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September 13, 2022

Suffolk County Industrial Development Agency
Attn: Mr. Anthony J. Capatano, Executive Director
100 Veterans Highway, PO Box 6100
Hauppauge, NY 11788

Re: WHBH Real Estate LLC (“WHBH”) and Suffolk County Industrial Development Agency (“IDA”)

Dear Mr. Catapano:

As you know, this office is counsel to WHBH in connection with the above-referenced matter. I am now writing to you to clarify the full time equivalent (the “FTE”) positions comments made by WHBH’s Managing Member, Corey Gluckstal, at the IDA’s July 28, 2022 Board of Directors (the “Board”) meeting for preliminary inducement.

The initial FTE analysis utilized to complete WHBH’s July 22, 2022 Application for Financial Assistance (the “Application”) was incomplete due to clerical errors made by WHBH’s operator when preparing the financial model, which only included a segment of the actual staffing needed at the Property. The original model only included Operator’s general manager, assistant manager, head chef, floor manager, bar manager and marketing manager. However, the actual budget and staffing plan includes the foregoing FTE’s, in addition to operators, server, bartender, host, barista, dishwasher, prep cook, line cook and property manager.

At the Board meeting, Mr. Gluckstal indicated that an error was also made regarding the FTE salary figures provided for in WHBH’s Application, which error originated from a hidden tab on WHBH’s Microsoft Excel spreadsheet that was utilized to calculate the total number of FTE’s, as well as the average salary figures. As a result, the total number of FTE’s increased from seven (7) to thirteen (13). In addition, the average salary for salaried wage and hourly wage earners is actually \$67,500.00 and \$48,051.79, with the average salary for all FTE’s being \$53,814.22, as opposed to the figures provided for in the Application.

Please do not hesitate to contact me with any questions or comments at your earliest convenience. Thank you kindly in advance for your prompt attention to this matter.

Very truly yours,



Daniel J. Baker
Shareholder

September 7, 2022

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DJB:rdl

Enclosures

cc: Ms. Kelly Murphy, Deputy Executive Director (via e-mail)
George W. Peters, Esq. (via e-mail)
Melissa C. Bennett, Esq. (via e-mail)
WHBH Real Estate LLC (via e-mail)