledge of Allegiance was
8 recited.)

9 MR. FIORAVANTI: Thanks very much. Thank
10 you to all who have come in person and those that
11 you are joining us online, we're live-streaming
12 this as we are required to do. I'm going to
13 start by reading the public hearing notice. I'm
14 just going to give you a little clarification of
15 really what we're here to do. This is a little
16 legalese and won't mean everything to everyone.
17 So this amended notice of public hearing shall
18 amend and replace the public notice published in
19 the Times Herald Record on Thursday, January 20,
20 2022. Notice is hereby given that a public
21 hearing pursuant to Article 18-A of the New York
22 General Municipal Law will be held by the Orange
23 County Industrial Development Agency, the Agency,
24 on Wednesday, February 16th at 11:00 a.m. local
25 time at the Senior Center, 15 Drew Avenue,

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1 Highland Falls, New York, in connection with the
2 following matter. The Agency previously
3 authorized a project at the request of South Gate
4 Flats, LTD. for itself or on behalf of an entity
5 formed or to be formed, the Company to be known
6 as consisting of the acquisition by the Agency of
7 a leasehold interest in an approximately
8 7.66 acre parcel of land located at 479 Main
9 Street in the Village of Highland Falls, Town of
10 Highlands, Orange County, New York, the Lands,
11 together with the existing buildings thereon
12 comprised of approximately 30,000 square feet
13 known as the Existing Improvements, the
14 construction on the Land of an aggregate
15 approximately six story 130,000 square foot
16 building comprised of approximately 125,000
17 square feet for use as a 78 unit hotel and spa,
18 restaurant and conference space and approximately
19 5,000 square feet for use as office space,
20 collectively the Improvements, and the
21 acquisition and installation in, on and around
22 the Improvements of certain items of equipment
23 and other tangible personal property included but
24 not limited to mechanicals, plumbing, lighting
25 fixtures and furnishings collectively the

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1 Equipment and together with the Land, the
2 Existing Improvements and the Improvements, the
3 Facility, the granting of certain financial
4 assistance in the form of exemptions from real
5 property tax, state and local sales and use tax
6 and mortgage recording tax in accordance with
7 Section 874 of the General Municipal Law,
8 collectively the Financial Assistance. Due to an
9 increase in project costs, this is the reason
10 we're here today again for the public hearing,
11 due to the increase in project costs, the Company
12 is seeking an increase of \$659,810 in the amount
13 of state and local sales and use tax exemption
14 and an increase of \$112,218 in the amount of
15 mortgage recording tax exemption previously
16 awarded. The Agency will acquire a leasehold
17 interest in the Facility and lease back the
18 Facility back to the Company. The Company will
19 operate the Facility during the term of the
20 lease. At the end of the lease term the Agency's
21 leasehold interest will be terminated. A
22 representative of the Agency will be at the
23 above-stated time and place, our staff here,
24 myself, CEO William Fioravanti, we have our
25 project manager, Kelly Reilly, with us as well

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1 and Frances Roth, our stenographer, here in
2 person. So we're here with respect to the
3 additional financial assistance, including a cost
4 benefit analysis and we will hear and accept
5 written or oral comments from all persons with
6 views in favor or opposed to or otherwise
7 relevant to the proposed Additional Financial
8 Assistance. A copy of the request filed by the
9 Company with respect to the Additional Financial
10 Assistance is also available upon request to the
11 Agency at our headquarters, 4 Crotty Lane, Suite
12 100, New Windsor, New York or on our website that
13 address is www.OCNYIDA.com. I'd like to make
14 sure that anyone in attendance, anyone watching
15 online knows that all of our project information
16 is on that website on the active projects page
17 and in this case of course you just search down
18 under South Gate Flats Hotel, you can open up
19 that file, you can read the original application,
20 the cost benefit analysis, the updated version,
21 you can read a number of support letters that are
22 in there and other pertinent information. I do
23 encourage you to participate in that. I want to
24 make one other thing clear and then I'm just
25 going to read some highlights from the cost

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1 benefit analysis that again was updated.
2 Mr. Minicozzi's project for the South Gate Flats
3 Hotel like so many projects that the IDA is
4 working with and so many others were delayed
5 because of Covid, not only was he delayed but his
6 budget costs have increased dramatically. So he
7 is looking for one of his original financial
8 assistance pieces that was awarded by the IDA was
9 sales tax exemption on all buildings, materials,
10 furniture and fixtures for the project, he would
11 save on the 8.125 percent and also a mortgage
12 recording tax for the project but because the
13 costs have gone up, the amount of exemptions
14 would go up, the amount of sales tax increased by
15 \$100,000 when that, by more than that if it
16 increases and that amount occurs it triggers an
17 additional public hearing, that's why we're here
18 today. So to clarify we're here to hear comments
19 on the increased exemption and sales tax and
20 mortgage recording tax as well, not on the
21 property tax abatement or any other aspects of
22 the project. I want to make that clear. I'm
23 going to go through the cost benefit. We're
24 talking a total investment of \$56,000,252 in this
25 project, creation of is it 72 jobs, is that the

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1 number, Mr. Minicozzi?

2 MR. MINICOZZI: Yes.

3 MR. FIORAVANTI: Yes, it's still the same
4 number and because of the estimated benefits, the
5 cost benefit ratio for the state because the
6 state is contributing the sales tax, foregoing
7 sales tax associated with this, about half of the
8 8.125 percent, the state's benefit is \$5.6
9 million two thousand dollars and the state's cost
10 is \$1.457 million. So with the ratio of benefit
11 of cost of four to one, so four times the
12 benefit, I'm sorry, the benefits are four times
13 the cost of the awarded benefits, the exemptions,
14 regionally, locally here the benefit is
15 calculated at \$103,499,000, that's payroll,
16 that's spending, sales tax, occupancy tax, et
17 cetera at a cost of \$4.314 million. Now that is
18 a benefit to cost ratio of 24 to one, so 24 times
19 the cost of any benefits we're awarding is made
20 up through economic impact. Last thing I'd like
21 to say before we open the floor to any comments
22 is this is not a back and forth and if you have
23 questions about the project, you can pose them,
24 if they're in the application or it's easy to
25 find I may direct you to that but otherwise we'll

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1 take all of the comments at the very end, if
2 there's any clarification we need from
3 Mr. Minicozzi, from the IDA or whatever it might
4 be we'll handle that at the end. I should also
5 add that we, as said in the notice, we accepted
6 written comments that we would read, right now we
7 have not received any so obviously we expect to
8 have some public comment from those that are in
9 attendance but we haven't received any written
10 comments. So I'm going to stop now, open the
11 floor up, there's only a few people here so just
12 by show of hands please if you wanted to come up,
13 make a comment. Mr. Mayor D'Onofrio, please.

14 MAYOR D'ONOFRIO: Thank you. So if I put my
15 request in the village board supports the
16 project, I want that to be known. So my request,
17 and there is, there is an example to my request
18 which goes back several years ago with Balfour
19 Beatty. I'm not sure if you all know who Balfour
20 Beatty is, it's a company that most people here
21 know, it's a company that took over all the
22 housing on West Point, it's a private company and
23 they basically own for a certain number of years
24 the housing, they have to do the repairs, the
25 whole nine yards. And at that time I had asked,

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1 and the IDA was involved, I have the paperwork
2 here, the IDA was involved in that and so they
3 had asked for the sales tax exemption also. And
4 I, my request back then and it's the request
5 today, if the state wants to forgive sales tax,
6 if I'm using the right word by saying forgive, I
7 don't know, that's fine, I can't do anything
8 about that. If the county wants to do that,
9 that's fine, that's the county. What I'm asking
10 for is the same thing I asked for and it worked
11 and it was done and it worked is that we, the
12 village, I'm here for the village, that the
13 village continue to receive what they would have
14 based on expenses on spending. That's what I'm
15 asking for from Rick and from the IDA. I don't
16 know who approves such a thing but it was done
17 before, it worked out pretty well. Our first
18 check won't be what this number is but I have a
19 copy of the first check here, it was \$55,000.
20 Now, these folks know what I'm going to say right
21 now but the three of you might not, we're a very
22 small community, we're a mile by a mile, I have
23 no land, I have no corporations, I have no
24 business, I have no, we have nothing here, we
25 have no land. So we're, I don't want to say

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1 we're a poor community but, but we're poor to
2 middle, I don't even know what middle is anymore.
3 So I'm looking for the village to again receive
4 what they would have received if the full sales
5 tax was paid and there is already a formula,
6 probably has to be updated, that the county did
7 and so that's my request.

8 MR. FIORAVANTI: Can I take a copy of that?

9 MAYOR D'ONOFRIO: You can have this, this is
10 a copy.

11 MR. FIORAVANTI: Thanks very much. Any
12 other comments, Mr. Mayor?

13 MAYOR D'ONOFRIO: I don't think so. Thank
14 you.

15 MR. FIORAVANTI: Thank you, sir. Any other
16 public comments?

17 MR. KOPALD: Yes, please.

18 MR. FIORAVANTI: Sir, could you please state
19 your name and if you could come a little forward,
20 sir, close to the table please?

21 MR. KOPALD: Ned Kopald speaking on behalf
22 of Highland Falls-Ft. Montgomery Central School
23 District and myself as a private citizen. What
24 tax abatement, real property tax abatement was
25 previously granted to this project?

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1 MR. FIORAVANTI: I'm having trouble with
2 internet access right now but I can get you, I
3 can state the details. We are here to talk about
4 the mortgage recording tax and sales tax
5 exemptions though, sir, as I clarified earlier,
6 do you have any comments on those aspects of the
7 project?

8 MR. KOPALD: No, not on that.

9 MR. FIORAVANTI: Any other statements you
10 want to make related to the--

11 MR. KOPALD: Are you saying that you won't
12 provide at this time information about the real
13 property tax abatement that was previously
14 granted?

15 MR. FIORAVANTI: I will at the end of this
16 meeting I will, I really just want to make sure I
17 get you all the accurate information and we have
18 a little challenge with the internet here but I
19 will review that at the end, if you'd like, it's
20 not what we're here to discuss today, as I
21 clarified, but I can get you that information at
22 the end. Any other comments you want to make
23 related to sales tax and mortgage recording tax?

24 MR. KOPALD: What was the previously granted
25 abatement on the sales and mortgage tax before

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1 the request that's here present today?

2 MR. FIORAVANTI: The original figure, let me
3 pull it up on here, the original amount, sir, was
4 \$1,056,250.

5 MR. KOPALD: That's a combination of sales
6 tax and mortgage tax?

7 MR. FIORAVANTI: That's sales tax being
8 recorded, actually, you know, I apologize,
9 there's a grand total here, this is for
10 facilities so it is \$1,392,053, \$1,392,053.

11 MR. KOPALD: For what?

12 MR. FIORAVANTI: That is for sales tax
13 exemption, mortgage recording tax is \$204,750,
14 that's what was originally requested and awarded.

15 MR. KOPALD: What is your name, sir?

16 MR. FIORAVANTI: My name is Bill or William
17 Fioravanti. And again, just to clarify, sir,
18 because of the increase in costs, the applicant
19 is seeking an increase of \$659,810 in the amount
20 of state and local sales and use tax exemption
21 and an increase for the mortgage recording tax
22 exemption of \$112,218.

23 MR. KOPALD: Thank you. I'd like to make a
24 short, further comment. I think that the County
25 of Orange and the State of New York needs to

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1 review any statutory authority that permits the
2 IDA to exist in its present capacities for among
3 the following reasons. The IDA appears to have
4 the authority to negate the ability of villages,
5 towns and school districts to levy their
6 authorized and required real property taxes to
7 the detriment of each of those municipalities.
8 The IDA is not elected by anyone yet they have
9 the authority and power to negate the
10 responsibility and the authority of a village,
11 town and a school district to raise real property
12 taxes upon which their governing authority rests
13 and their responsibility to the public to deliver
14 services. Given the IDA's history and more
15 recent history, some of which resulted in
16 indictments of responsible persons in authority,
17 it seems that a review of the statutory and other
18 authorities is long past due. This village has
19 been in my opinion as well as the school district
20 harmed in the past by the exemptions that were
21 granted to the proposed hotel up on 9W which was
22 not built. In addition, the IDA's record leaves
23 a great deal of concern when they entered into an
24 agreement to pay rent as published in the
25 newspaper of \$20,000 a month for the old Marine

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1 Midland and Key Bank building. Based on that
2 record, it is not in the public's interest, I
3 question the authority of this IDA to be granting
4 exemptions. My comments are not directed toward
5 the project, the project has, appears to have a
6 strong and long term benefits for the community
7 but the IDA should not have the authority that
8 apparently it exerts. Thank you.

9 MR. FIORAVANTI: Thank you, sir. Any other
10 public comments? We have a little technical
11 issue, I want to see if we have anyone that's
12 tuned in remotely trying to comment. Would
13 anyone that's tuning in remotely like to make a
14 comment, just raise, use the raise hand feature
15 if you so please. I'm not seeing any.

16 MAYOR D'ONOFRIO: Sir, just a followup.

17 MR. FIORAVANTI: Yes, sir, go ahead,
18 Mr. Mayor.

19 MAYOR D'ONOFRIO: I'm assuming it's the IDA
20 who would make the decision on my request?

21 MR. FIORAVANTI: I will say that the board
22 of directors of the IDA, whether or not under the
23 guidance of legal counsel, whether or not we can
24 do that, I will explain since there seems to be
25 no other comments, I will respond to a couple of

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1 these items. Firstly to clarify how the sales
2 tax works, I'm sure you know but the state gets
3 roughly half of it, the county gets the rest and
4 the county determines, the county executive
5 really determines how those will be distributed
6 and oftentimes it's by per capita is what it's
7 based on, the cities get the lion's share of that
8 you will see so the share, you know, it's not as
9 though half of the 8.125 percent would be going--

10 MAYOR D'ONOFRIO: There's a formula.

11 MR. FIORAVANTI: There is a formula.

12 MAYOR D'ONOFRIO: It's actually in those
13 papers but--

14 MR. FIORAVANTI: Okay, and I look forward to
15 reviewing those. But it's just, it's, the taxes
16 don't directly go here, as you know, so it's, so
17 just to pull that out and estimate that it's
18 unusual, again we'll bring this back to the
19 board, the board can discuss it with general
20 counsel, see if there are any options.

21 MAYOR D'ONOFRIO: And I'm not sure if I'm
22 correct, there's a copy of the first or second
23 check and I think it's Balfour Beatty that paid
24 us.

25 MR. FIORAVANTI: Okay.

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1 MAYOR D'ONOFRIO: So and that was then, you
2 know, this is now, I understand that.

3 MR. FIORAVANTI: Okay, we'll definitely
4 review that, Mr. Mayor. Mr. Kopald's comments,
5 you're right, the IDA is not elected, the IDA is
6 appointed, they're appointed by the Orange County
7 Legislature who of course are elected officials
8 representing I think 21 districts around the
9 county and the legislature has certainly over the
10 last couple years increased oversight and when
11 they weren't getting the answers and looking for
12 the transparency that they sought they removed
13 the entire board of directors. So there's a new
14 board, the legislature just reappointed three
15 members of a new group and added four brand new
16 members so that the IDA board is full at seven
17 now. And you're going to say, I pledge this as
18 the staff leader and I'm sure I speak for the
19 chairman of the board as well, that you're going
20 to see complete transparency from this
21 organization, openness and willingness to
22 communicate with the public back and forth,
23 respond to concerns like you're seeing so, and I
24 ask you to follow us and make sure that we're
25 doing that and please feel free to talk to me if

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1 you think that we're not doing that. But we are
2 granted power by the State of New York to be able
3 to as you said abate property taxes and such, but
4 the intention is not certainly to take money out
5 of the coffers of the local municipalities. The
6 intention is really to create economic stimulus
7 and create an economic impact as a result of job
8 creation, occupancy bed taxes that we've paid
9 here, sales tax that will be generated, as the
10 Mayor explained, Highland Falls needs a shot in
11 the arm, and that's exactly what that kind of
12 project is intended to do that is to draw people,
13 capitalize on West Point, and allow people to
14 stay here of course and use the amenities that
15 continue to grow throughout the village. I think
16 you're going to see a lot of sales tax generated
17 as a result of this project, and again occupancy
18 otherwise known as bed tax, property tax,
19 they're, even with a property tax abatement or a
20 PILOT as people commonly know it they still have
21 to pay special district charges, police, fire and
22 such, so nothing is being taken away from the
23 municipality in that regard. But there is a
24 savings of yet unrealized future property taxes.
25 Mr. Minicozzi is not being written a check, it's

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1 really a savings on taxes not yet materialized
2 but we expect to with the project and its phasing
3 those in to kind of assist the project in
4 actually coming to fruition. I would imagine
5 that most everyone as the Mayor said agrees they
6 want to see the project happen because it's a
7 positive thing but that's the intention of these
8 incentives specifically for this project and with
9 the benefits that the IDA has empowered to
10 instill upon projects that come. You talked
11 about our track record, there's, certainly there
12 are some portions of the last few years certainly
13 that none of us are happy about and obviously we
14 weren't a part of it but we want to change that
15 reputation. However, I don't want that to really
16 belie that, the history of the IDA of
17 incentivizing tremendous projects over the years
18 including more recent attractions like Legoland
19 New York, this, that and the other major economic
20 impacts that these projects had on the area and
21 the IDA has helped make them happen by
22 incentivizing them, economic incentives are a
23 part of the economic development process so it's
24 been very successful for Orange County. So I
25 absolutely respect your comments and your

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1 concerns and there's certainly validity to what
2 you're talking about in the past but this is the
3 new IDA and again we want to continue to have
4 this kind of dialogue so we continue to do a
5 better job every year so I appreciate your
6 comments. Having no other comments coming from
7 online or from anyone in attendance here we're
8 going to close this public hearing at 11:27 a.m.
9 here for South Gate Flats Hotel. We will stay
10 around for a few minutes after if anyone wants to
11 have a conversation but we appreciate you
12 attending, appreciate everyone that is watching
13 online but this public hearing has come to an
14 end, thank you.

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17 (Proceedings concluded at 11:47 a.m.)
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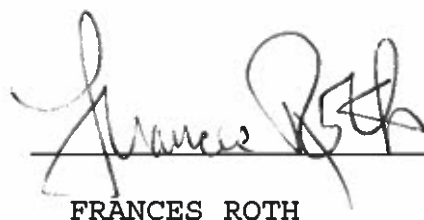
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C-E-R-T-I-F-I-C-A-T-I-O-N

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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\$1,056,250 [1] 13/4	about [8] 8/7 8/23 10/8 12/3	Article [1] 3/21
\$1,392,053 [2] 13/10 13/10	12/12 19/11 19/13 20/2	as [26]
\$1.457 [1] 8/10	above [1] 5/23	ask [1] 17/24
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\$112,218 [2] 5/14 13/22	accepted [1] 9/5	assist [1] 19/3
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11:00 [2] 1/6 3/24	address [1] 6/13	14/10 14/12 14/16 15/3 15/7
11:27 [1] 20/8	after [1] 20/10	authorized [2] 4/3 14/6
11:47 [1] 20/17	again [7] 5/10 7/1 11/3	available [1] 6/10
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18-A [1] 3/21	all [8] 3/10 6/5 6/15 7/9	Balfour [3] 9/18 9/19 16/23
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	amenities [1] 18/14	13/18 19/6
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	amount [7] 5/12 5/14 7/13	been [3] 14/19 19/24 21/9
	7/14 7/16 13/3 13/19	before [3] 8/21 10/17 12/25
	analysis [3] 6/4 6/20 7/1	beginning [1] 3/5
	answers [1] 17/11	behalf [2] 4/4 11/21
	any [16] 7/21 8/19 8/21 9/2	being [3] 13/7 18/22 18/25
	9/7 9/9 11/11 11/15 12/6	belie [1] 19/16
	12/9 12/22 14/1 15/9 15/15	belief [1] 21/8
	16/20 21/12	benefit [10] 6/4 6/20 7/1
	anymore [1] 11/2	7/23 8/5 8/8 8/10 8/12 8/14
	anyone [7] 6/14 6/14 14/8	8/18
	15/11 15/13 20/7 20/10	benefits [6] 8/4 8/12 8/13
	anything [1] 10/7	8/19 15/6 19/9
	apologize [1] 13/8	best [1] 21/8
	apparently [1] 15/8	better [1] 20/5
	appears [2] 14/3 15/5	Bill [1] 13/16
	applicant [1] 13/18	board [8] 9/15 15/21 16/19
	application [2] 6/19 8/24	16/19 17/13 17/14 17/16
	appointed [2] 17/6 17/6	17/19
	appreciate [3] 20/5 20/11	brand [1] 17/15
	20/12	bring [1] 16/18
	approves [1] 10/16	budget [1] 7/6
	approximately [5] 4/7 4/12	building [2] 4/16 15/1
	4/15 4/16 4/18	buildings [2] 4/11 7/9
	are [14] 3/11 3/12 6/21 8/12	built [1] 14/22
	9/8 12/3 12/11 15/4 16/20	business [1] 10/24
	17/7 18/1 19/12 19/13 19/22	but [26]
	area [1] 19/20	
	arm [1] 18/11	C
		C-E-R-T-I-F-I-C-A-T-I-O-N [1]
A		
a.m [4] 1/6 3/24 20/8 20/17		
abate [1] 18/3		
abatement [6] 7/21 11/24		
11/24 12/13 12/25 18/19		
ability [1] 14/4		

C	13/18 could [2] 11/18 11/19 counsel [2] 15/23 16/20 county [14] 1/1 3/3 3/23 4/10 10/8 10/9 11/6 13/24 16/3 16/4 16/4 17/6 17/9 19/24 couple [2] 15/25 17/10 course [3] 6/17 17/7 18/14 Court [1] 1/23 Covid [1] 7/5 create [2] 18/6 18/7 creation [2] 7/25 18/8 Crotty [2] 2/5 6/11	everyone [4] 3/1 3/16 19/5 20/12 everything [1] 3/16 exactly [1] 18/11 example [1] 9/17 executive [1] 16/4 exemption [8] 5/13 5/15 7/9 7/19 10/3 13/13 13/20 13/22 exemptions [6] 5/4 7/13 8/13 12/5 14/20 15/4 exerts [1] 15/8 exist [1] 14/2 existing [3] 4/11 4/13 5/2 expect [2] 9/7 19/2 expenses [1] 10/14 explain [1] 15/24 explained [1] 18/10
C-E-R-T-I-F-I-C-A-T-I-O-N... [1] 21/2 calculated [1] 8/15 can [11] 6/18 6/19 6/21 8/23 11/8 11/9 12/2 12/3 12/21 15/23 16/19 can't [1] 10/7 capacities [1] 14/2 capita [1] 16/6 capitalize [1] 18/13 case [1] 6/17 Center [3] 1/7 3/4 3/25 Central [1] 11/22 CEO [3] 1/13 2/4 5/24 certain [3] 4/22 5/3 9/23 certainly [5] 17/9 18/4 19/11 19/12 20/1 certify [1] 21/5 cetera [1] 8/17 chairman [1] 17/19 challenge [1] 12/18 change [1] 19/14 charges [1] 18/21 check [4] 10/18 10/19 16/23 18/25 cities [1] 16/7 citizen [1] 11/23 clarification [2] 3/14 9/2 clarified [2] 12/5 12/21 clarify [3] 7/18 13/17 16/1 clear [2] 6/24 7/22 close [2] 11/20 20/8 coffers [1] 18/5 collectively [3] 4/20 4/25 5/8 combination [1] 13/5 come [5] 3/10 9/12 11/19 19/10 20/13 coming [2] 19/4 20/6 comment [5] 9/8 9/13 13/24 15/12 15/14 comments [17] 6/5 7/18 8/21 9/1 9/6 9/10 11/12 11/16 12/6 12/22 15/4 15/10 15/25 17/4 19/25 20/6 20/6 commonly [1] 18/20 communicate [1] 17/22 community [3] 10/22 11/1 15/6 company [8] 4/5 5/11 5/18 5/18 6/9 9/20 9/21 9/22 complete [1] 17/20 comprised [2] 4/12 4/16 concern [1] 14/23 concerns [2] 17/23 20/1 concluded [1] 20/17 conference [1] 4/18 connection [1] 4/1 consisting [1] 4/6 construction [1] 4/14 continue [4] 10/13 18/15 20/3 20/4 contributing [1] 8/6 conversation [1] 20/11 copy [5] 6/8 10/19 11/8 11/10 16/22 corporations [1] 10/23 correct [1] 16/22 cost [11] 6/3 6/20 6/25 7/23 8/5 8/9 8/11 8/13 8/17 8/18 8/19 costs [5] 5/9 5/11 7/6 7/13	D D'Onofrio [1] 9/13 deal [1] 14/23 decision [1] 15/20 definitely [1] 17/3 delayed [2] 7/4 7/5 deliver [1] 14/13 details [1] 12/3 determines [2] 16/4 16/5 detriment [1] 14/7 development [4] 1/1 3/4 3/23 19/23 dialogue [1] 20/4 did [1] 11/6 direct [1] 8/25 directed [1] 15/4 directly [1] 16/16 directors [2] 15/22 17/13 discuss [2] 12/20 16/19 distributed [1] 16/5 district [4] 11/23 14/11 14/19 18/21 districts [2] 14/5 17/8 do [11] 3/12 3/15 6/22 9/24 10/7 10/8 12/6 15/24 18/12 20/4 21/5 doing [2] 17/25 18/1 dollars [1] 8/9 don't [7] 10/7 10/15 10/25 11/2 11/13 16/16 19/15 done [2] 10/11 10/16 down [1] 6/17 dramatically [1] 7/6 draw [1] 18/12 Drew [2] 1/7 3/25 Drury [1] 1/24 due [3] 5/8 5/11 14/18 during [1] 5/19	F facilities [1] 13/10 Facility [4] 5/3 5/17 5/18 5/19 Falls [5] 1/8 4/1 4/9 11/22 18/10 Falls-Ft [1] 11/22 favor [1] 6/6 feature [1] 15/14 February [2] 1/6 3/24 February 16th [1] 3/24 feel [1] 17/25 feet [3] 4/12 4/17 4/19 few [3] 9/11 19/12 20/10 figure [1] 13/2 file [1] 6/19 filed [1] 6/8 financial [6] 5/3 5/8 6/3 6/7 6/9 7/7 find [1] 8/25 fine [2] 10/7 10/9 FIORAVANTI [4] 1/13 2/4 5/24 13/17 fire [1] 18/21 first [3] 10/17 10/19 16/22 Firstly [1] 16/1 fixtures [2] 4/25 7/10 FLATS [6] 1/4 3/4 4/4 6/18 7/2 20/9 floor [2] 8/21 9/11 folks [1] 10/20 follow [1] 17/24 following [2] 4/2 14/3 followup [1] 15/16 foot [1] 4/15 foregoing [2] 8/6 21/7 forgive [2] 10/5 10/6 form [1] 5/4 formed [2] 4/5 4/5 formula [3] 11/5 16/10 16/11 forth [2] 8/22 17/22 forward [2] 11/19 16/14 four [4] 8/11 8/11 8/12 17/15 FRANCES [4] 1/23 6/1 21/4 21/18 free [1] 17/25 fruition [1] 19/4 Ft [1] 11/22 full [2] 11/4 17/16 furnishings [1] 4/25 furniture [1] 7/10 further [1] 13/24 future [1] 18/24
	E each [1] 14/7 earlier [1] 12/5 easy [1] 8/24 economic [6] 8/20 18/6 18/7 19/19 19/22 19/23 elected [3] 14/8 17/5 17/7 empowered [1] 19/9 encourage [1] 6/23 end [7] 5/20 9/1 9/4 12/15 12/19 12/22 20/14 entered [1] 14/23 entire [1] 17/13 entity [1] 4/4 equipment [2] 4/22 5/1 estimate [1] 16/17 estimated [1] 8/4 et [1] 8/16 even [2] 11/2 18/19 every [1] 20/5	

G	20/3 IDA's [2] 14/14 14/22 if [20] 3/6 7/15 8/22 8/24 9/1 9/12 9/14 9/19 10/5 10/6 10/8 11/4 11/19 12/19 15/11 15/15 16/20 16/21 17/25 20/10 imagine [1] 19/4 impact [2] 8/20 18/7 impacts [1] 19/20 Improvements [5] 4/13 4/20 4/22 5/2 5/2 in [47] incentives [2] 19/8 19/22 incentivizing [2] 19/17 19/22 included [1] 4/23 including [2] 6/3 19/18 increase [7] 5/9 5/11 5/12 5/14 13/18 13/19 13/21 increased [4] 7/6 7/14 7/19 17/10 increases [1] 7/16 indictments [1] 14/16 INDUSTRIAL [3] 1/1 3/3 3/23 information [5] 6/15 6/22 12/12 12/17 12/21 installation [1] 4/21 instill [1] 19/10 intended [1] 18/12 intention [3] 18/4 18/6 19/7 interest [5] 4/7 5/17 5/21 15/2 21/13 internet [2] 12/2 12/18 into [1] 14/23 investment [1] 7/24 involved [3] 10/1 10/2 21/12 is [54] issue [1] 15/11 it [19] 7/15 7/16 7/25 9/3 10/10 10/11 10/11 10/16 10/17 10/19 13/3 13/10 14/17 15/2 15/8 16/3 16/19 18/20 19/14 it's [20] 8/3 8/24 9/20 9/21 9/22 10/4 12/19 15/19 16/6 16/6 16/8 16/12 16/15 16/15 16/16 16/17 16/23 18/25 19/6 19/23 items [2] 4/22 16/1 its [2] 14/2 19/2 itself [1] 4/4	Kopald [1] 11/21 Kopald's [1] 17/4
general [3] 3/22 5/7 16/19 generated [2] 18/9 18/16 get [4] 12/2 12/17 12/21 16/7 gets [2] 16/2 16/3 getting [1] 17/11 give [1] 3/14 given [3] 3/20 14/14 21/8 go [4] 7/14 7/23 15/17 16/16 goes [1] 9/18 going [11] 3/12 3/14 6/25 7/23 9/10 10/20 16/9 17/17 17/19 18/16 20/8 gone [1] 7/13 Good [1] 3/1 governing [1] 14/12 grand [1] 13/9 granted [5] 11/25 12/14 12/24 14/21 18/2 granting [2] 5/3 15/3 great [1] 14/23 group [1] 17/15 grow [1] 18/15 guidance [1] 15/23	L land [5] 4/8 4/14 5/1 10/23 10/25 Lands [1] 4/10 Lane [3] 1/24 2/5 6/11 last [3] 8/20 17/10 19/12 Law [2] 3/22 5/7 leader [1] 17/18 lease [3] 5/17 5/20 5/20 leasehold [3] 4/7 5/16 5/21 leaves [1] 14/22 legal [1] 15/23 legalese [1] 3/16 legislature [3] 17/7 17/9 17/14 Legoland [1] 19/18 let [1] 13/2 letters [1] 6/21 levy [1] 14/5 lighting [1] 4/24 like [9] 3/5 6/13 7/3 8/20 12/19 13/23 15/13 17/23 19/18 limited [1] 4/24 lion's [1] 16/7 little [5] 3/14 3/15 11/19 12/18 15/10 live [1] 3/11 live-streaming [1] 3/11 local [5] 3/24 5/5 5/13 13/20 18/5 locally [1] 8/14 located [1] 4/8 long [2] 14/18 15/6 look [1] 16/14 looking [3] 7/7 11/3 17/11 lot [1] 18/16 LTD [2] 1/4 4/4	
H had [3] 9/25 10/3 19/20 half [3] 8/7 16/3 16/9 hand [1] 15/14 handle [1] 9/4 hands [1] 9/12 happen [2] 19/6 19/21 happy [1] 19/13 harmed [1] 14/20 has [7] 11/6 14/18 15/5 17/9 19/9 19/21 20/13 have [31] haven't [1] 9/9 having [3] 12/1 20/6 21/9 he [3] 7/5 7/6 7/10 headquarters [1] 6/11 hear [2] 6/4 7/18 hearing [8] 3/3 3/13 3/17 3/21 5/10 7/17 20/8 20/13 held [1] 3/22 helped [1] 19/21 Herald [1] 3/19 here [25] hereby [2] 3/20 21/5 Highland [5] 1/8 4/1 4/9 11/22 18/10 Highlands [1] 4/10 highlights [1] 6/25 his [2] 7/5 7/7 history [3] 14/14 14/15 19/16 hotel [6] 3/4 4/17 6/18 7/3 14/21 20/9 housing [2] 9/22 9/24 how [2] 16/1 16/5 However [1] 19/15	J January [1] 3/19 January 20 [1] 3/19 job [2] 18/7 20/5 jobs [1] 7/25 joining [1] 3/11 just [11] 3/14 6/17 6/24 9/11 12/16 13/17 15/14 15/16 16/15 16/17 17/14	M made [1] 8/19 Main [1] 4/8 major [1] 19/19 make [12] 6/13 6/24 7/22 9/13 12/10 12/16 12/22 13/23 15/13 15/20 17/24 19/21 manager [2] 2/7 5/25 many [2] 7/3 7/4 Marine [1] 14/25 materialized [1] 19/1 materials [1] 7/9 matter [3] 1/3 4/2 21/13 may [1] 8/25 Mayor [6] 9/13 11/12 15/18 17/4 18/10 19/5 me [3] 13/2 17/25 21/9 mean [1] 3/16 mechanicals [1] 4/24 meeting [1] 12/16 members [2] 17/15 17/16 middle [2] 11/2 11/2 Midland [1] 15/1 might [2] 9/3 10/21 mile [2] 10/22 10/22 million [3] 8/9 8/10 8/17 Minicozzi [3] 8/1 9/3 18/25 Minicozzi's [1] 7/2 minutes [1] 20/10 money [1] 18/4 Montgomery [1] 11/22
I I'd [4] 3/5 6/13 8/20 13/23 I'm [20] 3/12 3/13 6/24 7/22 8/12 9/10 9/19 10/6 10/9 10/12 10/14 10/20 11/3 12/1 15/15 15/19 16/2 16/21 16/21 17/18 IDA [20] 7/3 7/8 9/3 10/1 10/2 10/15 14/2 14/3 14/8 15/3 15/7 15/19 15/22 17/5 17/5 17/16 19/9 19/16 19/21	K Kelly [2] 2/6 5/25 Key [1] 15/1 kind [3] 18/11 19/3 20/4 know [12] 9/19 9/21 10/7 10/16 10/20 11/2 13/8 16/2 16/8 16/16 17/2 18/20 knowledge [1] 21/8 known [4] 4/5 4/13 9/16 18/18 knows [1] 6/15	

M	month [1] 14/25 more [3] 7/15 14/14 19/18 morning [1] 3/1 mortgage [10] 5/6 5/15 7/11 7/20 12/4 12/23 12/25 13/6 13/13 13/21 most [2] 9/20 19/5 Mr. [9] 7/2 8/1 9/3 9/13 11/12 15/18 17/4 17/4 18/25 Mr. Kopald's [1] 17/4 Mr. Mayor [4] 9/13 11/12 15/18 17/4 Mr. Minicozzi [3] 8/1 9/3 18/25 Mr. Minicozzi's [1] 7/2 much [2] 3/9 11/11 Municipal [2] 3/22 5/7 municipalities [2] 14/7 18/5 municipality [1] 18/23 my [11] 9/14 9/16 9/17 10/4 11/7 13/16 14/19 15/4 15/20 21/8 21/10 myself [2] 5/24 11/23	opinion [1] 14/19 opposed [1] 6/6 options [1] 16/20 or [15] 4/4 4/5 6/5 6/6 6/6 6/12 7/21 8/24 9/3 13/16 15/22 15/23 16/22 18/19 20/7 oral [1] 6/5 ORANGE [7] 1/1 3/3 3/22 4/10 13/25 17/6 19/24 organization [1] 17/21 original [4] 6/19 7/7 13/2 13/3 originally [1] 13/14 other [13] 4/23 6/22 6/24 7/21 11/12 11/15 12/9 12/22 14/17 15/9 15/25 19/19 20/6 others [1] 7/4 otherwise [3] 6/6 8/25 18/18 our [8] 5/23 5/24 6/1 6/11 6/12 6/15 10/17 19/11 out [3] 10/17 16/17 18/4 outcome [1] 21/14 over [3] 9/21 17/9 19/17 oversight [1] 17/10 own [1] 9/23	19/17 19/20 property [11] 4/23 5/5 7/21 11/24 12/13 14/6 14/11 18/3 18/18 18/19 18/24 proposed [2] 6/7 14/21 provide [1] 12/12 public [15] 3/2 3/13 3/17 3/18 3/20 5/10 7/17 9/8 11/16 14/13 15/10 17/22 20/8 20/13 21/4 public's [1] 15/2 published [2] 3/18 14/24 pull [2] 13/3 16/17 pursuant [1] 3/21 put [2] 3/3 9/14
N	P	Q	
name [3] 11/19 13/15 13/16 Ned [1] 11/21 need [1] 9/2 needs [2] 13/25 18/10 negate [2] 14/4 14/9 new [17] 1/1 1/24 2/5 2/5 3/21 4/1 4/10 6/12 6/12 13/25 17/13 17/15 17/15 18/2 19/19 20/3 21/5 Newburgh [1] 1/24 newspaper [1] 14/25 nine [1] 9/25 nine yards [1] 9/25 no [9] 10/23 10/23 10/23 10/24 10/25 12/8 15/25 20/6 21/13 none [1] 19/13 North [1] 1/24 not [25] Notary [1] 21/4 nothing [2] 10/24 18/22 notice [5] 3/13 3/17 3/18 3/20 9/5 now [8] 8/17 9/6 9/10 10/20 10/21 12/2 17/2 17/17 number [5] 6/21 8/1 8/4 9/23 10/18 NY [1] 1/8	page [1] 6/16 paid [3] 11/5 16/23 18/8 papers [1] 16/13 paperwork [1] 10/1 parcel [1] 4/8 part [2] 19/14 19/23 participate [1] 6/23 parties [1] 21/12 past [3] 14/18 14/20 20/2 pay [2] 14/24 18/21 payroll [1] 8/15 people [5] 9/11 9/20 18/12 18/13 18/20 per [1] 16/6 percent [3] 7/11 8/8 16/9 permits [1] 14/1 person [2] 3/10 6/2 personal [2] 4/23 21/13 persons [2] 6/5 14/16 pertinent [1] 6/22 phasing [1] 19/2 pieces [1] 7/8 PILOT [1] 18/20 place [1] 5/23 please [8] 3/6 9/12 9/13 11/17 11/18 11/20 15/15 17/25 pledge [3] 3/6 3/7 17/17 plumbing [1] 4/24 Point [2] 9/22 18/13 police [1] 18/21 poor [2] 11/1 11/1 portions [1] 19/12 pose [1] 8/23 positive [1] 19/7 power [2] 14/9 18/2 present [3] 2/6 13/1 14/2 pretty [1] 10/17 previously [5] 4/2 5/15 11/25 12/13 12/24 private [2] 9/22 11/23 probably [1] 11/6 Proceedings [1] 20/17 process [1] 19/23 project [24] projects [5] 6/16 7/3 19/10	question [1] 15/3 questions [1] 8/23	
O		R	
obviously [2] 9/7 19/13 occupancy [3] 8/16 18/8 18/17 occurs [1] 7/16 OCNYIDA [2] 1/13 2/4 office [1] 4/19 officials [1] 17/7 oftentimes [1] 16/6 Okay [3] 16/14 16/25 17/3 old [1] 14/25 on [28] one [4] 6/24 7/7 8/11 8/18 online [4] 3/11 6/15 20/7 20/13 only [2] 7/5 9/11 open [3] 6/18 8/21 9/10 openness [1] 17/21 operate [1] 5/19		raise [3] 14/11 15/14 15/14 ratio [3] 8/5 8/10 8/18 Re [1] 1/4 read [4] 6/19 6/21 6/25 9/6 reading [1] 3/13 real [5] 5/4 11/24 12/12 14/6 14/11 really [6] 3/15 12/16 16/5 18/6 19/1 19/15 reappointed [1] 17/14 reason [1] 5/9 reasons [1] 14/3 receive [2] 10/13 11/3 received [3] 9/7 9/9 11/4 recent [2] 14/15 19/18 recited [1] 3/8 record [5] 3/19 14/22 15/2 19/11 21/7 recorded [2] 13/8 21/9 recording [8] 5/6 5/15 7/12 7/20 12/4 12/23 13/13 13/21 regard [1] 18/23 regionally [1] 8/14 Reilly [2] 2/6 5/25 related [3] 12/10 12/23 21/12 relevant [1] 6/7 remotely [2] 15/12 15/13 removed [1] 17/12 rent [1] 14/24 repairs [1] 9/24 replace [1] 3/18 Reporter [1] 21/4 representative [1] 5/22 representing [1] 17/8 reputation [1] 19/15 request [11] 4/3 6/8 6/10 9/15 9/16 9/17 10/4 10/4 11/7 13/1 15/20 requested [1] 13/14 required [2] 3/12 14/6 respect [3] 6/2 6/9 19/25 respond [2] 15/25 17/23 responsibility [2] 14/10 14/13 responsible [1] 14/16 rest [1] 16/3 restaurant [1] 4/18 rests [1] 14/12 result [2] 18/7 18/17 resulted [1] 14/15 review [4] 12/19 14/1 14/17 17/4	

R	statutory [2] 14/1 14/17 stay [2] 18/14 20/9 stenographer [2] 1/23 6/1 Stenographic [1] 21/4 stenographically [1] 21/9 still [2] 8/3 18/20 stimulus [1] 18/6 stop [1] 9/10 story [1] 4/15 streaming [1] 3/11 Street [1] 4/9 strong [1] 15/6 successful [1] 19/24 such [3] 10/16 18/3 18/22 Suite [1] 6/11 supervision [1] 21/10 support [1] 6/21 supports [1] 9/15 sure [7] 6/14 9/19 12/16 16/2 16/21 17/18 17/24	through [2] 7/23 8/20 throughout [1] 18/15 Thursday [1] 3/19 time [4] 3/25 5/23 9/25 12/12 times [4] 3/19 8/11 8/12 8/18 today [5] 5/10 7/18 10/5 12/20 13/1 together [2] 4/11 5/1 took [1] 9/21 total [2] 7/24 13/9 toward [1] 15/4 town [2] 4/9 14/11 towns [1] 14/5 track [1] 19/11 transcribed [1] 21/9 transparency [2] 17/12 17/20 tremendous [1] 19/17 triggers [1] 7/16 trouble [1] 12/1 trying [1] 15/12 tuned [1] 15/12 tuning [1] 15/13 two [1] 8/9
S	T	U
said [3] 9/5 18/3 19/5 sales [21] 5/5 5/13 7/9 7/14 7/19 8/6 8/7 8/16 10/3 10/5 11/4 12/4 12/23 12/25 13/5 13/7 13/12 13/20 16/1 18/9 18/16 same [3] 8/3 10/10 21/8 save [1] 7/11 savings [2] 18/24 19/1 say [5] 8/21 10/20 10/25 15/21 17/17 saying [2] 10/6 12/11 school [4] 11/22 14/5 14/11 14/19 search [1] 6/17 second [1] 16/22 Section [1] 5/7 see [6] 15/11 16/8 16/20 17/20 18/16 19/6 seeing [2] 15/15 17/23 seeking [2] 5/12 13/19 seems [2] 14/17 15/24 Senior [2] 1/7 3/25 services [1] 14/14 seven [1] 17/16 several [1] 9/18 shall [1] 3/17 share [2] 16/7 16/8 short [1] 13/24 shot [1] 18/10 should [2] 9/4 15/7 show [1] 9/12 since [1] 15/24 sir [10] 11/15 11/18 11/20 12/5 13/3 13/15 13/17 15/9 15/16 15/17 six [1] 4/15 small [1] 10/22 so [33] some [4] 6/25 9/8 14/15 19/12 sorry [1] 8/12 sought [1] 17/12 SOUTH [6] 1/4 3/4 4/3 6/18 7/2 20/9 spa [1] 4/17 space [2] 4/18 4/19 speak [1] 17/18 speaking [1] 11/21 special [1] 18/21 specifically [1] 19/8 spending [2] 8/16 10/14 square [4] 4/12 4/15 4/17 4/19 staff [2] 5/23 17/18 start [2] 3/5 3/13 state [13] 1/1 5/5 5/13 8/5 8/6 10/5 11/18 12/3 13/20 13/25 16/2 18/2 21/5 state's [2] 8/8 8/9 stated [1] 5/23 statements [1] 12/9	table [1] 11/20 take [3] 9/1 11/8 18/4 taken [1] 18/22 talk [2] 12/3 17/25 talked [1] 19/10 talking [2] 7/24 20/2 tangible [1] 4/23 tax [38] taxes [7] 14/6 14/12 16/15 18/3 18/8 18/24 19/1 technical [1] 15/10 Telephone [1] 1/25 term [3] 5/19 5/20 15/6 terminated [1] 5/21 testimony [1] 21/7 text [1] 18/16 than [1] 7/15 thank [9] 3/2 3/9 9/14 11/13 11/15 13/23 15/8 15/9 20/14 Thanks [2] 3/9 11/11 that [81] that's [16] 7/17 8/15 8/16 10/7 10/9 10/9 10/14 11/7 13/1 13/5 13/7 13/14 15/11 15/13 18/11 19/7 their [3] 14/5 14/12 14/13 them [3] 8/23 19/21 19/22 then [3] 6/24 10/4 17/1 there [9] 6/22 9/17 9/17 11/5 15/24 16/11 16/20 18/23 19/11 there's [8] 9/2 9/11 13/9 16/10 16/22 17/13 19/11 20/1 thereof [1] 21/14 thereon [1] 4/11 these [4] 10/20 16/1 19/7 19/20 they [12] 9/23 9/24 10/2 10/13 11/4 14/8 14/23 17/11 17/12 17/12 18/20 19/5 they're [3] 8/24 17/6 18/19 thing [5] 6/24 8/20 10/10 10/16 19/7 think [6] 11/13 13/24 16/23 17/8 18/1 18/15 this [29] those [8] 3/10 9/8 12/6 14/7 16/5 16/12 16/15 19/3 though [2] 12/5 16/9 thousand [1] 8/9 three [2] 10/21 17/14	under [3] 6/18 15/22 21/10 understand [1] 17/2 unit [1] 4/17 unrealized [1] 18/24 unusual [1] 16/18 up [8] 6/18 7/13 7/14 8/20 9/11 9/12 13/3 14/21 updated [3] 6/20 7/1 11/6 upon [3] 6/10 14/12 19/10 us [5] 3/11 5/25 16/24 17/24 19/13 use [7] 4/17 4/19 5/5 5/13 13/20 15/14 18/14 using [1] 10/6
	V	W
	validity [1] 20/1 version [1] 6/20 very [5] 3/9 9/1 10/21 11/11 19/24 views [1] 6/6 village [9] 4/9 9/15 10/12 10/12 10/13 11/3 14/10 14/18 18/15 villages [1] 14/4	want [12] 6/23 7/22 9/16 10/25 12/10 12/16 12/22 15/11 19/6 19/14 19/15 20/3 wanted [1] 9/12 wants [3] 10/5 10/8 20/10 was [18] 3/7 7/1 7/5 7/8 7/8 10/1 10/2 10/11 10/16 10/19 11/5 11/24 12/13 12/24 13/3 13/14 14/21 17/1 watching [2] 6/14 20/12 we [27] we'll [4] 8/25 9/4 16/18 17/3 we're [17] 3/11 3/15 5/10 6/2 7/17 7/18 7/23 8/19 10/21 10/22 10/25 11/1 11/1 12/20 17/24 18/1 20/7 we've [1] 18/8 website [2] 6/12 6/16 Wednesday [1] 3/24

W

welcome [1] 3/2
 well [5] 5/25 7/20 10/17
 14/19 17/19
 were [2] 7/4 14/20
 weren't [2] 17/11 19/14
 West [2] 9/22 18/13
 what [17] 3/15 10/9 10/13
 10/14 10/18 10/20 11/2 11/4
 11/23 12/20 12/24 13/11
 13/14 13/15 16/6 18/11 20/1
 whatever [1] 9/3
 whatsoever [1] 21/14
 when [3] 7/15 14/23 17/10
 Whereupon [1] 3/7
 whether [2] 15/22 15/23
 which [4] 9/18 14/12 14/15
 14/21
 who [5] 3/10 9/19 10/16
 15/20 17/7
 whole [1] 9/25
 why [1] 7/17
 will [16] 3/22 5/16 5/18
 5/21 5/22 6/4 12/15 12/16
 12/19 15/21 15/24 15/25 16/5
 16/8 18/9 20/9
 WILLIAM [4] 1/13 2/4 5/24
 13/16
 willingness [1] 17/21
 Windsor [2] 2/5 6/12
 won't [3] 3/16 10/18 12/11
 word [1] 10/6
 worked [3] 10/10 10/11 10/17
 working [1] 7/4
 works [1] 16/2
 would [10] 3/6 7/10 7/14 9/6
 10/13 11/4 15/12 15/20 16/9
 19/4
 written [4] 6/5 9/6 9/9 18/25
 www.OCNYIDA.com [1] 6/13

Y

yards [1] 9/25
 year [1] 20/5
 years [5] 9/18 9/23 17/10
 19/12 19/17
 Yes [4] 8/2 8/3 11/17 15/17
 yet [3] 14/8 18/24 19/1
 YORK [11] 1/1 1/24 2/5 3/21
 4/1 4/10 6/12 13/25 18/2
 19/19 21/5
 you [46]
 you'd [1] 12/19
 you're [6] 17/5 17/17 17/19
 17/23 18/16 20/2
 your [5] 11/19 13/15 19/25
 19/25 20/5