

TOWN OF WALLKILL INDUSTRIAL DEVELOPMENT AGENCY  
REGULAR MEETING MINUTES  
March 9, 2021

Members in Attendance:

Mark Coyne, Chairman

Paul Erickson

Members via zoom:

Joe Stuart

Kevin Mulqueen

Members Absent:

James Townsend

Also in Attendance:

William A. Frank, Esq., Counsel

Neil Gold via zoom

Mark Coyne – We'll get started, we're here to talk about the Dino Park which is potentially going to be located on Tarbell Rd. Rt. 17 and Shawangunk Road. We have here today the applicant Neil Gold, if you would like Neil to give us a synopsis, your vision, what the project is going to be.

Will Frank – Neil you're muted. One second before you start please. Just so we're all clear on the same page it's March 9<sup>th</sup> 2021. We're here, the Town of Wallkill Industrial Development Agency. The board is present; Mr. Erickson and Chairman Coyne are here in person. Members Mulqueen and Stuart are participating in the call, in the meeting remotely via zoom. What we have so far from this applicant is a pre-application for financial assistance dated February 16, 2021 than you Mr. Chairman.

Mark Coyne – Thank you Will, Mr. Gold.

Neil Gold – Let me first thank you holding this meeting. My partner who is on the call Howard Genaslaw and I are very appreciative of your taking the time to do this. This project is kind of unique in the United States in the sense that there are very few Dinosaur Parks but I don't know any that have an educational and an entertainment component that exists. It is not a particularly expensive project, somewhere between 8 and 11 million. We don't know yet because we don't know the cost of land development at this point but we do know that it will create at least 150 jobs. Permanent jobs, full time jobs or at least 10 months of the year, we probably won't be able to open in January and February unless the weather gets warmer. This January and February not auspicious to put it mildly. We are trying to create as much of a Jurassic whatever that means feeling as we can to be. To have a few structures traditional structures as possible, most of the buildings that exist will be in tents that can come down for a certain part of the season and up in other parts of the season. They will be easily put up and taken down. Some of the tents will remain up most of the time. There will be some traditional structures there will be a structure at the bottom of the hill that will be the main entranceway where staff will check in use their lockers will have restrooms. Half of that will be the store that you go through on the way out. Then you will take a trolley to the upper level, you are met at a trolley station that is similar to a platform with a ceiling and then you enter a grand entrance into the park. The park will have roughly a 2 kilometer walkway that will be studded with various types of dinosaurs. Along the walkway it will be interspersed with playground. Each playground will have a different dinosaur theme interspersed also with mazes which children will enjoy I hope and with geodesic domes really learning pods because for part of the year schools will be in session let's say March, April and May, part of June, September, October, November and I'm sure classrooms all around the region will want, the teachers of the classrooms will want their children to attend this because it's so interesting and so unusual for children to experience a world of dinosaurs where the dinosaurs move or wag their tails. It should be fascinating for children, people of all ages. When I took my six year old grandson to Dinosaur Park in Leonia I think I was as excited as he was. So basically that's the plan, there will be a food component also in tents but the food will be served out of trucks. Trucks are fairly common now as a way to do this and there will be a refrigerated freezer 40 by 40 roughly to accommodate, house all the food when it's not be used or prepared. There will be a truck road to allow fire vehicles and to allow

deliveries but that truck road will not enter the park itself. There will be smaller vehicles that will take the food and other things from the truck road through 12 foot wide roadways. There will be more of less like carts. Some of them will be bicycles with food carts on the back. The whole thing should give the feeling of the experience that almost no one in this region or anywhere in the country have experienced before. There will be a dinosaur carousel and if any of you are young enough to remember what the Bronx Zoo used to have when I was a boy the Bronx Zoo, I rode on a camel, a horse and a howdah on an elephant. Here we will have riding dinosaurs, dinosaurs that you can move with your feet like a bicycle and dinosaurs that will ride at a very slow rate like 2 miles an hour so they are not dangerous to people. These will all be experiences that the children would never have had otherwise they literally ride on a stegosaurus or a T Rex. That's basically an overview of what we intend to do and one of the things we definitely will do is add a dollar to our admission price to go directly to the Town of Wallkill because we realize that most of our structures will not be up all year and therefor will not be taxable, some will be taxable of course. This is our way of saying thank you for what will go in public services. That's basically all I can tell you at the moment.

Mark Coyne – Okay that sounds like a lot of fun. I'll start with Paul, do you have any questions?

Paul Erickson – What age range are you looking for, for kids to come? Three to ten or three to twenty five ?

Neil Gold – The reason I thought of building this here is because of its proximity to Legoland. Legoland appeals to children between the age of three and twelve. If any of you have been to the other Legolands in the United States you know they're really not opened at night. They don't have teenaged hangouts; teenagers are not that interested in dinosaurs. It's younger children who are interested in dinosaurs and basically that's who we hope to attract. The people who will stay opened as long as the weather permits, the people who deal with that will be there as well. I would say in the dead of winter there might be 30, 35, 40 people.

Mark Coyne – Anything else Paul?

Paul Erickson - I think you said 110 employees?

Neil Gold – No 150. Those are permanent employees, there will be other employees hired for the weekends.

Paul Erickson – Alright when you shut down for those two or three months when we get our worse part of winter, will any of those jobs stay or will they all go.

Neil Gold – Yes many of the jobs will stay, the traditional jobs in the management will stay, the maintenance people will stay. The store will be open and there will also be some food. We're also having a miniature golf at the parking lot level that will stay opened as long as the weather permits, the people who deal with that will be there as well. I would say in the dead of winter there might be 30, 35, 40 people.

Paul Erickson – Okay those are my questions.

Mark Coyne – Okay Kevin?

Kevin Mulqueen – Yes, this presentation raised a question in my mind because I remember both as a youngster and as an adult taking my daughter to the Museum of Natural History in Manhattan and my question really relates to how accurate will the scientific representations of those dinosaurs be and will it be truly educational or will it be more like a Hollywood type thing, I'm just curious.

Neil Gold – The answer to that is they will be 100% specific to each dinosaur. They're all made by Chinese in Sichuan province in a city called Zegon which is the center of dinosaur exploration in China. They're all precisely made. You can see some of this in a video that I can share with you where you see what the dinosaurs look like. This is a video of a small dinosaur park in England. One of the things I failed to say earlier is that there will be a train, I beg your pardon?

Interference.....

Mark Coyne – Okay. We should be good Neil.

Neil Gold – Was there a question I didn't here?

Mark Coyne – No someone was in their care on the phone and they were unmuted.

Joe Stuart – no I'm sorry, I'm good.

Mark Coyne – Okay go ahead Neil.

Neil Gold – Is there a question on the floor, I'm not aware of it.

Mark Coyne – Kevin do you have a question or a statement?

Kevin Mulqueen – no I do not.

Mark Coyne – Okay let's move to Joe because Joe seems to be having some connectivity problems before we lose him. So Joe do you have any questions?

Joe Stuart – I do not Mark, thank you.

Mark Coyne – I do have a couple if I understand this right; it will be 137 acres give or take?

Neil Gold – yes we are trying to buy some additional acreage but right now the site is 136 plus acres of which only 35 are really being used. The rest of it is not being used most of it is wetlands.

Mark Coyne – Okay that was my next question how much would be used.

Neil Gold – we're not touching the wetlands.

Mark Coyne – Right and 150 jobs, I see the pay scale so I guess you anticipate some maybe the 15-17.00 per hour, college kids, any type of jobs for them, summer jobs if you will.

Neil Gold – We hope that will be a big source of the extra employment we need in the summer particularly on the weekends. In the summer we will be opened so long from basically 9 in the morning until 10 at night. Two shifts may not be enough because we don't want to have anyone working more than 40 hours. We will probably need 40 or 50 college students that will have part time jobs. A lot of the jobs will go to people that are young people starting out and don't particularly have college educations and I think to start out at 17 an hour is a pretty good job. We hope they'll learn and be educated themselves; they may want to go to school after they experience this.

Mark Coyne – This sounds like a great project for our area and you spoke at it with the Legoland thing and I think this area is really going to for lack of a better word, explode a little bit with other projects like this. I think it's a great time, a great fit for the area. As far as I'm concerned I think this is something that we would ask for a full application to be filled out. I am one person one vote however, before I do that Will would like to say something.

Will Frank – If I could just ask a couple of questions Mr. Gold, right now you have an option to purchase the property according to this?

Neil Gold – Yes we do.

Will Frank – Okay and have you had preliminary discussions or have you put in an application with the town planning board yet?

Neil Gold – We have met with them twice we will submit the formal application sometime within the next 30 days.

Will Frank – Okay and you have consent from the property owner to do that and to apply to the IDA?

Neil Gold – Yes, we've had this under contract since March of this year.

Will Frank – Under the option contract.

Neil Gold – Under the option contract.

Will Frank - One of the, assuming that the IDA here wants probably to go forward, it sounds like a good chance of that happening, for you to submit your formal application, which is a bit longer than this pre-application, one of the considerations that has to be taken into account by the IDA is the SEQRA analysis. Whether there is going to be approval for any kind of benefits for the project. Normally what the IDA does is they grant their approval based on the planning boards SEQRA for the project. So they kind of have to go hand and hand because really the IDA

doesn't want to be the Lead Agency for SEQRA purposes. It really should be the planning board because they're the ones who will be doing the studies and so forth. That's why I'm asking what the status is.

Neil Gold – I understand, you're quite correct of course that one follows the other.

Will Frank - Right essentially what the IDA is going to want to do if this thing goes forward is going to be piggyback on the SEQRA for the planning board. You don't anticipate needing any zoning changes for this do you?

Neil Gold – No not at all.

Will Frank – Okay because I haven't looked at the zoning over there, what is a permitted use and what isn't.

Neil Gold – It's a permitted use. The planning board has to approve a site plan of course.

Will Frank – Special permit use.

Neil Gold – Right

Will Frank – Okay because the IDA is going to need to know that for timing purpose, do you have to go to the ZBA, do you not. Are you going to, I assume you're not going to be looking for any area variances?

Neil Gold- No we don't think we need any variances at all

Will Frank – Okay just the special use permit and the site plan?

Neil Gold – Exactly our engineer Ross Winglovitz tells us we don't need any variance.

Will Frank – Okay, that's a good thing. For the time being Mr. Chairman I really don't have anything else I just want to get it in the record so everybody has an idea of what's going on. Thank you Mr. Gold.

Neil Gold – Thank you gentleman and lady very much.

Paul Erickson – I have two quick questions, in the perfect world when do you anticipate first shovel will go in the ground and when do you expect paying guests through the door?

Neil Gold – July of 2022.

Paul Erickson – what about first shovel in the ground?

Neil Gold – oh, late, December of this year or January of next year.

Paul Erickson – Okay so the plans to start building December or early January next year.

Neil Gold – Exactly. We have to time everything to make sure that we're ready when the stuff arrives from China. It takes 6-8 months to make it and 2 months shipping over the oceans so we have to be ready roughly around May 1<sup>st</sup> to receive the dinosaurs, it will take us May and June to set it up hopefully we'll have a grand opening July 4<sup>th</sup>. It happens to be an interesting coincidence that Jurassic World 3 is opening May 22<sup>nd</sup> 2022 so dinosaurs are going to be in the news just at the time we open.

Mark Coyne - One other quick question for the record, what kind of benefits will you be seeking from the IDA?

Neil Gold - Well the benefits that are available to us is what we'd be seeking one of the things we hope to do is be able to borrow at the state's borrowing rate and of course any of the tax benefits that would be allowed, sales tax savings and so forth, I'm not quite familiar with all that's available. The Orange County Partnership is given us some indication of the multifarious abilities that you have to assist us and we would very well welcome such assistance.

Mark Coyne – we do have Katie here from the Orange County Partnership would you like to say anything or have any questions?

Kaitlyn Perez – I don't have any questions, I've had the pleasure of working with Neil on this project for a little while now so we are all familiar with it. We are in full support of this project we think it will be great for the Town of Walkill. You would get the traffic from Legoland, you have the opportunity for parents to come and have their kids

at Legoland, have their kids at the Dinosaur Park, have their own day at the Woodbury Commons and the new Resorts World that is coming to the Town of Newburgh. I think it's a great opportunity for you guys to capitalize on that tourism attraction that will be coming to the county. It will be a good chance for everyone to use those hotels that you guys have a well. We are in full support of it, Neil's going to be creating a lot of jobs at a good paying rate and it's a good use for the land just to have the venue of all the different dinosaurs and I know that the age range is much less than I am but I'm going to go and enjoy the park as well. Neil did speak also about potentially using it as an event venue, that's something they will be able to do later on. I think that this is a great project for you guys to consider. Thank you.

Mark Coyne – Thank you. Mr. Geneslaw would you like to say anything?

Mr Geneslaw.– Just want to introduce myself, it's been a pleasure to work with Neil on this project. I would concur with much of what he said and what Kaitlyn said. This brings a lot of opportunity to the area and we very much appreciate your support for the project.

Mark Coyne – Thank you. Joe do you have anything to add?

Joe Stuart – I don't Mark, I'm still here though.

Mark Coyne – Kevin?

Kevin Mulqueen - Yes, I'm certainly supportive of the project. I think the idea of coordinating with the planning board and seeing the SEQRA that the planning board approves is very important but certainly I see no reason why we shouldn't encourage them to take all the steps necessary to submit a full application. And know that it's going to be effectively coordinated with how quickly the planning board gets stuff done.

Will Frank – So from a procedural standpoint folks, actually at this point do you want to take a vote to support the submission just the submission of the full application

Mark Coyne – I make a motion to accept the full application to ask the applicant to submit a full application.

Paul Erickson – Motion.

Mark Coyne – Mr. Mulqueen seconds, everyone in favor?

Paul Erickson	aye	Kevin Mulqueen	aye
Joe Stuart	aye	Mark Coyne	aye

Mark Coyne – I really, once I heard about Legoland I figured that probably a two day visit. If you want people to come to the location for a week you have to give them more to do. There are certainly a few things around but this is definitely going to add to it and like Kaitlyn had said we have a lot of hotels here in town as well. We hope people come here and spend an entire week and take in all there is to do here in the town.

Will Frank – Right and for procedural purposes what will happen is, have you been provided with or have access to the full application on line Mr. Gold.

Neil Gold – Not yet.

Will Frank – It's available on line if not it can be emailed to you and your team. Obviously the next steps in the process would be the completion of the application by your and your team; it requires more detail obviously than the short pre-application. You'll submit that to the IDA with the appropriate fee. The board will then look the application over and will probably want you to come in for another meeting to review the application, with a full presentation at that point the IDA would want to see some drawings and some conceptual things as well as I'm sure the members will have more questions when the full application comes in, unfortunately for you, I'll probably have some more questions. What will then happen at that point is we're going to see where the planning board is in their process. Mr. Mulqueen noted and I said earlier they have to go hand and hand we going to see where the SEQRA process leads us and follow the lead of the planning board. The IDA has to have a separate public hearing because the public hearing from this end over here is talking about providing benefits. Whatever benefits that you ask for in your full application and what this board determines whether is going to be sales tax, mortgage recording tax, a PILOT agreement or some combination of two of the three or one of the three or all three, those are the things that this board is charged with. As you know that's the function of these folks here.

Neil Gold – We understand.

Will Frank – that’s going to be part of this whole, a major part of this consideration and then this board will hold a public hearing at least one and we’ll see where that goes. Just so you are aware for your expectations to get us on your team until the environmental impacts are passed upon by the planning board that’s when the IDA will make their decision whether to approve or deny your application. Obviously the wetlands not being disturbed is going to be a huge deal which I’m sure everyone on your team will be telling you that and Ross knows all that. I’ve worked with Ross a long time he’s well aware of that. So it is going to be sort of a parallel process with the planning board but obviously right now this board has invited you to put in the full application. This is obviously a great first step.

Neil Gold – And we deeply appreciate that.

Mark Coyne – Okay does anybody have anything else?

Kaitlyn Perez – Neil, I sent to you and Howard the applications so you don’t have to go looking for it.

Neil Gold – Thank you Katie.

Kaitlyn Perez – No problem.

Will Frank – During the process if you have any questions about the application you can get ahold of us you can get ahold of the Chairman, you can get ahold of me or the secretary for the IDA Rudy Charles. We’ll be happy to answer any questions that we can.

Neil Gold – Very good.

Mark Coyne – Okay I make a motion to adjourn.

Paul Erickson – Second.

Mark Coyne – All in favor.

Paul Erickson aye  
Joe Stuart aye

Kevin Mulqueen aye  
Mark Coyne aye