

National Grid Cooperative Business Recruitment Program and Discover Long Island Resolution

A regular meeting of the Nassau County Industrial Development Agency (the "Agency") was convened in public session at the Theodore Roosevelt Executive & Legislative Building, Ceremonial Chamber, 1550 Franklin Avenue, Mineola, County of Nassau, New York on July 18, 2019 at 6:30 p.m., local time.

The meeting was called to order by the Chair and, upon roll being called, the following members of the Agency were:

PRESENT:

Richard Kessel	Chair
Lewis M. Warren	Vice Chair
Anthony Simon	2 nd Vice Chair
Amy Flores	Treasurer
John Coumatos	Asst. Treasurer
Timothy Williams	Secretary
Christopher Fusco	Asst. Secretary

NOT PRESENT:

Joseph Foarile	Chief Financial Officer
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THE FOLLOWING ADDITIONAL PERSONS WERE PRESENT:

Harry Coghlan	Chief Executive Officer / Executive Director
Danielle Oglesby	Chief Operating Officer/ Deputy Executive Director
Joseph Foarile	Chief Financial Officer
Catherine Fee	Director of Business Development/Chief Marketing Officer
Colleen Pereira	Administrative Director
Thomas D. Glascock, Esq.	General Counsel
Andrew D. Komaromi, Esq.	Bond/Transactional Counsel

The attached resolution no. 2019-74 was offered by Timothy Williams, seconded by Lewis M. Warren:

Resolution No. 2019-74

RESOLUTION OF THE NASSAU COUNTY INDUSTRIAL DEVELOPMENT AGENCY
("THE AGENCY") AUTHORIZING A GRANT APPLICATION WITH NATIONAL GRID'S
COOPERATIVE BUSINESS RECRUITMENT PROGRAM AND ENGAGEMENT OF
DISCOVER LONG ISLAND IN CONNECTION WITH A GRANT AWARD

WHEREAS, the Nassau County Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title I of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act"), and Chapter 674 of the 1975 Laws of New York, as amended, constituting Section 922 of said general Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act"), to, inter alia, promote the economic welfare, recreation opportunities and prosperity of the inhabitants of New York State and to actively promote, develop, encourage and assist in the promotion, attraction and development of economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their economic welfare, recreation opportunities, prosperity and standard of living, and to prevent unemployment and economic deterioration, and to promote the development of facilities to provide recreation for the citizens of New York State and to attract tourists from other states; and

WHEREAS, at a required 50 percent matching share, National Grid through its Cooperative Business Recruitment Program provides grant moneys to local economic development organizations to fund the development of marketing data, strategies, and web pages to attract business investment and jobs to the Long Island community (the "Grant"); and

WHEREAS, the Agency, in cooperation with other industrial development agencies located on Long Island (including, without limitation, the Suffolk County Industrial Development Agency, and collectively, the "Long Island IDAs"), wishes to complete, execute and submit an application for a Grant award to National Grid, requesting \$100,000 (with \$50,000 being the required matching share) to help fund the development of marketing, strategies, and a webpage to raise awareness of business opportunities on Long Island, attract business investment, and encourage job creation; and

WHEREAS, Discover Long Island is a private non-profit organization serving as the official regional organization charged with furthering Long Island's \$5.9 billion tourism economy, which (given its purpose and responsibilities) seeks to promote the Long Island region as a world-class destination, and drive visitation for purposes of generating jobs and local and state tax revenues; and

WHEREAS, in the event of a successful award of the Grant for a project of \$100,000 (or such lesser amount as may be awarded and accepted) to the Long Island IDAs, the Long Island IDAs shall seek to reach an agreement concerning matching and other Grant obligations, to identify project goals and objectives, and to prepare intended Grant deliverables, such as a regional website to provide information intended to attract business to Long Island; and

WHEREAS, the engagement of Discover Long Island would help the Long Island IDAs to achieve the identified project goals and objectives and to prepare the intended Grant deliverables, by (among other things) use of Discover Long Island's SEO and anchor traffic to help highlight the desirable quality of life on Long Island, incorporating demographic and economic development data to enhance the collaborative efforts of the regional IDAs through capitalizing on the Long Island brand, and ad placements created by Discover Long Island and utilizing the new BeLONG on Long Island trademark campaign to target specific industries and geographic locations; and.

WHEREAS, if a Grant award is received, the Agency (in cooperation with the other Long Island IDAs, but subject to an agreement being made among the Long Island IDAs regarding matching and other Grant obligations) desires to therefore enter into an agreement with Discover Long Island, for the above described services;

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE NASSAU COUNTY INDUSTRIAL DEVELOPMENT AGENCY, AS FOLLOWS:

Section 1. The Agency hereby authorizes the completion, execution, and submission, in cooperation with other industrial development agencies located on Long Island (including, without limitation, the Suffolk County Industrial Development Agency, hereinafter the "Long Island IDAs") of a 50 percent matching share grant application with National Grid through its Cooperative Business Recruitment Program, requesting \$100,000 (with \$50,000 being the required matching share) to fund the development of marketing, strategies, and a webpage to raise awareness of business opportunities on Long Island, and to attract business investment and encourage job creation (the "Grant"). In the event of a successful award of the Grant for a project of \$100,000 (or such lesser amount as may be awarded and accepted), but subject to an agreement being made among the Long Island IDAs regarding matching and other Grant obligations, the Agency hereby further authorizes the engagement of Discover Long Island at a cost that is anticipated not to exceed \$12,500 as the Agency's allocated portion of the Grant's required matching share to help achieve identified project goals and objectives and prepare intended Grant deliverables. The Agency finds that (a) the purposes of the Grant and contemplated engagement of Discover Long Island are consistent with, and would further the mission and purposes of, the Agency, (b) the required services are not available through the New York State Preferred Source Program, (c) there is only one possible source from which to procure the services contemplated by the Agreement, and such services have unique benefits and, therefore, no competitive bidding process is feasible, and (d) the cost of such services is reasonable.

Section 2. The Agency hereby determines that the proposed action is a Type II Action pursuant to Article 8 of the New York Environmental Conservation Law (including the regulations thereunder, "SEQRA") involving "continuing agency administration" which does not involve "new programs or major reordering of priorities that may affect the environment" (6 NYCRR Section 6.17.5 (c)(26)) and therefore no findings or determination of significance are required under SEQRA.

Section 3. The Chief Executive Officer is hereby authorized and directed, in his sole discretion, to negotiate and enter into an agreement with Discover Long Island upon such terms and conditions as the Chief Executive Officer may deem advisable or necessary, but subject to the terms of this Resolution. The Chief Executive Officer's execution of the Agreement shall evidence the Agency's approval of the terms thereof.

Section 4. This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Richard Kessel	VOTING Aye
Lewis M. Warren	VOTING Aye
Anthony Simon	VOTING Aye
Timothy Williams	VOTING Aye
Chris Fusco	VOTING Aye
Amy Flores	VOTING Aye
John Coumatos	VOTING Aye

The foregoing Resolution was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS:
COUNTY OF NASSAU)

We, the undersigned [Assistant] Secretary and [Vice] Chairman of the Nassau County Industrial Development Agency (the "Agency"), do hereby certify that we have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the Resolution contained therein, held on July 18, 2019 with the original thereof on file in our office, and that the same is a true and correct copy of said original and of such Resolution set forth therein and of the whole of said original so far as the same relates to the subject matter therein referred to.

WE FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present and throughout said meeting.

WE FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, we have hereunto set our hands and affixed the seal of the Agency this 18th day of July, 2019.

Secretary

Chairman

(SEAL)