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STATE OF NEW YORK  
COUNTY OF DUTCHESS

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DUTCHESS COUNTY  
INDUSTRIAL DEVELOPMENT AGENCY  
PUBLIC HEARING  
regarding  
ROLLING FRITO-LAY SALES, LLP

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October 8, 2021  
Held both at the Town of East Fishkill Town  
Hall, as well as via teleconference  
Commencing at 9:30 a.m.

Laura Evans, Court Reporter

BEFORE: DONALD CAPPILLINO, HEARING OFFICER

MINUTES OF  
PUBLIC HEARING

1 10/8/21 IDA PUBLIC HEARING

2 HEARING OFFICER:

3 Good morning, everyone. I'm Donald  
4 Cappillino, the Hearing Officer for this  
5 public hearing.

6 Before the hearing began, I had  
7 marked as Hearing Officer's Exhibit 1 in  
8 evidence the Notice of Public Hearing in  
9 this matter, indicating that this public  
10 hearing will be held today, October 8,  
11 2021, at 9:30 a.m. local time at the Town  
12 of East Fishkill Town Hall, and that's  
13 where we are right now. I also indicated  
14 that the public hearing would be open for  
15 public comment via the Zoom platform.

16 (HEARING OFFICER'S EXHIBIT 1, NOTICE OF  
17 PUBLIC HEARING, RECEIVED IN EVIDENCE)

18 As Hearing Officer's Exhibit 2 in  
19 evidence, we have the Affidavit of  
20 Publication from the Poughkeepsie  
21 Journal, indicating that the notice of  
22 public hearing was published in the  
23 Poughkeepsie Journal on 9/24/2021.

24 (HEARING OFFICER'S EXHIBIT 2, AFFIDAVIT OF  
25 PUBLICATION, RECEIVED IN EVIDENCE)

1 10/8/21 IDA PUBLIC HEARING

2 As Hearing Officer's Exhibit 3 in  
3 evidence, the affidavit of Jenna Jones  
4 that states that on September 23rd, the  
5 Notice of Public Hearing was mailed to  
6 the Honorable Nicholas D'Alessandro,  
7 Supervisor of the Town of East Fishkill;  
8 to Dr. Dwight Bonk, the Superintendent of  
9 Schools of the Wappingers Central School  
10 District; and to the Honorable Mark  
11 Molinaro, Dutchess County Executive.

12 (HEARING OFFICER'S EXHIBIT 3, AFFIDAVIT OF  
13 JENNA JONES, RECEIVED IN EVIDENCE)

14 I had marked as Hearing Officer's  
15 Exhibit 4 in evidence the September 24th  
16 letter from Timothy Dean, the Chairman of  
17 the Dutchess County Industrial  
18 Development Agency, designating me as  
19 Hearing Officer.

20 (HEARING OFFICER'S EXHIBIT 4, LETTER OF  
21 9/24/21, RECEIVED IN EVIDENCE)

22 With that, I will open the public  
23 hearing, if the Applicant would like to  
24 make a preliminary statement.

25 MS. SARAH LEE:

1 10/8/21 IDA PUBLIC HEARING

2 Kathy, would you like to go ahead  
3 and make a statement? You can begin your  
4 presentation if you'd like.

5 MS. KATHY ALFANO:

6 What I would like to do is just  
7 really thank you for this opportunity to  
8 meet and speak with you all, and  
9 basically introduce the team that we have  
10 representing Frito-Lay and PepsiCo. So  
11 from economic development, it's myself  
12 and Kim Koskay, and Chuck Mueller should  
13 be actually sitting in the room. From  
14 engineering, it is Stephanie Henger who  
15 is on the call. And from government  
16 affairs, I think Peter Wolcott should be  
17 in the audience. And then lastly but not  
18 leastly is our attorney, Jennifer Gray  
19 from Keane & Beane.

20 Thank you for this opportunity, and  
21 I will share my screen. So we will go to  
22 the presentation. So we are meeting with  
23 you all on October 8th, and what we'd  
24 really like to do is we'd like to talk  
25 about who we are as PepsiCo and

1 10/8/21 IDA PUBLIC HEARING

2 Frito-Lay, give you an overview of the  
3 project, and then summarize the benefits.

4 First is, PepsiCo is a global food  
5 and beverage company. I am actually  
6 proud to have worked there for more than  
7 30 years. We are in 200 countries, and  
8 we are consistently recognized by  
9 external agencies for our work as being  
10 ethical, Fortune most admired,  
11 financially astute, a good place to work.  
12 We're recognized by different diversity  
13 groups, women's groups, and we're  
14 actually recognized for our work in the  
15 sustainability field as being out there  
16 on the forefront.

17 You can see many of our iconic  
18 brands, but some of them you may not be  
19 so familiar with. You likely know we are  
20 Gatorade, we are Tropicana, we actually  
21 are Quaker, as well as Pepsi and Frito.

22 Just to now introduce you to who is  
23 Frito-Lay, Frito-Lay is the subsidiary of  
24 PepsiCo that actually manufactures,  
25 markets, and sells corn chips, potato

1 10/8/21 IDA PUBLIC HEARING

2 chips, and other snack foods. And it has  
3 66,000 employees. These are some of the  
4 iconic brands that I'm sure you're very  
5 familiar with that Frito manufactures and  
6 distributes.

7 Now just to really give you a quick  
8 overview of what the rendering of the  
9 project is, on the current parking lot  
10 that has not been in use for some time,  
11 we intend -- there's 28 acres -- we  
12 intend to build a fulfillment center.  
13 The fulfillment center will have about  
14 105,000 square feet at 49 feet; 35,000 at  
15 the 79 feet, which is within the zoning.  
16 We will have an office there of about  
17 8,000 square feet at 22 feet height, and  
18 then we'll have a fleet center of another  
19 9,000 feet that you cannot see in this  
20 rendering. It's actually behind these  
21 buildings.

22 So now we just really want to talk  
23 to you about what is this project  
24 overview. So we intend to redevelop,  
25 reuse, and revitalize the vacant and

1 10/8/21 IDA PUBLIC HEARING

2 underutilized industrial property that  
3 was a former parking lot. Rolling  
4 Frito-Lay Sales is the legal entity  
5 you'll see that they refer to, as it is  
6 the sales and distribution entity for  
7 Frito-Lay in the US. Rolling Frito-Lay  
8 intends to invest \$100 million in East  
9 Fishkill to construct and equip the  
10 fulfillment center to distribute food  
11 products.

12 We intend to create 80 full-time  
13 jobs with benefits. The average wage is  
14 over 150 percent of the county average.  
15 The benefits are wellness, retirement,  
16 and health. And the positions include a  
17 range of positions, which includes  
18 supervisory, managers, administrative  
19 staff, warehouseers, and maintenance  
20 mechanics. And when you look at that,  
21 you know, that grouping of positions,  
22 they're all very important, each and  
23 every one of them.

24 In addition, we expect that the  
25 project during its construction phase

1 10/8/21 IDA PUBLIC HEARING

2 will create 80 construction jobs.

3 So we are -- what is it that we're  
4 requesting? We are requesting a sales  
5 tax exemption and a property tax  
6 abatement. And to go over this, you  
7 know, Sarah can probably talk about this  
8 more, but her independent analysis of the  
9 cost benefit is 12 to 1. So what the  
10 sales tax exemption is, you all know this  
11 for Dutchess County, is, you know, pretty  
12 much half is New York State and the  
13 balance is for the county. For the PILOT  
14 agreement, what we're asking -- the PILOT  
15 agreement will generate 6.5 million of  
16 incremental tax revenue, and it ranges  
17 from -- over the 15 years, it's about  
18 500,000 on average. And this is an  
19 increase from the property tax revenue.  
20 The current property is sitting there at  
21 900 assessed, and creating less than  
22 30,000 a year. So going back to this  
23 PILOT will put, on average, about 500,000  
24 of incremental tax revenue, where this  
25 parking lot was only generating \$30,000.



1 10/8/21 IDA PUBLIC HEARING

2 So of that incremental tax revenue,  
3 5 million belongs to the school district,  
4 and about 700,000 goes to the county in  
5 tax, based on the proportions of the tax  
6 percentages.

7 I know that everybody in the  
8 Dutchess County Industrial Development  
9 Agency understands this, so this is  
10 really more since this is a public  
11 meeting, but there is very extensive  
12 annual compliance reporting that is  
13 required by New York State and by the  
14 county. So I actually do this in, you  
15 know, most states in the US, as well as  
16 outside the US, and I have to say New  
17 York is very strict on its compliance.  
18 They will check the jobs and the wages  
19 and the capital investment every year,  
20 and we have to report it annually. And  
21 since we are a big company, we do  
22 sometimes get subjected to audits, which  
23 we -- you know, being a former auditor  
24 from Deloitte, I always make sure -- and  
25 Kim as well -- our work papers are such

1                   10/8/21 IDA PUBLIC HEARING

2                   that we do a great job in passing our  
3                   audits.

4                   Really, what is the benefit of this  
5                   project? So going back to just really  
6                   summarizing it, the benefits of the  
7                   project are 80 full-time jobs in East  
8                   Fishkill at a variety of wages, at an  
9                   average wage of at least 50,000, plus  
10                  benefits. In addition, it's 6.5 million  
11                  of incremental property tax revenue to  
12                  the town, county, and the school district  
13                  with the PILOT agreement. So we would  
14                  love to enter into this agreement for 15  
15                  years, and then that really guarantees  
16                  the revenue to the town. The 100 million  
17                  investment will redevelop, reuse, and  
18                  revitalize the vacant and underutilized  
19                  industrial property that's a former  
20                  parking lot. 80 local construction jobs.

21                  And the other thing that we're  
22                  always very proud of is PepsiCo Frito-Lay  
23                  has a strong history of local community  
24                  involvement. And once we are in the  
25                  community, then we would anticipate being

1 10/8/21 IDA PUBLIC HEARING

2 part of that community. And that's our  
3 Frito-Lay employees.

4 And we can now open this to any  
5 questions.

6 HEARING OFFICER:

7 Thank you, Ms. Alfano. Does anyone  
8 present here want speak? Is there anyone  
9 on the Zoom that would like to speak?

10 MS. DOREEN TIGNANELLI:

11 Excuse me, this is Doreen  
12 Tignanelli. Is it time for public  
13 comment, Mr. Cappillino?

14 MS. SARAH LEE:

15 Yes.

16 MS. DOREEN TIGNANELLI:

17 Thank you, Sarah. Mr. Cappillino  
18 is a little hard to hear. He's a little  
19 garbled, so I wanted to make sure.

20 I'd like to say that I'm opposed to  
21 the issuance of any financial assistance  
22 to the project in any form, including the  
23 payment in lieu of taxes and sales tax  
24 exemption. Such exemptions shift the tax  
25 burden to other taxpayers. Taxpayers

1 10/8/21 IDA PUBLIC HEARING

2 should not have to subsidize the profits  
3 of PepsiCo, the parent company of  
4 Frito-Lay, whose worth is over  
5 \$200 billion according to Forbes. The  
6 sales tax exemption alone is nearly  
7 \$6 million, and I believe that the taxes  
8 should be paid in full by the project.

9 At the September 15, 2021 IDA  
10 meeting, Ms. Alfano of PepsiCo touted the  
11 \$6.5 million tax revenue that the project  
12 will bring in over 15 years. What was  
13 not mentioned was the amount of taxes the  
14 Frito-Lay project would bring in if they  
15 were to pay their full share of taxes  
16 without requesting exemptions. And this  
17 is something that the IDA glosses over  
18 each time, particularly the chair. They  
19 always say how much tax will be brought  
20 in, but they never say how much the full  
21 amount of the tax would be.

22 Also, per Ms. Alfano's statement at  
23 the September 15th meeting, the bulk of  
24 the tax revenue will go to the school  
25 district that the property's located in,

1 10/8/21 IDA PUBLIC HEARING

2 but taxpayers in the entire county will  
3 be sharing in the subsidy of this  
4 project. And I know, often times, IDA  
5 members seem defensive and dismissive  
6 when the public states that taxpayers  
7 subsidize these IDA exemptions. However,  
8 the New York State Comptroller's  
9 Performance of Industrial Development  
10 Agencies in New York State 2021 annual  
11 report dated June 2021 states, and I  
12 quote, However, tax exemptions granted by  
13 IDAs can reduce the tax base of local  
14 governments and school districts, and may  
15 increase other taxpayers' tax bills,  
16 unquote.

17 I'd also like to state that the  
18 increase in property tax revenue is also  
19 often cited as a benefit, and it's based  
20 on the current assessed value and  
21 estimated new value. But again, many  
22 times going forward, the property owners  
23 often challenge the assessed value of the  
24 property after the project completion,  
25 and the projected tax revenues end up

1 10/8/21 IDA PUBLIC HEARING

2 being lower than stated.

3 It was also stated at the  
4 September 15, 2021 Dutchess County IDA  
5 meeting by the East Fishkill Town  
6 Supervisor that Amazon -- I'm sorry, that  
7 Frito-Lay liked the deal that Amazon  
8 received from the IDA. However, it  
9 should be noted that the Amazon  
10 project -- and it states this, I think,  
11 on the Dutchess website -- is expected to  
12 create more than 500 full-time jobs and  
13 hundreds of part-time jobs. So Frito-Lay  
14 is projecting only 80 FTEs. IDA Chairman  
15 Tim Dean even noted at that meeting that,  
16 compared to other projects, the number of  
17 jobs created by Frito-Lay is much lower.  
18 So the lower job creation number for  
19 Frito-Lay does not justify the PILOT and  
20 sales tax exemptions requested.

21 Regarding the creation of 80  
22 construction jobs, it remains to be seen  
23 if Dutchess County IDA board member  
24 Alfred Torreggiani will vote in favor of  
25 tax exemptions for Frito-Lay, and then,

1                   10/8/21 IDA PUBLIC HEARING

2                   as owner of a local construction company,  
3                   Key Construction, will then provide  
4                   quotations to the project, which is what  
5                   transpired for the Amazon project. And  
6                   that has the appearance of a conflict of  
7                   interest to some.

8                   Also, in response to a question by  
9                   Chairman Dean at the September 15th  
10                  meeting, it was stated by Mr. Patel of  
11                  PepsiCo that there won't be solar  
12                  installations at the project, and  
13                  economics were cited as one reason why  
14                  not. Now, PepsiCo's resources, again,  
15                  over \$2 billion, coupled with the  
16                  financial assistance that they're  
17                  receiving from the IDA, certain to be  
18                  granted, that should result in more  
19                  sustainable measures at the project site,  
20                  such as inclusion of solar installations.

21                  The application also states that  
22                  the project may be driven outside of  
23                  Dutchess County or New York State without  
24                  the IDA benefits, but every applicant  
25                  states that. Vassar College stated that

1 10/8/21 IDA PUBLIC HEARING

2 when they applied for and received  
3 preliminary approval for a PILOT and  
4 sales tax exemption for their inn and  
5 conference center. The college  
6 subsequently withdrew their application  
7 and the project is progressing without  
8 financial assistance from the IDA. So  
9 while they say that the project may not  
10 continue without IDA assistance, to me,  
11 that seems questionable.

12 And the last thing Ms. Alfano said  
13 about how New York State has very strict  
14 job reporting requirements to make sure,  
15 well, I also note that a local Dutchess  
16 County Comptroller, Robin Lois, and the  
17 New York State Comptroller DiNapoli's  
18 office has found issues with job  
19 discrepancies in reporting by the IDA on  
20 various projects. So job compliance is  
21 not always certain.

22 Thank you.

23 HEARING OFFICER:

24 Thank you, Ms. Tignanelli. Does  
25 anyone else on the Zoom call want to be



1 10/8/21 IDA PUBLIC HEARING

2 heard?

3 MS. SARAH LEE:

4 If you'd like to speak, just use  
5 your raise-your-hand function. Ginny.

6 MS. GINNY BUCHELE:

7 Yes, good morning. How are you.

8 I would like to say that I concur  
9 with Ms. Tignanelli's comments, and that  
10 I am against corporate welfare. And  
11 PepsiCo and Rolling Frito-Lay can well  
12 afford to pay the taxes, whether they get  
13 this PILOT or not. So let's stop the IDA  
14 from handing out Halloween candy. And I  
15 will not be handing out Frito-Lay snacks  
16 at my home on Halloween.

17 Thank you and have a great day.

18 MS. SARAH LEE:

19 Ms. Ginny, for the record, can you  
20 state your last name?

21 MS. GINNY BUCHELE:

22 Sure. The last name, I'll spell  
23 for you. It's B-u-e-c-h-e-l-e.

24 MS. SARAH LEE:

25 Thank you.

1 10/8/21 IDA PUBLIC HEARING

2 HEARING OFFICER:

3 Thank you very much. Anyone else  
4 on Zoom? Anyone here, present here, who  
5 wants to speak? If not, I will then  
6 close this public hearing.

7 MS. KATHY ALFANO:

8 Can I just say something? I didn't  
9 know if we were to respond to -- I was  
10 trying to write down a lot of these  
11 comments, and I did have, like, two  
12 things I just wanted to -- a couple of  
13 things I just wanted to reply back. Or  
14 do we just reply to this in writing,  
15 Sarah?

16 MS. SARAH LEE:

17 You can reply if you'd like.

18 MS. KATHY ALFANO:

19 Okay. So one of the comments, I'll  
20 start from the last one that I wrote down  
21 first, is on solar. So when someone  
22 asked if we were going to install solar,  
23 we had said it wasn't in the current  
24 economics. So actually, PepsiCo is  
25 completely green electricity. And how we

1 10/8/21 IDA PUBLIC HEARING

2 get there is that we purchase green  
3 electricity. So our entire US business,  
4 it is green. So we don't necessarily  
5 need the solar on that roof to reduce the  
6 greenhouse gas. So that's really one of  
7 the reasons why we wouldn't anticipate  
8 solar, but it could be something that we  
9 could develop later on. It just wasn't  
10 in the initial package. But we have a  
11 goal to actually have a zero input in  
12 greenhouse gas by 2040, and that is one  
13 of our goals. But we have other ways of  
14 doing it, not project by project. We  
15 kind of go bigger than that, like invest  
16 in big wind farms and things like that.

17 So the second thing is the size to  
18 Amazon. So if you looked at the acreage,  
19 you know, you talk about the jobs and the  
20 size of the building, Amazon is 123  
21 acres; we are 28 acres. Amazon is  
22 600,000 square feet; we are 150,000  
23 square feet. So proportionally, we  
24 are -- the jobs are proportional to the  
25 building size and the acreage.

1 10/8/21 IDA PUBLIC HEARING

2 The thing that we have is, I did  
3 look at Amazon's application, and the  
4 average wage is \$32,000. Our average  
5 wage is \$50,000, which is 150 percent of  
6 the wage that an average person in  
7 Dutchess County makes. So we believe  
8 we're bringing higher paying wages at  
9 those levels, and with good benefits.

10 The other thing is, this is a  
11 competitive process. We have looked at  
12 several sites. And without the -- well,  
13 with the incentives, it's a critical  
14 piece to the business case. And so I  
15 just wanted to make that statement.

16 And then I actually think I had one  
17 last thing to mention, but it just fell  
18 out of my head. My apologies. Oh, I  
19 know what it is. So just for -- you  
20 know, people can agree to disagree, but  
21 there is a cost benefit analysis. And so  
22 in that cost benefit analysis, it talks  
23 about the sales tax exemption, which is  
24 5.9 million. So we talk about what the  
25 PILOT will give. It's about 6.5 million

1 10/8/21 IDA PUBLIC HEARING

2 in taxes on the PILOT. The part that's  
3 reduced is about 3 million. So those two  
4 pieces, an independent person has  
5 calculated that, for every one of those  
6 dollars, 12 more dollars is created in  
7 the community. And that's something  
8 Sarah can speak to or not speak to, but  
9 that's really how it is evaluated.

10 HEARING OFFICER:

11 Thank you very much. Anyone else?  
12 I will now close the public hearing.  
13 Thank you.


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C E R T I F I C A T E

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

I, LAURA EVANS, a Court Reporter and Notary Public within and for the State of New York, do hereby certify that the foregoing is a true and correct transcript of the minutes recorded by me and reduced to typewriting under my supervision to the best of my knowledge and ability.

X   
\_\_\_\_\_  
Laura Evans

	<b>ahead (1)</b> 4:2	8:22;10:5;18:13		16:16,17
<b>\$</b>	<b>ALFANO (6)</b> 4:5;11:7;12:10; 16:12;18:7,18	<b>balance (1)</b> 8:13	<b>C</b>	<b>Comptroller's (1)</b> 13:8
<b>\$100 (1)</b> 7:8	<b>Alfano's (1)</b> 12:22	<b>base (1)</b> 13:13	<b>calculated (1)</b> 21:5	<b>concur (1)</b> 17:8
<b>\$2 (1)</b> 15:15	<b>Alfred (1)</b> 14:24	<b>based (2)</b> 9:5;13:19	<b>call (2)</b> 4:15;16:25	<b>conference (1)</b> 16:5
<b>\$200 (1)</b> 12:5	<b>alone (1)</b> 12:6	<b>basically (1)</b> 4:9	<b>can (11)</b> 4:3;5:17;8:7;11:4; 13:13;17:11,19;18:8, 17:20;20:21:8	<b>conflict (1)</b> 15:6
<b>\$30,000 (1)</b> 8:25	<b>always (4)</b> 9:24;10:22;12:19; 16:21	<b>Beane (1)</b> 4:19	<b>candy (1)</b> 17:14	<b>consistently (1)</b> 5:8
<b>\$32,000 (1)</b> 20:4	<b>Amazon (7)</b> 14:6,7,9;15:5; 19:18,20,21	<b>began (1)</b> 2:6	<b>capital (1)</b> 9:19	<b>construct (1)</b> 7:9
<b>\$50,000 (1)</b> 20:5	<b>Amazon's (1)</b> 20:3	<b>begin (1)</b> 4:3	<b>Cappillino (3)</b> 2:4;11:13,17	<b>construction (6)</b> 7:25;8:2;10:20; 14:22;15:2,3
<b>\$6 (1)</b> 12:7	<b>amount (2)</b> 12:13,21	<b>behind (1)</b> 6:20	<b>case (1)</b> 20:14	<b>continue (1)</b> 16:10
<b>\$6.5 (1)</b> 12:11	<b>analysis (3)</b> 8:8;20:21,22	<b>belongs (1)</b> 9:3	<b>center (5)</b> 6:12,13,18;7:10; 16:5	<b>corn (1)</b> 5:25
<b>*</b>	<b>annual (2)</b> 9:12;13:10	<b>benefit (5)</b> 8:9;10:4;13:19; 20:21,22	<b>Central (1)</b> 3:9	<b>corporate (1)</b> 17:10
<b>***** (1)</b> 21:14	<b>annually (1)</b> 9:20	<b>benefits (7)</b> 5:3;7:13,15;10:6, 10;15:24;20:9	<b>certain (2)</b> 15:17;16:21	<b>cost (3)</b> 8:9;20:21,22
<b>A</b>	<b>anticipate (2)</b> 10:25;19:7	<b>beverage (1)</b> 5:5	<b>chair (1)</b> 12:18	<b>countries (1)</b> 5:7
<b>abatement (1)</b> 8:6	<b>apologies (1)</b> 20:18	<b>big (2)</b> 9:21;19:16	<b>Chairman (3)</b> 3:16;14:14;15:9	<b>County (15)</b> 3:11,17;7:14;8:11, 13;9:4,8,14;10:12; 13:2;14:4,23;15:23; 16:16;20:7
<b>according (1)</b> 12:5	<b>appearance (1)</b> 15:6	<b>bigger (1)</b> 19:15	<b>challenge (1)</b> 13:23	<b>couple (1)</b> 18:12
<b>acreage (2)</b> 19:18,25	<b>Applicant (2)</b> 3:23;15:24	<b>billion (2)</b> 12:5;15:15	<b>check (1)</b> 9:18	<b>coupled (1)</b> 15:15
<b>acres (3)</b> 6:11;19:21,21	<b>application (3)</b> 15:21;16:6;20:3	<b>bills (1)</b> 13:15	<b>chips (2)</b> 5:25;6:2	<b>create (3)</b> 7:12;8:2;14:12
<b>actually (10)</b> 4:13;5:5,14,20,24; 6:20;9:14;18:24; 19:11;20:16	<b>applied (1)</b> 16:2	<b>board (1)</b> 14:23	<b>Chuck (1)</b> 4:12	<b>created (2)</b> 14:17;21:6
<b>addition (2)</b> 7:24;10:10	<b>approval (1)</b> 16:3	<b>Bonk (1)</b> 3:8	<b>cited (2)</b> 13:19;15:13	<b>creating (1)</b> 8:21
<b>administrative (1)</b> 7:18	<b>assessed (3)</b> 8:21;13:20,23	<b>brands (2)</b> 5:18;6:4	<b>close (2)</b> 18:6;21:12	<b>creation (2)</b> 14:18,21
<b>admired (1)</b> 5:10	<b>assistance (4)</b> 11:21;15:16;16:8, 10	<b>bring (2)</b> 12:12,14	<b>College (2)</b> 15:25;16:5	<b>critical (1)</b> 20:13
<b>affairs (1)</b> 4:16	<b>astute (1)</b> 5:11	<b>bringing (1)</b> 20:8	<b>comment (2)</b> 2:15;11:13	<b>current (4)</b> 6:9;8:20;13:20; 18:23
<b>Affidavit (4)</b> 2:19,24;3:3,12	<b>attorney (1)</b> 4:18	<b>brought (1)</b> 12:19	<b>comments (3)</b> 17:9;18:11,19	
<b>afford (1)</b> 17:12	<b>audience (1)</b> 4:17	<b>BUCHELE (2)</b> 17:6,21	<b>community (4)</b> 10:23,25;11:2;21:7	<b>D</b>
<b>again (2)</b> 13:21;15:14	<b>auditor (1)</b> 9:23	<b>B-u-e-c-h-e-l-e (1)</b> 17:23	<b>company (4)</b> 5:5;9:21;12:3;15:2	<b>D'Alessandro (1)</b> 3:6
<b>against (1)</b> 17:10	<b>audits (2)</b> 9:22;10:3	<b>build (1)</b> 6:12	<b>compared (1)</b> 14:16	<b>dated (1)</b> 13:11
<b>agencies (2)</b> 5:9;13:10	<b>average (8)</b> 7:13,14;8:18,23; 10:9;20:4,4,6	<b>building (2)</b> 19:20,25	<b>competitive (1)</b> 20:11	<b>day (1)</b> 17:17
<b>Agency (2)</b> 3:18;9:9		<b>buildings (1)</b> 6:21	<b>completely (1)</b> 18:25	<b>deal (1)</b> 14:7
<b>agree (1)</b> 20:20	<b>B</b>	<b>bulk (1)</b> 12:23	<b>completion (1)</b> 13:24	<b>Dean (3)</b> 3:16;14:15;15:9
<b>agreement (4)</b> 8:14,15;10:13,14	<b>back (3)</b>	<b>burden (1)</b> 11:25	<b>compliance (3)</b> 9:12,17;16:20	<b>defensive (1)</b> 13:5
		<b>business (2)</b> 19:3;20:14	<b>Comptroller (2)</b>	

<p><b>Deloitte (1)</b> 9:24 <b>designating (1)</b> 3:18 <b>develop (1)</b> 19:9 <b>Development (4)</b> 3:18;4:11;9:8;13:9 <b>different (1)</b> 5:12 <b>DiNapoli's (1)</b> 16:17 <b>disagree (1)</b> 20:20 <b>discrepancies (1)</b> 16:19 <b>dismissive (1)</b> 13:5 <b>distribute (1)</b> 7:10 <b>distributes (1)</b> 6:6 <b>distribution (1)</b> 7:6 <b>District (4)</b> 3:10;9:3;10:12; 12:25 <b>districts (1)</b> 13:14 <b>diversity (1)</b> 5:12 <b>dollars (2)</b> 21:6,6 <b>Donald (1)</b> 2:3 <b>DOREEN (3)</b> 11:10,11,16 <b>down (2)</b> 18:10,20 <b>Dr (1)</b> 3:8 <b>driven (1)</b> 15:22 <b>during (1)</b> 7:25 <b>Dutchess (10)</b> 3:11,17;8:11;9:8; 14:4,11,23;15:23; 16:15;20:7 <b>Dwight (1)</b> 3:8</p>	<p><b>else (3)</b> 16:25;18:3;21:11 <b>employees (2)</b> 6:3;11:3 <b>end (1)</b> 13:25 <b>engineering (1)</b> 4:14 <b>enter (1)</b> 10:14 <b>entire (2)</b> 13:2;19:3 <b>entity (2)</b> 7:4,6 <b>equip (1)</b> 7:9 <b>estimated (1)</b> 13:21 <b>ethical (1)</b> 5:10 <b>evaluated (1)</b> 21:9 <b>even (1)</b> 14:15 <b>everybody (1)</b> 9:7 <b>everyone (1)</b> 2:3 <b>evidence (8)</b> 2:8,17,19,25;3:3, 13,15,21 <b>Excuse (1)</b> 11:11 <b>Executive (1)</b> 3:11 <b>exemption (6)</b> 8:5,10;11:24;12:6; 16:4;20:23 <b>exemptions (6)</b> 11:24;12:16;13:7, 12;14:20,25 <b>Exhibit (8)</b> 2:7,16,18,24;3:2, 12,15,20 <b>expect (1)</b> 7:24 <b>expected (1)</b> 14:11 <b>extensive (1)</b> 9:11 <b>external (1)</b> 5:9</p>	<p>19;19:22,23 <b>fell (1)</b> 20:17 <b>field (1)</b> 5:15 <b>financial (3)</b> 11:21;15:16;16:8 <b>financially (1)</b> 5:11 <b>First (2)</b> 5:4;18:21 <b>Fishkill (5)</b> 2:12;3:7;7:9;10:8; 14:5 <b>fleet (1)</b> 6:18 <b>food (2)</b> 5:4;7:10 <b>foods (1)</b> 6:2 <b>Forbes (1)</b> 12:5 <b>forefront (1)</b> 5:16 <b>form (1)</b> 11:22 <b>former (3)</b> 7:3;9:23;10:19 <b>Fortune (1)</b> 5:10 <b>forward (1)</b> 13:22 <b>found (1)</b> 16:18 <b>Frito (2)</b> 5:21;6:5 <b>Frito-Lay (18)</b> 4:10;5:2,23,23;7:4, 7,7;10:22;11:3;12:4, 14;14:7,13,17,19,25; 17:11,15 <b>FTEs (1)</b> 14:14 <b>fulfillment (3)</b> 6:12,13;7:10 <b>full (3)</b> 12:8,15,20 <b>full-time (3)</b> 7:12;10:7;14:12 <b>function (1)</b> 17:5</p>	<p>8:25 <b>Ginny (4)</b> 17:5,6,19,21 <b>global (1)</b> 5:4 <b>glosses (1)</b> 12:17 <b>goal (1)</b> 19:11 <b>goals (1)</b> 19:13 <b>goes (1)</b> 9:4 <b>Good (4)</b> 2:3;5:11;17:7;20:9 <b>government (1)</b> 4:15 <b>governments (1)</b> 13:14 <b>granted (2)</b> 13:12;15:18 <b>Gray (1)</b> 4:18 <b>great (2)</b> 10:2;17:17 <b>green (3)</b> 18:25;19:2,4 <b>greenhouse (2)</b> 19:6,12 <b>grouping (1)</b> 7:21 <b>groups (2)</b> 5:13,13 <b>guarantees (1)</b> 10:15</p>	<p>16:1,23;17:1;18:1,2, 6;19:1;20:1;21:1,10, 12 <b>height (1)</b> 6:17 <b>held (1)</b> 2:10 <b>Henger (1)</b> 4:14 <b>higher (1)</b> 20:8 <b>history (1)</b> 10:23 <b>home (1)</b> 17:16 <b>Honorable (2)</b> 3:6,10 <b>hundreds (1)</b> 14:13</p>
<b>E</b>		<b>F</b>		<b>I</b>
<p><b>East (5)</b> 2:12;3:7;7:8;10:7; 14:5 <b>economic (1)</b> 4:11 <b>economics (2)</b> 15:13;18:24 <b>electricity (2)</b> 18:25;19:3</p>	<p><b>familiar (2)</b> 5:19;6:5 <b>farms (1)</b> 19:16 <b>favor (1)</b> 14:24 <b>feet (8)</b> 6:14,14,15,17,17,</p>	<p style="text-align: center;"><b>G</b></p> <p><b>garbled (1)</b> 11:19 <b>gas (2)</b> 19:6,12 <b>Gatorade (1)</b> 5:20 <b>generate (1)</b> 8:15 <b>generating (1)</b></p>	<p style="text-align: center;"><b>H</b></p> <p><b>half (1)</b> 8:12 <b>Hall (1)</b> 2:12 <b>Halloween (2)</b> 17:14,16 <b>handing (2)</b> 17:14,15 <b>hard (1)</b> 11:18 <b>head (1)</b> 20:18 <b>health (1)</b> 7:16 <b>hear (1)</b> 11:18 <b>heard (1)</b> 17:2 <b>HEARING (46)</b> 2:1,2,4,5,6,7,8,10, 14,16,17,18,22,24; 3:1,2,5,12,14,19,20, 23;4:1;5:1;6:1;7:1; 8:1;9:1;10:1;11:1,6; 12:1;13:1;14:1;15:1;</p>	<p style="text-align: center;"><b>I</b></p> <p><b>iconic (2)</b> 5:17;6:4 <b>IDA (34)</b> 2:1;3:1;4:1;5:1; 6:1;7:1;8:1;9:1;10:1; 11:1;12:1,9,17;13:1, 4,7;14:1,4,8,14,23; 15:1,17,24;16:1,8,10, 19;17:1,13;18:1; 19:1;20:1;21:1 <b>IDAs (1)</b> 13:13 <b>important (1)</b> 7:22 <b>incentives (1)</b> 20:13 <b>include (1)</b> 7:16 <b>includes (1)</b> 7:17 <b>including (1)</b> 11:22 <b>inclusion (1)</b> 15:20 <b>increase (3)</b> 8:19;13:15,18 <b>incremental (4)</b> 8:16,24;9:2;10:11 <b>independent (2)</b> 8:8;21:4 <b>indicated (1)</b> 2:13 <b>indicating (2)</b> 2:9,21 <b>Industrial (5)</b> 3:17;7:2;9:8; 10:19;13:9 <b>initial (1)</b> 19:10 <b>inn (1)</b> 16:4</p>



<p><b>input (1)</b> 19:11 <b>install (1)</b> 18:22 <b>installations (2)</b> 15:12,20 <b>intend (4)</b> 6:11,12,24;7:12 <b>intends (1)</b> 7:8 <b>interest (1)</b> 15:7 <b>into (1)</b> 10:14 <b>introduce (2)</b> 4:9;5:22 <b>invest (2)</b> 7:8;19:15 <b>investment (2)</b> 9:19;10:17 <b>involvement (1)</b> 10:24 <b>issuance (1)</b> 11:21 <b>issues (1)</b> 16:18</p>	<p style="text-align: center;"><b>L</b></p> <p><b>last (5)</b> 16:12;17:20,22; 18:20;20:17 <b>lastly (1)</b> 4:17 <b>later (1)</b> 19:9 <b>least (1)</b> 10:9 <b>leastly (1)</b> 4:18 <b>LEE (6)</b> 3:25;11:14;17:3, 18,24;18:16 <b>legal (1)</b> 7:4 <b>less (1)</b> 8:21 <b>letter (2)</b> 3:16,20 <b>levels (1)</b> 20:9 <b>lieu (1)</b> 11:23 <b>liked (1)</b> 14:7 <b>likely (1)</b> 5:19 <b>little (2)</b> 11:18,18 <b>local (6)</b> 2:11;10:20,23; 13:13;15:2;16:15 <b>located (1)</b> 12:25 <b>Lois (1)</b> 16:16 <b>look (2)</b> 7:20;20:3 <b>looked (2)</b> 19:18;20:11 <b>lot (5)</b> 6:9;7:3;8:25; 10:20;18:10 <b>love (1)</b> 10:14 <b>lower (3)</b> 14:2,17,18</p>	<p>5:24;6:5 <b>many (2)</b> 5:17;13:21 <b>Mark (1)</b> 3:10 <b>marked (2)</b> 2:7;3:14 <b>markets (1)</b> 5:25 <b>matter (1)</b> 2:9 <b>may (4)</b> 5:18;13:14;15:22; 16:9 <b>measures (1)</b> 15:19 <b>mechanics (1)</b> 7:20 <b>meet (1)</b> 4:8 <b>meeting (7)</b> 4:22;9:11;12:10, 23;14:5,15;15:10 <b>member (1)</b> 14:23 <b>members (1)</b> 13:5 <b>mention (1)</b> 20:17 <b>mentioned (1)</b> 12:13 <b>million (10)</b> 7:8;8:15;9:3;10:10, 16;12:7,11;20:24,25; 21:3 <b>Molinaro (1)</b> 3:11 <b>more (6)</b> 5:6;8:8;9:10; 14:12;15:18;21:6 <b>morning (2)</b> 2:3;17:7 <b>most (2)</b> 5:10;9:15 <b>much (6)</b> 8:12;12:19,20; 14:17;18:3;21:11 <b>Mueller (1)</b> 4:12 <b>myself (1)</b> 4:11</p>	<p>8:12;9:13,16;13:8, 10,21;15:23;16:13,17 <b>Nicholas (1)</b> 3:6 <b>note (1)</b> 16:15 <b>noted (2)</b> 14:9,15 <b>Notice (4)</b> 2:8,16,21;3:5 <b>number (2)</b> 14:16,18</p>	<p>9:25 <b>parent (1)</b> 12:3 <b>parking (4)</b> 6:9;7:3;8:25;10:20 <b>part (2)</b> 11:2;21:2 <b>particularly (1)</b> 12:18 <b>part-time (1)</b> 14:13 <b>passing (1)</b> 10:2 <b>Patel (1)</b> 15:10 <b>pay (2)</b> 12:15;17:12 <b>paying (1)</b> 20:8 <b>payment (1)</b> 11:23 <b>people (1)</b> 20:20 <b>Pepsi (1)</b> 5:21 <b>PepsiCo (10)</b> 4:10,25;5:4,24; 10:22;12:3,10;15:11; 17:11;18:24 <b>PepsiCo's (1)</b> 15:14 <b>per (1)</b> 12:22 <b>percent (2)</b> 7:14;20:5 <b>percentages (1)</b> 9:6 <b>Performance (1)</b> 13:9 <b>person (2)</b> 20:6;21:4 <b>Peter (1)</b> 4:16 <b>phase (1)</b> 7:25 <b>piece (1)</b> 20:14 <b>pieces (1)</b> 21:4 <b>PILOT (9)</b> 8:13,14,23;10:13; 14:19;16:3;17:13; 20:25;21:2 <b>place (1)</b> 5:11 <b>platform (1)</b> 2:15 <b>plus (1)</b> 10:9 <b>positions (3)</b> 7:16,17,21 <b>potato (1)</b> 5:25</p>
<p style="text-align: center;"><b>J</b></p> <p><b>Jenna (2)</b> 3:3,13 <b>Jennifer (1)</b> 4:18 <b>job (5)</b> 10:2;14:18;16:14, 18,20 <b>jobs (11)</b> 7:13;8:2;9:18;10:7, 20;14:12,13,17,22; 19:19,24 <b>Jones (2)</b> 3:3,13 <b>Journal (2)</b> 2:21,23 <b>June (1)</b> 13:11 <b>justify (1)</b> 14:19</p>	<p style="text-align: center;"><b>M</b></p> <p><b>mailed (1)</b> 3:5 <b>maintenance (1)</b> 7:19 <b>makes (1)</b> 20:7 <b>managers (1)</b> 7:18 <b>manufactures (2)</b></p>	<p style="text-align: center;"><b>N</b></p> <p><b>name (2)</b> 17:20,22 <b>nearly (1)</b> 12:6 <b>necessarily (1)</b> 19:4 <b>need (1)</b> 19:5 <b>New (9)</b></p>	<p style="text-align: center;"><b>O</b></p> <p><b>October (2)</b> 2:10;4:23 <b>office (2)</b> 6:16;16:18 <b>OFFICER (7)</b> 2:2,4;3:19;11:6; 16:23;18:2;21:10 <b>Officer's (8)</b> 2:7,16,18,24;3:2, 12,14,20 <b>often (3)</b> 13:4,19,23 <b>once (1)</b> 10:24 <b>one (8)</b> 7:23;15:13;18:19, 20;19:6,12;20:16; 21:5 <b>only (2)</b> 8:25;14:14 <b>open (3)</b> 2:14;3:22;11:4 <b>opportunity (2)</b> 4:7,20 <b>opposed (1)</b> 11:20 <b>out (4)</b> 5:15;17:14,15; 20:18 <b>outside (2)</b> 9:16;15:22 <b>over (7)</b> 7:14;8:6,17;12:4, 12,17;15:15 <b>overview (3)</b> 5:2;6:8,24 <b>owner (1)</b> 15:2 <b>owners (1)</b> 13:22</p>	<p style="text-align: center;"><b>P</b></p> <p><b>package (1)</b> 19:10 <b>paid (1)</b> 12:8 <b>papers (1)</b></p>
<p style="text-align: center;"><b>K</b></p> <p><b>Kathy (4)</b> 4:2,5;18:7,18 <b>Keane (1)</b> 4:19 <b>Key (1)</b> 15:3 <b>Kim (2)</b> 4:12;9:25 <b>kind (1)</b> 19:15 <b>Koskay (1)</b> 4:12</p>	<p style="text-align: center;"><b>M</b></p> <p><b>mailed (1)</b> 3:5 <b>maintenance (1)</b> 7:19 <b>makes (1)</b> 20:7 <b>managers (1)</b> 7:18 <b>manufactures (2)</b></p>	<p style="text-align: center;"><b>N</b></p> <p><b>name (2)</b> 17:20,22 <b>nearly (1)</b> 12:6 <b>necessarily (1)</b> 19:4 <b>need (1)</b> 19:5 <b>New (9)</b></p>	<p style="text-align: center;"><b>P</b></p> <p><b>package (1)</b> 19:10 <b>paid (1)</b> 12:8 <b>papers (1)</b></p>	<p><b>place (1)</b> 5:11 <b>platform (1)</b> 2:15 <b>plus (1)</b> 10:9 <b>positions (3)</b> 7:16,17,21 <b>potato (1)</b> 5:25</p>

<p><b>Poughkeepsie (2)</b> 2:20,23 <b>preliminary (2)</b> 3:24;16:3 <b>present (2)</b> 11:8;18:4 <b>presentation (2)</b> 4:4,22 <b>pretty (1)</b> 8:11 <b>probably (1)</b> 8:7 <b>process (1)</b> 20:11 <b>products (1)</b> 7:11 <b>profits (1)</b> 12:2 <b>progressing (1)</b> 16:7 <b>project (22)</b> 5:3;6:9,23;7:25; 10:5,7;11:22;12:8,11, 14;13:4,24;14:10; 15:4,5,12,19,22;16:7, 9;19:14,14 <b>projected (1)</b> 13:25 <b>projecting (1)</b> 14:14 <b>projects (2)</b> 14:16;16:20 <b>property (9)</b> 7:2;8:5,19,20; 10:11,19;13:18,22,24 <b>property's (1)</b> 12:25 <b>proportional (1)</b> 19:24 <b>proportionally (1)</b> 19:23 <b>proportions (1)</b> 9:5 <b>proud (2)</b> 5:6;10:22 <b>provide (1)</b> 15:3 <b>PUBLIC (34)</b> 2:1,5,8,9,14,15,17, 22;3:1,5,22;4:1;5:1; 6:1;7:1;8:1;9:1,10; 10:1;11:1,12;12:1; 13:1,6;14:1;15:1; 16:1;17:1;18:1,6; 19:1;20:1;21:1,12 <b>Publication (2)</b> 2:20,25 <b>published (1)</b> 2:22 <b>purchase (1)</b> 19:2 <b>put (1)</b> 8:23</p>	<p><b>Q</b></p> <p><b>Quaker (1)</b> 5:21 <b>question (1)</b> 15:8 <b>questionable (1)</b> 16:11 <b>quick (1)</b> 6:7 <b>quotations (1)</b> 15:4 <b>quote (1)</b> 13:12</p>	<p>14:20 <b>requesting (3)</b> 8:4,4;12:16 <b>required (1)</b> 9:13 <b>requirements (1)</b> 16:14 <b>resources (1)</b> 15:14 <b>respond (1)</b> 18:9 <b>response (1)</b> 15:8 <b>result (1)</b> 15:18 <b>retirement (1)</b> 7:15 <b>reuse (2)</b> 6:25;10:17 <b>revenue (9)</b> 8:16,19,24;9:2; 10:11,16;12:11,24; 13:18 <b>revenues (1)</b> 13:25 <b>revitalize (2)</b> 6:25;10:18 <b>right (1)</b> 2:13 <b>Robin (1)</b> 16:16 <b>Rolling (3)</b> 7:3,7;17:11 <b>roof (1)</b> 19:5 <b>room (1)</b> 4:13</p>	<p><b>September (6)</b> 3:4,15;12:9,23; 14:4;15:9 <b>several (1)</b> 20:12 <b>share (2)</b> 4:21;12:15 <b>sharing (1)</b> 13:3 <b>shift (1)</b> 11:24 <b>site (1)</b> 15:19 <b>sites (1)</b> 20:12 <b>sitting (2)</b> 4:13;8:20 <b>size (3)</b> 19:17,20,25 <b>snack (1)</b> 6:2 <b>snacks (1)</b> 17:15 <b>solar (6)</b> 15:11,20;18:21,22; 19:5,8 <b>someone (1)</b> 18:21 <b>sometimes (1)</b> 9:22 <b>sorry (1)</b> 14:6 <b>speak (7)</b> 4:8;11:8,9;17:4; 18:5;21:8,8 <b>spell (1)</b> 17:22 <b>square (4)</b> 6:14,17;19:22,23 <b>staff (1)</b> 7:19 <b>start (1)</b> 18:20 <b>State (9)</b> 8:12;9:13;13:8,10, 17;15:23;16:13,17; 17:20 <b>stated (4)</b> 14:2,3;15:10,25 <b>statement (4)</b> 3:24;4:3;12:22; 20:15 <b>states (7)</b> 3:4;9:15;13:6,11; 14:10;15:21,25 <b>Stephanie (1)</b> 4:14 <b>stop (1)</b> 17:13 <b>strict (2)</b> 9:17;16:13 <b>strong (1)</b> 10:23</p>	<p><b>subjected (1)</b> 9:22 <b>subsequently (1)</b> 16:6 <b>subsidiary (1)</b> 5:23 <b>subsidize (2)</b> 12:2;13:7 <b>subsidy (1)</b> 13:3 <b>summarize (1)</b> 5:3 <b>summarizing (1)</b> 10:6 <b>Superintendent (1)</b> 3:8 <b>Supervisor (2)</b> 3:7;14:6 <b>supervisory (1)</b> 7:18 <b>sure (5)</b> 6:4;9:24;11:19; 16:14;17:22 <b>sustainability (1)</b> 5:15 <b>sustainable (1)</b> 15:19</p>
	<p><b>R</b></p> <p><b>raise-your-hand (1)</b> 17:5 <b>range (1)</b> 7:17 <b>ranges (1)</b> 8:16 <b>really (10)</b> 4:7,24;6:7,22;9:10; 10:4,5,15;19:6;21:9 <b>reason (1)</b> 15:13 <b>reasons (1)</b> 19:7 <b>RECEIVED (6)</b> 2:17,25;3:13,21; 14:8;16:2 <b>receiving (1)</b> 15:17 <b>recognized (3)</b> 5:8,12,14 <b>record (1)</b> 17:19 <b>redevelop (2)</b> 6:24;10:17 <b>reduce (2)</b> 13:13;19:5 <b>reduced (1)</b> 21:3 <b>refer (1)</b> 7:5 <b>Regarding (1)</b> 14:21 <b>remains (1)</b> 14:22 <b>rendering (2)</b> 6:8,20 <b>reply (3)</b> 18:13,14,17 <b>report (2)</b> 9:20;13:11 <b>reporting (3)</b> 9:12;16:14,19 <b>representing (1)</b> 4:10 <b>requested (1)</b></p>	<p><b>S</b></p> <p><b>Sales (9)</b> 7:4,6;8:4,10;11:23; 12:6;14:20;16:4; 20:23 <b>SARAH (10)</b> 3:25;8:7;11:14,17; 17:3,18,24;18:15,16; 21:8 <b>School (5)</b> 3:9;9:3;10:12; 12:24;13:14 <b>Schools (1)</b> 3:9 <b>screen (1)</b> 4:21 <b>second (1)</b> 19:17 <b>seem (1)</b> 13:5 <b>seems (1)</b> 16:11 <b>sells (1)</b> 5:25</p>	<p><b>T</b></p> <p><b>talk (5)</b> 4:24;6:22;8:7; 19:19;20:24 <b>talks (1)</b> 20:22 <b>tax (26)</b> 8:5,5,10,16,19,24; 9:2,5,5;10:11;11:23, 24;12:6,11,19,21,24; 13:12,13,15,18,25; 14:20,25;16:4;20:23 <b>taxes (6)</b> 11:23;12:7,13,15; 17:12;21:2 <b>Taxpayers (4)</b> 11:25,25;13:2,6 <b>taxpayers' (1)</b> 13:15 <b>team (1)</b> 4:9 <b>TIGNANELLI (4)</b> 11:10,12,16;16:24 <b>Tignanelli's (1)</b> 17:9 <b>Tim (1)</b> 14:15 <b>times (2)</b> 13:4,22 <b>Timothy (1)</b> 3:16 <b>today (1)</b> 2:10 <b>Torreggiani (1)</b></p>	

14:24 <b>touted (1)</b> 12:10 <b>Town (6)</b> 2:11,12;3:7;10:12, 16;14:5 <b>transpired (1)</b> 15:5 <b>Tropicana (1)</b> 5:20 <b>trying (1)</b> 18:10 <b>two (2)</b> 18:11;21:3	<b>wellness (1)</b> 7:15 <b>whose (1)</b> 12:4 <b>wind (1)</b> 19:16 <b>withdrew (1)</b> 16:6 <b>within (1)</b> 6:15 <b>without (5)</b> 12:16;15:23;16:7, 10;20:12 <b>Wolcott (1)</b> 4:16 <b>women's (1)</b> 5:13 <b>work (4)</b> 5:9,11,14;9:25 <b>worked (1)</b> 5:6 <b>worth (1)</b> 12:4 <b>write (1)</b> 18:10 <b>writing (1)</b> 18:14 <b>wrote (1)</b> 18:20	<b>105,000 (1)</b> 6:14 <b>12 (2)</b> 8:9;21:6 <b>123 (1)</b> 19:20 <b>15 (5)</b> 8:17;10:14;12:9, 12;14:4 <b>150 (2)</b> 7:14;20:5 <b>150,000 (1)</b> 19:22 <b>15th (2)</b> 12:23;15:9	14:12 <b>500,000 (2)</b> 8:18,23
<b>U</b>		<b>2</b>	<b>6</b>
<b>understands (1)</b> 9:9 <b>underutilized (2)</b> 7:2;10:18 <b>unquote (1)</b> 13:16 <b>up (1)</b> 13:25 <b>use (2)</b> 6:10;17:4	<b>Y</b>	<b>2 (2)</b> 2:18,24 <b>200 (1)</b> 5:7 <b>2021 (5)</b> 2:11;12:9;13:10, 11;14:4 <b>2040 (1)</b> 19:12 <b>22 (1)</b> 6:17 <b>23rd (1)</b> 3:4 <b>24th (1)</b> 3:15 <b>28 (2)</b> 6:11;19:21	<b>6.5 (3)</b> 8:15;10:10;20:25 <b>600,000 (1)</b> 19:22 <b>66,000 (1)</b> 6:3
<b>V</b>		<b>3</b>	<b>7</b>
<b>vacant (2)</b> 6:25;10:18 <b>value (3)</b> 13:20,21,23 <b>variety (1)</b> 10:8 <b>various (1)</b> 16:20 <b>Vassar (1)</b> 15:25 <b>via (1)</b> 2:15 <b>vote (1)</b> 14:24	<b>Z</b>	<b>3 (3)</b> 3:2,12;21:3 <b>30 (1)</b> 5:7 <b>30,000 (1)</b> 8:22 <b>35,000 (1)</b> 6:14	<b>700,000 (1)</b> 9:4 <b>79 (1)</b> 6:15
<b>W</b>		<b>4</b>	<b>8</b>
<b>wage (5)</b> 7:13;10:9;20:4,5,6 <b>wages (3)</b> 9:18;10:8;20:8 <b>wants (1)</b> 18:5 <b>Wappingers (1)</b> 3:9 <b>warehouseers (1)</b> 7:19 <b>ways (1)</b> 19:13 <b>website (1)</b> 14:11 <b>welfare (1)</b> 17:10	<b>year (2)</b> 8:22;9:19 <b>years (4)</b> 5:7;8:17;10:15; 12:12 <b>York (8)</b> 8:12;9:13,17;13:8, 10;15:23;16:13,17	<b>4 (2)</b> 3:15,20 <b>49 (1)</b> 6:14	<b>8 (1)</b> 2:10 <b>8,000 (1)</b> 6:17 <b>80 (6)</b> 7:12;8:2;10:7,20; 14:14,21 <b>8th (1)</b> 4:23
	<b>1</b>	<b>5</b>	<b>9</b>
	<b>1 (3)</b> 2:7,16;8:9 <b>10/8/21 (20)</b> 2:1;3:1;4:1;5:1; 6:1;7:1;8:1;9:1;10:1; 11:1;12:1;13:1;14:1; 15:1;16:1;17:1;18:1; 19:1;20:1;21:1 <b>100 (1)</b> 10:16	<b>5 (1)</b> 9:3 <b>5.9 (1)</b> 20:24 <b>50,000 (1)</b> 10:9 <b>500 (1)</b>	<b>9,000 (1)</b> 6:19 <b>9/24/2021 (1)</b> 2:23 <b>9/24/21 (1)</b> 3:21 <b>9:30 (1)</b> 2:11 <b>900 (1)</b> 8:21

**From:** [Jim Beretta](#)  
**To:** [Sarah Lee](#)  
**Subject:** Public Hearing Comments for ROLLING FRITO-LAY SALES, LP  
**Date:** Thursday, October 07, 2021 4:58:25 PM

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Ms. Lee (DCIDA CEO),

Following are my comments for the public hearing to be held at 9:30 a.m., on September 8, 2021, for ROLLING FRITO-LAY SALES, LP.

I am **opposed** to the request that the agency (DCIDA) is contemplating regarding providing financial assistance for ROLLING FRITO-LAY SALES, LP which is stated in the public hearing notice to include "... potential exemptions from certain sales and use taxes and real property taxes (collectively, the "Financial Assistance") ..."

**My reasons for opposition are as follows:**

1. All of these tax incentives are a transfer of tax burden to the rest of the taxpaying public.
2. This company can well afford to pay their full taxes. Frito-Lay is roughly a **\$13 Billion** corporation. The parent company of Rolling Frito-Lay is PepsiCo whose net worth as of October 06, 2021 is reported at **\$208.82 Billion**.
3. The public hearing is being held at 9:30am on a weekday (Friday) at the specified physical location of: "Town of East Fishkill Town Hall located at 330 Route 376, Hopewell Junction, New York 12533"

This is an onerous burden on the public to be required to be at a physical location on a *weekday morning* when most people have other obligations. The end result is that it is prohibitive for the vast majority of the public to attend. While the option for written comments is available, and I am using that option, the applicant and their paid staff are in the room to talk up their project. Pretty much everybody in the room is on-the-clock, making money, in one way or another, by advancing the project while the public has the burden of taking time away from their responsibilities to participate.

4. Based on my observation, any project that is given preliminary approval by the DCIDA gets a rubber stamped Final Approval. The Public Hearing is just a formality and the completion of an obligation to get to the final approval which usually gets a unanimous vote to approve from the board.

Again, I am opposed to the financial assistance being requested.

Sincerely,

Jim Beretta  
Town Of Poughkeepsie Resident & Taxpayer

**From:** [Doreen Tignanelli](#)  
**To:** [Sarah Lee](#)  
**Subject:** public comment for DCIDA Hearing on Rolling Frito-Lay Sales, Oct 8, 2021, 9:30am  
**Date:** Friday, October 08, 2021 9:19:21 AM

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Ms. Lee, please include my comments as part of the official public record for the DCIDA Public Hearing for the Rolling Frito-Lay Sales project scheduled for October 8, 2021 at 9:30 am and share these comments with the DCIDA Chair and Board members.

- 1) I am opposed to the issuance of any "Financial Assistance" to the Project in any form including, but not limited to, Payment in Lieu of Taxes (PILOT), Sales and Use Tax Exemption, Mortgage Recording Tax Exemption, Real Property Tax Exemption. Such exemptions shift the tax burden to other taxpayers. Taxpayers should not have to subsidize the profits of PepsiCo, the parent company of Frito-Lay, whose worth is over \$200 billion according to Forbes. The sales tax exemption alone is nearly \$6 million dollars. Taxes should be paid in full by the project.
- 2) At the September 15, 2021 DCIDA Meeting, Ms. Alfano of PepsiCo touted the \$6.5 million tax revenue the project will bring in over 15 years. What was not mentioned was the amount of taxes the Frito-Lay project would bring in if they were to pay their full share of taxes without requesting exemptions. This is something that the DCIDA glosses over each time, particularly the Chair.
- 3) Per Ms. Alfano, the bulk of the tax revenue will go to the school district the project is located in. However, taxpayers in the entire county will share in the subsidizing of this project. While some DCIDA members appear defensive and dismissive when public comment is given stating that taxpayers subsidize exemptions the IDA hands out, the New York State Comptroller's 'Performance of Industrial Development Agencies In New York State', 2021 Annual Report dated June 2021 states, "**However, tax exemptions granted by IDAs can reduce the tax base of local governments and school districts and may increase other taxpayers' tax bills**".
- 4) Increase in property tax revenue is often cited as a benefit based on "Current Assessed Value" and "Estimated New Assessed Value". However, this fails to take into consideration the fact that property owners often challenge the assessed value of the property after project completion. When that happens, projected tax revenues end up being lower than stated.
- 5) It was stated by East Fishkill Town Supervisor D'Alessandro at the September 15, 2021 DCIDA meeting that Frito-Lay liked the deal that Amazon received from the DCIDA. However, the Amazon project, per the ThinkDutchess website, "*is expected to create more than 500 full-time jobs and hundreds of part-time jobs*" while Frito-Lay is projecting only 80 FTEs. DCIDA Chairman Tim Dean even noted at the meeting that, compared to other projects, the number of jobs being created by Frito-Lay is much lower. The low job creation number for Frito-Lay does not justify the PILOT and Sales Tax exemptions requested.

**6)** Regarding creation of construction jobs, it remains to be seen if DCIDA Board Member Alfred Torreggiani will vote in favor of tax exemptions for the Frito-Lay project and then, as owner of a local construction company, Key, provide quotations to the project which is what transpired for the Amazon project.

**7)** In response to a question by Chairman Dean, it was stated by Mr. Patel of PepsiCo that there won't be any solar installations at the project with economics cited as one reason why not. PepsiCo's resources coupled with the Financial Assistance that is certain to be granted by the DCIDA should result in more sustainable measures at the project site such as solar installations.

**8)** The application states the project may be driven outside of Dutchess County or New York State without the DCIDA benefits but every applicant asserts that. Such was the case with Vassar College who applied for and received Preliminary Approval from the DCIDA for a PILOT and Sales Tax Exemption for their Inn and Conference Center. The college subsequently withdrew their application and the project is progressing without financial assistance from the DCIDA.

Doreen A. Tignanelli  
29 Colburn Drive  
Poughkeepsie NY 12603