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March 19, 2021

Suffolk County Industrial Development Agency
The H. Lee Dennison Building, 3rd Floor
100 Veterans Highway
Hauppauge, New York 11788

Attn: Mr. Anthony J. Catapano, Executive Director

**Re: *Project Narrative for 400 Rabro LLC and Regent Baby Products Corp.
400 Rabro Drive, Hauppauge, New York***

Dear Mr. Catapano:

As you are aware, this firm represents 400 Rabro LLC and Regent Baby Products Corp. ("Regent") regarding the above-referenced Project. We are requesting that the application for financial assistance, currently before the Board, be amended as follows.

- 1) The Project site is currently owned by Jimar Realty, LLC and occupied by Trophy Depot, with Regent as the contract vendee. The current tenant is requesting anywhere from 6 months to 2 years to vacate the property post-closing. As such, Regent is requesting to have the option for the current tenant to remain on the site for up to 2 years post-closing.
- 2) We are requesting that the application be modified to allow Regent the flexibility to sublease up to 33% of the facility to a non-related third party, to be determined at a future date.
- 3) We are requesting that the application be modified to allow Regent the flexibility to allocate and share the 32 existing and new full-time equivalent jobs between the existing Melville site and the Project site, but commit that 32 FTE will exist in Suffolk County after the first two years of the Project completion.

To reflect the above-referenced amendments, enclosed herein are revised pages 13, 14, 22, and 23 of the application.

Thank you for your anticipated courtesies. Please do not hesitate to contact me to discuss this matter further.

Very truly yours,

FORCHELLI DEEGAN TERRANA LLP

By: *Daniel P. Deegan*
DANIEL P. DEEGAN

E. Construction of addition to an existing building Yes No

i. Square footage of addition: _____

ii. Total square footage upon completion: _____

F. Acquisition of an existing building Yes No

i. Square footage of existing building: 104,264/sq. ft. 1st floor + +_18,000/Sq. ft. mezz.

G. Installation of machinery and/or Equipment Yes No

i. List principal items or categories of equipment to be acquired:

forklifts, pallet racking, office furniture and equipment, building systems, security system

4. Current Use at Proposed Location: (**See bottom of page)

A. Does the Applicant currently hold fee title to the proposed location?

i. If no, please list the present owner of the site:

Jimar Realty, LLC (Trophy Depot operating company)**

B. Present use of the proposed location:

Production/assembly and distribution of trophies and awards and ancillary office space

C. Is the proposed location currently subject to an IDA transaction (whether through this Agency or another?) Yes No

i. If yes, explain:

A PILOT agreement & IDA benefits package exists at the location related to (Trophy Depot)**

D. Is there a purchase contract for the site? Yes No
(if yes, explain):

Applicant has entered into contract, with closing subject to receiving the Agency's approval.**

**Applicant requests option to allow current tenant to remain occupying site for up to 2 years post closing.

E. Is there an existing or proposed lease for the site?
(if yes, explain):

Yes No

Proposed Use:

F. Describe the specific operations of the Applicant or other users to be conducted at the project site:

Wholesale distributor of baby & pet products (e.g. pacifiers, bottles, wipes, apparel, toys,
bathing and travel accessories, toys, safety items) and ancillary office space

G. Proposed product lines and market demands:

Various baby & pet products (e.g. pacifiers, bottles, wipes, apparel, toys,
bathing and travel accessories, toys, safety items)

H. If any space is to be leased to third parties, indicate the tenant(s), total square footage of the project to be leased to each tenant, and the proposed use by each tenant:

Applicant is requesting option to sublease up to 33% of building to non-related third party that
is to be determined.

I. Need/purpose for project (e.g., why is it necessary, effect on Applicant's business):

We are selling our Jamaica headquarters facility and need to find a replacement property
to continue operations. By having both of our facilities closer together, we expect to save on fuel
and truck traffic and to shorten the distance between our existing operations. Another options is
to sell our Melville building and consolidate Jamaica and Melville under 1 roof. Applicant has to
move because unrelated co-owner or real estate in Jamaica forcing sale

2) Labor Market Area Locations-Existing Employment Information:

Please answer the following *only* in regards to FTE positions that currently exist in Suffolk County.

Line #	Existing-LMA	Total Number	Total Payroll (\$)	Average Salary (\$)
1	C-Level Executives**			
2	Salary Wage Earners	2	169,600	84,800
3	Commission Wage Earners			
4	Hourly Wage Earners	2	66,040	33,020
5	Contract Employees			
	Total Existing Employees	4	235,640.	58,910.

**C-Level executives include: President, Chief Executive Officer, Chief Financial Officer, Chief Technology Officer, Chief Marketing Officer, Chief Investment Officer, Chief Sustainability Officer, Chairman of the Board, General Council

3) First Year-New Employment:

Please answer the following *only* in regards to FTE positions that will be created after the *first year* of the project completion in Suffolk County.

Line #	First Year	Total Number	Total Payroll (\$)	Average Salary (\$)
6	C-Level Executives	3	936,000	312,000
7	Salary Wage Earners	14	1,086,444	77,603.
8	Commission Wage Earners			
9	Hourly Wage Earners	11	407,805	37,073.
10	Contract Employees			
	Total First Year Employees	28***	2,430,249.	86,795.

4) Second Year-New Employment:

Please answer the following *only* in regards to FTE positions that will be created after the *second year* of the project completion in Suffolk County.

Line #	Second Year	Total Number	Total Payroll (\$)	Average Salary (\$)
11	C-Level Executives			
12	Salary Wage Earners			
13	Commission Wage Earners			
14	Hourly Wage Earners			
15	Contract Employees			
	Total Second Year Employees	0	0	0

5) Total Employment-Existing Labor Market Area and New Jobs Created:

Please answer the following in regards to FTE positions that will be in existence in Suffolk County after the first two years of the project completion (*both existing and new*).

Grand Totals	Total Number	Total Payroll (\$)	Average Salary (\$)
C-Level Executives (Lines 1+6+11=Total)	3	936,000	312,000
Salary Wage Earners (Lines 2+7+12=Total)	16	1,256,043.	78,503.
Commission Wage Earners (Lines 3+8+13=Total)			
Hourly Wage Earners (Lines 4+9+14=Total)	13	473,845.	36,450.
Contract Employees (Lines 5+10+15=Total)			
Grand Total Employees	32***	2,665,888.	83,309.

***Applicant requesting flexibility to have 32 employees shared between existing Melville and proposed Hauppauge facility, but commits to 32 FTE in existence in Suffolk County after first 2 years of the project completion.