

CITY COUNCIL  
CITY OF NEW YORK

----- X

TRANSCRIPT OF THE MINUTES

Of the

COMMITTEE ON ECONOMIC DEVELOPMENT

----- X

December 12, 2018  
Start: 10:08 a.m.  
Recess: 1:25 p.m.

HELD AT: Council Chambers - City Hall

B E F O R E: PAUL A. VALLONE  
Chairperson

COUNCIL MEMBERS: Adrienne E. Adams  
Inez D. Barron  
Robert E. Cornegy, Jr.  
Peter A. Koo  
Brad S. Lander  
Mark Levine  
Carlos Menchaca  
Keith Powers  
Donovan J. Richards  
Carlina Rivers  
Helen K. Rosenthal  
Jumaane D. Williams

## A P P E A R A N C E S (CONTINUED)

James Patchett, President and CEO, New York City  
Economic Development Corporation

Lydia Downing, Senior Vice President for Government  
& Community Relations, New York City Economic  
Development Corporation

Brian Huseman, Vice President of Public Policy,  
Amazon

Holly Sullivan, Head of Worldwide Economic  
Development, Amazon

2 [sound check] [pause] [background  
3 comments, pause] [gavel] [background comments]

4 CHAIRPERSON VALLONE: We're going to  
5 begin the hearing. Good morning, everyone. We're  
6 going to start to chair. [gavel] Today is December  
7 12, 2018. Good morning and welcome to this hearing  
8 on the New York City Council's Economic Development  
9 Committee. My name is Council Member Vallone, and I  
10 have the privilege of chairing this hearing. Since  
11 Speaker Johnson has called this hearing, we're going  
12 to turn the floor to him to make the first round of  
13 opening remarks. However, I'd just like to lay down  
14 some of the ground rules before we get the ball  
15 rolling today. First of all, I know we have a lot we  
16 want to get to, and once we start that, we're going  
17 to ask the Council Member's questions to be limited  
18 for four minutes each, and as the day goes on, we may  
19 have to drop that to three. We also are going to try  
20 to include some of the public questions that you see  
21 here on the side from Twitter using  
22 #@amazonanswersnyc. Second, since we will not have  
23 time for regular public testimony at today's hearing,  
24 we encourage you to submit questions to the Council  
25 on Twitter using the #@amazonanswersnyc. Again, that

2 is @amazonanswersnyc. We will also keep that hashtag  
3 up on the screen for the duration of this hearing.  
4 We aim to include as many of those questions as we  
5 can at the end of the hearing to allow some public  
6 questions after this process. I'm not going to turn  
7 the floor over to Speaker Johnson for his opening  
8 remarks.

9 SPEAKER JOHNSON: Thank you, Chair  
10 Vallone. Good morning. I'm Corey Johnson, Speaker of  
11 the New York City Council, and I want to thank  
12 everyone for coming here today for this very  
13 important hearing with a special shout out to my  
14 friend and colleague Council Member Paul Vallone, the  
15 Chair of the Economic Develop-Economic Development  
16 Committee. I want to thank you, Paul, for your  
17 leadership and for calling this hearing so quickly.  
18 I'd also like to acknowledge Council Member Jimmy Van  
19 Bramer who has been an outspoken advocate for his  
20 constituents ever since the details of this deal came  
21 to light. The people of Long Island City, Astoria,  
22 Sunnyside and Woodside will be the first ones to see  
23 the impact of this project for which they had zero  
24 input, and they have a strong leader looking out for  
25 their needs in Council Member Van Bramer. I want to

2 thank you, Jimmy. I also like recognize the other  
3 Council Members who are with us this morning, Council  
4 Member Adrienne Adams from Queens, Council Member  
5 Brad Lander from Brooklyn, and Council Member Peter  
6 Koo from Queens. This hearing today, the hearing  
7 today is fairly atypical for a land use project of  
8 this size. The City Council is typically deeply  
9 involved in the negotiations, and has a real seat at  
10 that table. That, of course, did not happen in this  
11 case. There's a reason why the City Council is so  
12 deeply involved in land use. The whole process was  
13 designed to protect the people who we each represent.  
14 Yes, the Mayor and the Governor also represent the  
15 people of New York City. As Deputy—as the Deputy  
16 Mayor pointed out in defending this deal to New York  
17 Magazine, but the City Charters specifically tasks  
18 the New York City Council with land use authority.  
19 ULURP, and the process is known was designed so  
20 communities could figure out what's needed to  
21 accommodate the kinds of changes that development can  
22 bring be it new schools, transit upgrades or  
23 infrastructure improvements. During the land use  
24 process, the community can and does advocate for  
25 changes because they know what adding say 25,000

2 workers or a noisy helipad means to the area.

3 Listening to people is how we encourage growth that  
4 is supported by communities and works for the city as  
5 a whole. We have a crumbling subway system, record  
6 homelessness, public housing that is in crisis,  
7 overcrowded schools, sick people without health  
8 insurance and an escalating affordable housing  
9 crisis. Is anyone asking if we should be giving  
10 nearly \$3 billion in public money to the world's  
11 richest company valued at \$1 trillion instead of  
12 focusing on these outstanding problems? Meanwhile,  
13 the state's analysis predicts 131,000 extra New York  
14 City residents because of this deal. Has anyone  
15 asked how this is going to impact housing prices and  
16 rents in New York City? I'm already seeing stories  
17 of a real estate boom in Long Island City. Is that a  
18 good thing? Not to most New Yorkers who are already  
19 struggling to afford their rents here. How will  
20 small businesses, who, if we're being honest, are  
21 already reeling because of the impact Amazon has had  
22 on their bottom line. How will they be affected?  
23 How will this affect our over-burdened transportation  
24 system, an area where infrastructure is already  
25 limited? The only transportation piece of this

2 project I've seen involves a helipad. I'm serious.  
3 This is like something out of the onion. [laughter]  
4 So, yes, Jeff Bezos' commute is all set, but what  
5 about the rest of New Yorkers are crammed into  
6 subways every single day. The 7 Train is already  
7 disaster. Did anyone ask if it's new trillion dollar  
8 neighbor, if they could kick in to help make it  
9 better? We have a lot of questions, which is why we  
10 are here today, tough questions that should have been  
11 asked from the start. Maybe they were asked from the  
12 start, but we don't know that. Tough questions that  
13 the public has the right to hear answers on. Today,  
14 is the first day of our hearings. We will talk about  
15 the process, and we're doing it as the Council does  
16 out in the open so the public can listen and  
17 understand what's at stake. In the coming months,  
18 we'll have more hearings including one in which we  
19 invite members of the public to testify. We will  
20 also monitor our social media today to find questions  
21 from New Yorkers, some of which we'll ask at the end  
22 of this hearing. If you're watching and have a  
23 question, please the hashtag #amazonanswersnyc, and  
24 we will try to get your question asked. I'll close  
25 by thanking everyone for being here today, and

2 watching online. I can assure that our goal today is  
3 to advocate for what's in the best interests of New  
4 York City, and before I turn it back over to Chair  
5 Vallone and before we get to our questions today, I  
6 want to say that I don't understand how you subvert  
7 the public review process. I am very grateful that  
8 the Economic Development Corporation is here today.  
9 James Patchett I think is a very able person in this  
10 city and someone who I've had a good relationship  
11 with. So I look forward to having a conversation  
12 with him about this project. I'm very grateful that  
13 Amazon is here to answer our questions, but, you  
14 know, we shouldn't have to beg for a company that's  
15 coming in New York City to come here. I'm glad  
16 they're here, but it's not special to come and answer  
17 our questions. It's good you're here. It's good  
18 you're going to answer our questions, but this--this,  
19 you know, if you're proud of the deal, if you're  
20 proud of coming to New York City, you should have  
21 said I want to come and talk about the deal. I want  
22 to come and answer every question imaginable that  
23 this body has or that the public has. This should  
24 not be a two-step tango to get you to come here, and  
25 speak with us. Now, the Economic Development



2 Corporation agreed immediately to come, which I'm  
3 grateful for, and I'm grateful that Amazon is here,  
4 but today is about answering questions. Today is  
5 about transparency. Today is about understanding  
6 the impacts of the taxpayer dollars involved and the  
7 land use process of New York City being subverted and  
8 the infrastructure challenges that arise from this  
9 deal, from gentrification concerns and displacement  
10 concerns, and retail concerns, and helipad concerns.  
11 That's what today is about. So, I look forward to  
12 having a wholesome conversation where we have direct  
13 questions and answers with each other to understand  
14 the impacts of this deal, and again I just want to  
15 say if the city and the state should be here as well.  
16 ESD should be here. If the city and state and Amazon  
17 are proud of this deal, they should be proud and  
18 willing to answer all of our questions in the manner  
19 that this body is asking. If you want to come to New  
20 York City and be a good neighbor, you should be come  
21 here and testify and work with us and talk to us in  
22 an open way. So, I look forward to this conversation  
23 today. It's an important conversation to have and I  
24 look forward to us given the level of public money  
25 involved and public land involved. I look forward to

2 us having this be the beginning of the conversation  
3 not the end of it. Thank you, Chair Vallone.

4 CHAIRPERSON VALLONE: Thank you, Speaker  
5 Johnson. It truly is an honor to have you sitting  
6 us—with us today Chairing over this hearing. I'd  
7 like to extend my thanks— Oh, we have also been  
8 joined by Council Members Rivera and Powers. Council  
9 Members will be coming and going. There are many  
10 hearings on today. So, we'll be acknowledging as  
11 they come. I'd like to extend my thanks to the  
12 members of the committee as well as EDC President  
13 James Patchett and Holly Sullivan and Brian Huseman  
14 from Amazon for coming here today on relatively short  
15 notice to have this, as the Speaker said, unique  
16 hearing. There are serious concerns we will hear  
17 today from our fellow Council Members surrounding the  
18 parameters of the Amazon Contract. This hearing will  
19 focus on the terms of the agreement that still remain  
20 to this day unclear to many New Yorkers. There will  
21 be at least two additional hearings as the Speaker  
22 said, one from Finance and one from Land Use, and in  
23 addition, one for public testimony. Amazon's  
24 optimistic numbers in the MOU suggest that 25,000  
25 jobs will be created in 10 years, and up to 40,000

2 jobs in 15. What assurances do we have that these  
3 jobs will actually go to the residents of New York  
4 City and not an imported workforce? How will we  
5 protect the immediate and surrounding communities  
6 from the massive cost of living in Long Island City?  
7 How will we support and protect the small businesses  
8 in and around the Amazon HQ2 location? How will the  
9 increased demands on the infrastructure be planned  
10 and addressed? What local input and guarantees will  
11 be made to these communities as the impact on a  
12 yearly basis grows, and how did the adjacent  
13 properties owned by the private entity Plaxall become  
14 part of a transaction when they were subject to  
15 ongoing ULURP processes that are now pulled from our  
16 jurisdiction. We'll hear many of these kinds of  
17 questions today from our Council Members concerned  
18 about a project of this magnitude will impact locally  
19 owned businesses throughout our city. As the Speaker  
20 has pointed out about transit and other  
21 infrastructure, what are the plans to support those?  
22 If you plan on having 40,000 people at this location,  
23 how will they get there? Are you in discussions with  
24 the MTA to ensure the 7 Train runs more frequently?  
25 What about the Long Island Railroad stop at Hunters

2 Point Avenue in Long Island Railroad City? Those  
3 only operate during rush hour. Are these plans to  
4 offer more regular service out of these stations?  
5 How about the ferry? The current Long Island City  
6 ferry landing is across the 11<sup>th</sup> Street basin from  
7 the lots where Amazon HQ2 is slated to be built. Are  
8 there plans to provide a foot bridge across the 11<sup>th</sup>  
9 Street Basin? So many of these questions remain and  
10 continue to be asked. These are going to be the  
11 problems that the employees face every day going to  
12 and from HQ2, and these are hyper local questions  
13 regarding employment logistics and infrastructure  
14 that you miss when your process cuts out the local  
15 elected officials who live in and understand the  
16 communities impacted. These are just a few of the  
17 many concerns that we hope to have answered today and  
18 at upcoming hearings. I hope this hearing will be  
19 the process to finally allow the Council to have the  
20 voice in what's being billed as the largest economic  
21 development project in the city's history. We are  
22 also looking forward to hearing Amazon's voice and  
23 vision for their entire—and their entry into New York  
24 City, and what their plans as they plan to integrate  
25 into our great city. Before we begin, I'd like to

2 send my thanks to the Speaker once again into his  
3 entire team and central staff as well as to my  
4 Economic Development Committee team, Legislative  
5 Counsel Alex Paulenoff, Policy Analyst Emily  
6 Forgione, and Finance Analyst Alia Ali for their very  
7 hard work for making sure this hearing came together  
8 so quickly. Finally, I'd like to reiterate that due  
9 to the nature of this hearing, once again there will  
10 be time limits. We do have security around, but I  
11 have true faith in the New Yorkers that are here that  
12 we want to hear what is going to be said today that  
13 our voice wants to be heard, and that we won't need  
14 those additional steps today, and I'm very proud of  
15 the work that was done by the Council Members here in  
16 such a short period of time, and most of these  
17 documents this was yesterday, and there's only so  
18 much you can do in 24 hours when you start reviewing  
19 that. So, with that, I'd like to turn it over to  
20 Council Member Jimmy Van Bramer for comments since  
21 the district of which he resides and looks over is  
22 where this will be most impacted.

23 COUNCIL MEMBER VAN BRAMER: Thank you  
24 very much. First, I want to thank the Speaker for  
25 his steadfast support of my work, and my advocacy for

1 my district, and also thank Chair Vallone. Shortly  
2 after my Congress Member elect won her primary in  
3 June, Mayor de Blasio said: Alexandria Ocasio-Cortez  
4 is someone who absolutely comes from my wing of the  
5 Democratic Party, but that begs the question which  
6 wing was he speaking of? Is it the corporate wing  
7 that provides billions in taxpayer subsidies to the  
8 richest men in the world, or the wing that bypasses  
9 local communities to grease the wheels for an  
10 unprecedented act of corporate welfare. The Mayor  
11 rightfully talks about end the Tale of Two Cities.  
12 Yet, he is cheerleading a backroom deal that  
13 literally pays Jeff Bezos to build his gleaming tower  
14 in the sky while the residents of the Queensbridge  
15 Houses, many of whom are freezing because of a lack  
16 of heat, can watch Amazon executives bypass the  
17 subways and land their corporate helicopter on a  
18 taxpayer-funded helipad. Transparency is a hallmark  
19 of good governance. So, we should all be concerned  
20 that the city was eager to promise Amazon that they  
21 would bypass local land use review and agree to sign  
22 non-disclosure agreements while doing so. The  
23 Memorandum of Understanding is shocking and shameful  
24 in how much it gave to Amazon and how little it

2 extracted from them for the community. Amazon is a  
3 trillion dollar corporation with a record that should  
4 disturb all of us when it comes to organized labor  
5 and its treatment of workers, and it's important to  
6 note that while deals have been struck with some  
7 unions, no direct Amazon employees in Queens will be  
8 unionized as a result of this deal, and if we are  
9 horrified by the Trump Administration's policy of  
10 separate-separating immigrant families, shouldn't we  
11 be equally horrified by Amazon's desire to cooperate  
12 and assist ICE. Now, the Governor who ironically has  
13 decried those of us who oppose the deal as pandering  
14 politicians [coughs] but then offered to change his  
15 name to Amazon Cuomo. [laughter] He's pretty clear  
16 about who he is, and is clear support for this deal.  
17 I strongly disagree with him, but it's our  
18 progressive city that cannot hide behind the Governor  
19 here by saying that the city didn't provide  
20 discretionary tax incentives. We signed onto the  
21 billions in subsidies. The city approved of the  
22 secretive process. The city even agreed to Bezos'  
23 damn helipad. It is the party of progressives like  
24 Sanders and Warren who believe that this deal is a  
25 betrayal of our core values. The Mayor and the

2 Governor participated in this process, which was  
3 dictated by Amazon. Now, I was wrong to sign the  
4 letter supporting New York's bid, but that makes this  
5 bad deal no less bad because the Council and the  
6 people of the city and the state were excluded from  
7 knowing any of the details of this deal, and we must  
8 now reclaim our rightful oversight responsibilities  
9 and ask the tough questions of this Administration  
10 under oath. I was not elected to be a cheerleader  
11 for Amazon and neither was the Mayor. This is a  
12 moment of truth when those of us who care about  
13 income inequality must reject progressives who in  
14 practice recite corporate Republican talking points  
15 that espouse trickle down economics, and falsely  
16 claim that all votes will be lifted here. That was a  
17 lie when Ronald Reagan said it in the early 1980s and  
18 it remains a lie today. We should all be concerned  
19 about monopoly power and its growing dominance on the  
20 marketplace. Monopolies aren't good for Main Street,  
21 they aren't good for small businesses. We've seen  
22 this movie before. There is a saying that if you  
23 want to know where someone is going, ask someone who  
24 knows where they've been. For that reason, I've been  
25 working closely with members of the Seattle City



2 Council where Amazon has its first headquarters.

3 They've each shared stories about how Amazon has

4 aggressively fought progressive legislation and spent

5 considerable amounts of money through independent

6 expenditure campaigns to target candidates who do not

7 toe the company line. The Seattle City Council

8 Members told me about their effort to pass a tax on

9 the biggest corporations to help fund homeless

10 services. They also told me about Amazon's immediate

11 attack campaign after it was unanimously passed.

12 Amazon flexed their corporate muscle to build enough

13 support to defeat the tax, pressuring the Council to

14 eventually repeal the legislation less than a month

15 latter. Now, I fully expect to be the target of one

16 of those future attack campaigns and independent

17 expenditures, but I'm not backing down, and I'm not

18 going to stop fighting. We've got to eliminate the

19 influence of big corporate money in elections.

20 Queens must not become another Amazon company town.

21 This is a bad deal. It's bad for Long Island City.

22 It's bad for Queens and it's bad for New York City.

23 The Mayor and the Governor caved to the richest man

24 on earth, and then handed the bill to each and every

25 New Yorker. It's wrong and we as a society must

2 rethink our approach to economic development and  
3 corporate welfare. Thank you to the Speaker, to the  
4 Chair, to all my Council colleagues and I look  
5 forward to asking the tough questions.

6 CHAIRPERSON VALLONE: Alright, I'll turn  
7 it back over to our Speaker Corey Johnson to  
8 introduce our panel.

9 SPEAKER JOHNSON: I want to call up the  
10 President of the Economic Development Corporation  
11 James Patchett. I know that we had discussed having  
12 the Economic Development Corporation go first, and  
13 Amazon to go second. I—I say this and not in any way  
14 to try to trick anyone or move the goal post, but I  
15 think there are going to be questions that we have  
16 that for a more efficient manner go back and forth so  
17 that EDC doesn't say well Amazon can answer that  
18 question, and when Amazon is up there, they can say  
19 EDC can answer that question when EDC is not up  
20 there. So, I want to let EDC read their testimony  
21 their opening statement first, but I would also like  
22 for Amazon to be up there so that if there are  
23 questions that pertain to this that EDC might not be  
24 able to answer given the nature of the conversation  
25 that we can have that type of discussion. So, I

2 would also appreciate if Amazon is okay with it  
3 unless you are going to resist doing it, would  
4 appreciate Holly Sullivan and Brian Huseman to also  
5 join the table, and let EDC go first and if it's  
6 necessary for us to ask Ms. Sullivan and Mr. Huseman  
7 questions as necessary.

8 CHAIRPERSON VALLONE: Thank you for that.  
9 We've also been joined by Council Members Menchaca,  
10 Williams, Rose and Levine.

11 SPEAKER JOHNSON: So, we are going to  
12 swear in this panel all four of you if you could  
13 please raise your right hand. Do you swear or affirm  
14 to tell the truth, the whole truth and nothing but  
15 the truth in your testimony today and—and your—

16 PROTESTORS: [Chanting] "We—we know  
17 Amazon has got to go." (sic)]

18 SPEAKER JOHNSON: Hey, stop—stop it.

19 PROTESTORS: [Chanting] We—we know  
20 Amazon has got to go." (sic)]

21 SPEAKER JOHNSON: Yeah, yeah. Excuse me,  
22 excuse me.

23 PROTESTORS: [Chanting: "We—we know  
24 Amazon has got to go." (sic)]

2 SPEAKER JOHNSON: Excuse me, excuse.

3 [Chanting continues] Hey. Excuse me, please hold on,  
4 hold on. Give me one second. Everyone hey. Hello.

5 PROTESTORS: [interposing] Hello.

6 SPEAKER JOHNSON: Just give me one  
7 second. Today, we're—you can tell by the tenor of  
8 today's hearings at the outset that we have difficult  
9 questions. Clearly, some of the folks that are here  
10 and engaging in civil disobedience are upset  
11 understandably, but we want to be able to have this  
12 conversation, which is the first opportunity for us  
13 to have this conversation. So, we can't have  
14 interruptions like this. If it happens again, and  
15 you'll be kind of being unfair to everyone else here,  
16 we will clear the entire balcony

17 CHAIRPERSON VALLONE: [interposing] And  
18 we don't want to do that.

19 SPEAKER JOHNSON: [interposing] We will  
20 clear the entire balcony.

21 CHAIRPERSON VALLONE: [interposing] We—we  
22 want you to be the part of this.

23 SPEAKER JOHNSON: We want you to all to  
24 be part of it.-

2 CHAIRPERSON VALLONE: [interposing] The  
3 last thing I want--

4 SPEAKER JOHNSON: You can't have a  
5 hearing if you're going to interrupt. That's not the  
6 way it works here. So, as I said, we're going to  
7 have big public hearing where anyone can come and  
8 testify for as long as they want, but if that  
9 happens--the next time that happens, we will clear the  
10 entire balcony so that we can have a real  
11 conversation and ask real questions today. You're  
12 welcome to stay and listen and come to the public  
13 testimony and Tweet questions that we can, but if  
14 that happens again, we're going to ask the NYPD and  
15 the sergeants here to clear the entire balcony. So,  
16 it's up to you if you want that to happen. The next  
17 time it happens that's what we're going to do. So--

18 CHAIRPERSON VALLONE: [interposing] Raise  
19 you right hands.

20 SPEAKER JOHNSON: If you could raise your  
21 right hand. Do you swear and affirm to tell the  
22 truth, the whole truth and nothing but the truth in  
23 your testimony today, and to respond honestly to  
24 Council Member questions.

25 I do.

2 SPEAKER JOHNSON: Great. Thank you. Mr.  
3 Patchett.

4 JAMES PATCHETT: Good morning Speaker  
5 Johnson, Chair Vallone and members of the Economic  
6 Development Committee. I'm joined by Lydia Downing,  
7 the Senior Vice President for Government and  
8 Community Relations at EDC. I'm James Patchett, the  
9 President and CEO of the New York City Economic  
10 Development Corporation. We're responsible for  
11 driving and shaping economic growth across the five  
12 boroughs. EDC in conjunction with our—our state  
13 counterpart the Empire State Development Corporation  
14 led the bid to bring Amazon's new headquarters to New  
15 York City. I'm here today to discuss that process,  
16 the 25,000 jobs that will result, and the outside  
17 positive impact it is projected to have. I'll be  
18 happy to answer any questions following my testimony.  
19 I'm sure you might have a few. Four weeks ago Amazon  
20 announced that it had selected Long Island City for  
21 its new headquarters. This is the single biggest job  
22 creation opportunity in New York's history. Amazon  
23 is committed to creating at least 25,000 jobs over the  
24 next ten years with potential to expand to 40,000 in  
25 15. It is projected to deliver over \$27.5 billion in

2 tax revenue to the city and state over the next  
3 quarter century. These figures make it clear that  
4 Amazon's presence will fortify the city's economy,  
5 and give thousands of New Yorkers new viable pathways  
6 to the middle class. Today, when the city's  
7 unemployment rate is at 4% a record low and home to  
8 4.5 million jobs, it's easy to believe that New York  
9 is safe from future economic blows. Critics may say  
10 that our economic foundation is strong, and we don't  
11 need these jobs, but as the head of the city's  
12 Economic Development Corporation, I have a  
13 responsibility to ensure we never become complacent  
14 and fail to prepare for the next recession, and we  
15 know there will be a next recession at some point.  
16 We only need to look at the very recent past to show  
17 how vulnerable our city can be, and how some  
18 downturns can be catastrophic. In fact, it's not  
19 hyperbole to say a few have threatened the city's very  
20 existence. In April 1988, the city's unemployment  
21 rate was 4.6%, the lowest it had been in 18 years,  
22 but by 1992, unemployment was close to 12%. At that  
23 moment an Economic Development project like this  
24 would have been welcomed with open arms. In February  
25 of 2001, the city's unemployment rate was 5.1%, which

1 was a low for that period. Yet, seven months later,  
2 Lower Manhattan lay in ruins and no one was sure that  
3 any CEO would ever locate her company in the city  
4 again. In that moment an Economic Development  
5 Project like this would have been welcomed with open  
6 arms. In January of 2007, the city's unemployment  
7 rate was 4.6%. Less than two years later the  
8 collapse of a Wall Street Titan put the city's  
9 economy in free fall and the entire financial  
10 services industry in jeopardy. By October of 2009,  
11 the unemployment rate had spiked to over 10% and it  
12 wouldn't return to 4.6 for another ten years. In  
13 that moment an Economic Development Project like this  
14 would have been welcomed with open arms. I recognize  
15 that there are concerns about Amazon coming to New  
16 York, but I would urge us not to lose sight of the  
17 most crucial part of this story: Amazon's presence  
18 is vital to our efforts to diversify the economy and  
19 safeguard ourselves from future-future downturns like  
20 these or even worse another fiscal crisis. We  
21 ultimately emerged from the fiscal crisis, but we  
22 were not unscathed. The city lost about 5,000 police  
23 officers-police officers in a mass layoff. The city  
24 workforce was cut by 65,000 and for the first time  
25



2 CUNY students had to pay tuition, which resulted in  
3 70,000 students leaving the school. This is also  
4 about the future of queens. Elected officials and  
5 community leaders have spend decades trying to  
6 encourage commercial development in Long Island City.  
7 This is still a smart strategy. Long Island City  
8 sits at the geographic center of the city, is well  
9 served by local and regional trans and is near  
10 regional airports. Despite these strengths, turning  
11 the neighborhood into a central business district has  
12 proven to be an uphill battle time and again. In  
13 1990, Citi Bank opened its Court Square headquarters  
14 which brought roughly 3,000 jobs to community. This  
15 is supposed to be a watershed moment, one that would  
16 spar a renaissance for jobs in Long Island City, but  
17 the predicted mass migration of companies never  
18 happened. Instead, Queens continued to lose ground  
19 on good paying jobs to places like Jersey City and  
20 Stanford. In 2001, the City Council voted 31 to 0 to  
21 approve a 37-block rezoning for Long Island City in  
22 the hopes it would finally become competitive for  
23 attracting commercial developments. This effort  
24 resulted in a small uptick in business, but nothing  
25 that would transform the neighborhood into the major

2 central business district that elected officials  
3 envisioned. The biggest success of this era happened  
4 in 2010 when Jet Blue agreed to stay in New York  
5 City. The company committed to bringing close to 900  
6 jobs to Long Island City, roughly 4% of the minimum  
7 number of jobs Amazon has committed to creating and  
8 elected officials were ecstatic. It's also important  
9 to note that Jet Blue receive both as-of-right  
10 benefits and discretionary tax incentives to remain  
11 in the five boroughs at that time. Now a decade  
12 later, we have a commitment that will bring tens of  
13 thousands of new opportunities in a range of fields  
14 form tech, legal and advertising to administrative  
15 and custodial. At a time when half the jobs in  
16 America pay less than \$19 an hour or roughly \$39,500  
17 a year, the average salary of new jobs created at the  
18 headquarters will be \$150,000. Amazon is offering  
19 more than just jobs. These are real opportunities  
20 for New York City families. Better futures for more  
21 New Yorkers was the impetus for responding to  
22 Amazon's search for its new headquarters, which was  
23 issued in September of 2017. A month later, New York  
24 along with 237 other cities across North America  
25 submitted a formal proposal for Amazon's new

2 headquarters. Submitted with ESD, this bid mad the  
3 case for New York City and leaned into our deep  
4 talent pool, unmatched quality of life and growing  
5 tech sector. We stress that no other city could  
6 offer what we could. More Fortune 500 companies than  
7 any other North American city, 105 institutions of  
8 higher learning and some of the most diverse  
9 neighborhoods on the planet. We didn't just make a  
10 pitch for jobs. We shared our values and made sure  
11 Amazon understood them. In the press release EDC  
12 issued announcing that the proposal had been  
13 submitted, we cited that four business districts had  
14 been identified that could serve as a future home for  
15 Amazon: Long Island City, Midtown West, the Brooklyn  
16 Tech Triangle and Lower Manhattan. In September,  
17 prior to submitting the bid the City issued an RFPI  
18 to solicit site ideas and information regarding  
19 space, programs, and other assets to include in the  
20 proposal. This generated more than two dozen  
21 responses from across the city. That same press  
22 release also include a letter—included a letter  
23 signed by more 200 leaders across New York City  
24 including seven elected officials—70 elected  
25 officials affirming support for the project. Before

2 we submitted our proposal to Amazon, city, state and  
3 federal elected officials who represented the four  
4 neighborhoods in the bid were invited to participate  
5 in briefings on the project. In these briefings, we  
6 explained that the four sites chosen were base on  
7 specific criteria including phase 1 readiness,  
8 expansion potential and proximity to transit. The  
9 bid was out and so it seems was New York City from  
10 the running. CNN reported that Atlanta had 2 to 1  
11 odds of winning the competition with Philadelphia and  
12 Boston trailing a distant second and third. City Lab  
13 put its money Chicago and Dallas and the New York  
14 Times our own hometown paper said that Denver was the  
15 only viable option for its new headquarters, but in  
16 January of 2018, Amazon announced its short list of  
17 20 cities for its second headquarters, which included  
18 New York. In April of 2018 Amazon came to New York-  
19 New York as part of its ongoing tour of finalist  
20 cities. During this brief visit, we saw-we told the  
21 company about our workforce, creativity and ability  
22 to deliver on ambitious projects. There were site  
23 visits as well as conversations about our tech eco  
24 system, possible academic partnerships and public  
25 realm improvements. Following the visit, Amazon

2 began to narrow its focus to New York. In July when  
3 it became clear that we were a serious contender, we  
4 continued to show the company everything the city had  
5 to offer. This included hosting another round of  
6 site tours, having in-depth conversations about  
7 talent and ironing out details on timelines. It's  
8 important to highlight the several—several city sites  
9 and multiple locations were still on the table until  
10 the fall. In late October discussions with the  
11 company advanced rapidly. This, of course,  
12 culminated on November 13 when the Mayor and Governor  
13 announced that Amazon had selected New York City.  
14 According to a Quinnipiac poll released last week,  
15 most New Yorkers are excited that Amazon's new  
16 headquarters will relocate here. The poll shows that  
17 New Yorkers overwhelmingly support the company's  
18 decision to come to Long Island City by a more than 2  
19 to 1 margin. We've also heard that New Yorkers are  
20 concerned that they will be adequately represented in  
21 the process to bring Amazon here, and they have  
22 questions about the deal. From the start, the city  
23 played an integral—integral role in developing the  
24 bid with the state. Our first priority was and  
25 remains to ensure that this deal gives thousands of

2 New Yorkers a chance to participate in the tech  
3 sector and will strengthen our economic foundation  
4 for decades. This is why we set up the newly formed  
5 Community Advisory Committee to shape how this  
6 project is developed. In close coordination with ESD  
7 and EDC, this body will be able to advise on the  
8 headquarters design, infrastructure investments—  
9 investments, workforce programming and more.

10 Amazon's headquarters will be set up through a  
11 General Project Plan or GPP. This tool is triggered  
12 by state involvement and has historically been used  
13 for largescale Economic Development projects. I  
14 would like to make two important points about a GPP.  
15 First, the GPP process is the vehicle that has  
16 delivered some of our most successful Economic  
17 Development projects from turning a dilapidate swath  
18 of the East River Waterfront into Brooklyn Bridge  
19 Park to revitalizing a dangerous Times Square into  
20 the iconic Crossroads of the World that it is today,  
21 to redeveloping the former industrial waterfront  
22 property along the East River into queens west, and  
23 second, this tool likely would have been utilized  
24 anywhere in New York the company wanted to move.  
25 Albany, Buffalo, Syracuse, and Westchester all

2 submitted bids for the new headquarters, and if any  
3 of them had won, a GDP likely would have been used.  
4 This is not unique to New York City. I now want to  
5 talk about our agreement with Amazon. Contrary, to  
6 counter an as reported in the press, New York City  
7 did not offer a single dollartary-dollar of  
8 discretionary incentives to Amazon. Even before the  
9 bid was submitted, the Mayor said we would not offer  
10 any financial incentives from the city, and we have  
11 held this promise. We did this even though almost  
12 every other city in the running put millions and in  
13 some cases billions of dollars on the table. We  
14 believe upholding commitments like these shows the  
15 administration's real values. The numbers that have  
16 been attributed-attributed to incentives the city put  
17 on the table are as-of-right, which are available to  
18 any business that meets prequalified state criteria  
19 that are available under state law. In this case,  
20 these are as-of-right incentives that are available  
21 to any company locating or building commercial real  
22 estate outside the core of Manhattan. These were  
23 deliberately created by the state to spur job growth  
24 in the outer boroughs and make jobs more accessible  
25 and available to all New Yorkers. The state did

2 provide an incentives package to Amazon, but one that  
3 was ultimately work far less than was offered by  
4 other cities crowned as front-front runners. This  
5 includes Montgomery County, Maryland, which offered  
6 \$170,000 per job; Newark just across the river, which  
7 offered \$140,000 per job, and Philadelphia, which  
8 offered \$112,000 per job. New York State offered  
9 close to 50% less than Philadelphia per job created.  
10 Over the next 25 years, New York City will receive  
11 over \$13.5 billion in tax returns, and New York State  
12 will receive \$14 billion. This allows the city and  
13 state to see an unbelievable 9 to 1 return on  
14 investments. This is the highest return the state  
15 has ever seen for an Economic Development project.  
16 Moreover, because of New York's higher local tax  
17 rate, the city and state will collect at \$6.8 billion  
18 more in revenue than Virginia, the other municipality  
19 where Amazon is building a new headquarters. This is  
20 despite being promised the same number of jobs over  
21 the next ten years. Increase tax revenue isn't just  
22 nice to have, it's fuel for funding progressive  
23 policies including our public school systems,  
24 increasing our housing stock and shoring up our  
25 Social Services. We can't be a leader in implementing



2 forward thinking ideas if we have no way to pay for  
3 them. As the head of the Economic Development  
4 Corporation, it is my job to make sure that no city  
5 Mayor ever again has to weigh whether to keep police  
6 on the streets or our daycare centers open. If we  
7 don't internalize the lessons of the past, we run the  
8 risk of reliving these tough times, and for my own  
9 children and every child in New York City this is not  
10 a risk we should be willing to take. The Amazon  
11 Agreement substantially mitigates this risk. It will  
12 create incredible job opportunities for New Yorkers  
13 of all backgrounds, shore up our lagging  
14 infrastructure and help Long Island City realize its  
15 full potential as a thriving business hub. Thank you  
16 for your time this morning, and for your interest in  
17 this critically important topic. I'll now answer any  
18 questions you have.

19 SPEAKER JOHNSON: Thank you, James. I  
20 appreciate it. I want to allow—Amazon, do you want—  
21 would you like to read your statement now.

22 Yes.

23 SPEAKER JOHNSON: Okay, thank you, Mr.  
24 Huseman, and—and again, I want you to be able to say  
25 whatever you need to say, but also, you know, I think

2 probably the most important part today is the  
3 question and answers between you all and us. So, if  
4 there things that you think are absolutely necessary  
5 to say in your statement. Great. If you want to read  
6 it all, that's perfectly fine as well. So, thank you  
7 very much.

8                   BRIAN HUSEMAN: Great. No. Thank you  
9 Speaker Johnson, Chair Vallone, City Council Member  
10 Van Bramer and members of the City Council for  
11 inviting us here today. I am Brian Huseman, Vice  
12 President of Public Policy at Amazon, and I'm joined  
13 by Holly Sullivan our head of Worldwide Economic  
14 Development. Amazon's mission is to be earth's most  
15 customer centered company, and our company philosophy  
16 is firmly rooted in working backwards from what  
17 customers want, and we do this by continuously  
18 innovating to provide customers better service, more  
19 selection and lower prices, and we apply that  
20 approach across all areas of our business. Many  
21 people were surprised to learn that we already have  
22 thousands of employees in New York City across our  
23 Retail Operations and Web Services team, and we're  
24 now thrilled to be building a new headquarters in  
25 Long Island City and creating at least 25,000 jobs.

2 We will hire residents from Queens, the Bronx,  
3 Brooklyn, Manhattan, Staten Island and across New  
4 York State for technical and non-technical jobs  
5 beginning next year, but it's not only about offering  
6 employment to New Yorkers. We want to be a good  
7 neighbor to the residents of Long Island City and the  
8 rest of New York. We are still in the very early  
9 stages of this process, and tend to be an active  
10 participant in the issues facing the community and  
11 make community investments that benefit New York City  
12 residents. Today, I'd like to discuss three issues.  
13 First, why we chose New York and our vision for our  
14 Long Island City headquarters. Second, our  
15 commitment to workforce development and third, our  
16 commitment to the communities in which our employees  
17 will live and work, but most importantly, we're here  
18 to listen and to learn. New York is one of the  
19 greatest cities in the world, and we are grateful for  
20 the opportunity to be a contributing part of its  
21 fabric. So, first, let me talk about why we chose  
22 Long Island City and our vision. As you know, last  
23 month we announced New York City and Arlington,  
24 Virginia as the locations for our new headquarters.  
25 We'll create 5-more than 50,000 jobs and address more

2 than \$5 billion across those two headquarters joining  
3 our Seattle headquarters. Our investments in each  
4 new headquarters will spur the creation of tens of  
5 thousands of additional jobs in the surrounding  
6 communities, and we chose New York City for our  
7 headquarters because it's a diverse innovative city  
8 that can attract great talent locally and from around  
9 the world. Long Island City, Queens and New York as  
10 a whole are home to a robust network of diverse  
11 talent that can be tapped on day one and provide an  
12 unrivaled opportunity to create a long-term talent  
13 pipeline especially through our education and job  
14 training partnerships, but we don't see this just as  
15 an investment. We've made specific commitments  
16 already, and we will be joining with our neighbors to  
17 advocate for the future of Long Island City.

18 Specifically as part of our commitment to Long Island  
19 City, Amazon will provide more than 500,000 square  
20 feet for a public school; workforce development and  
21 training space focused on community recruitment;  
22 public open space at the Public Development site;  
23 light manufacturing space; community facility use,  
24 and artist workspace; prebuilt incubator space;  
25 business incubator space; and public open space at

2 the private development site. But we also want to  
3 talk about the investment Amazon is making. New York  
4 and Long Island City will benefit from more 25,000  
5 and up to 40,000 full-time high-paying jobs,  
6 approximately \$2.5 billion in Amazon investment, and  
7 4 million square feet of energy efficiency office  
8 space with an opportunity to expand to 8 million  
9 square feet. The economic benefits to New Yorkers  
10 are also unprecedented. It's expected that our  
11 headquarters will generated \$186 billion in economic  
12 activity for New York State over the next 25 years,  
13 and that includes \$14 billion in tax payments to the  
14 state and \$13 billion tax payments to the city. As  
15 indicated in our Memorandum of Understanding, Amazon  
16 will receive performance based direct incentives of  
17 \$1.525 billion based on the company creating 25,000  
18 jobs. This means that Amazon will not receive any  
19 incentives until we create jobs in occupied buildings  
20 here. To be clear, if we do not create jobs in the  
21 city, we will not receive the listed incentives. In  
22 addition, the state can recapture the grant funds if  
23 we don't hire and retain the amount of jobs indicated  
24 in our hiring timeline. Amazon's property taxes on  
25 the development site will help fund local

2 infrastructure improvements in Long Island City  
3 through a pilot or payment in lieu of tax program  
4 that will include public input, and that's in  
5 addition to all the other space Amazon has agreed to  
6 donate. We believe that both our employees and the  
7 community will benefit from being stitched into the  
8 fabric of the neighborhood where amenities are open  
9 to everyone. This is our vision for the Long Island  
10 City Waterfront, and this headquarters will expand  
11 our already significant presence in New York City  
12 where we currently have over 5,000 employees. And  
13 this year we launched a fulfillment center in Staten  
14 Island. This \$100 million facility employs over  
15 2,500 people who make an average of \$17.50 to \$23 per  
16 hour and receive world class benefits including  
17 healthcare, paternal leave and access to our career  
18 choice educational benefits, and as many of you know  
19 already, earlier this year we announced our  
20 nationwide commitment to increase our employees'  
21 minimum wage to \$15 per hour, which went into effect  
22 last month. We already know that New York City is an  
23 amazing place to hire talent not just tech talent,  
24 but skilled laborers for all types of jobs, and we  
25 look forward to our headquarters bringing even more

2 New Yorkers into the Amazon workforce. Second, I'd  
3 like to talk about our commitment to workforce  
4 development. We--Amazon has a legacy of customer  
5 obsession and a rich culture of innovation, and we're  
6 taking that same inventive approach to cultivating  
7 our workforce, and envisioning what it looks like 10,  
8 15 and 20 years down the road. As part of this  
9 effort, we are strongly committed to workforce  
10 development programs that provide individuals with  
11 the skill and education necessary to take on the jobs  
12 of today and tomorrow. We want to work hand-in-hand  
13 with the community to make sure economic development  
14 everyone. We're going to embark on robust workforce  
15 development efforts. Along with the city and the  
16 state, we've agreed to make an initial \$5 million  
17 investment to fund workforce development initiatives  
18 here. We're going to collaborate with the city and  
19 the state over the next 10 years, and these programs  
20 are going impact thousands of students and workers,  
21 and just as a couple of examples, these initiatives  
22 will include New York City based technology training  
23 programs. We're going to work New York City Housing  
24 Authority residents. We're going to recruit and  
25 interview students and provide internships, and we're

2 going to hold—hold semi-annual recruiting events with  
3 residents of the Queensbridge Houses. But we are  
4 here for the long-term. We want to immediately hire  
5 New Yorkers and build a pipeline of talent to provide  
6 employment opportunities to residents of all  
7 educational and life backgrounds. We want to work  
8 the city, the state, with you all, with local elected  
9 officials in the local community through the  
10 Community Advisory Committee process, which will  
11 allow the public an opportunity to provide input on  
12 infrastructure and workforce development needs. At  
13 Amazon we listen to our local communities and  
14 customers, and we work backwards from their—from  
15 their needs to accomplish our objectives and we want  
16 to do the same with Long Island City, our new Long  
17 Island City neighbors. One great example of Amazon's  
18 commitment to workforce development is our Career  
19 Choice program, which I can go into more detail  
20 about, but it's an upscaling program to provide our  
21 workers with in-demand and high paying jobs, and we  
22 know first hand that's providing an preparing  
23 associates for those in-demand opportunities is key  
24 because the skills gap is a major challenge for our  
25 country's workforce. And we look forward to



2 partnering with our Long Island City communities on  
3 similar efforts. Finally, when we talk about our  
4 commitment to the community, we have long been  
5 committed to the communities where our employees live  
6 and work, and you may not know this, but we're a bit  
7 different from most companies. So, instead of  
8 offering free lunches and locating in suburban  
9 campuses, we take steps to encourage our employees to  
10 go out and be part of the community. We prefer urban  
11 campuses, and we actually only have on-site fleet  
12 serve just a portion and a small percentage of our  
13 workforce so our employees can frequent local  
14 restaurants and retail establishments, and we try to  
15 connect to the community by design. We're also  
16 diving deeper than ever to provide innovative and  
17 unique ways to support communities around the world.  
18 We're particularly focused on our neighbors in  
19 immediate need including families fighting  
20 homelessness, hunger and natural disasters, and we're  
21 focused on the next generation on providing  
22 opportunities for STEM, Science, Technology,  
23 Education and Math Education and Computer Science.  
24 We've recently launched our Amazon Future Engineer or  
25 AFE program, which is a comprehensive childhood to

2 career program, and from our announcement last month,  
3 over 34 New York City schools have committed to  
4 launch that program next year. While we have already  
5 agreed to significant community engagement  
6 commitments, we look forward to working with  
7 community residents and leaders to determine how best  
8 to implement those commitments. I want every member  
9 of the City Council here today and leaders from  
10 across the city to know that our doors are always  
11 open. We want to meet with you and engage in  
12 meaningful dialogue.

13 AUDIENCE MEMBER: And we loved it.

14 SERGEANT-AT-ARMS: Quiet down please,  
15 ladies and gentlemen.

16 BRIAN HUSEMAN: In sum, I want to express  
17 our commitment to Long Island City and all of New  
18 York. We will offer well paying jobs to Queens and  
19 New York City residents. We also are committed to  
20 robust Workforce Development Programs and to engaging  
21 on programs that help the community. We are humbled  
22 and grateful to be a part of the next chapter of New  
23 York City's great history. So thank you for the  
24 opportunity to be here today. We look forward to  
25 your questions.

2 SPEAKER JOHNSON: Thank you, Mr. Huseman.

3 I want to thank everyone who came here today for  
4 being respectful during this. I know people are  
5 very, very passionate, and we appreciate you all  
6 being here. We look forward to having a public forum  
7 where everyone is allowed to have their voices be  
8 heard, and we're really glad that you are here today.  
9 So, I want to thank you all for letting us have this  
10 testimony be read, and I look forward to Council  
11 Members asking questions. Again, if you all have  
12 questions who are here in the balcony, or down here,  
13 we want you to Tweet them so we can ask some of those  
14 questions. They'll be running up on the screen, and  
15 again, I want to thank you all for, you know, for  
16 working with us. So, I want to get to President  
17 Patchett first. You know, the Mayor and Governor  
18 have said since they are elected officials the  
19 state's general project planned process is good  
20 enough.

21 PROTESTORS: [Chant objections to Amazon  
22 to Amazon]

23 SPEAKER JOHNSON: Okay.

24

25

2 CHAIRPERSON VALLONE: Folks, so that's  
3 just going to lead to be cleared. We'd really like  
4 you to be part of this.

5 PROTESTORS: [Chant objections to Amazon  
6 to Amazon]

7 SPEAKER JOHNSON: Folk, I'm going to  
8 give--folks, folks.

9 PROTESTORS: [Chant objections to Amazon]

10 CHAIRPERSON VALLONE: This is the last--

11 PROTESTORS: [Chant objections to Amazon]

12 SPEAKER JOHNSON: Folks, I'm going I'm  
13 going to give one more. I'm going to--

14 PROTESTORS: [Chant objections to Amazon]

15 SPEAKER JOHNSON: Folks, I'm going to--

16 PROTESTORS: [Chant objections to Amazon]

17 SPEAKER JOHNSON: Hey, please everyone,  
18 please.

19 PROTESTORS: [Chant objections to Amazon]

20 SPEAKER JOHNSON: I'm going to give--

21 CHAIRPERSON VALLONE: [interposing]

22 Ladies and gentlemen.

23 SPEAKER JOHNSON: I'm going to give one  
24 more warning, one more warning.

25 PROTESTORS: [Chant objections to Amazon]

2 CHAIRPERSON VALLONE: The last one.

3 SPEAKER JOHNSON: This is the last  
4 warning.

5 PROTESTORS: [Chant objections to Amazon]

6 SPEAKER JOHNSON: This is the last  
7 warning. The final warning.

8 PROTESTORS: [Chant objections to Amazon]

9 SPEAKER JOHNSON: I don't want to have to  
10 do this.

11 PROTESTORS: [Chant objections to Amazon]

12 CHAIRPERSON VALLONE: Folks, folks.  
13 That's just going to lead to being cleared. We would  
14 really like you to be part of this.

15 PROTESTORS: [Chant objections to Amazon]

16 SPEAKER JOHNSON: Folks, I'm going to  
17 give--folks--folks--

18 CHAIRPERSON VALLONE: [interposing] This  
19 is the last--

20 PROTESTORS: [Chant objections to Amazon]

21 CHAIRPERSON VALLONE: Alright.

22 SPEAKER JOHNSON: Folks, I'm going to  
23 give one more. I'm going to--Folks, I'm going to--

24 PROTESTORS: [Chant objections to Amazon]

25

2 SPEAKER JOHNSON: Hey, please everyone,  
3 please. I'm gong to give--

4 CHAIRPERSON VALLONE: Ladies and  
5 gentlemen.

6 SPEAKER JOHNSON: Please. I'm going to  
7 give one more warning. One more warning.

8 CHAIRPERSON VALLONE: The last one.

9 PROTESTORS: [Chant objections to Amazon]

10 SPEAKER JOHNSON: This is the last  
11 warning.

12 PROTESTORS: [Chant objections to Amazon]

13 SPEAKER JOHNSON: This is the last  
14 warning. The final warning.

15 PROTESTORS: [Chant objections to Amazon]

16 SPEAKER JOHNSON: I don't want to have to  
17 do this.

18 PROTESTORS: [Chant objections to Amazon]

19 SPEAKER JOHNSON: I don't want to have to  
20 do this.

21 PROTESTORS: [Chant objections to Amazon]

22 CHAIRPERSON VALLONE: Come on, let's--  
23 let's get through the rest of this hearing. Your  
24 voices are being heard.

2 SPEAKER JOHNSON: Okay, so-so that's-  
3 that's the final warning.

4 CHAIRPERSON VALLONE: Come on. We're not  
5 in sixth grade. Let's-let's be able to handle  
6 ourselves and hear this today. This is so critical  
7 to hear the testimony, hear the questions. You  
8 deserve to be heard. You don't deserve to be brought  
9 out of here with the officers. So, we don't want  
10 that to happen. The Speaker has been very generous  
11 in that. Let's give respect and hear the questions.  
12 The Council Members are fighting for your-your  
13 concern. Speaker, let's go.

14 PROTESTORS: [Chant objections to Amazon]

15 SPEAKER JOHNSON: So-so next time-next  
16 time it happens, we have to do it because a long day  
17 today--

18 CHAIRPERSON VALLONE: [interposing] very  
19 long.

20 SPEAKER JOHNSON: --and people want to  
21 ask questions. So, one more time. That's it. Okay.  
22 So, James, the Mayor and the Governor said since they  
23 are elected officials, the state's general project  
24 plan process is good enough that they are duly  
25 elected, but we have had ULURP in place since 1975

2 for a reason. We are not in the business of  
3 corporate welfare here at the Council and we answer  
4 to the people of New York City. So, again, your  
5 testimony you actually--if I can find it here. When  
6 you were reading your testimony, you left out a line  
7 that you didn't read when--

8 BRIAN HUSEMAN: [interposing] You asked  
9 me--you asked me the short answer.

10 SPEAKER JOHNSON: [interposing] But--but  
11 specifically, you on ULURP, when you were testifying--  
12 when you were reading about ULURP.

13 BRIAN HUSEMAN: [interposing] Thank you.

14 SPEAKER JOHNSON: Where you said: This  
15 is not unique to New York City and then the end of  
16 the sentence, which wasn't read is: And this by no  
17 means an attempt to deliberately circumvent the ULURP  
18 process. So, former Deputy Mayor Dan Doctoroff was  
19 asked--after he left city government, he was asked  
20 about the ULURP process being avoided for Atlantic  
21 Yards in Brooklyn--

22 JAMES PATCHETT: [interposing] Uh-hm.

23 SPEAKER JOHNSON: --and he said that was  
24 his project. He championed that project with he was  
25 Deputy Mayor--



2 JAMES PATCHETT: [interposing] I know.

3 SPEAKER JOHNSON: --and he said if I had  
4 to do it over again, I would bring Atlantic Yards  
5 through ULURP because it's the right process to get  
6 community buy-in and the public review worthwhile.

7 JAMES PATCHETT: Uh-hm.

8 SPEAKER JOHNSON: Now, I don't agree  
9 with Dan Doctoroff on everything, but I thought that  
10 was an interesting comment. So, I would—I would like  
11 to understand why it was important for the city and  
12 the state to facilitate the subverting of the public  
13 review process as it relates to land use in New York  
14 City and for this project. Do you think it's a  
15 public benefit to offer a way to avoid local  
16 oversight?

17 JAMES PATCHETT: Thank you for the  
18 question. Your team asked me to shorten my  
19 testimony. So I made a number edits before I--  
20 [coughs]—I took out a number of paragraphs. So, just  
21 to answer your—answer your question, the —the GPP is  
22 a tool that is available under state law. It's part  
23 of the UDC Act. You know, I didn't write the EDC Act,  
24 but I do understand the benefits of having the  
25 general project planning process, which is available

2 to do more comprehensive planning, and it's a—it is a  
3 more powerful tool than ULURP for certain projects,  
4 which is why it was used in Times Square. Well,  
5 certainly I think it was in his book that he said  
6 that that I've seen it, and he may have said in in  
7 interviews as well, and we certainly need to take  
8 lessons form Atlantic Yards. I think the lessons  
9 that we've taken from Atlantic Yards and that we  
10 certainly hear is the importance of community input,  
11 the importance of genuinely involving people in the  
12 way the project ultimately looks. That's why we set  
13 up the Community Advisory Committee. That's why there  
14 are more than 40 members of it, which represent local  
15 officials—local officials, community members, all  
16 five borough presidents. It's important that this be  
17 a comprehensive process to help shape what ultimately  
18 happens here.

19 SPEAKER JOHNSON: So, what's the  
20 threshold to avoid ULURP?

21 JAMES PATCHETT: Uh-hm. So, I think the—  
22 it's—in order to have it make sense to do a GPP, the  
23 city and the state have been working closely together  
24 for a shared policy goal where the GPP is the only  
25 practical policy tool that is available that is—can

2 achieve the objective, and community input also has  
3 to be a part of it as Deputy Mayor Doctoroff pointed  
4 out.

5 SPEAKER JOHNSON: You didn't answer the  
6 question. What's the threshold when local land use  
7 review should be overridden? How does the City  
8 determine what that threshold is? When do we decide  
9 that we avoid ULURP and we go outside of public  
10 review?

11 JAMES PATCHETT: Well, my response to  
12 that is what I said. In this case we were trying to  
13 create 25,000 jobs and do the best deal we could for--  
14 -

15 SPEAKER JOHNSON: [interposing] But what  
16 if we were going to create 8,000 jobs?

17 JAMES PATCHETT: Uh-hm. So, again, when  
18 the city and state are working for--

19 SPEAKER JOHNSON: [interposing] Is 25,000  
20 jobs a threshold?

21 JAMES PATCHETT: I believe the outcomes  
22 that we've seen in other examples like Brooklyn  
23 Bridge Park and Times Square are certainly warranted.  
24 I mean do you think that we shouldn't have taken  
25 advantage of a GPP in Times Square to totally change

2 the face of that district? I mean who went back to  
3 the way it was before the GPP? I don't think anyone  
4 would be happy with it.

5 SPEAKER JOHNSON: These are in some ways  
6 metaphysical questions that I'm not sure we can  
7 answer. [laughter] Do you think it's a benefit to  
8 Amazon to offer a way to avoid--do you think it's a  
9 benefit to Amazon, a public benefit, are we offering  
10 them a public benefit to avoid local oversight and  
11 avoid the ULURP process? Are they receiving a  
12 benefit?

13 JAMES PATCHETT: I think what we were  
14 fundamentally focused on was getting the jobs here.  
15 I-I believe that it was necessary to achieve that,  
16 and I believe it's a totally appropriate tool.

17 SPEAKER JOHNSON: When did we decide we  
18 were avoiding ULURP? This was a deal that you worked  
19 on with ESD. When was the decision made that there  
20 would be no ULURP? From the outset, from the--from  
21 the offering from the very beginning or was there a  
22 certain point in the process that that decision was  
23 made?

24 JAMES PATCHETT: We put tens of millions  
25 of square feet of space on the table across the city

2 in four different neighborhoods. Many of them were  
3 as-of-right, and would have required—required no  
4 public approvals. So, the notion that it would even  
5 require public approvals for any land use matters was  
6 not determined until the very end of the process.

7 SPEAKER JOHNSON: Well, in—in one of the  
8 documents I believe this is the MOU under Land Use  
9 and Zoning Support in the RFP response it says ESD  
10 can override local zoning, offer tax subsidies while  
11 holding a title to a property and provide lower cost  
12 financing or grants to Economic Development projects.  
13 So, it seems like it was from the outset the decision  
14 was made.

15 JAMES PATCHETT: So, that was—just to  
16 step back, this was a state led response to the  
17 proposal.

18 SPEAKER JOHNSON: [interposing] You  
19 weren't equal partners?

20 JAMES PATCHETT: But just to be clear, it  
21 was—it was—it was a—because it was not just New York  
22 City. It was New York City, Westchester County,  
23 Emerald Island in that proposal. They included to  
24 the best of my knowledge, the same information in all  
25 of the responses for New York State, which included

2 Buffalo, Albany and Syracuse. They provided their  
3 general language that—the fact that they said that  
4 this was a tool that they had available did not mean  
5 at that time by any means that it had been determined  
6 that it would used.

7 SPEAKER JOHNSON: So, interest did you  
8 feel like you were representing in negotiating this  
9 deal?

10 JAMES PATCHETT: One hundred percent the  
11 people of New York City. Everyday when I come to do  
12 my job [audience laughter]—every day when I come to  
13 do my job, I have no one's interests in mind but the  
14 people who live in New York City. I fundamentally  
15 believe that this is a good deal for New York City or  
16 I wouldn't be sitting here today. You asked—you said  
17 I should be proud to testify today. I am proud to  
18 testify today. I think we've seen that New Yorkers  
19 more than 2 to 1 believe that we did our job right.

20 SPEAKER JOHNSON: You live by poll, you  
21 die by the poll [audience laughter]. I mean the  
22 polls said Hilary Clinton was going to be president.  
23 I wish they were right. [audience cheering/applause]

24 SERGEANT-AT-ARMS: [interposing] Quiet,  
25 please.

2 PROTESTOR: I agree.

3 SPEAKER JOHNSON: So, I mean I'm not sure  
4 that I would go off of one poll based on--

5 JAMES PATCHETT: I'm not going off of one  
6 poll, Speaker. I'm just saying I fundamentally did  
7 that, and I think New York have--agree with me.

8 SPEAKER JOHNSON: I'm not sure that's  
9 true and that's why I mean I don't know if that's  
10 true.

11 JAMES PATCHETT: Okay.

12 SPEAKER JOHNSON: I think it's a-a--

13 JAMES PATCHETT: [interposing] I'm just  
14 telling you genuinely. You asked the question: Did  
15 I represent the best interest of New Yorkers or  
16 someone else.

17 SPEAKER JOHNSON: [interposing] No, no, I  
18 said who interest--

19 JAMES PATCHETT: [interposing] There's  
20 nothing you can say here other than I represent--

21 SPEAKER JOHNSON: [interposing] I said  
22 whose interest--

23 JAMES PATCHETT: [interposing] Whose  
24 interest was I serving?

25 SPEAKER JOHNSON: Yes.

2 JAMES PATCHETT: The people of New York  
3 City and I think there's evidence of that.

4 SPEAKER JOHNSON: So, I think there are  
5 many parts of this deal, which clearly people do not  
6 feel that the interests of the city are being served  
7 when you avoid the public review process, which we  
8 work with you on all the time on many projects.

9 JAMES PATCHETT: Uh-hm.

10 SPEAKER JOHNSON: Many projects we work  
11 with you on, and it's a negotiated deal where  
12 community input is baked into that deal and we get to  
13 a good result--

14 JAMES PATCHETT: Absolutely.

15 SPEAKER JOHNSON: --and so that's not  
16 happening here, and it's hard I think for the public,  
17 and it's hard for us as elected officials to  
18 understand why that is the case for--why that's not  
19 the case for so many applications that came to us but  
20 for a trillion dollar, multi-national corporate  
21 company they get this treatment.

22 JAMES PATCHETT: So, yeah, Amazon made  
23 the decision to come to come to New York City 29 days  
24 ago. We have an 8-page MOU outlining general terms.  
25 That's not the finish line. It's just the starting



2 line. We have a lot of work to do together. That's  
3 why we set up community process. We are fully  
4 committed to community engagement as a part of this.  
5 It has to be a part of it. That's what Deputy Mayor  
6 Doctoroff said. I agree with you. We encourage the  
7 Council to participate in that process. I don't think  
8 advocating responsibility for the level of community  
9 responsibility—of community involvement is a solution  
10 here. I think we need to get to a successful finish  
11 line and I know we have been great partners in the  
12 past. I recognize your concerns about this. We want  
13 to work together to make this a good outcome for New  
14 York City.

15 SPEAKER JOHNSON: [interposing] By the  
16 way, not that I should be quoting the polls since  
17 again I said you live by the poll, you die by the  
18 poll, but the polls did not support the financial  
19 incentives. The polls overwhelming were against the  
20 financial incentives.

21 JAMES PATCHETT: Okay.

22 SPEAKER JOHNSON: How would you respond  
23 to that since you quoted the poll?

24 JAMES PATCHETT: Actually, well, I mean  
25 the poll actually was split on financial incentives.

2 It was just about even support for—I mean just that’s  
3 true.

4 SPEAKER JOHNSON: Are sure?

5 JAMES PATCHETT: Yes.

6 SPEAKER JOHNSON: Okay. So, I have a  
7 question for Amazon, Mr. Huseman. Would you have not  
8 come here if you had to go through ULURP? Would you  
9 not have come New York City?

10 HOLLY SULLIVAN: So, actually, I’ll  
11 answer that.

12 SPEAKER JOHNSON: Okay.

13 HOLLY SULLIVAN: Thank you—thank Speaker.

14 SPEAKER JOHNSON: Ms. Sullivan, thank  
15 you.

16 HOLLY SULLIVAN: I’m Holly Sullivan. So  
17 when we were looking at different options and real  
18 estate options and quite frankly different location,  
19 there were 20 locations in the find list for this  
20 project. We’re not a developer. We’re a company and  
21 our—our primary reason for doing this project is  
22 really the job creation. So, as soon as we can get a  
23 development approved, we can start hiring great New  
24 Yorkers for—for those jobs. So, when we were  
25 speaking with the city and the state, one of our

2 priorities is how can we develop a comprehensive  
3 plan? This is a large project that takes into  
4 account the open space, the land use planning. Also  
5 the environmental impacts in the community engagement  
6 and—and looking at the general project plan that was  
7 the process that would actually be able to meet our  
8 timeline, and then also having community engagement,  
9 and my understanding is it's like a 9 to 12-month  
10 process. We're—we're still learning. It's very  
11 early. We have no development plans. That's one of  
12 the reason we're here today. We really do want to  
13 listen. We want to engage with the community, and  
14 makes sure we're making the right decisions as we  
15 move forward.

16 SPEAKER JOHNSON: So, I'm going to ask  
17 again. If you had to go through ULURP, would you not  
18 have to come to New York City?

19 HOLLY SULLIVAN: I'm not sure. That's,  
20 you know, that's a hypothetical, but--

21 SPEAKER JOHNSON: [interposing] No, it's  
22 not hypothetical.

23 HOLLY SULLIVAN: It—I'm not sure I can  
24 answer that today. I'm mean I think our vision is  
25 we're going through the general project plan unless

2 something changes, but we feel that land use  
3 decisions--

4 SPEAKER JOHNSON: [interposing] Just--just  
5 to be clear, on circumventing ULURP, Mayor de Blasio  
6 said Amazon needed a certain amount of certainty,  
7 which presumably ULURP could not provide. And the  
8 EDC President Patchett went even further by saying  
9 Amazon would "would have just gone somewhere else  
10 definitively." But you're not saying that. You're  
11 not saying that you would go somewhere else  
12 definitively if you had to avoid ULURP, but that's  
13 what President Patchett said about the ULURP process.

14 BRIAN HUSEMAN: So, as Holly mentioned,  
15 our goal is to hire New Yorkers quickly and GPP is  
16 the best avenue from what we have learned from the  
17 city and state to meet that timeline.

18 SPEAKER JOHNSON: Mr. Huseman, how would  
19 you define--what does being a good neighbor mean to  
20 you?

21 BRIAN HUSEMAN: Yeah, we, I think always  
22 say that we take the same approach as we--that we do  
23 with our customers, as we want to do with our  
24 neighbors, with the communities in which our  
25 employees live and work. We do--we want to listen to

2 them. We want to hear what their needs are and we  
3 want to work backwards from that. We have started to  
4 meet with community groups. We're excited to be here  
5 today to listen and to learn from you all. We want  
6 to give back to the community, and we want our  
7 employees to become a part of the fabric of our new  
8 Long Island City neighborhood.

9 SPEAKER JOHNSON: Do you think clearly  
10 from the opposition and the anger that we've seen  
11 from the residents of Western Queens that it is a  
12 good way to come to New York City and be a good  
13 neighbor to avoid the land use process?

14 BRIAN HUSEMAN: Well, my understanding is  
15 that with the GP process there will be opportunity  
16 for public input.

17 SPEAKER JOHNSON: Whoever advised you of  
18 that-[laughter] whoever advised you of that took this  
19 project from being a complicated project to an  
20 extraordinarily problematic project. So, I think  
21 there would be almost universal disagreement that  
22 that's not how we do things and whoever advised you  
23 that that Community Advisory Committee, which has no  
24 weight of law behind it, has nothing binding behind  
25 it, that that is the way to be a good neighbor,

2 advised you in a very problematic way. Amazon is a  
3 \$1 trillion company. Is that accurate? You're  
4 approximately valued at a trillion dollars?

5 BRIAN HUSEMAN: I think it's close to  
6 that yes.

7 SPEAKER JOHNSON: Close to that. So, why  
8 should we give you this money?

9 BRIAN HUSEMAN: So, these incentives  
10 they're performance based, which means that we will  
11 not receive any money until we create jobs and make  
12 these investments.

13 SPEAKER JOHNSON: But you're worth a  
14 trillion dollars. Why do you need our \$3 billion  
15 when we have crumbling subways, crumbling public  
16 housing, people without healthcare. [audience  
17 cheers/applause] Public schools are overcrowding.  
18 Why—why do you need—

19 SERGEANT-AT-ARMS: [interposing] Quiet,  
20 please.

21 SPEAKER JOHNSON: --why do you need our  
22 \$3 billion?

23 BRIAN HUSEMAN: This project is going to  
24 provide over \$186 billion in positive economic impact

2 to the state over the next 25 years. That includes  
3 of \$14 billion in additional tax payments.

4 SPEAKER JOHNSON: [interposing] That  
5 analysis was done by someone who was hired by the  
6 State of New York, and not by neutral, third-party  
7 academics or companies that could provide that  
8 economic analysis. The-the analysis-what you're  
9 citing was done by people who were hired to do that  
10 on behalf of this project. It wasn't done by a  
11 neutral third party. So, why do you need our-if  
12 you're worth a trillion dollars, why do you need our  
13 \$3 billion?

14 BRIAN HUSEMAN: We believe this project  
15 will be a positive economic impact for the city and  
16 the state. We're here to create jobs and not only  
17 our 25,000 door jobs, but the thousands of indirect  
18 jobs that will result from this.

19 SPEAKER JOHNSON: Would you be willing to  
20 go through ULURP?

21 BRIAN HUSEMAN: Not at this process. I  
22 believe we are, you know, we are proceeding with the  
23 GPP plan.

24 SPEAKER JOHNSON: So, you're saying no to  
25 the community who you want to be neighbors with.

2 You're saying no to the City Council and the local  
3 City Council Member. You're saying no, you won't go  
4 through ULURP.

5 BRIAN HUSEMAN: I don't think that's an  
6 option.

7 SPEAKER JOHNSON: It is an option.

8 AUDIENCE MEMBER: Yeah, it is an option.

9 SPEAKER JOHNSON: You're saying no to it.  
10 Okay. So, I assume—I assume you visited Long Island  
11 City the site

12 BRIAN HUSEMAN: Yes.

13 HOLLY SULLIVAN: Yes.

14 SPEAKER JOHNSON: Did you take the 7  
15 Train to get there?

16 HOLLY SULLIVAN: I've take the 7, the N  
17 and I've taken multiple—and the ferry.

18 SPEAKER JOHNSON: So, why do you need a  
19 helipad? [background comments]

20 BRIAN HUSEMAN: Yeah. So, the—just to be  
21 very clear, the Amazon will be paying for the  
22 Helipad. It will not be city or state.

23 SPEAKER JOHNSON: [interposing] I would  
24 hope so.



2 BRIAN HUSEMAN: Taxpayers don't pay for  
3 that.

4 SPEAKER JOHNSON: We want to know why do  
5 you need a helipad?

6 BRIAN HUSEMAN: Because we were—we were  
7 trying to have a very comprehensive agreement. We  
8 were trying to look out in the future and anticipate  
9 what future needs might be, and so we were examining  
10 potential safety or security issue. In the interest  
11 of transparency we wanted to put this provision in  
12 the MOU, but we also wanted to make sure that it  
13 would not be a disturbance to the neighborhood or to  
14 the residents. So, there are provisions in the MOU  
15 that limit the number of landings to the maximum of  
16 120 per year, and also ensure that any helicopters  
17 that do fly over the neighborhood, but would fly over  
18 the water or the development site.

19 SPEAKER JOHNSON: Do you realize how out  
20 of touch that seems for the average New Yorker.  
21 [applause/cheers] I mean that's a very out of touch—

22 SERGEANT-AT-ARMS: [interposing] Quiet,  
23 please. Quite, please.

24 SPEAKER JOHNSON: I mean that's a very  
25 out of touch—

2 SERGEANT-AT-ARMS: Quiet, please.

3 SPEAKER JOHNSON: People—we have six  
4 million people who take the subways every day, two  
5 million people take the buses. They're crumbling.  
6 To have a helipad be part of this is—I mean it's  
7 crazy. So, your Senior Vice President Carney said  
8 that incentives did not drive this process for you.  
9 That's what he said publicly. Is that true?

10 BRIAN HUSEMAN: So, talent was the major  
11 driver, and that's why we're very excited to locate  
12 here in New York. As you all know, New York has an  
13 amazing talent pool and we're ready and eager to  
14 start hiring New Yorkers, but incentives were a  
15 factor in our decision.

16 SPEAKER JOHNSON: But they didn't—your  
17 Senior Vice President Jay Carney said they drive the  
18 process. Is that true?

19 BRIAN HUSEMAN: So, talent was the key  
20 driver but, in fact, incentives were also a factor.

21 SPEAKER JOHNSON: Would you be willing to  
22 give up some of those incentives so they could go to  
23 some of the other things we talked about?

24 BRIAN HUSEMAN: So, again, our project is  
25 going to have a positive economic impact, and we're

2 only going to receive the incentives after we create  
3 these jobs and make these investments.

4 SPEAKER JOHNSON: We're not getting  
5 straight answers. Does the word monopoly bother you?  
6 [background comments]

7 SPEAKER JOHNSON: Do you think  
8 monopolistic behavior helps or hurts us as a society?

9 BRIAN HUSEMAN: Well, monopolistic  
10 behavior is against the competition laws, but if  
11 you're talking about-if you have a question, you  
12 know, for Amazon our goals are to lower prices and  
13 provide better convenience and selection for our  
14 customers, which match exactly what the Competition  
15 Laws are designed to do.

16 SPEAKER JOHNSON: Would you sign a  
17 neutrality agreement for the workers who end up  
18 working on site in any of the places in New York City  
19 so that they could organize and be part of the labor  
20 union? Would the company be willing to sign a  
21 neutrality agreement?

22 BRIAN HUSEMAN: So, we definitely respect  
23 an employee's right to choose whether to join or to  
24 not join a union.

2                   SPEAKER JOHNSON: But that's not what  
3 we're hearing that's happening on Staten Island where  
4 you just located a distribution center. People are  
5 saying that they're not being treated fairly and  
6 adequately, the workers there, and it was announced  
7 that they're going to start organizing. Will Amazon  
8 not interfere with those workers being able to  
9 organize and be part of the union?

10                   BRIAN HUSEMAN: Absolutely. We respect  
11 an employee's right to choose, but I also want to  
12 talk about our Staten Island Fulfillment Center where  
13 have over 2,500 employees. Those are good high  
14 paying jobs, and the employees make between \$17.50 to  
15 \$23.00 per hour. That's on top of roll plus benefits  
16 including healthcare. We have the same Legalitarian  
17 Parental Leave Policies workers as we do with our  
18 executive worker. I'm very proud of those jobs, and  
19 I would love for you all to come to that Fulfillment  
20 Center and talk with the workers yourself. [Audience  
21 Protesting]

22                   SPEAKER JOHNSON: Does—does—does—does  
23 Amazon support the Trump Administration's policies on  
24 immigration?

2 BRIAN HUSEMAN: Amazon has a very strong  
3 and positive record on immigration. We advocate, we  
4 file in the legal system on behalf of DACA, and  
5 Dreamers and Green Partner Forum.

6 SPEAKER JOHNSON: What is Amazon's  
7 relationship with ICE?

8 BRIAN HUSEMAN: So, I think you're  
9 referring to our recognition technology, which is a  
10 technology that matches images with customers in the  
11 data--

12 SPEAKER JOHNSON: [interposing] You're a  
13 contractor with ICE.

14 BRIAN HUSEMAN: --in the database. So,  
15 we provide that recognition service to a variety of  
16 government agencies and we think that [coughing]  
17 government should have the best available technology.

18 [Protestors shouting and cheering]

19 SPEAKER JOHNSON: So, I want to—I want to  
20 I have a couple more questions and then I want to go  
21 to my colleagues, the Chair and then Council Member  
22 Van Bramer and other folks that have questions here.  
23 So, for President Patchett. We have been told that  
24 this deal is just the start of the process that the  
25 MOU is not the final deal. Is that correct?.

2 JAMES PATCHETT: Yes.

3 SPEAKER JOHNSON: So does that mean that  
4 Administration will walk away from the deal if Amazon  
5 does not deliver? How do you define deliver?

6 JAMES PATCHETT: What I—so, what we will  
7 do is we'll take the commitments that are a part of  
8 the MOU, and other commitments that are determined in  
9 partnership with the community, and put them into  
10 legal documents with the company, which we still have  
11 yet to even begin drafting, and if they fail to  
12 deliver on those benefits, they won't receive a dime  
13 of the subsidy, and they will also be subject to  
14 significant financial penalties and also the ability  
15 to ultimately take the properties back.

16 SPEAKER JOHNSON: So, so as part of the—  
17 this deal that was announced and I'm sure Councilman  
18 Van Bramer is going to go more specifically into  
19 this. The MOU notes that the general project plan  
20 will include Plaxall Site C, which Amazon does not  
21 need for their campus. Is that correct?

22 JAMES PATCHETT: Yes.

23 SPEAKER JOHNSON: Okay. We also just  
24 found out yesterday that at ESD and EDC and your name  
25 is on the document, James, that EDC agreed to let

2 Plaxall quadruple the amount of commercial floor area  
3 they could build on that site and also build  
4 residential. Today it's a manufacturing district  
5 they cannot build housing today given the current  
6 zoning. So, not only is Plaxall getting Amazon as a  
7 tenant on land they own, they're also getting a  
8 windfall in the form of a huge upzoning without  
9 having to lift a finger, and work with the City  
10 Council, and to make matters worse, the MOU spells  
11 out in detail what Plaxall can build. So, ESD and  
12 EDC have entered into an MOU with a private company,  
13 private property owner to allow them to build close  
14 to 800,000 square foot. That's office building with  
15 roughly the same floor area as the Chrysler Building,  
16 and it's not going to go through ULURP. It was tied  
17 into this site. Would you be willing to commit to at  
18 least letting this project go through ULURP instead  
19 of overriding zoning for one private property owner?

20 JAMES PATCHETT: So, as-as I you're  
21 aware, Mr. Speaker, we—originally those were all part  
22 of a single public approval process.

23 SPEAKER JOHNSON: And they were going to  
24 through ULURP?

2 JAMES PATCHETT: And we felt that it  
3 made--still made sense to keep them as part as the  
4 single approval process. The only change that we  
5 made was to, you're right, increase the commercial  
6 FAR. We did not adjust the residential FAR because  
7 it made sense to have commercial next to commercial.

8 SPEAKER JOHNSON: Do you consider that  
9 Plaxall is getting a public benefit by not having to  
10 go trough ULURP?

11 JAMES PATCHETT: You know, as I said  
12 before, it made planning sense to us to include it as  
13 part of a single approval process.

14 SPEAKER JOHNSON: Does any of this need  
15 to be approved by the Public Authorities Control  
16 Board and of this--any part of this deal?

17 JAMES PATCHETT: Yes.

18 SPEAKER JOHNSON: Which part--

19 JAMES PATCHETT: The G--

20 SPEAKER JOHNSON: [interposing] The  
21 capital grants, which is \$500--\$500 million for  
22 Amazon to build their building?

23 JAMES PATCHETT: Certainly the land use  
24 aspects and the general project plan do.



2 SPEAKER JOHNSON: That's the only part  
3 the land use aspects not the capital grants aspect?

4 JAMES PATCHETT: And—and the—so the  
5 General Project Plan does and certain element of the  
6 incentives do as well. They all need to go through  
7 the state budget.

8 SPEAKER JOHNSON: I'm going to have some  
9 further questions, but I want to turn it over to  
10 Chair Vallone.

11 JAMES PATCHETT: Thank you.

12 CHAIRPERSON VALLONE: Thank you, Mr.  
13 Speaker. We have been joined by Council Members  
14 Cornegy, [applause/cheers] Richards.

15 SERGEANT-AT-ARMS: Quiet down. You're  
16 not supposed to clap.

17 CHAIRPERSON VALLONE: See, applause is  
18 good. Cornegy, Richards, Barron, Moya and Rosenthal.  
19 We will have questions from the Council Members at  
20 this point after my comments and Council Member Van  
21 Bramer. The list of this is Council Member Lander,  
22 Koo, Powers, Williams, Levin, Menchaca, Richards,  
23 Barron, Rivera, Cornegy and Adams, and that's why we  
24 will have a 4-minute clock on that. So, The Speaker  
25 touched many of the topics that are here, and a

2 daunting task for everyone trying to listen and  
3 follow through. A lot of these documents were given  
4 to us yesterday. So, in my humble opinion I kind of  
5 summarized the different areas that I believe the  
6 Council Members are going to jump into and where the  
7 subsequent hearings are going to go. So, where we  
8 started off with the Speaker was understanding the  
9 deal, which I think is what this is really the focus  
10 of today and then there's the Memorandum of  
11 Understanding or understanding he Memorandum of  
12 Understanding.

13 JAMES PATCHETT: Uh-hm.

14 CHAIRPERSON VALLONE: The tax incentives  
15 and the cap grants and the financial implications,  
16 the 25,000 jobs that we're going to discuss. Council  
17 Members Rosenthal, Barron and Landers have all talked  
18 call back provisions and the recapture of grant funds  
19 if certain standards aren't met. I'm sure those  
20 Council Members will address that, but it's Workforce  
21 Development and working with the local communities  
22 and what guarantees we can give Long Island City and  
23 Council Member Van Bramer is going to go over that.  
24 The Infrastructure Fund itself, and what type of  
25 community involvement and engagement that's going to

2 be and the impact on the retail of the homeowners or  
3 residents of businesses and the relationships with  
4 those local entities and the labor practices with our  
5 great unions. To me those are the subcategories of  
6 this monumental transaction and some of the Tweets  
7 and some of the questions were—there's a lot of  
8 acronyms being thrown around, a lot of terms that  
9 people are hearing for the first time. So, I'm just  
10 going to give a one-paragraph description of this  
11 ULURP and GPP that we keep hearing about so we can  
12 understand what it is that the fight is over. So,  
13 the city has a standardized process for reviewing  
14 land use applications. That is what the Speaker has  
15 been fighting for, what the Council is fighting for.  
16 It's called the Uniform Land Use Review Procedure,  
17 and that's how we get the ULURP acronym. It's a  
18 public process. It includes certification from the  
19 Department of City Planning and review by our  
20 community boards, or borough presidents, the City  
21 Planning Commission and the City Council that's  
22 sitting here today.. The CPC and the City Council  
23 both have the power to disapprove or modify an  
24 application. During the negotiations with Amazon the  
25 parties decided to circumvent that and go through a

2 state a process that supersedes local control  
3 instead. The parties committed to adopting and  
4 that's why you were hearing this GPP, which is the  
5 General Protection Plant, which is a state  
6 development process governed by the Urban Development  
7 Corporation Act both of which President Patchett and  
8 Speaker Johnson were talking about and—and we as a  
9 Council will always fight for our real estate and our  
10 ULURP for our communities' involvement in that, and  
11 that's what the basis really of today's hearing. And  
12 you mentioned the General Project Plan, and it's one  
13 that we obviously are not part of. The—who has  
14 ultimate control over that?

15 JAMES PATCHETT: Sure. So, the general  
16 project plan is a state process led by state, but  
17 this is a joint city-state partnership. So, we'll be  
18 working very closely with them.

19 CHAIRPERSON VALLONE: Well, the problem  
20 is this—this—this part of the city is not part of  
21 that plan. So, whose—which part of the city will be  
22 part of that process?

23 JAMES PATCHETT: Well, we very much want  
24 the City Council to be a part of this process.  
25 Ultimately there are a huge number of decisions that

2 are still to be made in terms of the--what--  
3 specifically what happened on the site and, you know,  
4 that is very much a part of what ULURP is about.  
5 There are also decisions to be made about  
6 infrastructure investments that will be necessary in  
7 the community, and the way that workforce development  
8 will happen with the company. All three of those  
9 have an enormous amount of work to be done together.

10 CHAIRPERSON VALLONE: And how were we  
11 able to get those three aspects, which is such a big  
12 part of everyone to date to come to a binding  
13 agreement so that we can have some guarantees to give  
14 to the community. Not--it's not just sounds good, but  
15 it's actually going to happen.

16 JAMES PATCHETT: Right. So, you know,  
17 we're absolutely--the city is responsible for the  
18 infrastructure or the working group more  
19 specifically, and we're absolutely prepared to work  
20 with the Council come--to come and the local community  
21 to come to the--

22 CHAIRPERSON VALLONE: [interposing] But  
23 those are advisory, aren't they?

24 JAMES PATCHETT: Well, but ultimately we  
25 intend to come to an agreement of--of financial

2 commitments, which will be binding about what are the  
3 necessary levels of infrastructure investment it  
4 needed in the community.

5 CHAIRPERSON VALLONE: And I think that's  
6 the difficulty you'll hear from all the groups from--  
7 from the Council Members that there's this--this lack  
8 of guarantee that the ability to tell New York City  
9 and Long Island City and Queen that yes it sounds  
10 great. It's like a top heavy deal. It's all those  
11 wonderful things happening, but the basic building  
12 blocks, the foundation to get to there is what we're  
13 trying to flush out and--

14 JAMES PATCHETT: [interposing]  
15 Absolutely, but ultimately--

16 CHAIRPERSON VALLONE: --[interposing]  
17 we're basically saying trust us. It's going to be  
18 wonderful, but we-we need to hear that there will be  
19 a direct link with the residents of Queensbridge and  
20 Long Island City and that there will be a job  
21 workforce that will actually employ New York City  
22 Residents not people from Texas and everywhere else.  
23 I want to know that X percentage of jobs are going to  
24 go New York City residents and--

2 JAMES PATCHETT: [interposing]

3 Absolutely.

4 CHAIRPERSON VALLONE: --they know that  
5 any of the testimony from either Amazon or yourself  
6 is telling us don't worry New York. Fifty percent of  
7 those jobs, 100% of those of those jobs, 80% of those  
8 jobs are going to go to you.

9 JAMES PATCHETT: Yeah.

10 CHAIRPERSON VALLONE: So, how do we  
11 respond to that?

12 JAMES PATCHETT: Those jobs has to go to  
13 New Yorkers. That's what this is about. Amazon from  
14 the beginning focused on talent. The—we had the most  
15 conversations with them about any topic about  
16 talents. We—they met with the heads of our local New  
17 York City institutions including SUNY and CUNY and  
18 met with our leading workforce development  
19 organizations in the city. You know, we  
20 fundamentally believe that this is the biggest  
21 workforce development opportunity of our lifetime.

22 CHAIRPERSON VALLONE: Well, how did we  
23 get to the \$150,000 figure that we keep saying. So,  
24 we don't want to make sure it's four people making a  
25 billion dollars when everyone is making \$15 an hour.

2 How do we know it's the \$150,000 is going to be the  
3 actual number that we can abide by?

4 BRIAN HUSEMAN: Chairman, just kind of on  
5 your previous point, I just want to be really clear.  
6 We want to hire New Yorkers. That's why we're coming  
7 here. The talent here will allow us to start to hire  
8 New York residents on--

9 CHAIRPERSON LEVINE: [interposing] And I  
10 love that you say we want to, but we want to hear we  
11 will hire. There's a big difference between wanting  
12 to and will.

13 BRIAN HUSEMAN: [interposing] We will, we  
14 will hire New Yorkers. We will hire New Yorkers.

15 CHAIRPERSON VALLONE: That's a different  
16 sentiment, and now we want to hear the next step is  
17 we will hire and it will be X percentage of New  
18 Yorkers that are going to be here so I don't have see  
19 all the rest of the country coming in to taking over  
20 Long Island City.

21 BRIAN HUSEMAN: So, we'll with the very  
22 early stages of trying to figure out what business  
23 units will be located here in Long Island City. As  
24 you know, we just made the--the final decision the day  
25 before our public announcement. So, we're starting



2 that process of figuring that out. I--so I don't have  
3 specific figures for you now. I don't have specific  
4 things to tell you.

5 PROTESTOR: [Inaudible yelling]

6 SERGEANT-AT-ARMS: Quiet it down.

7 CHAIRPERSON VALLONE: So, please, sir.

8 We managed to make it this far.

9 PROTESTOR: [Inaudible yelling]

10 CHAIRPERSON VALLONE: So, please, sir, we  
11 manage to make it this far.

12 PROTESTOR: [Inaudible yelling]

13 CHAIRPERSON LEVINE: Sir, please. We're  
14 getting there and that's what this is all about. I  
15 get

16 PROTESTOR: Well, this is all smoke and  
17 mirrors. They're not hiding--

18 CHAIRPERSON LEVINE: [interposing] Sir.

19 PROTESTOR: --anything, who they really  
20 are and how they're trying to monopolize.

21 CHAIRPERSON LEVINE: We appreciate  
22 everyone's passion.

23 PROTESTOR: [inaudible yelling]

24 CHAIRPERSON LEVINE: That's exactly why  
25 we're here.

2 PROTESTOR: They're lying about  
3 everything.

4 FEMALE SPEAKER: [interposing] MR.  
5 Chairman, if I could address that.

6 CHAIRPERSON LEVINE: Please, everyone.

7 AUDIENCE: [Cheers/applause]

8 CHAIRPERSON LEVINE: So, back to the  
9 question and—and that's where the questioning is.  
10 Define the jobs, define the—how do you see the  
11 workforce? Who is the workforce and what are their  
12 jobs comprised of?

13 BRIAN HUSEMAN: Yeah. So, I can tell you  
14 based upon our Seattle headquarters what our kind of  
15 division and types of jobs are. So, in Seattle we  
16 have about half technical jobs, and those include  
17 things such as software development engineers and  
18 then we have half non-technical jobs, and those are  
19 the types of jobs that you would expect in any  
20 corporate headquarters things from HR or you're from  
21 Finance.

22 CHAIRPERSON VALLONE: [interposing] And  
23 how are the salaries divided between the technical  
24 and the non-technical and how is the development of  
25 the workforce to be obtain those jobs?

2 BRIAN HUSEMAN: Yes, we're—we're very  
3 focused on workforce development and making sure that  
4 residents have the skills necessary to obtain all of  
5 the types of jobs at our headquarters including our  
6 program that, you know, what I had mentioned our  
7 testimony that we announced, which is our Amazon  
8 Future Engineer Program, which trains and provides  
9 inspiration and access to computer science from  
10 childhood all the way through the education process.

11 CHAIRPERSON VALLONE:

12 HOLLY SULLIVAN: And we also, I mean as  
13 we said previously, we have over 5,000 Amazonians  
14 already in New York City. So, we have experience and  
15 we're still learning, and—

16 CHAIRPERSON VALLONE: How many of those  
17 Amazonians are New York City residents?

18 HOLLY SULLIVAN: I can get back to you on  
19 that question.

20 CHAIRPERSON VALLONE: That's an important  
21 question.

22 HOLLY SULLIVAN: I don't have it off the  
23 top of my head.

24 CHAIRPERSON VALLONE: We need to know  
25 that. I mean if 5,000 is the number and you're

2 telling me 4,500 of those are New York City  
3 residents, those are things the city can start to see  
4 those relationships.

5 HOLLY SULLIVAN: Absolutely.

6 CHAIRPERSON VALLONE: If they're not, then  
7 continue the follow-up.

8 HOLLY SULLIVAN: We'll follow up with  
9 that.

10 CHAIRPERSON VALLONE: So, the questioning  
11 about Long Island City workforce and Queensbridge and  
12 Bishop Taylor and the folks that live there, Council  
13 Member Van Bramer is going to handle those questions.  
14 There'll be different segments of this, and there's  
15 so much, and that's why you have all these Council  
16 Members with questions. I'm also going to leave it,  
17 but the last topic that I'm going to briefly touch  
18 on—on besides the jobs itself, is the Infrastructure  
19 Fund, and I think if we are the Economic Development  
20 Committee, and we are the members of the committee  
21 and the Council to fight for that, understanding this  
22 infrastructure fund and the use of these hundreds of  
23 millions of dollars that are being mentioned and the  
24 control of that funding to guarantee for the local  
25 communities how they're future today and 15 years

2 from now will be impacted is important to know, and I  
3 don't think we're seeing enough on that. So, I'm  
4 going to give an opportunity to both Mr. Patchett--

5 JAMES PATCHETT: [interposing] Sure.

6 CHAIRPERSON VALLONE: --and Amazon to  
7 talk about that that.

8 JAMES PATCHETT: Thank you, Mr. Chair.

9 So, you know, yeah, we're--we're obviously aware of  
10 the challenges that Seattle has faced with the growth  
11 of Amazon, which were frankly unanticipated. I don't  
12 think even Amazon knew the degree to which they were  
13 going to grow when they came to Seattle. The  
14 advantage here is we have the ability to plan in  
15 advance. That's what we are expecting to do over the  
16 course of the next few years. We need to think about  
17 this together. So, from an infrastructure standpoint  
18 and recognize that they will--that the community has a  
19 lot of needs today, we acknowledge that. The Council  
20 Member and we have spoken about that many times.  
21 You've been very clear about the infrastructure needs  
22 in this communities. He's emphasized those and, you  
23 know, we are very excited to work together to  
24 identify what are the near-term infrastructure  
25 investments that are necessary over the next 10 years

2 to—to accommodate the needs of the neighborhood  
3 today.

4 CHAIRPERSON VALLONE: Do we know what  
5 will be tackled first?

6 JAMES PATCHETT: What we—what will be  
7 tackled first?

8 CHAIRPERSON VALLONE: Of those capital  
9 plans (sic) what—what are the first things that we  
10 plan on doing right off the bat?

11 JAMES PATCHETT: Well—

12 CHAIRPERSON VALLONE: [interposing] To  
13 make sure that Long Island City and the residents  
14 there know that the city has a plan to take care of  
15 that tomorrow?

16 JAMES PATCHETT: Right so the—we  
17 announced our Infrastructure Working Group yesterday.  
18 We want the needs to be identified by the community,  
19 but we're committed to tackling whatever are the most  
20 critical interest issues first.

21 CHAIRPERSON VALLONE: So, as those are  
22 identified by the community, what happens next? Does  
23 EDC say than okay we're going to do that or--

24 JAMES PATCHETT: [interposing] Yeah,  
25 we'll put the names of the city's capital budget, and

2 then the--so that's the near term plan. The long-term  
3 plan is to recognize that, you know, we--we don't know  
4 today every need that we're going to have over the  
5 next few decades, but we know that there will be  
6 impacts. So, we worked to set up a pilot fund, which  
7 will set aside a portion of the property taxes paid  
8 by the Company, \$650 million, which can be identified  
9 or used by the community in future years to identify  
10 the infrastructure projects that are needed. So, we--  
11 we have a dual strategy.

12 CHAIRPERSON VALLONE: So is that a  
13 guarantee of certain funding that--

14 JAMES PATCHETT: [interposing] Yes.

15 CHAIRPERSON VALLONE: --will be set aside  
16 for--

17 JAMES PATCHETT: [interposing] Yes,  
18 exactly. It will be set aside into a lock box fund,  
19 which we'll set up. We will agree during this  
20 process in partnership with the community the  
21 mechanism by which it will--those funds--those projects  
22 will be identified, be a community driven process  
23 similar to the process that was set up for East  
24 Midtown, identify priority projects, you know, in 10  
25 years or 15 years that are necessary in addition to

2 projects we're investing in now so that we know that  
3 there will be a set--a certain amount of funds set  
4 aside for the future to address those issues.

5 CHAIRPERSON VALLONE: And who has say and  
6 final control over how those funds are used?

7 JAMES PATCHETT: So, it's going to be a  
8 lockbox fund. It will be set aside, and we're going  
9 to rely on the community to determine what should be.

10 CHAIRPERSON VALLONE: Will there be an  
11 annual budgetary release of what the funding--

12 JAMES PATCHETT: [interposing] Yeah, the  
13 funding can be--will be set aside in a fund. It won't  
14 even be in the city's budget. It will be a separate  
15 fund with the community where the community can  
16 identify that.

17 CHAIRPERSON VALLONE: Will the community  
18 advisory groups have ability to--to control and--and  
19 give budgetary priorities over how that's going to be  
20 done and the agency will guarantee that that's what  
21 will be done?

22 JAMES PATCHETT: Yeah, we'll--we'll work  
23 with the community to identify that particular  
24 mechanism. I mean we---the funds technically will  
25 need to be released by the city or by EDC, but the--



2 the projects and priorities will be identified by the  
3 community.

4 CHAIRPERSON VALLONE: And the workforce  
5 that's going to go with this, I'd like to hear from--  
6 from Amazon. How--what is your vision to develop the  
7 local workforce to give us those guarantees that you  
8 will be the good neighbor and hire someone. We want  
9 to see those first hirings come from the people, the  
10 good people that live right on the streets that are  
11 going to be impacted. What can we tell them today  
12 that's your plan is to make sure that that that  
13 person is trained, has a proper workforce  
14 development, there's a pass for that job, and then  
15 when that job is there it's theirs?

16 BRIAN HUSEMAN: That's right. We--we want  
17 that same thing. We agreed to--

18 CHAIRPERSON VALLONE: [interposing] And  
19 that will be my last one.

20 BRIAN HUSEMAN: --an initial--an initial  
21 number of commitments, including an initial \$5  
22 million in the Memorandum of Understanding as well as  
23 a few specific programs in the MOU, including working  
24 with, you know, New York City based tech and STEM  
25 education working with the Queensbridge Houses,

2 working with other NYCHA residents. We want to hear  
3 the dates--

4 CHAIRPERSON VALLONE: [interposing] When  
5 does that happen? Does that happen from date—is that  
6 happening now, is that happening tomorrow? When does  
7 that happen?

8 BRIAN HUSEMAN: So, we're starting to  
9 meet with the community residents to hear their  
10 needs. We're—we're going to be active participants  
11 in the Workforce Development Subcommittee of the  
12 Community Advisory Committee. We want to hear  
13 exactly what the needs are for the workers and for  
14 the residents of the neighborhood, and then we will  
15 develop programs and work with existing programs to  
16 make sure that those addressed.

17 HOLLY SULLIVAN: And specifically,  
18 Chairman, we have met with Bishop Taylor twice.  
19 Again, we're very early. We're still trying to make  
20 these community connections listen and learn so we  
21 can make informed decisions on what—what programs are  
22 already available that we can partner with the  
23 neighborhood on and the community organizations on.  
24 What new—new pioneering programmatic activities can  
25 we also develop?

2 JAMES PATCHETT: And—and Chair, Mr.  
3 Chair, I just wanted to add one thing to go back on  
4 the—the question of the infrastructure fund. Let's  
5 just emphasize that it is the GPP that allows us to  
6 set up this pilot fund for infrastructure. It  
7 wouldn't be possible under ULURP.

8 CHAIRPERSON VALLONE: But the pilot  
9 program and funding actually would go through city  
10 review, but now it's being circumvented to go through  
11 State.

12 JAMES PATCHETT: It allow it to set aside  
13 a separate fund for the community to be identified.  
14 Otherwise we would just have to go through the  
15 regular budget process. So, future officials in 20  
16 years would have to determine whether there was a  
17 priority for Long Island City versus other  
18 neighborhoods.

19 CHAIRPERSON VALLONE: And since you  
20 brought that up, it says the MOU talks about a 3-year  
21 project for resident. Three years is not enough.  
22 How did we come to three years, and how do we give a  
23 commitment beyond three years?

24 JAMES PATCHETT: Right, so what it says  
25 is we—we—

2 AUDIENCE MEMBER: [off mic] Well, we can  
3 only go by the previous time on this. (sic)

4 CHAIRPERSON VALLONE: Please. Thank you.  
5 Go ahead, President Patchett.

6 JAMES PATCHETT: Thanks, the—so, there's—  
7 there's a three-year—some of it—I think there's a  
8 recognition that the needs of the community are going  
9 to change over time. So, there's some of—some of  
10 these are long-term plans like the Workforce  
11 Development efforts will be training thousands and  
12 thousands of New Yorkers over decades, and so we have  
13 an initial plan for that, which is we have some money  
14 set aside for the first year, and we have plans to  
15 train thousands of people, which specific  
16 institutions we're going to work with whether it's La  
17 Guardia Community College or Urban Upbound or  
18 Resettlement or we're going to work with, you know,  
19 the CUNY institutions citywide. All of those things  
20 need to be worked out. I mean there are a lot of  
21 fabulous Workforce Development providers who have  
22 already talked to the company. We want to make sure  
23 those are successful. We don't have those plans yet,  
24 and some of them are specific plans, which we say we  
25 should start for the first couple of years, and then

2 continue to do something that is potentially more  
3 impactful. I think the--the notion was again to  
4 reemphasize this is just the beginning. We don't  
5 have a final set of agreements. We have a framework  
6 for an agreement, and we want to work together to  
7 make a really good project for this community.

8 CHAIRPERSON VALLONE: And we hear that,  
9 but we want to have a voice in that agreement--

10 JAMES PATCHETT: [interposing] I know.

11 CHAIRPERSON VALLONE: --and that's what  
12 we need to, (sic) and that's what's been happening.  
13 So, I'd like to turn it over to Council Member Jimmy  
14 Van Bramer who will then be followed by Council  
15 Member Lander.

16 COUNCIL MEMBER VAN BRAMER: Thank you very  
17 much. So, I just want to start by saying to Mr.  
18 Huseman, every time I hear you talk about the \$5  
19 million, my blood boils. You are a trillion dollar  
20 corporation, and the only dollar figure that the  
21 Mayor and the Governor have secured from you at this  
22 point is \$5 million. That is an insult to the people  
23 of the city of New York. That isn't on you because  
24 your job is to make money for your company, but it is  
25 on the Mayor and the Governor to protect the people

2 from getting ripped off, and that's called getting  
3 ripped off. Now, you've also talked about getting to  
4 know the community and getting to know the needs, and  
5 look, you all are new here, right? Literally,  
6 helicoptering in, [laughter] but the Mayor and the  
7 Governor know the needs because they are the Mayor  
8 and the Governor. So, I want to talk a little bit  
9 about that. The Deputy Mayor and the Mayor have  
10 signed onto this deal. So, I want to ask, President  
11 Patrick, do you and the Mayor support the \$500  
12 Million Capital Grant in this deal, which will help  
13 pay Jeff Bezos to build these buildings?

14 JAMES PATCHETT: So, the Mayor from the  
15 very beginning said the city was not going to offer  
16 any discretionary incentives.

17 COUNCIL MEMBER VAN BRAMER: That's not  
18 the question.

19 JAMES PATCHETT: But wait and we work  
20 with these areas of the city.

21 COUNCIL MEMBER VAN BRAMER: Do you  
22 support, does the Mayor support the \$500 Million  
23 Capital grant, which will reimburse Jeff Bezos to  
24 build this building?

2 JAMES PATCHETT: We feel very good about  
3 the deal that we negotiated for New York City  
4 residents to get the 25,000 jobs here. The state has  
5 their own prerogative to make their decision. It's  
6 made by-

7 COUNCIL MEMBER VAN BRAMER: [interposing]  
8 But you signed-but the Mayor signed onto the deal.  
9 So, just answer the question.

10 JAMES PATCHETT: [interposing] Uh-hm.

11 COUNCIL MEMBER VAN BRAMER: President  
12 Patrick, you know, I have a great deal of respect for  
13 you.

14 JAMES PATCHETT: I appreciate that.

15 COUNCIL MEMBER VAN BRAMER: All I'm  
16 asking you is answer that the question: Do you  
17 support the \$500 Million Capital Grant to reimburse  
18 the richest man in the world to build his  
19 headquarters?

20 JAMES PATCHETT: We support the state's  
21 partnership in bringing Amazon to New York City.

22 COUNCIL MEMBER VAN BRAMER: You're not  
23 answering the question. Over to Amazon. Does Jeff  
24 Bezos and I don't begrudge the man as well, but he's  
25 work \$75 billion. Your company is a trillion dollar

2 company. Do you need \$500 million to build the  
3 building?

4 BRIAN HUSEMAN: So, again, we will not  
5 receive any incentives until we create the jobs and  
6 make the investments. There's going to be a  
7 tremendous positive economic impact for this city and  
8 for the state.

9 COUNCIL MEMBER VAN BRAMER: I understand  
10 you. That was completely non-responsive to the  
11 question. Let me try and be a little bit more  
12 direct. To President Patrick, today what are the  
13 capital needs for the Queensbridge Houses, the  
14 Ravenswood Houses, the Woodside Houses and the  
15 Astoria Houses? [applause]

16 SERGEANT-AT-ARMS: No clapping, no  
17 clapping. No, you can't do that.

18 JAMES PATCHETT: The—no, well the  
19 aggregate requirement for NYCHA across all of the  
20 city is over \$30 billion.

21 COUNCIL MEMBER VAN BRAMER: That's right.

22 JAMES PATCHETT: And those four locations  
23 alone I think are close to a billion dollars.

24 COUNCIL MEMBER VAN BRAMER: That's right  
25 a billion dollar capital need for the four public



2 housing developments in Western Queens to day. So, I  
3 ask you President Patchett on behalf of Mayor de  
4 Blasio, do you support taking the \$500 million  
5 capital grant cash in the hand to Jeff Bezos and  
6 Amazon and pulling that out of the deal and  
7 redirecting all \$500 million to the four public  
8 housing developments in Western Queens today.  
9 [cheers/applause]

10 SERGEANT-AT-ARMS: No, clapping.

11 JAMES PATCHETT: What we certainly  
12 support is the state taking—setting aside a portion  
13 of its funding that they're receiving for residents  
14 because is \$2 million.

15 COUNCIL MEMBER VAN BRAMER: [interposing]  
16 So, why didn't the Mayor—why didn't the Mayor in  
17 agreeing to this deal say we want Amazon, we want the  
18 jobs, you have the as-of-right, but you cannot, and  
19 we will not as a the city of New York agree to give  
20 you \$500 million to build your building. We're going  
21 to take that money. Why don't you all do that right  
22 here right now? We're going to take the \$500  
23 million, \$500 million and we're going to redirect it  
24 to those four public housing developments in Western  
25 Queens.

2 JAMES PATCHETT: So, I just want to step  
3 back for one second. [protestor yells] We're—we are  
4 getting \$30 billion in tax revenue statewide as a  
5 result of this effort. As a part of that, we are  
6 going to discount that by about \$3 billion. That's  
7 correct. That's the way it works. In any other  
8 context when you get—someone gives you \$30 billion  
9 and 25,000 jobs, and you say you have \$3 billion of  
10 that rebated back to you, most people call that a  
11 pretty good deal.

12 COUNCIL MEMBER VAN BRAMER: Well, I would  
13 just say Amazon is not giving us anything, right?

14 JAMES PATCHETT: They're giving us \$30  
15 billion.

16 COUNCIL MEMBER VAN BRAMER: They're—  
17 Amazon is coming to New York, which is the greatest  
18 city in the world, and I just want to redirect to Mr.  
19 Huseman. Would Amazon as a trillion dollar  
20 corporation and doing very well, and—and again,  
21 that's your right as a for-profit corporation. Would  
22 Amazon agree today to say, you know, what, we don't  
23 need the \$500 million. Jeff Bezos and Amazon can  
24 afford to build its headquarters on this, and still  
25 make lots of money. So, would Amazon today agree to

2 take that \$500 million state capital grant and  
3 redirect that money right to the four public housing  
4 developments in Western Queens?

5 BRIAN HUSEMAN: So, we're going to create  
6 jobs here in the city. We're to have a positive  
7 economic impact. We're going to create \$27 billion  
8 of additional tax revenue for this project. We also  
9 look forward to working with our new neighbors with  
10 the workforce on the units, but Council Member, I  
11 also want to kind of talk about the \$5 Million  
12 Workforce Development Grant that you mentioned in the  
13 opening. I just want to emphasize that is an initial  
14 amount. There will be more, you know, throughout  
15 for-for

16 COUNCIL MEMBER VAN BRAMER: [interposing]  
17 I-I would put it more succinctly and say that crumbs  
18 off the end of the table, right. Crumbs off the end  
19 of the table, and-and the Mayor and the Governor  
20 again because now there is this process, right and-  
21 and we will try and come to a number right of-of  
22 what's appropriate for workforce development, but I  
23 heard and estimate from someone in the know that it's  
24 more like \$150 to \$180 million just for workforce  
25 development alone, but by agreeing to this deal the

2 Mayor and the Governor have set the bar so low and  
3 expecting so little, and that's a bad way to  
4 negotiate. I just want to say this to President  
5 Patchett once again. You always talk about the  
6 return investment of this deal-

7 JAMES PATCHETT: Uh-hm.

8 COUNCIL MEMBER VAN BRAMER: --and why  
9 it's so good, but you never talk about how much it's  
10 going to cost the city of New York to actually  
11 account for all of what's happening, increase and  
12 fire and police and all sorts of costs. So, let me  
13 ask you today what is your estimate for how much the  
14 city will need to invest in trans-transportation  
15 infrastructure in Queens and New York City as a  
16 result of this deal?

17 JAMES PATCHETT: So, Council Member, you  
18 have emphasized that there are infrastructure needs  
19 in the community today, and we're committed to  
20 working with you to try to invest in those. Those  
21 are needs of the community today. The advantage as I  
22 know you've long believed, and others in the  
23 community have is the advantage of having commercial  
24 is that they-and people who are working there during  
25 the day because you don't use infrastructure in the

2 same way. So, they'll be taking the 7 Train to Long  
3 Island City not from Long Island City.

4 COUNCIL MEMBER VAN BRAMER: I understand.

5 JAMES PATCHETT: [interposing] They'll be  
6 using—they won't be using—one of the biggest issues  
7 in the community as I know you've emphasized  
8 importantly is the schools. So, there was a plan for  
9 putting residential units here, and realized it was  
10 still subject to public approval, but there was a  
11 plan to put over 5,000 units of residential housing  
12 here. That would have had a significantly greater  
13 impact on schools and infrastructure in the community  
14 than doing--

15 COUNCIL MEMBER VAN BRAMER: [interposing]  
16 Sure, but I asked—the question I asked is—is do you  
17 have an estimate of how much increased funding will  
18 need to be invested for transportation infrastructure  
19 today. Do you have that number?

20 JAMES PATCHETT: So, what we'll do is an  
21 Environmental Impact Statement to identify the  
22 necessary mitigations as we would in a ULURP.

23 COUNCIL MEMBER VAN BRAMER: Alright, so  
24 we don't know the number for that? Do we know how

2 much money exactly you're going to invest in schools  
3 as a result of this deal?

4 JAMES PATCHETT: There--there will be no  
5 new residents moving to Long Island City as a result  
6 of this.

7 COUNCIL MEMBER VAN BRAMER: [interposing]  
8 So, we don't need new schools?

9 JAMES PATCHETT: I'm saying--so, just to  
10 be clear, your question is what is the impact of them  
11 coming. You're trying to--you're trying to try to  
12 come up with a number associated with infrastructure  
13 that's necessary as a result of this.

14 COUNCIL MEMBER VAN BRAMER: Right and I  
15 seem to--you seem to say just as Deputy Mayor Glen  
16 said we don't need affordable housing any more  
17 because all these jobs are so well paying.

18 JAMES PATCHETT: Right. No.

19 COUNCIL MEMBER VAN BRAMER: That you just  
20 said because of the changes in the deal that the need  
21 for schools has somehow been mitigated.

22 JAMES PATCHETT: No, I'm saying that  
23 relative to housing, which was the plan here, there's  
24 going to clearly be a lower impact on schools to the  
25 community. So, relative to that, the need for

2 investment in schools is lower than it otherwise was,  
3 but it's—but it's absolutely our commitment to work  
4 with you to identify the necessary investments--

5 COUNCIL MEMBER VAN BRAMER: [interposing]

6 That's fundamentally wrong because we have a shortage  
7 of seats today in Western Queens. We have the two  
8 most overcrowded school districts today in Western  
9 Queens, and how could you believe that there isn't a  
10 greater need projected with 25,000 or 40,000  
11 employees plus the way it's going to change housing  
12 patterns. I want to move on because it's clear that  
13 though you have an estimate of how much money you  
14 think this deal is going to bring in, you have no  
15 numbers in terms of what it's going to cost us.  
16 That's going to change your calculation. I want to  
17 talk about non-disclosure agreements.

18 BRIAN HUSEMAN: [interposing] Council  
19 Member, so it depends on [applause] If I may, in the  
20 MOU we will provide space for a 600-seat school.

21 COUNCIL MEMBER VAN BRAMER: With all due  
22 respect, Mr. Huseman, we had two new schools coming  
23 as a result of the—the two ULURPs that were planned,  
24 and because the Administration cut a deal with you  
25 to—to merge those two into one, we actually lost a

2 school, and the fact that you're making space a  
3 trillion dollar company for a school that was already  
4 in the works, we're getting nothing new out of that.  
5 Nothing. Not one thing for the community.

6 JAMES PATCHETT: [interposing] But you--

7 COUNCIL MEMBER VAN BRAMER: [interposing]  
8 Once again, we turned to non-disclosure agreements.

9 JAMES PATCHETT: But you can't—you can't  
10 have it both ways, though, Council Member. You Can't  
11 say that the residential units then wouldn't—you  
12 can't assume you get the schools without the  
13 residential input units, which would have a  
14 significantly greater impact on infrastructure.

15 COUNCIL MEMBER VAN BRAMER: We have the  
16 need already.

17 JAMES PATCHETT: I agree and I said, but  
18 that—but you're trying to characterize it as a need  
19 or result of this project. There will be, honestly.

20 COUNCIL MEMBER VAN BRAMER: [interposing]  
21 I absolutely fundamentally believe there will be an  
22 increased need for school seats as the rest of the  
23 project.

24 JAMES PATCHETT: [interposing] Okay, I  
25 mean I hear you--



2 COUNCIL MEMBER VAN BRAMER: [interposing]  
3 but some of those Amazon employees are going to live  
4 in Western Queens--

5 JAMES PATCHETT: [interposing] So they'll  
6 live-

7 COUNCIL MEMBER VAN BRAMER: [interposing]  
8 and they're going to have children, and their  
9 children are going to need to go to schools.

10 JAMES PATCHETT: Yeah.

11 COUNCIL MEMBER VAN BRAMER: And where are  
12 they going to go to school?

13 JAMES PATCHETT: And where--

14 COUNCIL MEMBER VAN BRAMER: [interposing]  
15 In the school you didn't build.

16 JAMES PATCHETT: And we're--

17 COUNCIL MEMBER VAN BRAMER: [interposing]  
18 That's wrong.

19 JAMES PATCHETT: We're-we're  
20 [cheers/applause]

21 COUNCIL MEMBER VAN BRAMER: [interposing]  
22 So, let me just say, let me just say once again,  
23 let's get to non-disclosure agreements. Do you,  
24 President Patchett, believe that the practice of  
25 government officials signing non-disclosure

2 agreements about Economic Development deals where  
3 public taxpayer dollars are being given away as good  
4 government?

5 JAMES PATCHETT: I believe that non-  
6 disclosure agreements are necessary from time to time  
7 when you're dealing with companies who have  
8 proprietary business information. For example, we  
9 deal with Life Sciences companies all the time who  
10 are developing new drugs and they are interested in  
11 accessing our incubators or other resources to  
12 improve access to talent in New York City. So, they  
13 would interested to share that information with us.  
14 It's proprietary. They don't want it shared with  
15 everyone. So, maybe we'll agree to a non-disclosure  
16 agreement with them.

17 COUNCIL MEMBER VAN BRAMER: [interposing]  
18 So, you would not support--

19 JAMES PATCHETT: We also work with

20 COUNCIL MEMBER VAN BRAMER: --a ban on  
21 government officials signing non-disclosure  
22 agreements about Economic Development deals where  
23 public tax dollars are being given away?

24

25

2 JAMES PATCHETT: Council Member Lander, I  
3 know has discussed it. I'm happy to look at a draft  
4 of legislation.

5 COUNCIL MEMBER VAN BRAMER: Did you, the  
6 Deputy Mayor or Mayor de Blasio ever express  
7 reservations about signing the Non-Disclosure  
8 Agreements?

9 JAMES PATCHETT: Yeah. I'm not sure  
10 that--the only--we talked about the Non-Disclosure  
11 Agreement. It was part of Amazon's public RFP. We  
12 reviewed it with elected officials who were part of  
13 the geographies. They were part of the bid in our  
14 proposal--in our proposal in October--in our  
15 presentation in October 2017. It then came up in our  
16 two public hearings before the City Council that I  
17 had earlier this year. The only person who raised  
18 any questions about it was Council Lander. I frankly  
19 heard no concerns about the Non-Disclosure Agreement  
20 from anyone until the last four weeks, even though  
21 it's very much public knowledge that it was a part of  
22 this.

23 COUNCIL MEMBER VAN BRAMER: So, the  
24 question was did Mayor de Blasio have any  
25 reservations about that.

2 JAMES PATCHETT: I never heard any from  
3 you.

4 COUNCIL MEMBER VAN BRAMER: Okay, great.  
5 Mayor de Blasio often fails to meet face-to-face with  
6 his commissioners, and other high ranking members of  
7 this Administration. Did you ever meet with the  
8 Mayor personally on the Amazon deal?

9 JAMES PATCHETT: Yes.

10 COUNCIL MEMBER VAN BRAMER: How often did  
11 you meet with Mayor de Blasio on the Amazon deal?

12 JAMES PATCHETT: Frequently.

13 COUNCIL MEMBER VAN BRAMER: How  
14 frequently?

15 JAMES PATCHETT: I don't have the  
16 specific number, but over—I certainly spoke to him or  
17 met with him in person over ten times.

18 COUNCIL MEMBER VAN BRAMER: Just on  
19 Amazon?

20 JAMES PATCHETT: Yes.

21 COUNCIL MEMBER VAN BRAMER: So the Mayor  
22 cannot meet with many of his own commissioners about  
23 everyday city business, and how this city functions,  
24 but he can meet with you ten times at least in the  
25 last year just on this Amazon deal?

2 JAMES PATCHETT: But the Mayor speaks  
3 frequently with people on the phone and over  
4 conference calls, as he—as we did frequently about  
5 the Amazon deal.

6 COUNCIL MEMBER VAN BRAMER: James,  
7 honestly, I've been more respectful in this  
8 questioning of you than you have been with me.  
9 That's a disgraceful answer. The NDA—the NDA that  
10 was signed by members of this Administration says in  
11 Section 8 that the agency will return or destroy all  
12 tangible materials, embodying confidential  
13 information promptly following Amazon's request. Have  
14 you or anyone in this Administration destroyed or  
15 returned materials to Amazon at this point?

16 JAMES PATCHETT: No.

17 COUNCIL MEMBER VAN BRAMER: Okay. I have  
18 here the 29-page Request for Information  
19 Questionnaire that Amazon asked each city to answer.  
20 Some cities have released that document. Has the  
21 city of New York released the answer to this RFI  
22 questionnaire?

23 JAMES PATCHETT: Yeah, we put many  
24 documents on our website yesterday. It's like--

2 COUNCIL MEMBER VAN BRAMER: [interposing]  
3 Including this one and then took it down, no?

4 JAMES PATCHETT: I'm—I'm not certain.  
5 I'm happy to share it with you, though.

6 COUNCIL MEMBER VAN BRAMER: So, you will  
7 make the answers to this document public and put it  
8 on the website just as you have all the other  
9 documents?

10 JAMES PATCHETT: Happy to provide it to  
11 you, yeah, and we can put it on the website, sure.

12 COUNCIL MEMBER VAN BRAMER: Okay, but it  
13 did appear, then it disappeared. So with respect to  
14 that document, in Real Estate Section RA-4 the  
15 Planning and Zoning questions 4-B asked: Will the  
16 government commit to rezoning prior to site  
17 selection? Do you recall how you answered this  
18 question?

19 JAMES PATCHETT: I-I don't, but certainly  
20 we didn't.

21 COUNCIL MEMBER VAN BRAMER: But you  
22 offered to bypass ULURP throughout the process.

23 JAMES PATCHETT: It really never came up  
24 in specifics until the very end of the process.

2 COUNCIL MEMBER VAN BRAMER: But it was in  
3 the documents. The Speaker raised it earlier. It  
4 was very clearly there. There are at least six pages  
5 in this document, six pages of questions where Amazon  
6 asked specifically about taxes and incentives. The  
7 \$3 billion package that came out of that to Amazon,  
8 did you need the \$3 billion in order to come to New  
9 York?

10 HOLLY SULLIVAN: We-we negotiated with 20  
11 different locations during the finalist during the  
12 spring. We made 20 different site visits. As we've  
13 said previously, talent was the primary driver for  
14 our location decision to come to New York, and we're  
15 super excited to be here and hire New Yorkers.  
16 Incentives were certainly a part of that process and  
17 they were a priority for us.

18 COUNCIL MEMBER VAN BRAMER: So, it was  
19 indeed why you came to New York or a big part of why  
20 you came to New York?

21 HOLLY SULLIVAN: The primary reason was  
22 talent. Incentives were-were a part of that decision  
23 making process.

24 COUNCIL MEMBER VAN BRAMER: So, the  
25 Plaxall property that the Speaker mentioned earlier.

2 So, a privately owned piece of land included in the  
3 General Project Plan that is not related to the  
4 Amazon project?

5 JAMES PATCHETT: Well, it's certainly  
6 related in the sense that it's immediately next door.  
7 It was part of the initial public approval process,  
8 and we made it possible for them to build commercial  
9 space, which we very much hope will be related to the  
10 project in the sense that we hope that other  
11 companies will located near them.

12 COUNCIL MEMBER VAN BRAMER: So, James,  
13 you've disrespected-

14 JAMES PATCHETT: Okay, sorry.

15 COUNCIL MEMBER VAN BRAMER: --this body  
16 with how you've handled this process. You bypassed  
17 ULURP, and then you also bypassed ULURP for this  
18 piece of Plaxall property. I believe it is  
19 fundamentally unethical what you have done with the  
20 piece of Plaxall property taking a private property  
21 where a private owner of land is going to benefit  
22 immeasurably because you and the Mayor decided to  
23 take that piece of property, fold into here and  
24 bypass ULURP and allow that private for-profit entity  
25 to gain a public benefit and make serious money. You



2 should be ashamed of yourself for that particular  
3 piece alone, and you should agree [applause] and you  
4 should agree to put that back into ULURP at a  
5 minimum. I just want to say those who agreed to this  
6 deal, those who signed to this deal, I have more  
7 questions, but I'm going to go now. Should  
8 absolutely be ashamed of agreeing to this deal on  
9 behalf of the people of the city of New York. Thank  
10 you.

11 JAMES PATCHETT: Thank you.

12 CHAIRPERSON VALLONE: Thank you, Council  
13 Member. [applause]

14 JAMES PATCHETT: You guys, we're—we're—  
15 we're not ashamed. [applause] We're not ashamed of  
16 this. We're proud to be here, and we're proud to be  
17 delivering these jobs to New York City.

18 SERGEANT-AT-ARMS: [interposing] Quite,  
19 please keep it down.

20 CHAIRPERSON VALLONE: So our next round  
21 of questions we'll start with Council Member Lander,  
22 Koo and Powers. We are going to have a 4-minute  
23 clock with each Council Member within those time  
24 limits, but we are getting some questions in on the  
25 board behind us. One of the ones that just popped up

2 was: Of the jobs based in New York—and this comes  
3 from Mr. Michael Stone I believe—may you expect to be  
4 unionized? How do you plan on re-ensuring New  
5 Yorkers that you won't engage in the kind of any  
6 abusive labor practice or any anti-union campaigns  
7 that may have you engaged elsewhere? That's one of  
8 out Tweets.

9           BRIAN HUSEMAN: I would respectfully  
10 disagree with the premise of the question that we  
11 have engaged in anti-union practices elsewhere. We  
12 absolutely respect an employee's right to choose  
13 whether to join or to not join a union.

14           JAMES PATCHETT: Yeah, I would say the  
15 Mayor from the Mayor from the outset, and we said  
16 this with the announcement, bringing Amazon to New  
17 York City is an opportunity for us to engage with  
18 them about the beliefs and values of New York City,  
19 which are that unionization is important, and we're  
20 thrilled as a result of that they're going to be  
21 working with SEIU for their building workers, their  
22 first agreement with them ever, a result of coming to  
23 New York City. That we're going to be working with  
24 the building trade, which is a significant step for  
25 us and so we're excited to continue these

2 conversations and also the opportunity to have these  
3 discussions before this body. We think we'll further  
4 the opportunities to encourage the company to work  
5 more with union labor.

6 SPEAKER JOHNSON: James, did you ask--

7 HOLLY SULLIVAN: [interposing] It's like  
8 a--

9 SPEAKER JOHNSON: --did--did the city ask  
10 them to sign a neutrality deal so that they're card  
11 checked so that their workers who would--could get  
12 unionized if the city asked that to happen?

13 JAMES PATCHETT: We asked them to work  
14 with unions, yes.

15 HOLLY SULLIVAN: And we are--

16 SPEAKER JOHNSON: [interposing] Wait,  
17 hold on. What does that mean work with unions?  
18 Besides 32BJ and the building trades--

19 JAMES PATCHETT: [interposing] the  
20 building trades

21 SPEAKER JOHNSON: --what--what do you mean  
22 work by--work with unions?

23 JAMES PATCHETT: You mean besides those  
24 two unions? We asked them at their corporate  
25 headquarters to work with the relevant unions. Yes.

2 SPEAKER JOHNSON: But-but what does that  
3 mean work with unions?

4 JAMES PATCHETT: To commit to working  
5 with them. What do you mean? To have their workers  
6 be unionized.

7 SPEAKER JOHNSON: Do you know about their  
8 anti-union practices around the world?

9 JAMES PATCHETT: I'm-

10 [Inaudible protestor comment]

11 SPEAKER JOHNSON: [shushing for quiet]

12 JAMES PATCHETT: I've-I've certainly read  
13 the media coverage that you had--

14 SPEAKER JOHNSON: [interposing] And what  
15 do you think about that?

16 JAMES PATCHETT: --and we're very-we're-  
17 we're certainly concerned about some of the reports  
18 that we've seen, but that being said, this is a focus  
19 on the jobs at the headquarters. We're thrilled to h  
20 have them here, and we are excited they're going to  
21 be working with union labor as the Mayor has  
22 emphasized from the beginning is an important value  
23 for this city, and for this Council I know as well.

24 HOLLY SULLIVAN: And we-we do already  
25 have a relationship with 32BJ in our New York City

2 offices. We look forward to continuing that  
3 relationship in our Long Island City headquarters and  
4 we're—we don't have development plans yet. As soon  
5 as we get those, we look forward to sitting down with  
6 the trade unions also developing that relationship,  
7 and finding out how we can best partner moving  
8 forward and we fully expect to use union labor during  
9 the construction of our project.

10 SPEAKER JOHNSON: We love 32BJ and we  
11 love the building trades, but this is not about two  
12 unions. This is about all unions and all working  
13 people [cheers/applause] to make sure they're  
14 protected. That's what this is about.

15 SERGEANT-AT-ARMS: Quiet please.

16 SPEAKER JOHNSON: Council Member Lander.

17 CHAIRPERSON VALLONE: Council Member  
18 Lander.

19 COUNCIL MEMBER LANDER: Thank you, Mr.  
20 Chair for this hearing. Mr. Huseman, earlier in this  
21 hearing in response to the Speaker's questions, you  
22 affirmed that Amazon provides facial recognition  
23 technology to ICE, saying we think the federal  
24 government should have access to the best technology.  
25 As I understand it, the ACLU showed that that this

2 best technology falsely matched 28 members of  
3 Congress to mug shots in a database  
4 disproportionately people of color. So you  
5 understand that what we hear in this room when you  
6 say that is that in pursuit conflict, Amazon is a  
7 willing partner in Trump's deportation machine, which  
8 will very likely lead to the deportation of  
9 immigrants in Queens exactly the people that you  
10 claim to want as your neighbors.

11 BRIAN HUSEMAN: So, as to that  
12 [applause]. As to that ACLU study we have not been  
13 able to replicate the findings of that. As to the  
14 overall question about our record on immigration, we  
15 have a strong and public stance no immigration  
16 issues, and we've lobbied, we've advocated on behalf  
17 of DACA, on behalf of the Dreamers, and on behalf of  
18 Green Card reform.

19 COUNCIL MEMBER LANDER: I think that will  
20 come as cold comfort to people who are picked up as a  
21 result of your facial recognition technology and that  
22 they won't be that happy with you as—as your  
23 neighbors. So, what I want to go to, though, is  
24 we've obviously got so many questions about the tax  
25 breaks and the club acts, about job quality and job

2 access and workers' rights and infrastructure and  
3 transit. Those are all challenges that we can solve  
4 as a city that only if we have the Democratic  
5 capacity to address them. So, I'd like to use my  
6 time to talk about the relationship between Amazon's  
7 growing monopoly power, and our local democracy.  
8 It's my understanding that when the City Council in  
9 Seattle sought to impose a tax on several hundred  
10 large businesses to try to address affordable housing  
11 and homelessness, that Amazon threatened to halt  
12 construction on a new tower, and to sublease the  
13 property, and also contributed to the Chamber of  
14 Commerce's effort to overturn that effort. Is that  
15 correct?

16 BRIAN HUSEMAN: So, a couple of points.  
17 I'm going to respectfully disagree with the premise  
18 that Amazon is a growing monopoly. Amazon competes  
19 in many different--

20 COUNCIL MEMBER LANDER: [interposing] Can  
21 you answer the question that I asked, though.

22 BRIAN HUSEMAN: Well, we'll answer that--

23 COUNCIL MEMBER LANDER: [interposing] I  
24 only have the four minutes so I really would  
25 appreciate it.

2 BRIAN HUSEMAN: I'm so sorry. Amazon  
3 competes in the global retail market and we're all  
4 about prices and selection, more selectin and more  
5 convenience. As to the issue of the head tax in  
6 Seattle, we've been a leader in fight against  
7 homelessness in Seattle and a partner--

8 COUNCIL MEMBER LANDER: [interposing] Did  
9 you threaten [Protestor shouting] to cease  
10 construction, sublease your property, and contribute  
11 to the Chamber of Commerce's effort to overturn the  
12 tax.

13 BRIAN HUSEMAN: So, we have partnered  
14 with organizations like Mary's Place in Seattle--

15 COUNCIL MEMBER LANDER: [interposing] You  
16 know you did because Amazon's Spokesman Drew Herdener  
17 said, I can confirm that pending the outcome of the  
18 head tax vote by City Council Amazon has paused all  
19 construction planning on our Block 18 project. It's  
20 also come to my understanding that Amazon led the  
21 lobbying last year in an attempt to amend the  
22 Washington State Equal Pay Act, to preempt local  
23 governments like Seattle from adopting stronger pay  
24 equity laws that would help close the gender and race  
25 pay gap. Is that correct?



2 BRIAN HUSEMAN: So, as to the issue of  
3 the head tax, we did not support the head tax. We  
4 believe that that was a tax on job growth and on  
5 investment.

6 COUNCIL MEMBER LANDER: [interposing]  
7 Your spokesman already answered that you did the  
8 things I asked about. Is it also true that you  
9 contributed to the lobbying effort to preempt local  
10 efforts by Washington municipalities from passing  
11 stronger pay equity laws.

12 BRIAN HUSEMAN: No, the question is: Did  
13 Amazon leave that. We did not. We're members of  
14 several different business associations that weighed  
15 on it. (sic)

16 COUNCIL MEMBER LANDER: [interposing] The  
17 lead sponsor of the bill represents Tanna Sanset  
18 (sic) in negotiations over the bill. Amazon fought  
19 hard to bar cities like Seattle from going farther  
20 than state law in efforts to close the gender and  
21 race pay gap. Microsoft didn't care about  
22 preemption, the mainstream didn't care about  
23 preemption. It has been led by Amazon.

24 BRIAN HUSEMAN: I'm happy to follow up  
25 with on that

2 COUNCIL MEMBER LANDER: I look forward to  
3 it. So, this really gets to the—the crux of my  
4 questions. I think we have the capacity to manage  
5 the growth the 25,000 jobs would represent and to do  
6 what's necessary [bell] to share them fairly, but we  
7 can only do that if we've got a strong local  
8 democracy, and given that Amazon threatened the  
9 capital strike when the City Council in Seattle tried  
10 to address the housing and homelessness crisis,  
11 something that would have amounted in its first year  
12 to \$12 million of your \$178 billion annual revenues.  
13 Supported a chamber of commerce effort to undermine  
14 not just that law, but honestly confidence of the  
15 people of Seattle in their government, led the effort  
16 to preempt cities in Washington from adopting  
17 stronger pay equity laws, conducted a bidding process  
18 that was a higher—

19 CHAIRPERSON VALLONE: [interposing] That  
20 will be your last question.

21 COUNCIL MEMBER LANDER: --race to the  
22 bottom of 238 cities giving you all this data you  
23 could use in future desking siting decisions,  
24 required the 20 finalists to sign a non-disclosure  
25 agreement, hiding the information about our bids from

2 members of the public and their elected officials and  
3 are choosing to go along with avoiding New York  
4 City's Democratic Land Use Review process. How can  
5 we possibly believe that Amazon will not continue to  
6 abuse its monopoly power to erode or democratic  
7 capacity to govern our city? [applause]

8 BRIAN HUSEMAN: There are a lot questions,  
9 a lot of issues there. I look forward to kind of  
10 talking with you about those more.

11 SERGEANT-AT-ARMS: Keep it down.

12 CHAIRPERSON VALLONE: Council Member  
13 Peter Koo.

14 COUNCIL MEMBER LANDER: [interposing] I  
15 don't see how we could believe it. Thank you. I  
16 think it's probably time to rethink the Prime  
17 Account.

18 SERGEANT-AT-ARMS: [interposing] Quiet,  
19 please.

20 CHAIRPERSON VALLONE: After Koo, we're  
21 going to have Council Member Inez Barron. Peter-  
22 Council Member Koo.

23 COUNCIL MEMBER KOO: [coughs] Thank you,  
24 Mr. Chair and thank you representatives from Amazon  
25 and Mr. Patchett from EDC. I speak here today not

2 only as an elected official, but also as a  
3 representative of small business owners. Amazon I  
4 think, you know, is the greatest thing invented since  
5 the sliced bread, you know. You are the company love  
6 to hate, you know because we hate you but we also  
7 love you, right, every one of you. Every one of us  
8 here when they go home they will order stuff from  
9 Amazon.

10 SERGEANT-AT-ARMS: Quiet, please.

11 COUNCIL MEMBER KOO: Amazon is-is name,  
12 you guys, is the biggest jungle on earth, but sucks  
13 up all the oxygen the small business people-owners  
14 breathe. I'm a small business owner. I know many  
15 small business owners their business suffer because  
16 of the creation-since the creation of Amazon. So  
17 this is only the beginning of a long dialogue. I  
18 hope companies like you because of our size because  
19 of their wealth will do more things for the community  
20 when you come in because even in my neighborhood we  
21 have a small development under the developer agreed  
22 to give us like \$2.2 million for community  
23 development. A big size company like you, you only  
24 give \$5 million for workforce development. It's not  
25 enough. When you open a company in China, you are

2 required to open schools, dormitories and everything  
3 in the community. So, I hope you will do the same  
4 thing for us. Otherwise, you know, there's no fair  
5 competition because we love you, but we also hate  
6 you. [laughter] Oh, because I mean people like you-  
7 like people shop at retail any more. They'll go home  
8 and order online because your stuff is a couple  
9 dollars cheaper and you deliver, right. So, your  
10 business model is good, but sooner or later you will  
11 become the monopoly of America. No, you super-you  
12 offer to the supermarkets, the pharmacy and all the  
13 retail, you know. So, I hope like I want to hear  
14 from you all kinds of things that you will do for  
15 Long Island City, the intents of infrastructure  
16 improvement. In terms of on the schools, in terms of  
17 housing because the minute your announcement to come  
18 to Long Island City, condominium prices in the area  
19 increase 15%. The minute you-I know they know. So  
20 this is not good for the community. Housing will be  
21 very expensive. So, I want you to address to those  
22 problems: Housing, schools, infrastructure  
23 improvement, et cetera. Thank you.

24 BRIAN HUSEMAN: Yes, thank you and I  
25 appreciate the invitation to have an ongoing

2 dialogue. As to your small business comment, more  
3 than half of what you buy on Amazon is not sold by  
4 us, but it's sold third-parties including the small  
5 businesses and we have tens of thousands of small  
6 businesses in New York that are able to reach  
7 customers around the world from selling on Amazon.  
8 In addition, in our headquarters we want to advise  
9 small businesses in for cafés and food services and  
10 as I mentioned we also encourage our employees to go  
11 out in the neighborhood. So, we want to have a very  
12 connected relationship with the community. As to  
13 your questions about housing and infrastructure and  
14 transportation, our success in Long Island City also  
15 depends upon making sure that we as—as a company, and  
16 that we as a community address [bell] those  
17 challenges and so we look forward to working all of  
18 you on those.

19 CHAIRPERSON VALLONE: Thank you and we're  
20 going to--

21 HOLLY SULLIVAN: [interposing] Just to  
22 add to that.

23 CHAIRPERSON VALLONE: --based on--Holly  
24 just a minute, but based on the fact that we have the  
25 time limits for 1:00, I want to make sure that the

2 Council Members are heard. So, we're not going to  
3 entertain questions, and everyone has four minutes. -  
4 -

5 COUNCIL MEMBER KOO: [interposing] Thank  
6 you very much. I-I believe job creation is --

7 CHAIRPERSON VALLONE: [interposing] Thank  
8 you, Council member.

9 COUNCIL MEMBER KOO:--the biggest  
10 important thing the government should do for the--for  
11 the people.

12 CHAIRPERSON VALLONE: [interposing] Now  
13 we're going to have Council Member Inez Barron  
14 followed by Keith Powers then Carlina, Adams and  
15 let's see, Rivera. Carlina Rivera. Sorry. So, Inez,  
16 you're next.

17 COUNCIL MEMBER BARRON: Thank you, Mr.  
18 Chair and thank you to the panel for coming, and  
19 thanks to all of my colleagues who see this as a very  
20 critical issue, and we're going to hear--we've heard  
21 already about the extent of the giveaway that the  
22 city and the state has given the richest corporation  
23 that we have, the richest man that's here. And what  
24 we are concerned about also is the provision of jobs  
25 is great, about 5 or 6 years ago, your predecessor--

2 you-you were preceded at this in trying to get this  
3 land grab, and bringing this great offer of jobs when  
4 Walmart tried to get its toe in New York City.  
5 People said it's a dumb deal. Walmart is the  
6 biggest. You can't fight Walmart. We're fighting  
7 you [cheers/applause] and we're fighting you, we're  
8 fighting you because we don't accept the process that  
9 got us to this point. You've taken the L in ULURP  
10 and replaced it with an S, and trying to usurp the  
11 power of the people to be able to say what is fair  
12 [chees/applause] and what is good in the totality of  
13 what we want to see in New York City. So, I see this  
14 as Walmart 2.0 and we're going to continue to fight  
15 because we object to the process that has brought us  
16 to the point. There were Council Members who at the  
17 outset said well let's examine what Amazon can bring  
18 to New York City in spite of your poor labor record,  
19 in spite of the atrocities, which I read about last  
20 week I think in the New York Times of workers who  
21 were immigrants who have come to this country and  
22 were forced to stand and product—and push the—the  
23 assembly line process. Many of them were women who  
24 were pregnant who got no accommodations. So, in spite  
25 of that, we were willing to listen to what you were



2 going to offer to bring to New York City, but for the  
3 Governor and the Mayor to have extended this great  
4 financial benefit and give land that was already  
5 being considered for housing, which we know is a  
6 critical issue giving that up. Not having that  
7 continue to go through ULURP process is unacceptable.  
8 We now that for years the city and the state have  
9 disinvested in CUNY. CUNY is a great—important topic  
10 to me and I am the Chair of the Committee on Higher  
11 Education. So, now we want to give away \$500 million  
12 when we could have taken that \$500 million, added  
13 another \$300 million to that, and provided CUNY as a  
14 true tuition free institution. [cheers/applause] Not  
15 one that gives them on ad and takes on the other.  
16 So, we're very disappointed that we're at this point.  
17 After hearing you say no we're not going to consider  
18 some of the issues that Council Members have put up,  
19 and the Speaker as well has put on the table to ask  
20 you will you consider withdrawing that, and we say  
21 you're in for a battle, you're in for a fight, and  
22 the end is not yet what it will become at the end of  
23 this deal. Thank you. [cheers/applause]

24 CHAIRPERSON VALLONE: Thank you Council  
25 Member. Council Member Keith Powers.

2 COUNCIL MEMBER POWERS: Thank you, thank  
3 you and thank you for having this hearing and thank  
4 you for being here. I just wanted to correct the  
5 record for a second. I think the comment earlier was  
6 that Council Member Lander is the only one that's  
7 inquired about Amazon. February 6, 2018 was the  
8 first Economic Development Committee hearing, the  
9 first one I ever sat it. I actually asked about the  
10 economic incentives being offered to Amazon to--

11 COUNCIL MEMBER POWERS: It about the Non-  
12 Disclosure Agreement. You reminded me, okay, and I-  
13 but I want to-I do note that the response there was  
14 that the city was not offering them anything in terms  
15 of

16 JAMES PATCHETT: [interposing] Correct.

17 COUNCIL MEMBER POWERS: --discretionary  
18 and I don't know if the word discretionary was used--

19 JAMES PATCHETT: Definitely.

20 COUNCIL MEMBER POWERS: --but incentives,  
21 but certainly I think the complete answer to that  
22 would have been there are as-of-right benefits  
23 available and we are willing to offer them land. I  
24 mean there--the benefits they get I think are beyond  
25 what they are offered just by as-of-right, just to be

2 clear here, but I want—do want to correct the record  
3 because we did ask about and trans—that video is live  
4 on—on the website. I'm must going to hit with a  
5 couple of questions quick. I will say you've heard a  
6 lot of frustration here, and everybody I think is  
7 right to voice frustration about the community and  
8 the Council being left out of the process because  
9 every other project in New York City has to go  
10 through this not only does it offer them a  
11 competitive advantage in my belief to skip that  
12 process, but also it takes away all the other review  
13 processes that folks have to go. There's a cost  
14 associated with that, and there is a competitive  
15 advantage associated with that one when you let one  
16 employer skip it. Whether we think the benefit is  
17 right or not, I think it's—I think it's an unfair  
18 advantage offered to one company. So, just a few  
19 questions here, though. The \$500 million from the  
20 state, I know they're not here, but I hope you can  
21 answer.

22 JAMES PATCHETT: Uh-hm.

23 COUNCIL MEMBER POWERS: Is that  
24 contingent on job creation or is that discretionary  
25 no matter what and—and if so, I'm just going to ask

2 some more you, if so, how many jobs? Second, is can  
3 you tell us any instances where GPP was used.  
4 There's a number of examples that have been offered  
5 where there's been no state land included, and how  
6 many? Has anyone been looking for a single  
7 employment, a single project versus Atlantic Yard,  
8 Times Square type of project, and that's it. And  
9 then the third question is also on the state side  
10 there is a discretionary part of this in the  
11 Excelsior Jobs Program, and they choose how much they  
12 put into that in terms of these job subsidies. Can  
13 you tell us why 6% was decided as the—as the—as the  
14 number and also is that going to be 6% for wages that  
15 go up to any amount meaning if somebody makes a  
16 million dollars a year to save subsidizing that job.  
17 And I'll last one more. I hope you can track—is you  
18 have talked a lot about LIC as a commercial hub, and—  
19 and in terms—instead it really turned into a  
20 residential community proximity to Manhattan, Midtown  
21 Manhattan where lots of jobs are, and it has turned  
22 into the commercial hub as you have noted in this  
23 instance. It's meant to kick start that and Amazon  
24 is meant to be the kick start to that. But perhaps  
25 that means something. Maybe, you know, I would love

2 to just hear an explanation why it has not turned  
3 into a commercial hub despite efforts to make it so  
4 and whether this is potentially fitting a square into  
5 a circle in terms of something that people really  
6 desire to be a residential committee within proximity  
7 to the residential neighborhood versus being the  
8 commercial hub.

9 JAMES PATCHETT: Okay.

10 COUNCIL MEMBER POWERS: Those are my  
11 questions. Thank you.

12 JAMES PATCHETT: Sure and I have a list  
13 of 12. [laughter] Okay thank you, Council Member  
14 Powers. Absolutely there was a robust conversation  
15 at the—at our Economic Development Oversight Hearing.  
16 I didn't want to suggest there wasn't, just  
17 specifically about the NDA. It was a limited  
18 discussion, but so let me sure to cover your  
19 questions. I want to start by saying and re-  
20 emphasizing what we sought to do here was to  
21 represent interest of the city. The Mayor from the  
22 beginning say we weren't going offer any  
23 discretionary incentives. We didn't and there—  
24 there's public land as a part of this. Yes. It's a  
25 lease and it is subject to fair market value terms.

2 We're not giving it to them. It's subject to fair  
3 market value terms. So, they're paying what we would  
4 have otherwise received for it. On the question of  
5 specifically a general project plan, so, you know, we  
6 really do believe a GPP is the required component to  
7 make this project happen because we believe it's  
8 appropriate [bel] when it's necessary to achieve the  
9 desired policy outcome either because the actions are  
10 not possible through ULURP like the Pilot Fund here,  
11 or when the land use actions are so complicated the  
12 GPP is just the practical mechanism to move it more  
13 quickly and we believe the ULURP would have taken  
14 significantly longer and not met the company's hiring  
15 timelines. They said just before they needed it  
16 quickly and we believe we're able to provide it that  
17 way through this mechanism. We're enabling the Pilot  
18 fund for the GPP, we're doing agency relocation as a  
19 part of this. We're potentially doing street de-  
20 mappings. We're also critically allowing the public  
21 to hold title during the project so we can hold the  
22 company even more accountable, which is definitely  
23 not possible through ULURP. As to your question  
24 about absence of state land, there was no state land  
25 on 42<sup>nd</sup> Street. There was certainly no state land in

2 the Columbia GPP. I'm sure there are other examples.  
3 That's just a couple for you, and then I think the  
4 last question is why not--why doesn't the city not  
5 become a commercial community on its own that--?

6 COUNCIL MEMBER POWERS: Just--just--just--  
7 three's two questions you didn't answer for sure.  
8 One is the \$500 million being contingent on job  
9 creation, and the tax breaks have the state program  
10 up. So, you're--you signed an NDA to be part of this  
11 conversation. So, you certainly are part of the  
12 table with the--

13 JAMES PATCHETT: [interposing] Okay,  
14 sure.

15 COUNCIL MEMBER POWERS: --FC. What--how  
16 was the sixth person decided, and are we subsidizing  
17 jobs beyond other state programs like I think the  
18 Jobs First Program and other programs where it's in  
19 that 200K a year for a job. Are we subsidizing jobs  
20 up to a million, \$2 million, \$3 million or whatever  
21 the highest paid job would be at this site?

22 [Protestor making comments]

23 JAMES PATCHETT: Sure.

24 CHAIRPERSON VALLONE: Please.

25 SERGEANT-AT-ARMS: [interposing] Quiet.

2 JAMES PATCHETT: Yeah, okay. So, just to  
3 start yes the \$500 million is performance based. The  
4 company hasn't received a dime yet. It's contingent  
5 on them building the commercial buildings that they  
6 are required to. There will be--there will be  
7 reimbursement only based and those--the--the--where  
8 they will be constructing them the leases that we  
9 have with the company will also require them to fill  
10 the company with Amazon employees where they will  
11 have the potential of not just--never receiving an  
12 incentive, but actually losing the properties in the  
13 first instance. So, it is actually performance based  
14 incentives, and then I--I can't go into tremendous  
15 detail about the particulars of the state program,  
16 but I will assure you that I will have someone from  
17 the state directly reach out to you to talk about  
18 those.

19 CHAIRPERSON VALLONE: Thank you, Council  
20 Member Powers. We're going to move onto Council  
21 Member Carlina Rivera.

22 COUNCIL MEMBER POWERS: I'm--okay.

23 COUNCIL MEMBER RIVERA: Hi.

24 CHAIRPERSON VALLONE: Followed by Council  
25 Member Levine, and then Council Member



2 COUNCIL MEMBER RIVERA: Thank you. Thank  
3 you so much.

4 CHAIRPERSON VALLONE: [interposing] And  
5 Council Member Menchaca.

6 COUNCIL MEMBER RIVERA: You've mentioned  
7 a lot—you've mentioned today multiple times about the  
8 talent and it's the talent that—that brought you here  
9 and I think that a lot of us feel that this—that  
10 states and cities and municipalities we should be  
11 competing on the underlying strength of our  
12 communities, and not necessarily public handouts to  
13 private businesses. So, I realized during the  
14 competition that multiple cities have proposed multi-  
15 billion dollar incentive packages, but a lot of us  
16 want to make sure that this deal does not prove  
17 wasteful and counterproductive. So, you have  
18 expressed a lot of confidence in this package. EDC I  
19 can barely see you, but that's okay. James, I know  
20 you're there.

21 JAMES PATCHETT: Yeah, I'm here.

22 COUNCIL MEMBER RIVERA: How does this  
23 deal not set up a precedence—a precedent that every  
24 major corporation is going to start asking for—from  
25 the city in order to stay and grow here? Are we

2 setting ourselves up to be extorted by large  
3 corporations?

4 JAMES PATCHETT: It's—it's a great  
5 question Council Member. I think to your underlying  
6 points, you know, I do think that federal policy that  
7 allows these competitions across cities is a mistake  
8 and that we should consider whether there should be  
9 federal policy that precludes it just so that cities  
10 are no competing against each other. I think from  
11 the beginning and this Administration what we've done  
12 is we said we're not offering any discretionary  
13 incentives. Certainly the state does it. It's part  
14 of their prerogative under their budget. I think the  
15 reason we think it's important as a city not to  
16 participate in that is because, you know, we  
17 fundamentally believe that New York City should be  
18 able to compete on its own merits. Yeah, the—the-  
19 there are—there are two components of this that are  
20 discretion that are—that are as-of-right programs  
21 that the company is eligible for today. Those  
22 programs are intended to create jobs in the Outer  
23 Boroughs. I think they've been—had a significant  
24 amount of bipartisan support for a reason because,  
25 you know, it's important to have jobs in your

2 district and—and on the Lower East side and the east  
3 side of Manhattan, but it's also important to have  
4 jobs in Queens and Downtown Brooklyn, and we've never  
5 seen them happen on their own in significant number  
6 in the way that those programs were intended.

7 CHAIRPERSON RIVERA: [interposing] And,  
8 I—I realize that you're confident and I don't mean to  
9 cut you off.

10 JAMES PATCHETT: [interposing] No, no.

11 CHAIRPERSON RIVERA: That's not my  
12 intention, but I don't have a lot of time.

13 JAMES PATCHETT: Yes, sure.

14 CHAIRPERSON RIVERA: So, to go back to the  
15 Speaker's mention of the metric of success, I want to  
16 talk a little bit more about local hiring and the—and  
17 your partners. Do you—have EDC or Amazon done any  
18 sort of analysis to determine where the worker are  
19 going to come from? How many are going to be from  
20 the city, outside of the city? Who are you working  
21 with in terms of local partnerships and tech  
22 organizations whether it's Per Scholas or Civic Hall  
23 or the Flatiron School, how are creating a real  
24 robust program for workforce development? Because,  
25 and I just want to mention because I'm going to ask

2 about the demographics of Amazon specifically in  
3 Seattle to see how many people of color and women  
4 work there. We are not confident that the people that  
5 really resemble like this body are going to be inside  
6 of those headquarters. So, if you could talk a  
7 little bit about you plan to actually make sure that  
8 people of Queensbridge and the surrounding  
9 communities are going to get those jobs, and then a  
10 little bit of how you have a track record of actually  
11 hiring the people that I mentioned.

12 JAMES PATCHETT: Okay, well, I can start  
13 and I'll it over. So, the--thank you, Council Member.  
14 So, to start, you know, we set up this workforce  
15 advisory committee with that exact intention. You  
16 highlighted it, and it's important to emphasize. I  
17 can't see it. The--

18 COUNCIL MEMBER RIVERA: Okay.

19 JAMES PATCHETT: --the, you know, in the--

20 COUNCIL MEMBER RIVERA: The props call.

21 (sic)

22 JAMES PATCHETT: There, yes. You know,  
23 the Committee is even co-chaired by Bishop Taylor of  
24 Urban Upbound, and Gale Brewer. Oh, sorry, Gale  
25 Brewer. Gail Mellow from the--from LaGuardia

2 Community College because we think—well LaGuardia  
3 Community College is one of our best institutions in  
4 the city and the fact that they're locally based, had  
5 a very diverse student body is an incredible  
6 opportunity for Amazon to access that talent.  
7 There's also a number of other workforce development  
8 providers as well as the TA presidents of the four  
9 local developments. Per Scholas is represented on  
10 there. We have to work together, but I want to stop  
11 because we're almost out of time. I want to make  
12 sure you get your other question.

13 BRIAN HUSEMAN: Council Member, just kind  
14 of briefly. Diversity and inclusion are very  
15 important to Amazon. From the very beginning of this  
16 process we made that an issue that we were seeking  
17 from cities and locations, and we're very excited by  
18 the diversity of Queens, of New York City of Long  
19 Island City. That's one of the reasons why we wanted  
20 to come here, and we look forward to increasing the  
21 diversity of our workforce by hiring New Yorkers.

22 COUNCIL MEMBER RIVERA: But what does  
23 your workforce look like right now in terms of--

24

25

2 BRIAN HUSEMAN: Sure. We make our—we  
3 make our demographics available publicly on our  
4 website, and I will share those with you.

5 CHAIRPERSON RIVERA: Thank you.

6 CHAIRPERSON VALLONE: Okay. So we are  
7 going to move to Council Members Levine, Williams and  
8 Menchaca, but the next Tweet has come in following on  
9 the Speaker's line of questionings, Council Member  
10 Thinker—laughs. It's always good to know as thinker.  
11 What will you do to prevent overcrowding on the  
12 subway lines that run through the Long Island City  
13 neighborhood? They are already beyond capacity and  
14 25,000 new riders will break the system.

15 JAMES PATCHETT: Yeah, I think—I  
16 completely understand the question. I recognize the  
17 concerns. It's already—the 7 train is also—already  
18 incredibly crowded. There's no doubt about that, and  
19 people who ride it everyday I know are struggling  
20 with that. The—the opportunity here is to realize  
21 this vision of Long Island City as a mixed-use  
22 community. People walking to work in Long Island  
23 City who never have to get on the train. So those  
24 are fewer potential riders. The people who would  
25 otherwise be getting on the train to go into

2 Manhattan walking to work. It also means people from  
3 Eastern Queens get—getting off the train in Long  
4 Island City and it means people from Manhattan  
5 commuting into Long Island City where there is extra  
6 capacity. We all have to look at all of this as a  
7 part of our Environmental Impact Statement, and if  
8 there are impacts, it's our responsibility to  
9 mitigate them.

10 CHAIRPERSON VALLONE: Okay, Council  
11 Member Levine.

12 COUNCIL MEMBER LEVINE: Thank you Chair  
13 Vallone, thank you Speaker Johnson, and I want to  
14 follow up on the excellent line of questioning from  
15 my colleague Council Member Rivera. Mr. Huseman you  
16 have repeatedly touted the 25,000 job number as being  
17 the greatest benefit to this city, but the truth is  
18 that many of those jobs are going to go to Amazon  
19 employees who you relocate from other facilities and  
20 other parts of the country. I think you actually  
21 were open about that in describing the plan for HQ2  
22 as being partly a consolidation of far flung  
23 facilities. May of those jobs are going to go to  
24 tech workers around the country who are working with  
25 your competitors or coming out of universities, and I

2 think you and others have said well New York is a  
3 place they want to come and live, but, of course,  
4 that means they're people coming from elsewhere, and  
5 -and even the jobs that are going to New Yorkers many  
6 of them will go to people who are already working in  
7 tech and already have high skills. So that leaves a  
8 number much, much less than 25,000, which is going to  
9 go to people who are in the city now who are New  
10 Yorkers today and who aren't otherwise well employed  
11 in the in similar industries. You've-you have agreed  
12 to continent financing, which is really all tied to-  
13 to the gross number that doesn't distinguish between  
14 any of these important categories of workers, but  
15 there are other major development projects in the  
16 city where the employer has signed the community  
17 benefit agreement, which does get much more specific  
18 in-in detailing who's going to be hired. Specific in  
19 geography. Sometimes even specific to a zip code,  
20 and also specific to who? It could be people who are  
21 on public assistance, people who live in public  
22 housing. There are various other categories that-  
23 that you can specify in a contract like this, and  
24 would-So, my question is first, can you talk about  
25 numbers of people and the most needy category that I-



2 that I detailed and would you be willing to sign  
3 something like that, a community benefit agreement  
4 that gets very specific on the geographies and who we  
5 are targeting for these jobs?

6 BRIAN HUSEMAN: Yeah. So, this will—this  
7 is not just relocating employees from Seattle. Part  
8 of the purpose of the HQ2 was to expand the talent  
9 base that's—that's available to us. So, we are  
10 looking to hire New Yorkers locally. As far as the—  
11 the breakdown of the jobs, about half are technical  
12 jobs, and about half are non-technical jobs, and  
13 that's based upon the breakdown in our Seattle  
14 headquarters. We want to—we have a—there's a great  
15 talent base that are here in New York that we can  
16 hire on day 1 for both categories, but we also want  
17 to work with you and with community leaders to  
18 develop that pipeline of talent for both sets of  
19 jobs. As to any agreements or future commitments,  
20 we're are at the very beginning stages of this. I'm  
21 happy to talk with you about what you have in mind  
22 and what would be useful.

23 LYDIA DOWNING: And if I could add also  
24 Council Member, I mean I think there's a—a  
25 misconception that these 25,000 jobs are going to

2 plop down on Long Island City in a year. So our-our  
3 headcount plans, which are in the MOU, they're  
4 publicly available and, of course, tied to all the  
5 other agreements. So, we're looking at hiring  
6 between 2,000 and 3,000 on annual basis within New  
7 York. James, do you have the number of figures that  
8 you generate jobs created in New York City on an  
9 annual basis, a round number? Sorry to put you off.

10 JAMES PATCHETT: Yeah, we've created  
11 close to 400,000 jobs in New York City over the last  
12 five years, but I also want to say I mean New York  
13 City has always been a city of immigrants. You know,  
14 I mean we have to support our existing residents but  
15 we also always encourage people to come here. That's  
16 what New York City has always been about.

17 COUNCIL MEMBER LEVINE: Right but my time  
18 is almost up. There are people in need in this city-

19 JAMES PATCHETT: Absolutely.

20 COUNCIL MEMBER LEVINE: --and if [bell]  
21 they're not the ones we're serving then we have  
22 failed in a very fundamental way, and the existing  
23 tools that EDC has, NYC Hires, et cetera, don't have  
24 the kind of teeth are going to guarantee the jobs go  
25 to the people in need. There really-it's about first

2 look. That's—that's the term, and sure the employer  
3 has to look at the resumes, but you don't know who  
4 they're going to hire in the end, and there are  
5 people in need in Western Queens, and other cities  
6 who need the jobs, and we need a mechanism that  
7 guarantees the people in need get these jobs. Short  
8 of that, we are failing in a fundamental way.

9 LYDIA DOWNING: Council Member, if I  
10 could also respond to that. I mean in addition to  
11 the 25,000 it will create, you know, in the  
12 headquarters, there's going to be hundreds of  
13 construction jobs, other jobs that will be continuing  
14 to support our ongoing operations and we look forward  
15 to being a long-term partner with the community and  
16 again, we're here to listen, we're here to learn very  
17 early in the process and—and we—we look forward to  
18 these partnerships. We are committed to hire New  
19 Yorkers.

20 CHAIRPERSON VALLONE: Thank you, Council  
21 Member Levine. Council Member Jumaane Williams.

22 COUNCIL MEMBER WILLIAMS: Thank you so  
23 much, Mr. Chair. Thank you all for being here. I  
24 had opportunity to read both of the testimonies. I  
25 actually found them pretty disingenuous, and I didn't

2 really think it worth the paper it was on. I would  
3 recommend that the panel increase the fiber in your  
4 diet to help out with some of the stuff that I've  
5 heard here today. [laughter] But—and I don't have a  
6 lot of time to run through it, but the first thing  
7 that frustrated me EDC I mean a few times said at  
8 that moment an Economic Development project like this  
9 would have been welcomed with open arms, describing a  
10 situation that doesn't exist, and saying if it might  
11 exist. I'm a hip-hop head, and there's a line that I  
12 remembered. It said, If as a splif we'd all be high.  
13 So, these ifs are not something I think we should  
14 base these kinds of projects on.

15 JAMES PATCHETT: [interposing] But  
16 Council Member, but the point--

17 COUNCIL MEMBER WILLIAMS: Amazon—Let me  
18 finish. Thank you.

19 JAMES PATCHETT: Okay.

20 COUNCIL MEMBER WILLIAMS: No Amazon—I did  
21 read your testimony. It was pretty flowery. It  
22 doesn't mention anything about the helipad. It  
23 doesn't mention much about the land use. It briefly  
24 talks about the money you're going to receive, but it  
25 makes it seem as if that was not the reason you came.

2 So, if that was not the reason you came, it seems  
3 that we didn't need to offer it to you to begin with,  
4 and so all of that is very frustrating to me. I wish  
5 I had the time to go deep into all those questions.  
6 I'm going to focus some of my questions on the NDAs,  
7 and so I'd like both people to respond. EDC, did you  
8 try to negotiated this term? Why did you agree with  
9 it? And Amazon, I'd like to know why you require it.

10 JAMES PATCHETT: And so I'd just like to  
11 first respond to your point in your opening, Council  
12 Member. The—the point that I was making in my  
13 testimony is yes it's a great economic moment right  
14 now, but we can't pretend like New York City is  
15 always going to be in this moment. It's not a  
16 hypothetical. It's a when, not an if. When New York  
17 City is going to struggle again, and we have to be  
18 thinking about that. We can't be naïve and assume  
19 that New York City will always be in the moment we re  
20 in right now. I think that's critically important.  
21 I think that's all of our responsibility as city  
22 leaders.

23 COUNCIL MEMBER WILLIAMS: I've been a  
24 steward of the budget for almost nine years. I'm  
25 well aware of the fluctuations of the market. We

2 have to make those decisions every single year and  
3 what and trying to do that to make sure we could we  
4 survive another downturn. This project I do not want  
5 to pretend is a response to that.

6 JAMES PATCHETT: Okay, we can agree to  
7 disagree about that.

8 COUNCIL MEMBER WILLIAMS: We will.

9 JAMES PATCHETT: To-to your-to your  
10 [laughter]-it's a splif comment no withstanding.  
11 The-so as to your-as to your-your question, we  
12 absolutely-we did negotiate the Non-Disclosure  
13 Agreement. We always do.

14 COUNCIL MEMBER WILLIAMS: Amazon, why do  
15 you require it.

16 BRIAN HUSEMAN: Yeah, from the beginning  
17 of this process we wanted it to be open. WE laid out  
18 four locations where our criteria were that we were  
19 looking for and cities responded with--

20 COUNCIL MEMBER WILLIAMS: [interposing]  
21 I-I don't have much time. I'm sorry. I just want to  
22 know why do you require it?

23 BRIAN HUSEMAN: So non-disclosure  
24 agreements are very common in these types of  
25 negotiations so there can be a free flow of

2 information and so we could exchange confidential  
3 information with the city, and since the agreements  
4 have been public, as you know, the MOUs are now  
5 public, and additional materials are being made  
6 available.

7 COUNCIL MEMBER WILLIAMS: EDC, so you're  
8 saying this is common practice for the Mayor and that  
9 Administration to deciding NDAs?

10 JAMES PATCHETT: So, you know, whatever I  
11 said previously was that, you know, we—we do  
12 occasionally have to sign a general—an NDA. That's  
13 because we get proprietary information companies like  
14 for instance Life Sciences Company is developing a  
15 new drug, and they need to be able to share that  
16 proprietary information with us so we can give the  
17 access to our incubators and other R&D facilities in  
18 the city or utilities that has infrastructure—that  
19 has critical infrastructure that might need to be  
20 moved or relocated and they're sharing the plans for  
21 that.

22 COUNCIL MEMBER WILLIAMS: [interposing]  
23 Alright, and you—

24 JAMES PATCHETT: They want it to be  
25 subject to--

2 COUNCIL MEMBER WILLIAMS: [interposing]

3 Let me rephrase it. Is it common practice for-for  
4 you to provide early notice of public record  
5 disclosures? Is it common practice to do so for the  
6 purpose of allowing a company to seek a protective  
7 order?

8 JAMES PATCHETT: So, the-so it is our  
9 responsibility to follow the law, which is FOIL and  
10 New York City and New York State--

11 COUNCIL MEMBER WILLIAMS: [interposing]  
12 So, that wasn't my question, and I'm out of time? Is  
13 this common practice?

14 JAMES PATCHETT: Is-is which common  
15 practice?

16 COUNCIL MEMBER WILLIAMS: Is it common  
17 practice to provide early notice of public records  
18 disclosures, and is it common practice to do so with  
19 the purpose of allowing the company to seek  
20 protective order? [bell]

21 JAMES PATCHETT: Okay, it is common  
22 practice for us as we did in this agreement to  
23 emphasize to everyone, but not withstanding any non-  
24 disclosure agreement, we're still obligated to follow  
25



2 the law of New York City and New York State which  
3 they were subject to the law.

4 COUNCIL MEMBER WILLIAMS: So, it's common  
5 practice for you to allow companies to seek a  
6 protective order? I just want to say, you know,  
7 thank you for this hearing. I hope it continues. I  
8 don't know who I'm more angry at, the Administration  
9 or Amazon. I expect this from the Governor, but  
10 people don't do to you what you don't allow, and we  
11 allowed this to happen. I am particularly frustrated  
12 with this getting the helipad when there's no heat,  
13 and in many of our NYCHA--I wish these kind of things  
14 would happen with the MTA or with NYCHA. It is quite  
15 frustrating and how dare the Mayor use my name on a  
16 letter. That's the most frustrating part. I only  
17 agreed to engage in a conversation. I would have  
18 never agreed to a deal such as this. I hope they  
19 never come and ask me for this type of signature  
20 again. Thank you for this hearing.

21 CHAIRPERSON VALLONE: Thank you Council  
22 Member Williams and before we get to Council Member  
23 Menchaca, there are a few of the questions in the  
24 live Tweets just came in. Let's also be cognizant of  
25 the fact we have Amazon to 1:00. So, if you have

2 questions for ASHE MCGOVERN: to make sure you get  
3 those in quickly. What kind of jobs? This comes  
4 from Lauren Walker. What kind of jobs will be  
5 offered for people with disabilities and with  
6 Veterans and at what labor pay rate?

7 BRIAN HUSEMAN: Amazon has a strong  
8 history of employing people with disabilities and  
9 veterans. We can talk with you about that in more  
10 detail but we are a leader in both of those areas.

11 CHAIRPERSON VALLONE: Okay, thank you.  
12 Council Member Menchaca.

13 COUNCIL MEMBER MENCHACA: Thank you,  
14 Chair, and thank you for being here. I'm going to  
15 throw some questions in four minutes, and if you just  
16 start writing them down, that would be great. Well,  
17 one I just want to say I did not sign that letter.  
18 In the beginning, I was incredibly suspicious even  
19 when lobbied by many people in government and with  
20 the promise even with the promise that Industry City  
21 was not going to be a part of the development plan.  
22 It would be great to confirm that that is not even  
23 still part of your expansion in case—in case you  
24 might need space. I want to—I want to hear from you  
25 all now that Industry City and other places as you

2 think about more space outside of Long Island City is  
3 not on the table. Next, I'm kind of curious about  
4 the homeless issue, and we haven't even spoken to—we  
5 heard a little bit about housing, but I'm thinking  
6 about the impact to need for housing not just in  
7 Queens but the ultimate gentrification that's  
8 happening around spaces like this that are so massive  
9 a need for jobs and housing. The folks that are  
10 going to be getting these jobs are high paid jobs  
11 that can pay higher rents and push people out and  
12 into our homeless system. This doesn't seem like—  
13 like a—like a well job. This is more for EDC.  
14 Address—what's the impact of homelessness? Are you—  
15 are you projecting that and where are the benefits  
16 and financial instruments for the homeless issue?  
17 The next is the data collection and we—we asked some  
18 questions about data already, and essentially, it's  
19 not jut facial recognition for Amazon, this is data  
20 in the Cloud. You have access to so much information  
21 that you sell regularly both for impact at local  
22 economies, local grocery stores, local et cetera, and  
23 so how—how is ED holding them accountable? How are  
24 you holding them accountable to the—to the economic  
25 impacts, the positive economic impacts to the

2 negative impacts, and I want to see if you have that  
3 analysis yet on-on information. Next is the-the  
4 questions around-around the actual subsidy. The 9 to  
5 1 that you keep referring to, we-how do we get to  
6 zero? I mean I think that's the ultimate question.  
7 How do we-how do we get to no incentives even though  
8 I know that you're-you kind of packaged that. But  
9 this is the EDC ultimate question. How do we-how do  
10 we get the most out of a company without having to  
11 create incentives even if-even if they're as-of-  
12 right. And then the last question is the ferry. You  
13 are on a waterfront. I represent a waterfront  
14 community, and the ferry becomes and opportunity for  
15 you that I haven't necessarily heard. I heard about  
16 the helicopters, but what is your plan for ferries  
17 and the BQX? He BQX is something that EDC in a very  
18 kind of similar way is pushing without real kind of  
19 public review, and we're going to be talking about  
20 that in the new year, but for Amazon how-how do think  
21 about the ferries getting to and from the site? And  
22 improvements that you have and I'll end with where ae  
23 we-where are we thinking in terms of the actual  
24 places for negotiation? We've asked you for ULURP.  
25 You said no. You said-we're==we're talking about-Van

2 Bramer is talking about schools. We're saying we're  
3 giving you one. Then where are we talking about at  
4 the end of the day as partners to negotiate? Be  
5 clear about where we can actually move the needle on  
6 without me having to kind of rip that out of you,  
7 where—where are the spaces for negotiation? We can  
8 start at--

9 JAMES PATCHETT: Okay, I'll start that  
10 way.

11 COUNCIL MEMBER MENCHACA: Acknowledging  
12 that I did not sign that letter, and then move on  
13 from there.

14 JAMES PATCHETT: Okay, thanks, Council  
15 Member Mencaha. Yeah, absolutely. Then just to be  
16 clear, your concerns and others in your neighborhood  
17 were one of the reasons that that neighborhood was  
18 not included in the proposal to Amazon. So, [coughs]  
19 stepping back to try to answer your questions. I am  
20 aware of zero plans for the [bell] company to go to  
21 Industry City. It's certainly not a part of this  
22 deal. They can speak for themselves, but there is  
23 zero plan for that as far as I am concerned or any  
24 other location that I—I'm not aware of any other

2 locations other than the ones that have been publicly  
3 documented.

4 LYDIA DOWNING: Can I speak to that now  
5 or do you want to wait?

6 JAMES PATCHETT: I—I don't know. Sure.  
7 Yes.

8 LYDIA DOWNING: We're going to be very  
9 focused on Long Island City and creating the—the  
10 development plan, going through the proper process  
11 and creating jobs in Long Island City.

12 JAMES PATCHETT: [coughs] You know as  
13 far as homelessness is concerned, I think it's an  
14 important question. You know, we've obviously—it's a  
15 citywide crisis. You know, fundamentally the  
16 responses to that need to be citywide responses.  
17 It's about the housing plan. It's about—that's why  
18 the Mayor increased the Housing Plan by 50%,  
19 increased the amount of money going to low-income New  
20 Yorkers. We have to double down on those efforts. I  
21 mean it's not about Amazon, but what Amazon is about  
22 is about additional funding so that we can provide  
23 for those types of resources. In terms of  
24 accountability, absolutely. You know, the company is  
25 going to be extremely accountable through this

2 process through the leases that we have with them.  
3 They are going to hold them to the specific  
4 requirements that we--

5 COUNCIL MEMBER MENCHACA: [interposing]  
6 And focus on the data. How-how is the city keeping  
7 them accountable on data, facial recognition. We're  
8 going to talk about the ICE contracts. We're trying  
9 to make-we're trying to put a ban on revenue  
10 contracts with the city, and yet one of the biggest  
11 companies is coming to New York offering all that  
12 data not just for ICE but for demolishing our small  
13 businesses and our neighborhoods, our immigrant  
14 businesses that are the backbone, not Amazon, our  
15 immigrant businesses are the backbone of the  
16 communities.

17 BRIAN HUSEMAN: Well, I'll just say when  
18 it come to data, Council Member, we don't sell data.  
19 We do use data from our customers to improve the  
20 customer experience and I think the best example of  
21 that is for the purchase recommendations. So, when  
22 you buy something, we recommend other things that-  
23 that you might like.

24

25

2 CHAIRPERSON VALLONE: And we're going to  
3 have to move onto Council Member Richards. Do you  
4 have your last questions?

5 COUNCIL MEMBER RICHARDS: [off mic] Don't  
6 ask me about questions. (sic)

7 CHAIRPERSON VALLONE: So, if we can have  
8 them so--

9 JAMES PATCHETT: [interposing] Yeah,  
10 yeah, I have the five.

11 CHAIRPERSON VALLONE: --if we can answer  
12 the Council Member's questions.

13 JAMES PATCHETT: I just have five more  
14 left then.

15 CHAIRPERSON VALLONE: Just five more.  
16 Okay.

17 JAMES PATCHETT: Okay. No, I mean okay.  
18 So, we're happy to, yeah, so there a couple more.  
19 You asked about the subsidy. You're right. There's  
20 no city subsidy in this other than the discretionary  
21 that are available under state law, and again, the  
22 private property, or the properties that are part of  
23 this are subject to fair market value terms. Yet,  
24 there--there was a question the ferry. I mean I think  
25 there--it's--it's great. I think it's a realization of



2 the potential of the ferry. We know it' been good  
3 for your community. We hope it will be good for  
4 future communities. You know, we're in the middle of  
5 our-of our analysis right now of where we might be  
6 able to expand the ferry system. You know, there's  
7 really no specific agreement. There's nothing about  
8 the BQX that's particularly relevant to this deal.  
9 It was not discussed in any detail with the company.  
10 You know, obviously it's a-it certainly could pass  
11 nearby the company. We moved forward and we look-you  
12 know, look forward to talking about the potential  
13 impacts on that with this project, and then, you  
14 know, in terms of the go forward process, it's about  
15 the Community Advisory Council. It's a mechanism  
16 where we have to agree to specific infrastructure  
17 commitments as a part of this deal, and the city is  
18 committed to doing that.

19 HOLLY SULLIVAN: And I'll answer a couple  
20 of those, too, as far as the ferry and  
21 transportation. You know, as we create these jobs in  
22 Long Island City there are going to be our employees  
23 and-and the residents of the community also. So, we  
24 need to work together to make those prudent  
25 decisions. The ferry is a great resource. It is run

2 by the city of New York. So, we look forward to  
3 sharing information about ridership so we can make  
4 informed decisions together and when you talk about,  
5 you know, moving forward how we can continue this  
6 dialogue and-and actually create those partnerships,  
7 you know beyond the Community Advisory Committee  
8 process. We also want to meet with you one-on-one  
9 and have those conversations, let you ask us the  
10 tough questions also, and you're-you know this  
11 community and we're still learning this community.  
12 So what ideas you have for us, what direction you  
13 have for us, what guidance you have for us, we want  
14 to listen to that, and make earnest decisions.

15 SPEAKER JOHNSON: I would just say our  
16 guidance is to go through ULURP. [background  
17 comments] That's our guidance. So, I just want to  
18 ask.

19 BRIAN HUSEMAN: Sure.

20 SPEAKER JOHNSON: There's a question that  
21 came in from someone watching. Will Amazon change  
22 how it works with the critically important book  
23 publishing industry, which makes its primary home in  
24 New York City to be supportive rather than  
25 approaching-this is a quote from Jeff Bezos. Rather

2 than approaching "small publishers the way a Cheetah  
3 would pursue a sickly gazelle." That's what Jeff  
4 Bezos said about small book publishers. So, I want  
5 to understand. Sine we're the home book publishing  
6 in-in the country, are you willing to pursue small  
7 publishers the way a cheetah would pursue a sickly  
8 gazelle?

9 BRIAN HUSEMAN: I don't know if that  
10 quote is accurate.

11 JULIA SOLOMON: It's an accurate quote.

12 BRIAN HUSEMAN: But I will talk about,  
13 you—we work with publishers well. We also have a  
14 service that—called Kendall Direct Publishing that  
15 allows authors to have their works of art, have their  
16 books to be seen, you know, by the world and we have  
17 some great examples of authors whose books weren't  
18 published already who have that avenue to reach your  
19 readers.

20 SPEAKER JOHNSON: Mr. Huseman, I'm—I'm  
21 glad you're here but I feel like most of the  
22 questions today you don't directly answer, which is  
23 frustrating. I feel like there's a similar refrain,  
24 and it's—it's hard when we're trying to ask real  
25 question about Amazon's past practices and how

2 they're going to be good neighbors here in the New  
3 York City when we get pretty general answers that  
4 aren't specific.

5 BRIAN HUSEMAN: Well, I'm sorry, Speaker,  
6 you feel that way. We're at the very beginning of  
7 this process. We want this to be a dialogue with you,  
8 and we're happy follow up with any other questions  
9 that you have now and in the future.

10 SPEAKER JOHNSON: Well, I feel like we  
11 were brought in towards the end of a process. The  
12 beginning of the process started when you started  
13 negotiating in private, requiring people to sign non-  
14 disclosure agreements, getting \$3 billion worth of  
15 subsidies, avoiding the land use process. It doesn't  
16 feel like the beginning of the process to me.

17 CHAIRPERSON VALLONE: Council Member  
18 Richards

19 COUNCIL MEMBER RICHARDS: Thank you,  
20 Chair and thank you Speaker for holding this hearing.  
21 So, my questions revolve around job creation and—and  
22 certainly I—I'm supportive of job creation. I think  
23 it's important for the economy of our city, but I do  
24 have some question and concerns around who are these  
25 jobs specifically for, and I think that's the million

2 question: Jobs for whom? Many times when we speak  
3 of high tech jobs, we hear these--these terminologies.  
4 A lot of times our communities are locked out of  
5 those conversations largely. So, I'm interested in--  
6 in knowing is there a specific goal or commitment  
7 that EDC--and I guess you can answer this--has tied to  
8 job creation for local communities. So, is there a  
9 specific number? Is it 30%? What does MWBE  
10 participation look like for this as well, and--and  
11 also are you tying--I know that there are tax  
12 incentives attached to this. How do we measure  
13 success? What are the metrics? What system is being  
14 put in place to track where and who is being hired in  
15 the case of individuals getting jobs, and--and lastly  
16 just on job standards because I think that that's  
17 important. So we hear about the \$150,000 paying  
18 jobs, but how many of our public housing residents  
19 are residents in that particular community where I  
20 obvious have access to those jobs. How do you  
21 differentiate between those \$150,000 jobs, which  
22 primarily when we hear high tech it means something  
23 else, but when you hear low-wage jobs and where they  
24 go, it's always--it seems to always be tied to low-  
25 income communities. So, how are we ensuring that

2 residents--what things are being put in place right  
3 now, and I think this question should be sent up to  
4 EDC and not for Amazon. So, you got a \$5 million  
5 bill, what job programming is being put in place at  
6 this moment--

7 JAMES PATCHETT: Uh-hm.

8 COUNCIL MEMBER RICHARDS: --to get  
9 residents ready for these opportunities--

10 JAMES PATCHETT: Yes.

11 COUNCIL MEMBER RICHARDS: --and I-I feel  
12 like if we wait too long, we're going to be locked  
13 out of these job opportunities. So, what does the  
14 training look like right now? What pre-  
15 apprenticeship programs are being thought out right  
16 now and being put in place for residents so when it's  
17 time to open those doors, residents could run in in  
18 ready, and I'm really concerned that if we stagnate  
19 this stuff, the residents of our communities won't  
20 have access to these jobs. So, I'm happy that Urban  
21 Upbound is a part of this, and then I've worked very  
22 closely with Bishop Taylor--

23 JAMES PATCHETT: Uh-hm.

24 COUNCIL MEMBER RICHARDS: --on some  
25 specific projects in the Rockaways and we've been

2 able to mandate reporting mechanisms. So, I'm just  
3 interested in hearing a little bit more about that.

4 JAMES PATCHETT: Yeah. I think you're  
5 right. I think it is the--it's the--it is the most  
6 important question. I think it's a real--thank you  
7 for raising it. So, we fundamentally believe that  
8 for this project to be a success we have to get a  
9 wide and diverse range of New Yorkers into these  
10 jobs. Fundamentally, if we don't do that, then we're  
11 not succeeding on what is possible for this project.  
12 Local New Yorkers into these jobs. So [coughs] you  
13 know, we set--

14 COUNCIL MEMBER RICHARDS: [interposing] I  
15 want to frame it because I want--I want it to be  
16 politically correct in saying it, but I'm--I want you  
17 to speak specifically on how we're going to target  
18 black and brown neighborhoods--[applause]

19 JAMES PATCHETT: Yes.

20 COUNCIL MEMBER RICHARDS: --and these  
21 communities because I think everybody is beating  
22 around that conversation, and I really want to  
23 specifically and I know that we get into race and on  
24 all these other things, But I want you to hone in  
25

2 specifically on how we're going to work with those  
3 communities.

4 JAMES PATCHETT: Right and I appreciate  
5 that. So look, it's critically important to us. The  
6 first meeting that we took with the company was with  
7 the four TA Presidents of the Local NYCHA  
8 Developments. You know, as you mention, Bishop  
9 Taylor is co-chairing our Workforce Development  
10 Council in partnership with Gale Mellow of La Guardia  
11 Community College. La Guardia Community College is  
12 an incredibly diverse student body that represents,  
13 you know, many people throughout Queens. I've spoken  
14 to her directly a number of times since the  
15 announcement, [bell] and she is confident that we can  
16 work together to create some extremely high quality  
17 programs to ensure that we get their students into  
18 those jobs, and I also had a chance to meet with CUNY  
19 Council of Presidents last week. We're working  
20 already today on setting up a centralized process  
21 through CUNY through which people can access to these  
22 jobs at many different campuses and also specifically  
23 at few individual campuses including La Guardia and  
24 Queens college where, you know, there are—they have,  
25 you know, those specific locations in Queens and



2 there are opportunities through their existing  
3 technology programs to directly tie those curricula  
4 to what Amazon--

5 COUNCIL MEMBER RICHARDS: [interposing]

6 Well, thank, well thank you for that. I have to  
7 close out and I look forward to continued  
8 conversation on this, and I hear you keep saying La  
9 Guardia Community College, and I'm not say people in  
10 public housing. There are a lot of times we are  
11 locked out of college opportunities as well in our  
12 communities. So, I-I still didn't really hear the-a  
13 specific commitment on goals, on hiring an MWBE  
14 whether that be 30 or 40%.

15 JAMES PATCHETT: IT's 30% there.

16 COUNCIL MEMBER RICHARDS: So, I'm must  
17 hoping that we-as we move forward that that's a big  
18 piece of the conversation.

19 JAMES PATCHETT: Okay thank you.

20 CHAIRPERSON VALLONE: Thank you Council  
21 Member Richards. So, the good news is on the-on the  
22 first round of questions, we almost wen through all  
23 the Council Members that are here. So, we thank  
24 Brian and Holly for staying through it. I know  
25 you've mentioned that this is just the first round,

2 and you're available for additional comments and  
3 questions throughout this, but then we have Council  
4 Members Cornegy, Francisco Moya, Kallos and Levin to  
5 close the first round of questions. So Council  
6 Member Cornegy.

7 COUNCIL MEMBER CORNEGY: Thank you Chair  
8 Vallone, and the Speaker Johnson. Thank you for  
9 coming today. Just a couple of questions. I want to  
10 drill down on the educational components that will be  
11 necessary for viability and sustainability. So, I  
12 don't want this quick hit or onslaught on integrating  
13 communities of color into the jobs. We want  
14 sustainability, and I think that that's through a  
15 partnership through education which was mentioned  
16 through EDC. I'm wondering what—what the law—what  
17 your law—what Amazon's long-term commitment to  
18 education will be because quite frankly, our students  
19 aren't ready for the jobs that will be ready  
20 tomorrow. We're not ready. So, I want to know what  
21 is the commitment from Amazon to reach back into the  
22 local communities through education and not—not just  
23 college. We need to start at junior high to prepare.  
24 What's the long-term pipeline that Amazon is willing  
25 to—and I hope it's in the MOU, and that we're not

2 going to have this conversation hear today, and it's  
3 not a part of the MOU. I haven't had a chance to  
4 read the MOU as probably none of my colleagues have,  
5 but I'm hoping that included in that is the  
6 educational pipeline for viability and sustainability  
7 of employment.

8           BRIAN HUSEMAN: Uh-hm. Yes. We completely  
9 agree with you, and we can provide you some  
10 additional information about our educational  
11 initiatives, one that's in my written testimony that  
12 I think is extremely important, and it gets exactly  
13 at the issues that—that you raised is the Amazon  
14 Future Engineer program. So, it begins in childhood  
15 and goes all the way through college because you're  
16 right. You can just—you cannot just start the talent  
17 pipeline and educational development later on in  
18 school years. You have to start it at the beginning,  
19 inspire students to learn computer science skills and  
20 those are the—that is what we need to make sure that  
21 residents can obtain these types of jobs. So, we  
22 would love to be a partner with you and that and we  
23 can follow up.

24           COUNCIL MEMBER CORNEGY: And-And just as—  
25 by way of not recreating the wheel, there are

2 organizations that ae in our schools like the  
3 National Society of Black Engineers who are minority  
4 based pipeline programs that would be an easy  
5 partnership. So, I just want to suggest that to you,  
6 and I'd love to talk to you later on about programs  
7 that exist in communities of color that want to be a  
8 part of a sustainable, viable pipeline.

9 BRIAN HUSEMAN: We would like to--

10 COUNCIL MEMBER CORNEGY: [interposing]

11 But then lastly a couple of years ago I sponsored a  
12 bill, a workforce disclosure bill that-that  
13 construction and developers who are getting city  
14 subsidies had to disclose their--their makeup of their  
15 workforce. Would you--would Amazon be willing to be a  
16 part of a bill that would always keep us abreast of  
17 what the makeup is going forward.

18 BRIAN HUSEMAN: Yeah, we can certainly  
19 talk with you about that. We disclosed our  
20 nationwide demographics already and we're happy to  
21 talk about what would be useful for the city.

22 COUNCIL MEMBER CORNEGY: Thank you.

23 HOLLY SULLIVAN: And on your previous  
24 question, I would just like to add, too, that during  
25 our site visit in April, that is-that is one of the

2 questions that we really wanted to hone in on is  
3 creating those career pathways and that talent  
4 pipeline really at the beginning, and that's one of  
5 the reasons why quite—quite frankly the state and the  
6 city team makes such a compelling reason for us to  
7 locate in New York City.

8 CHAIRPERSON VALLONE: Thank you, Council  
9 Cornegy. Now Council Member Francisco Moya.

10 COUNCIL MEMBER MOYA: Thank you, Chair.  
11 Thank you Speaker. As a lifelong resident of Queens,  
12 someone who proudly didn't sign onto that letter,  
13 that makes two M's right here—

14 MALE SPEAKER: [off mic] Three.

15 COUNCIL MEMBER MOYA: --I think three that  
16 for me we have a process as the chair of the  
17 subcommittee of Zoning and Franchising that oversees  
18 the ULURP process, this is where I think we're going  
19 to run into the biggest problem and the speaker had  
20 mentioned this before is there the clear indication  
21 here of bypassing this body that would be the body  
22 that actually would have the opportunity to review  
23 this. My question is if you felt that this deal that  
24 the community would support and the Council Members  
25 would support because it benefitted the people of New

2 York, why would you choose to engage in a process  
3 cloaked in darkness that intentionally avoided, and I  
4 would say illegally, the ULURP process, which is the  
5 mechanism for community boards, activists, and this  
6 body to have a voice and is that because you feared  
7 that the Council Members and the local community  
8 would push back on a bad deal? A follow-up question  
9 to that because I know I have a limited amount of  
10 time is since you bypassed the ULURP process that  
11 requires Environmental Impact studies, will you  
12 voluntarily here agree to an independent  
13 Environmental Impact Study that will report on the  
14 economic, transit study infrastructure and housing  
15 impact this will have on our communities along the  
16 No. 7 line as well as the borough and citywide.

17 JAMES PATCHETT: Okay, yeah I guess I  
18 could take--start this. Thank you Council Member Moya.  
19 [coughs] So to start, you know, the GPP is a part of  
20 state law. It's under the EDC Act, and we believe  
21 it's an alternative mechanism. I recognized your  
22 concerns about it, but we thought it was necessary  
23 here to achieve our objectives and, you know, we  
24 didn't believe that we could achieve this just using  
25 a ULURP. You know, we're enabling a pilot fund,

2 which is not possible through ULURP. We're doing  
3 agency locations and site selection-

4 COUNCIL MEMBER MOYA: [interposing] Five-  
5 five major-I-I just-I just want to-sorry to  
6 interrupt. We did five major rezonings here in the  
7 city of New York.

8 JAMES PATCHETT: Yes.

9 COUNCIL MEMBER MOYA: Inwood, Jerome  
10 Avenue. Much bigger areas to cover and all went  
11 through the ULURP process. So, when you say that  
12 this was a project that was of a different magnitude,  
13 I beg to differ. I mean I've-I've sat here for  
14 almost 11 hours listening to testimony from you and  
15 from people who come here because of rezonings that  
16 have lived in the community for so long, and here  
17 they don't have that process that was open to them to  
18 voice their concerns. So, I disagree with that  
19 assessment wholeheartedly.

20 JAMES PATCHETT: Okay, well the ULURP was  
21 necessary-was-was just not possible her to achieve  
22 what we were trying to do. We had to enable pilot  
23 funds. We had, which is not possible through ULURP  
24 period. We're doing agency relocation, the street  
25 de-mapping and other and other-another important part

2 is it allows us to hold title of the sites even the  
3 private sites during the course of construction to  
4 hold the company accountable. I think that's really  
5 important as a part of this process also not possible  
6 through ULURP. You know, we had—we were in a  
7 competition. Time was important. They wanted to be  
8 able to hire people. We felt fundamentally we were  
9 focused on getting the 25,000 jobs and delivering for  
10 the city of New York. That's what this was about,  
11 and, you know, stepping into your question about the  
12 Environmental Impact Statement just to the point  
13 about being somehow circumventing the existing  
14 process, the Environmental Impact Statement we're  
15 happy to do one because it actually is required under  
16 this process. We'll also be going to the community  
17 boards. We'll be speaking to the borough president,  
18 and we'll [bell] and we'll be setting up community  
19 engagement just like we should.

20 COUNCIL MEMBER MOYA: Yep, yeah. Chair,  
21 for another one.

22 SPEAKER JOHNSON: Okay. James, I would  
23 just say it's always a little jarring and alarming to  
24 hear we were in a competition.

25 JAMES PATCHETT: Uh-hm.



2 SPEAKER JOHNSON: We got played. \$3  
3 billion we're giving away, and we're avoiding the  
4 public review process and giving away public land. I  
5 don't look at it as a competition. I look at it as  
6 they were able to pit city after city against each  
7 other to see who would give them the best deal and  
8 corporate welfare to a trillion dollar company.

9 JAMES PATCHETT: Yes.

10 SPEAKER JOHNSON: So, to-to-to reduce it,  
11 so we were in the middle of a competition, I think is  
12 so reductionist to what actually happened here and  
13 the chair of our Zoning Committee just aske you a  
14 question about ULURP. EDC is able to engage and  
15 pilot programs all the time outside of ULURP, right.

16 JAMES PATCHETT: It's not possible  
17 through ULURP to do a pilot.

18 SPEAKER JOHNSON: You could do ULURP and  
19 you cold do your pilot agreement separately as you do  
20 in other instances. Hudson Yards went through ULURP  
21 and the pilots involved in them.

22 JAMES PATCHETT: [interposing] And  
23 involved them and then the law changed, yeah.

24 SPEAKER JOHNSON: Okay. Well, who is  
25 next, Mr. Chair?

2 CHAIRPERSON VALLONE: Council Member  
3 Kallos and then Levin.

4 COUNCIL MEMBER KALLOS: Thank you Speaker  
5 Johnson for your leadership on this issue and staying  
6 throughout this hearing. Thank you to Economic  
7 Development Chair Paul Vallone for calling this. I'm  
8 going to try to keep it short. I'm going to ask that  
9 you keep the answers short. Is the private  
10 helicopter pad a requirement as in if there is no  
11 helicopter pad, this deal falls through? [laughter]

12 BRIAN HUSEMAN: So, it's a part of the  
13 agreement, and we think that looking long-term it's  
14 an important factor for us. [background comments]

15 CHAIRPERSON KALLOS: How many of your  
16 buildings throughout the world have prate Helicopter  
17 pads exclusive for Amazon's use?

18 BRIAN HUSEMAN: I don't know the answer  
19 to that. There was also a helicopter provision in  
20 the Norther Virginia MOU.

21 CHAIRPERSON KALLOS: And how many  
22 employees, which level of employees it will be  
23 receiving it? It will be available to the warehouse  
24 workers or only for an executive employee or an  
25 exactly one employee?

2 BRIAN HUSEMAN: We have no-no idea about  
3 that. We are really looking long-term at this, and  
4 we don't have any other--

5 CHAIRPERSON KALLOS: [interposing] Do you  
6 use helicopters to commute regularly?

7 BRIAN HUSEMAN: I do not personally.

8 CHAIRPERSON KALLOS: Are any other  
9 executives that you're aware of use helicopters to  
10 commute regularly?

11 BRIAN HUSEMAN: Not that I'm aware of.

12 CHAIRPERSON KALLOS: So, this would be a  
13 new thing?

14 BRIAN HUSEMAN: As far as I'm aware.

15 CHAIRPERSON KALLOS: Okay, next question,  
16 are you familiar with your Privacy Agreement?

17 BRIAN HUSEMAN: Yes, sir.

18 CHAIRPERSON KALLOS: Does our Privacy  
19 Agreement protect customers of Amazon? As you may  
20 have read in the New York Post, I am a subscriber to  
21 Amazon Prime along with 80 million other Americans.  
22 Is there privacy protections for customers?

23 BRIAN HUSEMAN: Absolutely. Customer  
24 trust is essential to Amazon. We spell our very  
25 specifically and clearly what data we collect, how we

2 use it, how you can access it, and how you can delete  
3 it.

4 CHAIRPERSON KALLOS: Did Amazon provide  
5 my shopping cart wish list information to members of  
6 the media?

7 BRIAN HUSEMAN: No. Not that I'm aware  
8 of.

9 CHAIRPERSON KALLOS: Are you aware of how  
10 they happened to come across what types of baby  
11 products I was able to obtain in local shops in New  
12 York City and write a story about it?

13 BRIAN HUSEMAN: I have no idea, sir but  
14 I'm happy to follow up with you about that.

15 CHAIRPERSON KALLOS: Will--will your  
16 privacy team protect people from data breaches and  
17 newspapers going after them and what have you?

18 BRIAN HUSEMAN: So, I'm not aware of any  
19 of the specific incidents of what you're talking  
20 about, but I will look into it, and I will again  
21 emphasize that protection of our customers' data is  
22 very important.

23 CHAIRPERSON KALLOS: Do you have health  
24 insurance?

25 BRIAN HUSEMAN: Yes.

2 CHAIRPERSON KALLOS: Do the other  
3 executives that you work with have health insurance?

4 BRIAN HUSEMAN: Yes, and we seem—we have  
5 the same Egalitarian health benefits for all of our  
6 employees including those in fulfillment centers.

7 CHAIRPERSON KALLOS: So, your—everyone in  
8 the fulfillment center has health insurance?

9 BRIAN HUSEMAN: Yes.

10 CHAIRPERSON KALLOS: That is—is good  
11 news. That is not necessarily what I necessarily—  
12 what I— Folks in the audience seem to be indicating  
13 otherwise and in terms of how many—how many hours a  
14 week do you—how many hours a day do you typically  
15 work?

16 BRIAN HUSEMAN: I think it varies, and  
17 right now in the peak season, which is our—our top,  
18 you know, season, everyone at the company is all  
19 hands on deck.

20 CHAIRPERSON KALLOS: Are working  
21 regularly? Are you mandated by your contract to  
22 work 12-hour days?

23 BRIAN HUSEMAN: No.

24

25

2 CHAIRPERSON KALLOS: Do you think that  
3 your employees should be mandated to work 12-hour  
4 days. [background comments]

5 SERGEANT-AT-ARMS: Quiet.

6 BRIAN HUSEMAN: So I think it does—I  
7 don't know if there's a specific, you know, incident  
8 or like the very question you were talking about.  
9 The--

10 CHAIRPERSON KALLOS: [interposing] Will  
11 you agree that in New York City you will not require  
12 you employees to work more than 8-hour days?

13 BRIAN HUSEMAN: I—I—right now I'm not in  
14 the position to negotiate that, but happy to talk  
15 with you more about what concerns or issues you might  
16 have.

17 CHAIRPERSON KALLOS: [coughs] Would  
18 Amazon agree to voluntary labor standards that you'll  
19 make sure everyone have health insurance that they  
20 will have disability insurance if they get hurt on  
21 the job, that they will have access to retirement so  
22 that if they work for you for 30 years, they're able  
23 to retire one day, and that they will never be  
24 required more [bell] to work more than 8 hours?

2 BRIAN HUSEMAN: Well, I will tell you  
3 Amazon has world class benefits. All of our employees  
4 have the same benefits including healthcare, access  
5 to our educational benefits. We also have parental  
6 leave. So our Fulfillment Center workers are  
7 eligible for 20 weeks of parental leave the same as  
8 those workers in our corporate offices.

9 CHAIRPERSON KALLOS: Please provide all  
10 that documentation. It seems that members of the  
11 audience—

12 CHAIRPERSON VALLONE: That's what we  
13 heard. (sic)

14 CHAIRPERSON KALLOS: --who are workers  
15 don't believe what you are saying.

16 BRIAN HUSEMAN: Absolutely, sir.

17 SPEAKER JOHNSON: Thank you, Council  
18 Member Kallos. Mr. Huseman and Ms. Sullivan, there  
19 are four more members who have a second round of  
20 questions, and if we—we were willing to put them on  
21 the clock 90 seconds each, not four minutes, are you  
22 okay? I know you wanted leave here at 1:00 but—

23 BRIAN HUSEMAN: Speaker, yes.

24 SPEAKER JOHNSON: You're okay with that?

25 BRIAN HUSEMAN: Yes.

2 SPEAKER JOHNSON: Okay. So, I want to  
3 first go--

4 CHAIRPERSON VALLONE: [interposing]  
5 Where's Levin?

6 SPEAKER JOHNSON: I don't think he's  
7 here.

8 CHAIRPERSON VALLONE: I don't see him.  
9 Okay.

10 SPEAKER JOHNSON: So, I want to first go  
11 to Council Member Van Bramer. So, 90 seconds. We're  
12 keeping it right at minute and a half.

13 COUNCIL MEMBER VAN BRAMER: Thank you  
14 very much. I wanted to just ask a couple of follow-  
15 up questions. One, to Amazon. Have you agreed to or  
16 are you having discussions--have you ever had  
17 discussions or open to setting aside a certain amount  
18 of the jobs for public housing residents or--and/or  
19 people in the district and/or Queens or even setting  
20 requirements that they would have already lived in  
21 Queens say for a certain number of years.

22 HOLLY SULLIVAN: So, we don't have those  
23 agreements currently in place. We do have some  
24 provisions within the MOU to develop those career



2 pathways specifically with Long Island City residents  
3 and Queensbridge Houses residents.

4 COUNCIL MEMBER VAN BRAMER: So, I-I just  
5 want to stress and I-I think you know this that while  
6 Queensbridge is the closest to you and-and incredibly  
7 important, Ravenswood, Astoria, Woodside Houses all  
8 very, very close, and so I hear that you're open to  
9 having a certain percentage of the jobs allocated to  
10 public housing residents?

11 HOLLY SULLIVAN: Council Member, we'd  
12 like to talk with you about this, and a really  
13 understand, you know, what the types of jobs are,  
14 what the career pathways and the programs that are  
15 available so we can partner with those. We  
16 understand that's a concern, and we also value those  
17 relationships with the residents of all public  
18 housing, but the Long Island City.

19 COUNCIL MEMBER VAN BRAMER: Thanks. I'm  
20 on the clock and I have one last question for James.  
21 The CAC and the amount of money that they will  
22 ostensibly have and input in directing. IS that  
23 funding unlimited as in let's just say public housing  
24 residents say there's a billion dollar capital need  
25 currently existing in those four developments, and

2 that's the amount of [bell] funding we want to public  
3 housing, and then there's transportation and then  
4 there's schools and parks and all that stuff. I'm  
5 trying to get from you is it just limited to that  
6 pilot fund or is it going to be what people really  
7 need?

8 JAMES PATCHETT: So, it's not just  
9 limited to the Pilot Fund. We're willing to go above  
10 and beyond, make investments in the community,  
11 hopefully in a process with you and others that are  
12 critical [coughs] for the existing community. You  
13 know, the—the taxes that are being paid here we view  
14 them as an opportunity for us to make further  
15 investments and we're prepared to do that in  
16 partnership with you.

17 CHAIRPERSON VALLONE: Thank you. Council  
18 Member Carlina Rivera.

19 COUNCIL MEMBER RIVERA: Thank you. So, a  
20 lot of us have asked about the Workforce Development  
21 because we have some serious doubts about your  
22 internal goals and we haven't heard of a metric. We  
23 don't really know of your network of organizations in  
24 which you'll be speaking, and I did take a look at  
25 the current demographics of the people in your

2 organization right now. It is very male and it is  
3 very white, [background comments] and especially at  
4 the management level. So do you know how many  
5 engineers at Amazon didn't go to college or how many  
6 engineers instead pursued alternate coding  
7 educational programs that you hired because not all  
8 of us can get into Harvard?

9           BRIAN HUSEMAN: That's exactly right. We  
10 want to have our engineers, our employees of all  
11 backgrounds, all life and educational backgrounds  
12 come and work for us. We don't have specifics for  
13 the workforce development partnerships yet, but we're  
14 having those conversations now, and we would love if  
15 there—to hear from you if there are specific groups  
16 that we should be speaking with

17           COUNCIL MEMBER RIVERA: I mentioned some  
18 earlier and—and EDC has a whole spreadsheet I'm sure  
19 of organizations that you should be talking to, but  
20 at this point in the game, we have so many doubts in  
21 terms of this deal that—that we are not getting any  
22 real answers from you, and—and we keep hearing that  
23 you're going to develop pathways, and you don't even  
24 have a—a goal for the Queensbridge Houses next door.  
25 At least in terms of the housing. So, in the Land

2 Use review process did you identify any other sites  
3 in Long Island City that would be good for Amazon to  
4 building affordable housing to offset the effects of  
5 gentrification that Amazon will cause?

6 JAMES PATCHETT: (coughs) Okay, so, you  
7 know, obviously we're committed to affordable housing  
8 across the city. There's currently Hunters Point  
9 South, which is immediately adjacent to—immediately  
10 south of Amazon's future location. It's 5,000 units  
11 of housing of which 60% will be affordable, and we're  
12 committed to building those out as affordable  
13 housing.

14 CHAIRPERSON VALLONE: And Council Member  
15 Williams.

16 COUNCIL MEMBER WILLIAMS: Thank you. The  
17 mission (sic) you said that's dedicated to affordable  
18 housing action says something different. To what my  
19 colleague said, I wanted to make sure I pointed out  
20 that the problem with the prime members is that it  
21 is—default is public, and that's how the reporters  
22 were able to see who had it and what was on it.  
23 Hopefully, you will change that. I said before I  
24 didn't know who I was angrier at, and that was  
25 because Amazon I think—I don't know who said it. My

2 colleague put together a hunger style game, which  
3 people are competing, but I think I'm more angry at  
4 the Administration because we could have used the  
5 power of NYC not to engage in that, and forced them  
6 to change the way they do business, and we did not.  
7 I just have three questions. One, this is to Amazon.  
8 Would you have not committed to this deal if we had  
9 to go to ULURP, and I wanted to reiterate that EDC  
10 says this deal could not have been done without  
11 circumventing the power of the City Council and  
12 ULURP. I also wanted to know—I know our Deputy Mayor  
13 Glen thinks we are not particularly intelligent even  
14 though she oversees a portfolio that has failed when  
15 it comes to affordable housing and NYCHA. I do want  
16 to know how engaged she was in this process or if Mr.  
17 Patchett was the lead person. Lastly, I wanted to  
18 ask if the EDC will commit to perhaps the pilot  
19 program of the billion dollars of taxpayer money to  
20 give to small businesses who agree to create X amount  
21 of jobs, and I think that's a great pol-pol-policy  
22 program because we don't have to give this money to  
23 the richest person in the world. We have small  
24 businesses that need assistance right here. [bell]

2 JAMES PATCHETT: Thank you. I can go  
3 first and then--okay. So, just [coughs] respectfully,  
4 Council Member I hear you, but no Administration in  
5 the history of New York City has done more for  
6 affordable housing than this Administration. We have  
7 built more affordable housing units than any other--

8 COUNCIL MEMBER WILLIAMS: That says more  
9 about the previous administration than it does about  
10 us.

11 JAMES PATCHETT: Than any--than any  
12 previous administration but for our--

13 COUNCIL MEMBER WILLIAMS: Excuse me.

14 JAMES PATCHETT: I said not just the  
15 previous administration, in the history--

16 COUNCIL MEMBER WILLIAMS: We have record  
17 number of homelessness.

18 JAMES PATCHETT: Right.

19 COUNCIL MEMBER WILLIAMS: And we have  
20 NYCHA that you guys have failed to manage. So, I  
21 don't want to hear what you've accomplished. I want  
22 to hear what we have the power to accomplish and did  
23 not. We are failing when it comes to income targeted  
24 affordable housing period. You cannot deny that.

2 JAMES PATCHETT: Okay, well, I  
3 respectfully disagree. I agree that there still  
4 remain issues in this city on affordability and we're  
5 focused on addressing them. [Protests]

6 SERGEANT-AT-ARMS: [interposing] Quiet.  
7 Keep it down. [Protests]

8 SPEAKER JOHNSON: Okay. We're going to  
9 go to Council Member Rosenthal.

10 COUNCIL MEMBER ROSENTHAL: Thank you.

11 COUNCIL MEMBER WILLIAMS: [interposing]  
12 Can you just answer the questions.

13 JAMES PATCHETT: Okay. Yeah, absolutely  
14 happy to. So, the second question I think was the  
15 avail—the involvement of Deputy Mayor Glen, which I  
16 report to Deputy Mayor Glen. I certainly spoke to  
17 her as well as the Mayor throughout this process.  
18 You EDC was the lead agency on this, but obviously I  
19 spoke with Deputy Mayor Glen and the Mayor throughout  
20 this process.

21 LYDIA DOWNING: And I could answer that  
22 ULURP question if you would like, Council Member  
23 Williams, if that's okay Speaker. So, on that  
24 question, you know, our priority again we're not a  
25 developer. We're a company and our priority is

2 really creating the jobs, and so we have a specific  
3 timeline to be able to do that, to fulfill the  
4 obligations that we have on the—on the company. So  
5 we felt that that general project plan is the most  
6 efficient way including the eco—Environmental Impact  
7 Statement and the Community meetings that we will be  
8 doing.

9 SPEAKER JOHNSON: I think he answered  
10 that before about--

11 COUNCIL MEMBER WILLIAMS: [interposing]  
12 The Pilot Program?

13 SPEAKER JOHNSON: I believe he answered  
14 that before, but he can answer it again.

15 JAMES PATCHETT: I'm sorry what—what was  
16 it? I apologize.

17 COUNCIL MEMBER WILLIAMS: I said would  
18 you put—agree to put—put together a pilot program and  
19 maybe a billion dollars--

20 JAMES PATCHETT: [interposing] Yes, we  
21 would.

22 COUNCIL MEMBER WILLIAMS: --to give tax  
23 abatements to small businesses who create jobs.

24 JAMES PATCHETT: We're happy to talk  
25 about how we can take advantage of these tax event--



2 tax revenues that we'll be receiving and work  
3 together on a plan for small businesses.

4 CHAIRPERSON VALLONE: Council Member  
5 Rosenthal.

6  
7 COUNCIL MEMBER ROSENTHAL: [off mic]  
8 Thank you. [on mic] Thank you very much. Thanks  
9 for letting me ask a quick question and along the  
10 same lines for Mr. Patchett. What's the advantage of  
11 diverting some of the tax revenue from Amazon away  
12 from the city's General Fund--

13 JAMES PATCHETT: Uh-hm.

14 COUNCIL MEMBER ROSENTHAL: --to the  
15 Infrastructure Fund to be managed by EDC when the  
16 city already has the process for making capital  
17 investments, which by the way include the City  
18 Council unlike the EDC Fund, and specifically the  
19 Citizens Budget Commission for one has described this  
20 round-about process as the weakness of the city's  
21 approach to economic development.

22 JAMES PATCHETT: So, Council Member, I  
23 appreciate the question. So, you know, I--there are  
24 two components to the infrastructure here. The first  
25 is the near-term conversation we're going to have

2 about how we can invest in infrastructure, but we  
3 recognize that we don't know what are going to be the  
4 infrastructure and needs in 15 or 20 years for this  
5 community. And so, what this allows us to do is set  
6 aside funds that will be available over decades not  
7 identified today, but so that we have a guarantee for  
8 this community that there will be money available for  
9 infrastructure, and that's what we will be--

10 COUNCIL MEMBER ROSENTHAL: [interposing]  
11 Would you be willing—I agree with that.

12 JAMES PATCHETT: Yeah.

13 COUNCIL MEMBER ROSENTHAL: Would you be  
14 willing to incorporate into that guarantee for  
15 dedicated funds to that community that the City  
16 Council would have input [bell] through the city's  
17 usual budget approval process?

18 JAMES PATCHETT: If that's a priority of  
19 the City Council, I'd be happy to do that.

20 COUNCIL MEMBER ROSENTHAL: Thank you.

21 CHAIRPERSON VALLONE: And Now for our  
22 closing questions and comments from Speaker Johnson.

23 SPEAKER JOHNSON: Thank you. I—I had a  
24 question. This is both Amazon and to EDC. There's a  
25 report from Politico, an article by Sally Goldenberg

2 and Dana Rubinstein related to New York City  
3 promising to alert Amazon to public records requests  
4 in case the company wanted to try to obstruct those  
5 requests in court. Amazon, why did you ask the city  
6 to give you a heads up so that you could potentially  
7 take court ordered action before the city could make  
8 public available information or available? It should  
9 be publicly available to the media?

10 HOLLY SULLIVAN: We asked all 20 finalist  
11 locations to sign--

12 SPEAKER JOHNSON: [interposing] Why.

13 HOLLY SULLIVAN: --our standard non-  
14 disclosure agreement. We wanted to be able to share  
15 specific headcount information, specific team  
16 information, how we're set up as an organization  
17 also. We are in a competitive environment. That's  
18 the reality of our business, and this allowed us to  
19 be able to have discussions, share information, be  
20 transparent with the state of New York and the city  
21 of New York, ensure that relevant information so they  
22 could make informed decisions on whether or not this  
23 project was a fit.

24 SPEAKER JOHNSON: James, do you feel  
25 comfortable with that?

2                   SPEAKER JOHNSON: So, Mr. Speaker, I  
3 appreciate the question. So, you know, we  
4 represented with a non-disclosure agreement. What we  
5 said to the company is there's nothing about an NDA  
6 that's going to exempt us from FOIL laws. We are  
7 subject to those laws. It's our responsibility to  
8 the people of New York City and the state of New York  
9 to still be subject to FOIL regardless of an NDA, and  
10 so we insisted to them that that was a provision.  
11 They, you know the company understood that. We  
12 didn't create a legal right for them to prevent us  
13 from-to sharing documents under FOIL. That's a right  
14 that they have regardless of what it says in the NDA.  
15 Frankly, we—what we would do is share information the  
16 way that we believe we should share information with  
17 the press subject to FOIL, and the company whether  
18 there was an NDA or not would have the legal right to  
19 try to seek to block that.

20                   SPEAKER JOHNSON: I asked a question  
21 earlier, which—which wasn't responded to in a  
22 specific way, which is putting 32BJ and the building  
23 trades aside, did the city seek a labor peace  
24 agreement with Amazon for other workers separate from  
25

2 32BJ and the building trades? Did EDC engage in  
3 conversations for a labor peace agreement?

4 JAMES PATCHETT: So, you're speaking  
5 about for the distribution workers?

6 SPEAKER JOHNSON: For any other workers.

7 JAMES PATCHETT: So, we spoke to the  
8 company about a number of different workers, not just  
9 32BJ and--and the--and the building trades. We  
10 certainly discussed the distribution centers as a  
11 part of this conversation. We were focused on the  
12 headquarters not their other locations in the city,  
13 but we--

14 SPEAKER JOHNSON: [interposing] Did you  
15 seek your labor peace agreement? That's the--that's  
16 the question, James?

17 JAMES PATCHETT: Did we seek a labor  
18 peace agreement for their distribution facility?

19 SPEAKER JOHNSON: For all workers of  
20 Amazon in New York City, did you seek a labor--

21 JAMES PATCHETT: [interposing] For every  
22 single worker including their corporate employees,  
23 no.

24 SPEAKER JOHNSON: Okay. Would you enter  
25 into a labor peace agreement so that your workers

2 could unionize freely without any level of  
3 interference?

4 BRIAN HUSEMAN: We absolutely respect the  
5 right of an employee to choose their union.

6 SPEAKER JOHNSON: [interposing] This is  
7 what you said before, Mr. Huseman. That's not an  
8 answer.

9 SERGEANT-AT-ARMS: [interposing] Quiet.

10 SPEAKER JOHNSON: Would you support—would  
11 you support a labor peace agreement, which other  
12 companies enter in all the time in the city of New  
13 York.

14 BRIAN HUSEMAN: So, Speaker, I'm sorry.  
15 My answer is still the same. We respect an  
16 employee's right to choose what to do. [Protestor  
17 yells]

18 SPEAKER JOHNSON: So that's a no answer.  
19 You—you would not seek a labor peace agreement.

20 SERGEANT-AT-ARMS: Quiet down. Quiet  
21 down.

22 SPEAKER JOHNSON: James, we've heard that  
23 Amazon was paying hundreds of millions of dollars, of  
24 course, in pilot payments. For folks that don't know  
25 pilots, are payments in lieu of taxes. That means

2 instead of paying the city's real estate taxes, they  
3 will pay State ESD.

4 JAMES PATCHETT: They'll pay the—the—it's  
5 quite common for there to be a payment in lieu of  
6 taxes on publicly owned property. It goes through  
7 the states, comes—and come to the city's General  
8 Fund.

9 SPEAKER JOHNSON: So, ESD will put half  
10 the money into an infrastructure fund.

11 JAMES PATCHETT: Half of it—the money on  
12 the existing public sites, and doing infrastructure,  
13 and they will be doing—(sic)

14 SPEAKER JOHNSON: [interposing] And the  
15 other half into the city's General Fund?

16 JAMES PATCHETT: The remaining will go to  
17 the General Fund.

18 SPEAKER JOHNSON: Why didn't you have  
19 Amazon just pay the pilots to EDC instead?

20 JAMES PATCHETT: It's just the way it  
21 work under state law. It's just the mechanism—legal  
22 mechanism by which it's possible. We—the city we  
23 have—just for clarity, there are arrangements like  
24 this on 42<sup>nd</sup> Street, which we've had for decades in  
25

2 this—they come—money came to the state and always  
3 came to the city. It's never been an issue.

4 SPEAKER JOHNSON: Are there any  
5 guarantees that one those pilots will be diverted to  
6 ESD to pay for a bridge somewhere in the middle of  
7 Upstate New York?

8 JAMES PATCHETT: Yeah, there will be  
9 legal obligations under the document. (sic)

10 SPEAKER JOHNSON: So, the money cannot be  
11 diverted?

12 JAMES PATCHETT: Correct.

13 SPEAKER JOHNSON: Okay. So, I—I'm  
14 grateful that we've been able to have this  
15 conversation today. Again, I—I think that you should  
16 go through ULURP, and I think that's clear from how  
17 people feel today. I don't think you need \$3 billion  
18 in city money when you're a trillion dollar company.  
19 I think that you should respect the rights of your  
20 workers and not interfere, and—but I really  
21 appreciate the fact that you came here to have this  
22 conversation. We're having other hearings. Is  
23 Amazon going to agree to come to those other public  
24 hearings that we have?



2 BRIAN HUSEMAN: We want to have an open  
3 dialogue. I'm happy to have that conversation about  
4 that specific issue.

5 SPEAKER JOHNSON: Will you come to our  
6 future hearings?

7 BRIAN HUSEMAN: I will—I will be happy to  
8 talk with you about that. [Protestor objecting]

9 SPEAKER JOHNSON: Why won't you agree to  
10 come to our public hearings?

11 BRIAN HUSEMAN: I—I think this is best  
12 for us to have that conversation about what you're  
13 envisioning. With the other witnesses it would be  
14 the timing. So, happy to have a conversation with  
15 you about that. I cannot commit today.

16 SPEAKER JOHNSON: Why?

17 BRIAN HUSEMAN: Because I'm—I-I would  
18 give you a reason—(sic)

19 SPEAKER JOHNSON: [interposing] You're  
20 not giving a reason. You're not giving a reason.

21 BRIAN HUSEMAN: I do know the specific  
22 details, Speaker, but happy to talk with you.

23 SPEAKER JOHNSON: The Memorandum of  
24 Understanding says you'll participate in public  
25 hearings. That's what the MOU says.

2 BRIAN HUSEMAN: Yes, sir.

3 SPEAKER JOHNSON: So, are you going to  
4 come to our future hearings or not?

5 BRIAN HUSEMAN: We will be participating  
6 actively in the community process. If you're talking  
7 about a specific Council hearing, I'm happy to have a  
8 conversation with you offline. (sic)

9 SPEAKER JOHNSON: [interposing] No, no,  
10 I'm having the conversation right now in public in  
11 front of the public, in front of the press. You're a  
12 trillion dollar company that's coming to New York  
13 City. You're avoiding the Land Use process, you're  
14 taking \$3 billion in money, and you won't agree to  
15 come to public hearings? [Protestors objecting]

16 BRIAN HUSEMAN: Sir, I'm happy to have a  
17 conversation with you about the specifics of those  
18 about those hearings, but we do want to have an  
19 ongoing dialogue with you and be an active  
20 participant in this process.

21 SERGEANT-AT-ARMS: [interposing] Quiet.

22 SPEAKER JOHNSON: No, I don't want a  
23 private ongoing dialogue. I want a public dialogue  
24 where the public can come and the press can be there  
25 and you will participate. Is this what you thing

2 being a good neighbor is in coming to New York City  
3 not coming to one hearing, but agreeing to come to  
4 other hearings?

5 SERGEANT-AT-ARMS: [interposing] Quiet.

6 BRIAN HUSEMAN: Sir, I will have—I do not  
7 know the specifics of when you're planning these  
8 hearings, who the other witnesses will be.

9 SPEAKER JOHNSON: We will put the  
10 hearings around your schedule so you can be there.

11 BRIAN HUSEMAN: Okay.

12 SPEAKER JOHNSON: Will you come?

13 BRIAN HUSEMAN: I'm happy—happy to have  
14 those conversations. We fully intend to have—to be  
15 at additional public hearings. (sic)

16 SPEAKER JOHNSON: Are you a former public  
17 prosecutor?

18 BRIAN HUSEMAN: Yes, sir.

19 [Protesting]

20 SPEAKER JOHNSON: I mean we want you to  
21 answer questions directly, not avoid the answering of  
22 questions, which is what you're doing right now. So,  
23 we expect for you to be at our public hearings and  
24 the MOU says that. Does the city think that Amazon  
25 should be at our public hearings?

2 JAMES PATCHETT: We expect the company to  
3 attend public hearings.

4 SPEAKER JOHNSON: No, do you want Amazon  
5 to be--

6 JAMES PATCHETT: [interposing] Yes.

7 SPEAKER JOHNSON: --and I expect--do you  
8 want Amazon to be there?

9 JAMES PATCHETT: Yes.

10 SPEAKER JOHNSON: So, the City  
11 Administration wants you to be there, the Council  
12 wants you to be there, but you won't agree to come to  
13 our public hearings?

14 BRIAN HUSEMAN: Again, sir, we want to be  
15 an active participant in this--I--I really I'm just  
16 trying to--to figure out, you know, what is best for  
17 the company to--

18 SPEAKER JOHNSON: [interposing] The level  
19 of hubris that is involved--

20 BRIAN HUSEMAN: [interposing] I do not  
21 mean to--I don't mean--sorry, sir, I'm very--like I'm  
22 humble and grateful. We will definitely participate,  
23 you know, in future processes. I'm just--you're  
24 asking me to commit to a specific hearing, and I need  
25 to have a conversation with you.

2 SPEAKER JOHNSON: No, I didn't ask for a  
3 specific date. I'm asking for you to come to a  
4 future hearing. Will you agree?

5 BRIAN HUSEMAN: Absolutely, sir.  
6 Absolutely, we come--

7 SPEAKER JOHNSON: [interposing] Okay, so  
8 you're going to come to a future hearing?

9 BRIAN HUSEMAN: A future hearing.

10 SPEAKER JOHNSON: We look forward to  
11 scheduling that future hearing in January and in  
12 February around your schedule. Then we'll have a  
13 public hearing for the public as well to be able to  
14 come and testify, and we look forward to scheduling  
15 those hearings around your schedule so that you and  
16 the Amazon team who said at the outset you're proud  
17 to come to New York City because of what our city  
18 stands for. [coughing] You should come and  
19 participate in a public manner before the City  
20 Council with the public and the duly Democratic  
21 elected officials who represent the neighborhoods of  
22 New York City. You should come to those hearings.  
23 So, I look forward to coming to those hearings. I'm  
24 grateful you're here today. It shouldn't have been  
25 that hard for you to say, Mr. Huseman, that you would

2 come to the hearings. I am really actually taken  
3 aback by how difficult it was for you to say—it is  
4 insulting for you not to say right away, Mr. Speaker,  
5 City Council, we do want to come to New York City, we  
6 do want to be involved in the community, we do want  
7 to be a good neighbor. So, we're going to come and  
8 we're going to answer your questions. What you said  
9 before in this testimony is that you look forward to  
10 engaging with us on the Community Advisory Committee,  
11 you look forward to engaging with us to understand  
12 the issues around local hiring. You look forward to  
13 engaging with us on the issues that matter to the  
14 community. You can't say that in a platitudinal way  
15 in the course of this hearing, and then at the end of  
16 the hearing when you're asked if you'll come to  
17 future hearings, not give a straight answer. It's  
18 insulting. It's unacceptable. It's not how you  
19 could be a good neighbor, and I don't understand the—  
20 the level of tone deafness in trying to give a cute  
21 evasive answer on this. Do you understand why it's  
22 offensive?

23 BRIAN HUSEMAN: Speaker, I'm sorry. I  
24 did not mean to kind of offend you. I did not mean  
25 to—to appear that we were not specifically concerns

2 of you or the other Council Members. I was really  
3 just talking about specific dates and formats of the-  
4 -

5 SPEAKER JOHNSON: We will find a date  
6 that works for you and we look forward to you  
7 participating in that date. Since you're going to  
8 come to New York City with 25,000 jobs and you're  
9 getting \$3 billion in taxpayer money, and you're  
10 getting public land in New York City, we have our  
11 expectation that you will be at those hearings. Thank  
12 you Chair Vallone.

13 CHAIRPERSON VALLONE: Thank you, Mr.  
14 Speaker. First, a big thank you to the staff for a  
15 very short period of time. So Alex, Emily and Alia  
16 and our staff to put this together, Speaker Johnson  
17 and all the Council Members who stayed. Thank you to  
18 Amazon for staying for the full hearing. Mr.  
19 Patrick, President Patrick and your team, thank you,  
20 and look forward to our future hearings, and with  
21 that today's hearing is closed. [gavel]

22

23

24

25

C E R T I F I C A T E

World Wide Dictation certifies that the foregoing transcript is a true and accurate record of the proceedings. We further certify that there is no relation to any of the parties to this action by blood or marriage, and that there is interest in the outcome of this matter.



Date December 17, 2018