

Economic Research Services Resolution

A regular meeting of the Nassau County Industrial Development Agency (the “Agency”) was convened in public session, electronically, pursuant to Executive Order No. 202.11 - Continuing Temporary Suspension And Modification Of Laws Relating To The Disaster Emergency - by Governor Andrew M. Cuomo of the State of New York on April 7, 2020 at 6:45 p.m., local time.

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

PRESENT:

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

ABSENT:

None

THE FOLLOWING PERSONS WERE ALSO PRESENT:

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

The attached resolution no. 2020 - 23 was offered by Anthony Simon, seconded by Lewis Warren:

Resolution No. 2020 - 23

RESOLUTION OF THE NASSAU COUNTY INDUSTRIAL
DEVELOPMENT AGENCY AUTHORIZING THE EXECUTIVE
DIRECTOR TO ENGAGE CAMOIN ASSOCIATES, INC. TO
PROVIDE CERTAIN ECONOMIC RESEARCH SERVICES,
NUNC PRO TUNC

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 promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, industrial and commercial facilities, among others, for the purpose of promoting, attracting and developing 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 prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the Agency from time to time requires the services of qualified firms (“Firms”) to provide certain marketing and website design services, to promote economic development within Nassau County; and

WHEREAS, therefore, during 2019 the Agency issued a Request for Statements of Qualifications for certain Marketing and Website Design Services (the “RFQ”), seeking statements of qualification from interested Firms, and the Agency published notice of said issuance on July 26, 2019, in Newsday, the Long Island Business News, and the New York State Contract Reporter; and

WHEREAS, the Agency received statements of qualifications from one (1) or more Firms (collectively, the “Statements”) expressing interest in providing the services contemplated by the RFQ; and

WHEREAS, in accordance with its Charter, the Finance Committee of the Agency reviewed the Statements, interviewed or determined that interviews of the respondent Firms are not necessary or desirable, found that certain Firms met the minimum requirements set forth in the RFQ and are qualified to provide the Services, and recommended that the Agency established an approved list of Firms to provide the Services; and

WHEREAS, by resolution dated February 27, 2020, the Agency established such an approved list of Firms to provide the required services, including the firm Camoin Associates 360 Marketing, and authorized the negotiation and making of an agreement with each Firm; and

WHEREAS, in keeping with the aforementioned RFQ and resolution, the Agency wishes to engage Camoin Associates, Inc. (“Camoin”), an affiliate of Camoin Associates 360 Marketing, to provide certain economic development research services;

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

Section 1. The Agency hereby ratifies and confirms all actions as described above taken by the Agency’s staff to date.

Section 2. The Agency hereby determines that the procurement of the services described in Exhibit “A” hereto (the “Services”) constitutes a procurement of professional services involving the application of specialized expertise and a high degree of creativity and, therefore, is not subject to the competitive bidding requirements of the Agency’s State of Procurement Policy and Procedures.

Section 3. 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 §617.5(c)(20)) and therefore no findings or determination of significance are required under SEQRA.

Section 4. The Agency hereby authorizes and directs the Executive Director, Deputy Executive Director and/or Administrative Director to enter into an agreement with Camoin Associates, Inc., nunc pro tunc, for it to provide the Services and for the fee amounts described in Exhibit “B” hereto, on such terms and subject to such conditions as the Executive Director, Deputy Executive Director and/or Administrative Director may deem advisable or necessary, subject to the terms of this resolution, the Agency’s budget for the type of services required and the requirements of the RFQ, as applicable. The Executive Director’s, Deputy Executive Director’s or Administrative Director’s execution of any such agreement or contract shall evidence the Agency’s approval of the terms thereof.

Section 5. This Resolution shall take effect immediately.

ADOPTED: April 7, 2020

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

Richard M. 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.:

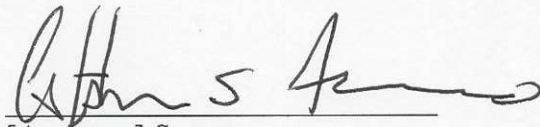
COUNTY OF NASSAU

We, the undersigned [Vice] Chairman and [Assistant] Secretary 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 April 7, 2020 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 matters 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 5 of the Public Officers Law (the "Open Meetings Law") as modified pursuant to Executive Order No. 202.11 - Continuing Temporary Suspension And Modification Of Laws Relating To The Disaster Emergency - by Governor Andrew M. Cuomo of the State of New York, 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 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 respective hands and affixed the seal of the Agency this 7th day of April, 2020.


[Assistant] Secretary

[Vice] Chairman

(SEAL)

STATE OF NEW YORK

) SS.:

COUNTY OF NASSAU

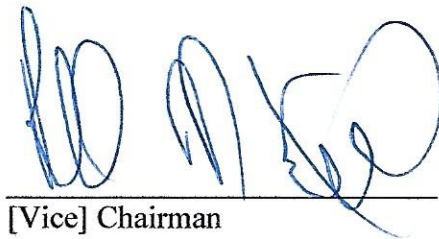
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[Assistant] Secretary

A handwritten signature in blue ink, consisting of several loops and a long horizontal stroke, positioned above the Vice Chairman title.

[Vice] Chairman

(SEAL)

Exhibit “A”

Scope of Services

Task 1: Project Kick Off Call, Preliminary Research and Understanding

Camoin will conduct a project kick off call with the Agency’s project representatives to discuss project logistics, critical deadlines, scheduling of the site visit, and project expectations.

Following the kickoff call, Camoin will conduct preliminary market research into the data center market to prepare for the site visit of Task 1. This research will include:

- Site Specific: Details of the site, proposed expansion plans, initial discussion with 1025connect, and clear understanding of the infrastructure’s capacity.
- Industry Specific: Regional and national market trends about the industry, critical supply chain sectors, verticals that most align with opportunities in Nassau County, Long Island, and the NYC metro region.

Task 2: Site Visit

Camoin will work with the Agency to identify a good date for Jim Damicis, Senior Vice President, to participate in a meeting with the owners of the data center and tour the facility. This site visit will offer a chance for more detailed discussion about opportunities, any current issues/constraints at the facility, and determination of best next steps. Any questions that came out of the Task 1 research will be addressed, and Mr. Damicis will work with Agency in advance to set the agenda for the meeting and prioritize questions and discussion topics.

Task 3: Focused Research and Recommendations

At this point, Camoin will conduct a focused look at industry trends, workforce requirements, location decisions, business attraction requirements, and other factors that all play a role in how Nassau County can best position itself to capitalize on these opportunities. Utilizing data from EMSI, IBISWorld, Pitchbook, and other research, Camoin will create detailed profiles of these opportunities that include all the background research along with key trends and the role they do, and could, play in Nassau County’s economic development efforts.

As part of this task, Camoin will conduct research into other locations around the country with similar capabilities and summarize their efforts in marketing and attraction based on the asset, where they have had success, and overall economic profile comparison with Nassau County’s region.

Task 4: Final Memo and Presentation

As a final deliverable, Camoin will prepare a memo that outlines the major findings of the market research and the likely implications of this type of facility for Nassau County. This will include recommendations in terms of next steps, how best to incorporate the findings to the Nassau County

Economic Development and Marketing Plan, and the role Agency can/should play in supporting
1025connect with their efforts.

Deliverable: Camoin will issue a draft memo, and review the same with Agency during a virtual meeting. Following the virtual meeting, Camoin will refine and send a final version.

Exhibit “B”

Compensation and Payment

As remuneration for the scope of services attached as Exhibit “A”, the Agency shall pay Camoin a fixed fee of TWELVE THOUSAND FIVE HUNDRED DOLLARS (\$12,500.00), such fee to include all labor, expenses, travel time, and mileage (the “Fee”). The Fee shall be allocated and charged monthly on a progress-to-completion basis.

For services not included in the scope of services described in Exhibit “A” and requested by the Agency in writing, the Agency shall pay Camoin shall pay the Consultant on a time-and-expenses basis, charged as follows:

a. Hourly labor rates

- President / Senior VP \$275.00 per hour
- Principal \$215.00 per hour
- Senior Professional \$155.00 per hour
- Professional \$115.00 per hour
- Rate in travel status \$85.00 per hour (all personnel)

b. Travel by private automobile will be charged at the maximum federal reimbursement rate per mile.

c. All other expenses (e.g. purchase of proprietary data, travel related expenses, etc.) will be charged at cost.