

## **Economic Impact Study 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 Chambers, 1550 Franklin Avenue, Mineola, Nassau County, New York on May 27, 2021 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	Chairman
Anthony Simon	2nd Vice Chairman
Amy Flores	Treasurer
John Coumatos	Asst. Treasurer
Chris Fusco	Asst. Secretary
Timothy Williams	Secretary

### **NOT PRESENT:**

Lewis M. Warren	Vice Chairman
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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
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. 2021-33 was offered by Timothy Williams seconded by Anthony Simon:

RESOLUTION OF THE NASSAU COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY AUTHORIZING THE EXECUTIVE  
DIRECTOR TO ENGAGE HR&A ADVISORS, INC. TO  
PROVIDE CERTAIN ADDITIONAL ECONOMIC IMPACT  
STUDY SERVICES

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 COVID-19 pandemic presented an unprecedented economic challenge, demanding that immediate steps be taken to assist the local economy; and

WHEREAS, on March 17, 2020, Nassau County Executive Laura Curran convened a group of top Long Island business leaders (the “Nassau County Economic Advisory Council”) to assess the impact of the Coronavirus on the local economy, and the Agency’s chairperson serves as an ex officio member on the Nassau County Economic Advisory Council; and

WHEREAS, in addition, Nassau County prepared, circulated to, and received responses from residents to a survey, to help determine the impact of COVID-19 to Nassau County’s local businesses and residents; and

WHEREAS, it is believed that an understanding of how the economic fallout from COVID-19 has impacted the local economy is critical to the making of informed decisions concerning the Agency’s activities for investments, policies and the resources required to best position the local economy for future recovery and resumed growth; and

WHEREAS, as such, consistent with the Agency’s purpose, it wished partnered in the work of the Nassau County Economic Advisory Council, and helped facilitate analysis of the aforementioned survey findings; and

WHEREAS, it further desired that the firm HR&A Advisors, Inc. be engaged to serve as an economic consultant to develop a model to study, forecast and report on the economic impact of COVID-19, to enable the Agency to better target its deployment of financial assistance and

other Agency resources and to more effectively assist local businesses in their recovery from the aforementioned fall-out from the COVID-19 pandemic; and

WHEREAS, therefore, pursuant to Board resolution dated April 7, 2020, Agency engaged HR&A Advisors, Inc. to provide the above-described services; and

WHEREAS, the aforementioned engagement contemplated the possibility of additional services and future phases with support services; and

WHEREAS, therefore, the Agency now wishes to authorize the procurement of some of these contemplated additional and future services and to fund the cost thereof.

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, or an amended agreement, with HR&A Advisors, Inc., for it to provide the Services 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: May 27, 2021

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	ABSENT	ABSENT
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.:

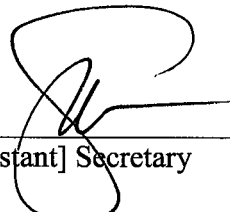
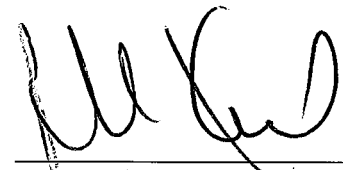
COUNTY OF NASSAU

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 May 27, 2021 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 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 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 27<sup>th</sup> day of May 2021.

  
\_\_\_\_\_  
[Assistant] Secretary  
\_\_\_\_\_  
[Vice] Chairman

(SEAL)

## **Exhibit “A”**

### **Scope of Services**

#### **Homeowner Relief Program**

HR&A Advisors, Inc. (“HR&A”) will analyze pre- and post-COVID economic, demographic, and budgetary data to demonstrate the need for the proposed homeowner relief program, and qualitatively describe the local community benefits. Elements of the analyses may include:

- Analyses of COVID impacts on typical Nassau households, including public health impacts, mortgage delinquencies, additional cost burdens related to online learning, daycare, etc.;
- Analyses of household income and cost burdens (including housing costs, property taxes, other taxes, utilities, etc.) and relevant comparisons to regional and national benchmarks;
- Analyses of post-COVID economic and financial impacts by specific categories, including income, employment sectors, etc.;
- The direct benefits of this relief to households in the context of COVID-19’s impacts on all Long Island residents; and
- Analyses of spending of the proposed relief to support local businesses that have been hit hard by the pandemic and that offer accessible jobs.

HR&A will compile a memorandum with key findings, assumptions, and methodologies by Monday, June 7, 2021, to inform the Nassau County Industrial Development Agency’s (the “Agency’s”) recommendations to Nassau County Economic Advisory Council (the “EAC”).

#### **Task 0: Project Kickoff**

##### **Task 0.1 EAC Engagement**

HR&A will launch this engagement by designating HR&A staff member(s) to attend the EAC’s biweekly meetings as an additional Agency representative.

Based on our participation, HR&A will help synthesize these conversations into a list of actionable programs that can be short-listed for further consideration. Further, in these meetings, we will provide input and feedback based on our knowledge of COVID-19 trends, policy precedents and programs, and how to leverage Federal and New York State funds to maximize impact.

HR&A will attend up to 6 sessions over the course of this engagement.

##### **Task 0.2 Review the American Rescue Plan (“ARP”) Program**

To establish a baseline understanding, HR&A will review the ARP and associated programs. We will identify an array of uses of funds and targeted populations. These funds are highly flexible, and HR&A will summarize key constraints of the funds.

### **Task 0.3 Kickoff Meeting and Information Request**

HR&A will conduct a kickoff meeting by video conference with the Agency. At this meeting, we will discuss:

- A summary of the ARP program and categories of programs and funding streams we will analyze in Task 1;
- Project timeline and data needs;
- Goals of this effort and criteria for success;
- Policy priorities, including both short-term critical aid as well as longer-term planning, and innovative new policy ideas for exploration;
- Equity and inclusion goals;
- HR&A's role within the EAC; and
- How we will engage with 3PL on regulatory compliance considerations in Task 2.1.

For the discussion of data needs, HR&A will request information from Nassau County (the "County"), including, but not limited to, available information on current and planned economic development programs, initiatives, and development projects and COVID-19 relief efforts. After the project kickoff, HR&A will submit a data request, and we aim to discuss and review the provision of documents and discuss existing efforts shortly thereafter.

Given the rapid pace of this project, we will also use this meeting to establish a schedule for project management check-ins with the Agency, which will provide an opportunity to discuss updates to on-going workstreams and garner input on project direction.

**Deliverable 1: Agenda and materials** (work plan, scope, etc.) to support a virtual kickoff meeting; **information request** submitted following the kickoff meeting.

### **Task 1: Needs Analysis**

#### **Task 1.1 Hofstra University ("Hofstra") Needs Assessment Survey Input** *(completed 4/21/2021)*

HR&A will review the draft survey Hofstra University is developing to gather information from economic development and industry leaders on needs and policy gaps. Drawing upon recent survey efforts in which we have been involved – including with the Rauch Foundation, Newsday, and the Long Island Association – as well as trends and needs we have identified in our prior work, we will provide input into the survey to ensure its effectiveness in gathering important data that can inform this effort.

#### **Task 1.2 Hofstra Survey Analysis**

In parallel with our research and EAC conversations, HR&A will collaborate with Hofstra University to analyze results from Hofstra's Needs Assessment survey when available. We will identify key trends and priorities to inform our discussions with the Agency and the EAC on potential programs.

### **Task 1.3 Summary of Existing Programs**

Building on our kickoff meeting presentation and drawing upon information shared in response to our information request, the HR&A team will gather information on current and planned Federal, state, and local economic development programs, initiatives, and development projects – including both preexisting programs and programs created in response to COVID-19. We will also gather information on ARP and its potential application for different uses.

Our review will focus on programmatic initiatives. We will seek to understand the key elements of each initiative, its objectives, and “ownership.” For physical strategies, we will explore where key nodes of investment, workforce development, and business development or retention exist. To summarize our findings, we will develop a matrix of funding and programs available for schools, small businesses, venues, restaurants, residents/homeowners, to be presented at the Recovery Strategies Workshop (Task 2.1).

### **Task 1.4 COVID-19 Needs and Gaps Analysis**

Much research has been conducted to date on the impacts of COVID-19 on Nassau County, including HR&A’s Nassau County COVID-19 Economic Impact Report and the Long Island Downtown Study we led on behalf of the Rauch Foundation. Many third parties have also conducted extensive analysis, including Newsday’s survey of Long Island residents about the future of downtowns, and the Long Island Association and Siena College’s survey of businesses across Long Island. We collaborated on both surveys while developing a downtown business survey for the Rauch study.

Drawing upon this existing information, HR&A will summarize which businesses and communities have been hardest-hit in Nassau County. This is likely to include a focus on small businesses and businesses owned by foreign-born, of-color, and low-income entrepreneurs; we will also take into account race, gender, income, age, and other demographic characteristics of communities.

Drawing upon findings in Task 1.3, we will identify the extent to which existing programs support the businesses, institutions, and communities that have been most dramatically impacted during COVID-19. We will identify where there are gaps that do not currently address the businesses and communities in greatest need.

## **Task 2: Preliminary Program Analysis**

### **Task 2.1 EAC Recovery Strategies Workshop**

HR&A will facilitate a priority-setting workshop with the EAC.

At this meeting, HR&A will present a summary of findings from Task 1, existing program gaps, a preliminary set of policy priorities, and an initial set of ARP-funded program ideas informed by these findings as well as EAC and Agency conversations.

Such priorities could include impact on economic growth, equitable outcomes, short and long-term relevance in COVID-19 recovery, County influence/control, feasibility/resource requirements, partner support, ensuring benefits outweigh costs, and/or others. We expect that the goals will be to guide the allocation of resources to initiatives that are most closely aligned with the Agency priorities to support the recovery of small businesses, create strong commercial corridors and places throughout the County, and retain local businesses while planning for future business attraction efforts.

We will then gather feedback on this initial set of policy priorities and program ideas, weighing the relative benefits and costs of each potential intervention.

## **Task 2.2 Priority Recovery Programs**

Based on feedback from the Task 2.1 workshop, we will assist the Agency and EAC in the development of programmatic solutions, recovery strategies and direct support models.

HR&A and the Client will develop a preliminary, prioritized list of programs that should be expanded or changed to best meet the economic development and recovery needs of the County with ARP funding, with a focus on those that can be pursued quickly. Further, we will identify new, innovative programs that may interest the Agency, based on best practices from other municipalities. Programs may include both broad-based support as well as programs for targeted industries.

HR&A will create a presentation with the preliminary list of priority programs and present it to the Agency to gather feedback. In parallel, with County approval, HR&A will meet with 3PL to gather input on compliance and regulatory considerations.

Based on this input, HR&A will refine the list of priority programs. We will also make suggestions on program design and outline details including relative cost, targeted beneficiaries, application/award process, and administration of programs, including partners.

**Deliverable 2:** Presentation to EAC summarizing highest-priority programs, initiatives, and projects for near-term advancement.

## **Task 3: Final Program Recommendations**

### **Task 3.1 Final Priority Strategies and Final Deliverable**

Working closely with the Agency, HR&A will incorporate our findings from prior tasks, feedback from EAC in Task 2 and finalize these recommendations into a final briefing book for the EAC.

We will outline the details of each priority recommendation in a series of “terms sheets,” which will cover:

- *Funding amounts and mechanisms:* including different funding vehicles for different programs.

- *Targeted beneficiaries and uses of funds:* including target businesses, geographic areas, and demographics.
- *Application and award criteria:* including a description of the method of distribution.
- *Administration:* including lead administrator(s), and partner organizations.

HR&A will respond to one round of comments from the Agency on the deliverable. HR&A will then participate in one client presentation.

**Deliverable 3:** Final briefing book summarizing analysis and recommendations:

- Policy Catalogue
- Needs and Gaps
- Priority Strategies
- Program Design and Implementation Next Steps

**Exhibit “B”**

**Proposed Fee**

HR&A shall complete the scope of work described for a fixed fee of **\$115,000**. A breakout of the fee amount by task is stated below.

We will bill monthly based on percentage task completion.

<b>PROPOSED FEE TASK</b>	<b>FEE</b>
<b>Homeowner Relief Program</b>	<b>\$ 25,000</b>
<b>0. Project Kickoff</b>	<b>\$ 10,000</b>
<b>1. Needs Analysis</b>	<b>\$ 30,000</b>
<b>2. Preliminary Program Analysis</b>	<b>\$ 30,000</b>
<b>3. Final Program Recommendations</b>	<b>\$ 20,000</b>
<b>TOTAL</b>	<b>\$115,000</b>

**HR&A HOURLY RATES (PUBLIC SECTOR)**

<b>PERSONNEL</b>	<b>RATE</b>
Chair	\$535
Senior Advisor	\$535
Partner (Shuprotim Bhaumik, Philip Kash)	\$430
Principal (Sulin Carling)	\$380
Senior Analyst	\$240
Analyst	\$190
Research Analyst	\$150