

April 27, 2022

Via E-Mail and Federal Express

Mr. Anthony Catapano
Executive Director
Suffolk County Industrial Development Agency
H. Lee Dennison Building, 3rd Floor
Hauppauge, New York 11788-0099

Re: Venture One Real Estate, LLC; 49 Wireless Blvd., Hauppauge, NY

Dear Mr. Catapano:

We are attorneys for Venture One Real Estate, LLC (“Venture One”), the owner of the subject property. We are writing to address that certain letter dated April 23, 2022 from the Teamsters Joint Council No. 16 (“Union Letter”).

At the outset, it is important to note that the entire Union Letter is based on conjecture and speculation that project is going to be an Amazon last-mile distribution warehouse. However, Amazon was in negotiations to purchase the property and construct an Amazon last-mile distribution center, yet ultimately rejected and walked away from this project/property. Indeed, Venture One has neither been contacted by, nor had any discussions with, Amazon concerning the property.

The union is correct that the purpose of the IDA is to create and retain local jobs and incentivize job creation projects that might otherwise go to other locations. (Union Letter at 2). Venture One’s project will not only create a plethora of construction jobs, but also 30 new full-time jobs at a minimum. Indeed, depending on the end user, it may well be in excess of this number. Moreover, as set forth in our initial letter to the IDA, Venture One is a national commercial real estate company that acquires, develops, leases, and manages industrial properties in several states throughout the Midwest and Northeast Regions, with current holdings including over 12 million square feet of industrial buildings with an additional 3.4 million square feet under construction and has over 1,100 acres of developable land in these Regions. Absent IDA assistance, Venture One would not develop industrial buildings in this location and would seek to concentrate its efforts outside of New York, thereby depriving Suffolk County of the

Mr. Anthony Catapano
April 27, 2022
Page 2 of 2

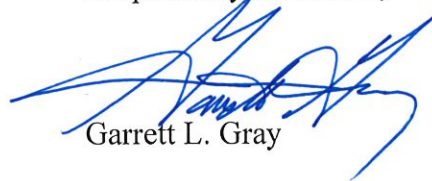
many construction and full-time jobs this project would create.¹ Again, this fact is met with pure supposition in the Union Letter (“this assertion *is unlikely to be true in the event that* this project is intended for a last mile delivery station.” Union Letter at 3; “*if* this project is an Amazon facility . . .” Id.).

Finally, as set forth above, Venture One’s project, at a minimum, will create at least 30 new full-time jobs. Once again employing nothing but fallacious speculation, the Union Letter states “[t]here is no guarantee that these will be good jobs, *if this project is an Amazon facility.*” Union Letter at 3. The Union Letter fails, however, to set forth exactly what constitutes a “good job.” There is no definition of this term in the IDA enabling legislation. Nor is there any such requirement that can be found in IDA precedent. That this is nothing more than a red herring is amplified by the fact that the Union Letter inexplicably cites to Amazon’s purported injury rates associated with Amazon facilities which have absolutely nothing to do with Venture One’s project.

In sum, the Union Letter consists of four pages of baseless speculation of what may happen if this project turns out to be an Amazon last-mile distribution center, despite the fact that (a) Amazon fully reviewed and rejected this property as a potential warehouse location, and (b) Venture One has neither been contacted by, nor had any discussions with, Amazon regarding this property. As a result of the foregoing, Venture One respectfully requests that the Union Letter be disregarded in its entirety.

If you have any questions or require any additional information, please do not hesitate to contact me at any time.

Respectfully submitted,



Garrett L. Gray

cc: Mr. Ryan Stoller
Mr. Jeff Cali
Mr. Brian McDonagh
Mr. Roy Splansky
Mr. Keith Goode
Mr. Mark Goode

¹ In connection therewith, Brian McDonagh, Venture One’s Vice President for the Northeast Region, submitted under separate cover a spreadsheet demonstrating the higher costs of development of an industrial warehouse in Suffolk County as opposed to another state.